



OSS
ONE STOP SYSTEMS

Corporate Presentation

March 2020

Nasdaq: OSS

Important Disclaimers & Cautions Regarding Forward-Looking Statements



One Stop Systems cautions you that statements in this presentation that are not a description of historical facts are forward-looking statements. These statements are based on the company's current beliefs and expectations. Such forward-looking statements include those regarding the company's 2019 financial outlook and expectations for 2019 revenue growth generated by new products, design wins or M&A activity. The inclusion of such forward-looking statements and others should not be regarded as a representation by OSS that any of its plans will be achieved.

Actual results may differ from those set forth in this presentation due to the risks and uncertainties inherent in our business, including, without limitation, that the market for our products is developing and may not develop as we expect; our operating results may fluctuate significantly, which would make our future operating results difficult to predict and could cause our operating results to fall below expectations or our guidance; our products are subject to competition, including competition from the customers to whom we sell, and competitive pressures from new and existing companies may harm our business, sales, growth rates, and market share; our future success depends on our ability to develop and successfully introduce new and enhanced products that meet the needs of our customers; our products fulfill specialized needs and functions within the technology industry and such needs or functions may become unnecessary or the characteristics of such needs and functions may shift in such a way as to cause our products to no longer fulfill such needs or functions; new entrants into our market may harm our competitive position; we rely on a limited number of suppliers to support our manufacturing and design process; if we cannot protect our proprietary design rights and intellectual property rights, our competitive position could be harmed or we could incur significant expenses to enforce our rights; our international sales and operations subject us to additional risks that can adversely affect our operating results and financial condition; if we fail to remedy material weaknesses in our internal controls over financial reporting, we may not be able to accurately report our financial results; and other risks described in our prior press releases and in our filings with the Securities and Exchange Commission (SEC), including under the heading "Risk Factors" in our Annual Report on Form 10-K and any subsequent filings with the SEC.

You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation, and we undertake no obligation to revise or update this information to reflect events or circumstances after the date hereof. All forward-looking statements are qualified in their entirety by this cautionary statement, which is made under the safe harbor provisions of the Private Securities Litigation Reform Act of 1995.

This presentation contains estimates and statistical data that we obtained from industry publications and reports. We have not independently verified their data, and we do not guarantee the accuracy and completeness of this information. You are cautioned not to give undue weight to such estimates, and the projections, assumptions and estimates of the future performance of the markets in which we operate, which are necessarily subject to a high degree of uncertainty and risk. This presentation shall not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any offer or sale of any securities, in any state or jurisdiction in which the offer, solicitation, or sale of securities would be unlawful. Some images may be stock photos.

Senior Management



David Raun
Interim President & CEO

24 years experience at senior management and board levels in public and private companies including over 10 M&A/fund raising events.



John Morrison
Chief Financial Officer

30 years experience in public accounting, and all aspects of financial reporting and financing.

Began career with 15 years at **PricewaterhouseCoopers** in both the U.S. and Asia.

Who We Are



Design & manufacture specialized **High-Performance Edge Computing Systems**



Servers, compute accelerators and flash storage



I/O intensive, ruggedized designs

High-Performance Products & Services



Applications



Artificial intelligence



Medical



Autonomous vehicles



Entertainment



Military



Instrumentation/
data collection

Customer Design-ins

Raytheon

NATIONAL INSTRUMENTS™

lyft

disguise

Market Opportunity for Specialized Edge Computing



Problem:

- Immense amounts of data being collected
- Communication protocols too slow for moving data between point of collection and point of processing/analysis at the data center
- Harsh environment outside of data center

Solution:

- Data collection, processing and analysis **at the source**
- Powered by high-performance edge computing and storage

Outcome:

- Actionable intelligence in real-time, onsite, in the field and on the go
- *AI on the Fly*[®]



Products



Custom Servers

- “Perfect Fit” designs
- Ruggedized
- Private label



Compute Accelerators

- High Performance – up to 16 GPUs per system
- Connects to any server via PCIe connections



Flash Storage Arrays

- High performance
- High-capacity
- Removable canisters
- Rugged, mil-spec, SWaP



I/O Expansion

- State-of-the-art PCIe over cable adapters & expansion systems
- PCIe Gen 4

Advanced High-Performance Compute, Storage and Expansion

AI Computing on the Edge



- OSS **AI on the Fly**[®] technology provides the power of the datacenter *at* 'the edge'
- High performance computing and storage at the point of data collection
- Requires:
 - Expansive I/O
 - Networking and storage technologies
 - High-speed processing
 - Ruggedness for use in harsh and/or mobile environments

