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. The inclusion of forward-looking statements should not be regarded as a representation by One Stop Systems or its partners that any of our plans or expectations will be achieved, including but not limited to our management’s ability to increase the company’s market position or revenue. Actual results may differ from those set forth in this presentation due to the risk and uncertainties inherent in our business, including 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 hereof, and we undertake no obligation to revise or update this presentation 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
President & CEO, Director

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

Former public company CEO at PLX Technology (PLXT), the PCI Express leader which was acquired by Broadcom/Avago.

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.

Jim Ison
Chief Sales & Marketing Officer

26 years experience in the bus-board marketplace and the HPC industry. Strong background in COTS military and converged communications accounts for Ziatech and Rittal.
Power of the Datacenter to “the Edge”
When action must take place now!

Vast Data & Sensors

Acquisition
- Data Acquisition at High Speed & Lots of IO

Storage
- Low Latency & High Throughput NVMe Storage

Compute
- Multi GPU Compute Engine, Analytics, ML Inference, Training & Retraining

Action
- Actionable Intelligence

...on the spot, in the field at the edge
Introducing... *AI on the FLY*®

- The Power of the Data Center at the Edge
  - “Performance, without compromise”
- High-Speed Processing in the field
- Expansive I/O
- Low Latency Networking/Connections
- High-Density Solid-State Storage
- Hardened/Ruggedness for Harsh and/or Mobile Environments
- Compact & Special Form Factors
- Specialization

- Producing actionable intelligence in real-time, onsite, at the point of data acquisition
We call it **AI on the FLY**

Submarine Hunter must identify, monitor, process, learn and act immediately.

Autonomous Vehicle must be able to collect, process, learn and act immediately.
Target Markets & Applications

Military

Media & Entertainment

Commercial Aircraft

Autonomous Vehicles

Instrumentation

Medical
Global Edge Computing Market

OSS Estimate: $3B+  
Market Being Served  
Specialized High-Performance Edge Computing

Source: Fior Market report, June 2020
Building Blocks

**Servers**
Compact & Perfect-Fit
Ruggedized

**Flash Array Storage**
Highest Performance & Capacity
Removable Canisters

**GPU Compute Accelerators**
Up to 16 GPUs
Lowest Latency Connect

**I/O Expansion**
Lowest Latency
PCI Express Gen 4
Technical Expertise

- High Performance, Low Latency Switch Fabrics enabling...
  - Vast I/O for Data Collection
  - Multiple GPU Arrays for Compute
  - Large Banks of Solid-State Memory (SSD)

- Using the Latest Technologies
  - PCIe Gen 4: 16GT/s (Giga Transfers per Second)
  - NVLink: 25GT/s (NVIDIA proprietary, OSS Licensed)
  - Used in Switch Fabric & Communication between Building Blocks

- Masters at Signal Integrity
  - A must for Highest Performance Networks, Fabrics and Communications
Enabling

OSS systems with 61 flash cards operate 50x faster than traditional hard drive systems.

OSS systems with 16 GPUs operate 100x faster than traditional CPU processing.
Additional Value Proposition

Size, Weight, Power

Ruggedized

Form Factor
Key Customers
OSS Key Stats (Nasdaq: OSS)

**Q3 2020 Results**

- Revenue: $13.0M
- Gross Profit: $4.9M
- Non-GAAP Net income\(^2\): $1.2M
- Adjusted EBITDA\(^2\): $1.6M

**@9/30/20**

- Total Assets: $41.5M
- Cash & Cash Equiv.: $5.5M
- Total Debt: $5.5M
- Total Liabilities: $12.9M
- Full-time Employees: 93

---

**Annual Revenue**

- 2017: $21.6M
- 2018: $32.5M
- 2019: $41.4M
- Acquisitive: $58.3M
- Organic: $16.9M

---

1) Shares outstanding as of October 30, 2020.
2) See definition and reconciliation table of this non-GAAP measure in Appendix.