AI
on the **FLY**[®]



AI on the Fly[®]

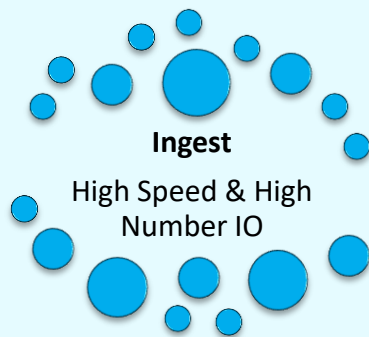
Datacenter performance made for 'the edge'



Raw Data



Data Acquisition



NVMe Storage



Storage
Low Latency & High Throughput

Multi GPU Compute Engine



Compute Analytics
ML Inference, Training & Retraining



Edge

- Extreme temp, humidity, pressure
- Constrained space & power
- Shock and vibration
- Dirt and dust

OSS Leadership Expertise

- ✓ PCIe Gen 4.0 design
- ✓ High speed signal integrity
- ✓ Large scale switch fabrics
- ✓ Ruggedized
- ✓ Optimized performance
- ✓ Customized form factors
- ✓ Specialized power design
- ✓ Simplified management

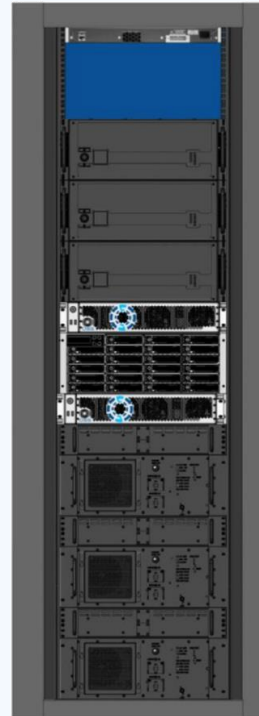
OSS Solution



Specialized High-Performance Computing at 'the Edge'

- **Latest technology**
 - Compute acceleration – GPU computing
 - High speed storage – Flash storage
- **Expansive I/O capability**
 - More slots
 - More watts
- **Ruggedization**
 - Commercial: Industrial/Professional grade
 - Military: Full mil-spec
- **Military requirements**
 - COTS technology (Commercial Off The Shelf)
 - Reduced SWaP (Size, Weight & Power)

OSS AI on the Fly Example



OSS RF Spectrum Signal Recording & Analysis AI System

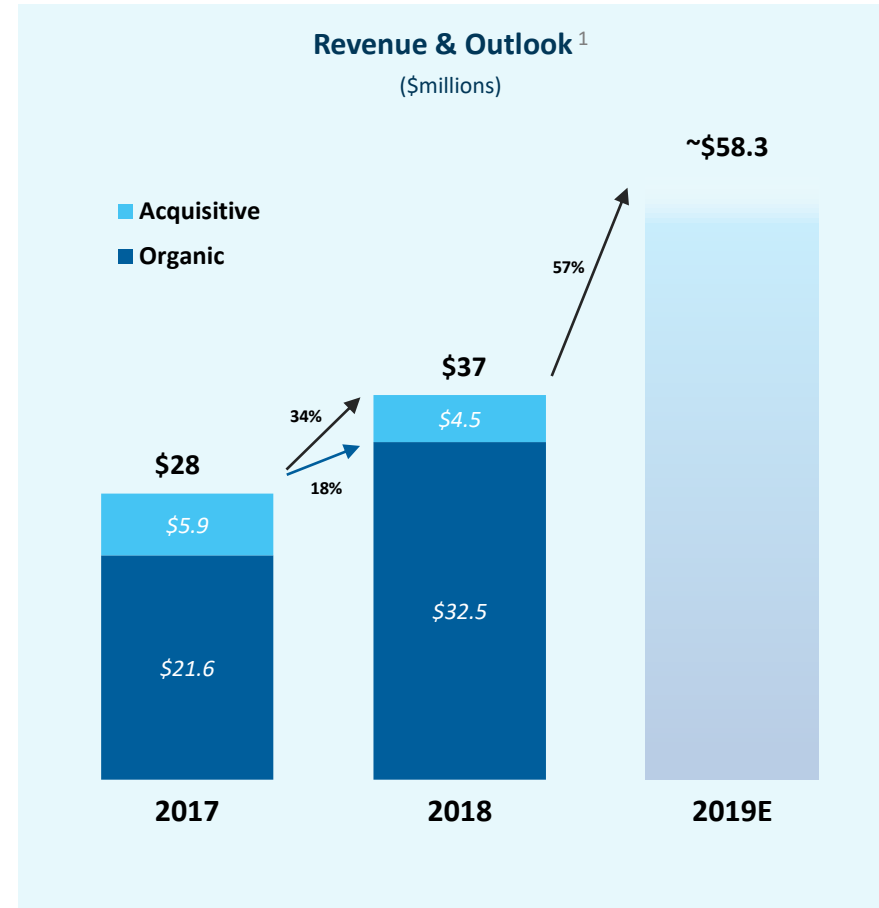
- Rugged, modular, rack-level system housed in mobile shelters
- Performs radio frequency spectrum signal analysis in the field
- Sustained ingest, processing & storage

Results & Outlook



Revenue Outlook ¹

- Q4 2019: ~\$18.4M, up 28%
- Full Year 2019: ~\$58.3M, up 57%
 - Organic growth up 12%



1) Guidance issued on January 22, 2020

Major OEM Customer



Disguise

- Video display controllers
- Used for major events: concerts, Super Bowl, awards shows, Olympics, etc.
- New systems moving into virtual studio applications
- Strong run rate
- 5-year \$60 million OEM agreement
- Production in U.S. and German facilities



Raytheon

- **US Navy P8 Poseidon Aircraft**
 - OSS designed and certified
 - Mil-spec flash storage array
 - Hardware and software
- Long-term production - 5 year \$36M contract
- Future mil-spec *AI on the Fly*[®] system

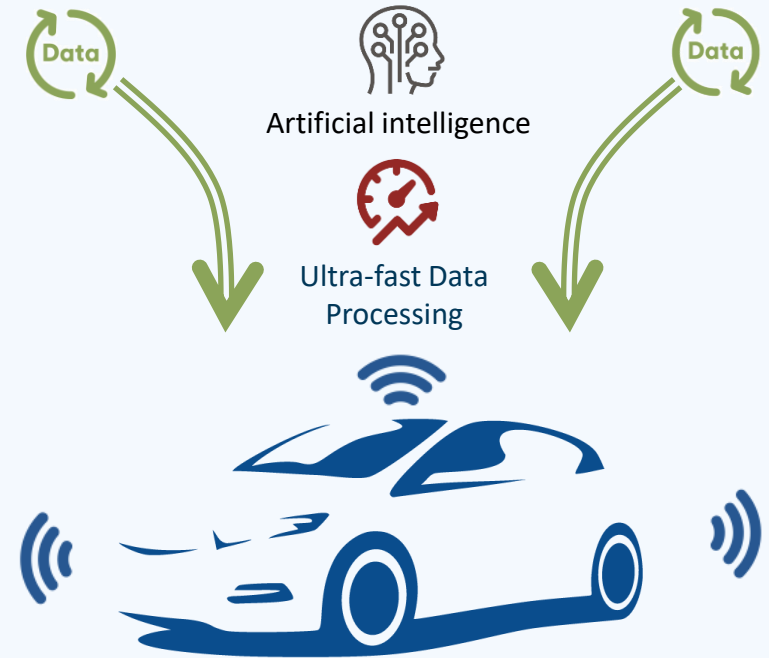


Autonomous Vehicle Design Win

- AI on the Fly system for autonomous vehicles
- OSS providing several electronic elements:
 - GPU interconnection electronics
 - Communication interconnects
- New designs in process