Stock data source: Nasdaq.com
Solid Revenue Growth

...but Challenges Since 2018 IPO

Stock Performance
Expectations
Volume

Margins
Profitability
Cash

Market Focus
Value Proposition
Clear Leadership
Customer Diversification

...plus a world with COVID 19
Execution Steps
Changes implemented,
Building a Solid Foundation for Tomorrow

**Leadership Change**
- Replaced OSS founder.
- New skill & experience set required to take company to next level.

- Feb 2020 Interim
- June 2020 Appointed
- March 2020
- April 2020

**Efficiency**
- Reduced spend by ~$3M for sustainability & to lower expense base.
- Building culture that takes pride in efficiency & expense reduction innovation.

**Reorganization**
- Structure & responsibility changes with more focus on market leadership,
  enhanced value proposition, margins, ROI & profitability.
- Complete integration of CDI into OSS.
- Add back fresh talent when appropriate.

**Cash Position**
- Improve cash position for sustainability and stability in current uncertain times by securing $4.0M in debt.
- Build cash position over time to minimize need for additional financing.

**Governance**
- Went from a 5 male/1 female board with 3 independent directors to a 4 male/3 female board with 6 independent directors.
- Improved skills sets with additional public board experience, financial expertise, enterprise and edge computing markets.

**Customers**
- Focus on larger opportunities and new customers. Won 16 $1M+ in 2019, and won 13 so far in 2020.
- 2019
- 2020

- May 2020
- June 2020

**2019+**
- Replaced OSS founder.
- New skill & experience set required to take company to next level.

- Feb 2020 Interim
- June 2020 Appointed
Early Progress Indicators

Gross Margins at 38%
Up from 34%

EBITDA up $500K

Net Income up $300K

Cash Now at $5.5M

Revenues down $2M

Spending Down $700K

Q3’20 vs. Q3’19

Exceeding Guidance By 10%

Improved Bottom Line Results including profitability & positive cash flow on lower revenues (COVID) setting foundation for future.
Key Takeaways

- Fast Growing Edge Computing Market
  - “Performance, without Compromise”
  - Highest Performance in Challenging Edge Applications
  - Growing Customer Base

- Executed Changes
  - Strengthening OSS during pandemic
  - Focused on Growth, GM, Profitability... *Shareholder Value*
  - Management Team is Excited about OSS’s Future
THANK YOU
End of Presentation
### Unaudited Consolidated Balance Sheets

#### ASSETS

<table>
<thead>
<tr>
<th>Category</th>
<th>September 30, 2020</th>
<th>December 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$5,519,829</td>
<td>$5,185,321</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>9,744,171</td>
<td>11,667,157</td>
</tr>
<tr>
<td>Inventories, net</td>
<td>9,999,680</td>
<td>7,369,356</td>
</tr>
<tr>
<td>Prepaid expenses and other current assets</td>
<td>720,070</td>
<td>453,938</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>25,983,750</td>
<td>24,675,772</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>3,567,582</td>
<td>3,568,564</td>
</tr>
<tr>
<td>Deposits and other</td>
<td>81,711</td>
<td>47,146</td>
</tr>
<tr>
<td>Deferred tax assets, net</td>
<td>3,939,546</td>
<td>3,019,823</td>
</tr>
<tr>
<td>Goodwill</td>
<td>7,120,510</td>
<td>7,120,510</td>
</tr>
<tr>
<td>Intangible assets, net</td>
<td>826,157</td>
<td>1,346,193</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$41,519,256</td>
<td>$39,778,007</td>
</tr>
</tbody>
</table>