OSS AI on the Fly Intelligent System for Autonomous Vehicles



Global Presence



San Diego



Irvine



Salt Lake City



Gröbenzell

San Diego, CA

- Corporate headquarters
- Design and manufacturing

Irvine, CA

- Concept Development (CDI)
- Design and manufacturing

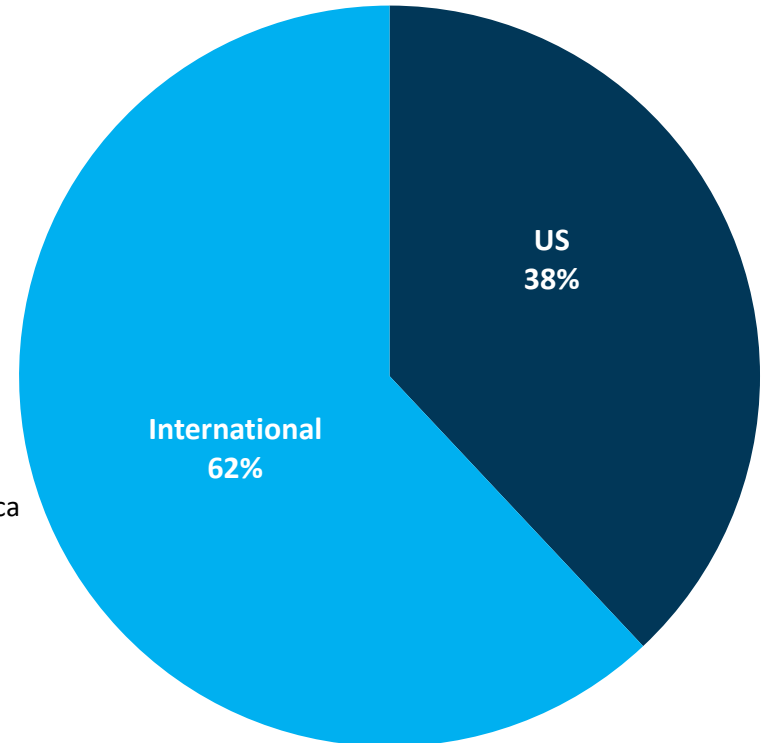
Salt Lake City, UT

- Software design center

Gröbenzell, Germany

- Bressner Technology
- Design and manufacturing
- Supports Europe, Middle East and Africa

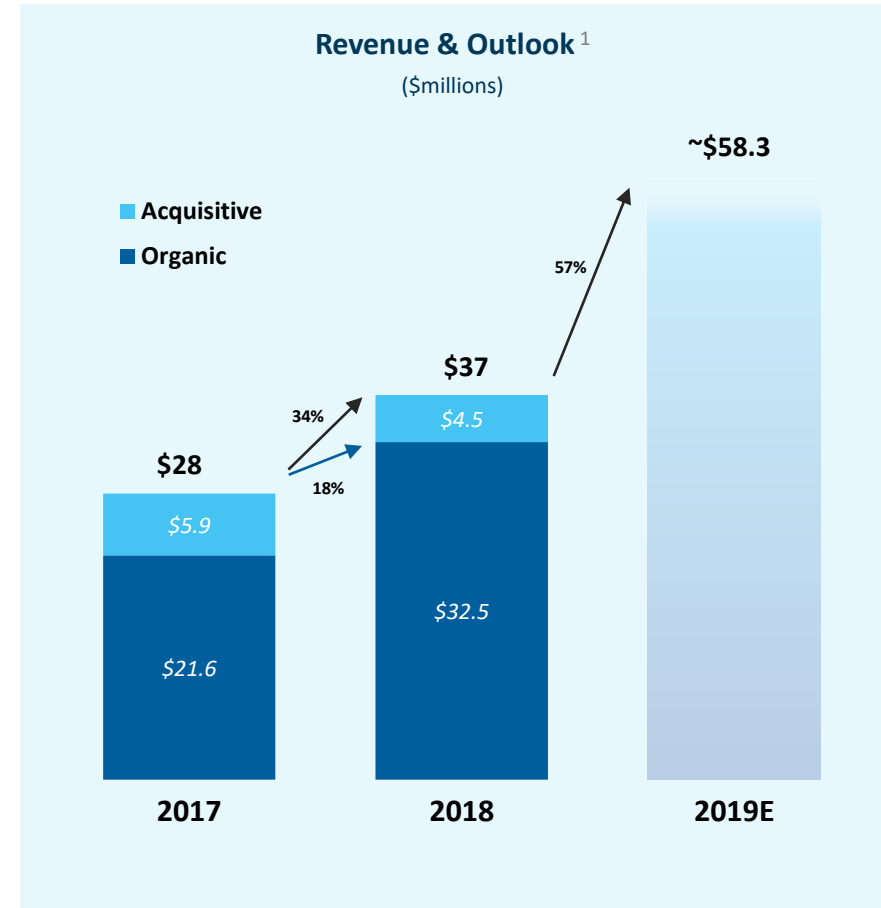
Revenue (2019E)



Key Takeaways



- **Designer and manufacturer of specialized hardware & software solutions for *High-Performance Edge Computing***
- **High-technology leader**
- **Significant OEM customers and programs**
- **Strong revenue growth**



1) Guidance issued on January 22, 2020