#### LIABILITIES AND STOCKHOLDERS' EQUITY

<table>
<thead>
<tr>
<th>Category</th>
<th>September 30, 2020</th>
<th>December 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$3,680,192</td>
<td>$4,115,977</td>
</tr>
<tr>
<td>Accrued expenses and other liabilities</td>
<td>3,758,109</td>
<td>4,607,432</td>
</tr>
<tr>
<td>Current portion of notes payable, net of debt discount of $3,802 and $7,019, respectively</td>
<td>1,433,200</td>
<td>1,377,751</td>
</tr>
<tr>
<td>Current portion of related-party notes payable, net of debt discount of $12,491 and $23,060, respectively</td>
<td>345,586</td>
<td>561,441</td>
</tr>
<tr>
<td>Senior secured convertible note, net of discounts of $337,247</td>
<td>1,299,117</td>
<td>1,299,117</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>10,516,204</td>
<td>10,662,601</td>
</tr>
<tr>
<td>Notes payable, net of current portion and debt discount of $0 and $2,047, respectively</td>
<td>-</td>
<td>149,301</td>
</tr>
<tr>
<td>Related-party notes payable, net of current portion and debt discount of $0 and $6,726, respectively</td>
<td>-</td>
<td>199,943</td>
</tr>
<tr>
<td>Senior secured convertible note, net of discounts of $51,707</td>
<td>902,839</td>
<td>-</td>
</tr>
<tr>
<td>Paycheck protection plan note payable</td>
<td>1,499,360</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>12,918,403</td>
<td>11,011,845</td>
</tr>
<tr>
<td><strong>Commitments and contingencies</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Stockholders’ equity</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Common stock, $.0001 par value; 50,000,000 shares authorized; 16,620,908 and 16,121,747 shares issued and outstanding, respectively</td>
<td>1,642</td>
<td>1,612</td>
</tr>
<tr>
<td>Additional paid-in capital</td>
<td>30,480,405</td>
<td>30,537,015</td>
</tr>
<tr>
<td>Noncontrolling interest</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Accumulated other comprehensive loss</td>
<td>124,282</td>
<td>(17,773)</td>
</tr>
<tr>
<td>Accumulated deficit</td>
<td>(2,005,596)</td>
<td>(1,755,192)</td>
</tr>
<tr>
<td><strong>Total stockholders’ equity</strong></td>
<td>28,680,853</td>
<td>28,766,162</td>
</tr>
</tbody>
</table>

$41,519,256 $39,778,007
Use of Non-GAAP Financial Measures and Reconciliation of Adjusted EBITDA to GAAP

Management believes that the use of adjusted earnings before interest, taxes, depreciation and amortization, or adjusted EBITDA, is helpful for an investor to assess the performance of the Company. The Company defines adjusted EBITDA as income (loss) attributable to common stockholders before interest, taxes, depreciation, amortization, acquisition expenses, impairment of long-lived assets, financing costs, fair value adjustments from purchase accounting, stock-based compensation expense and expenses related to discontinued operations.

Adjusted EBITDA is not a measurement of financial performance under generally accepted accounting principles in the United States, or GAAP. Because of varying available valuation methodologies, subjective assumptions and the variety of equity instruments that can impact a company’s non-cash operating expenses, management believes that providing a non-GAAP financial measure that excludes non-cash and non-recurring expenses allows for meaningful comparisons between the company’s core business operating results and those of other companies, as well as providing management with an important tool for financial and operational decision making and for evaluating core business operating results over different periods of time.

The company’s adjusted EBITDA measure may not provide information that is directly comparable to that provided by other companies in the company’s industry, as other companies may calculate non-GAAP financial results differently, particularly related to non-recurring, unusual items. The company’s adjusted EBITDA is not a measurement of financial performance under GAAP, and should not be considered as an alternative to operating income or as an indication of operating performance or any other measure of performance derived in accordance with GAAP. We do not consider adjusted EBITDA to be a substitute for, or superior to, the information provided by GAAP financial results.

<table>
<thead>
<tr>
<th></th>
<th>For the Three Months Ended September 30</th>
<th>For the Nine Months Ended September 30</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income (loss) attributable to common stockholders</td>
<td>$ 857,790</td>
<td>$ 544,901</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>410,552</td>
<td>352,905</td>
</tr>
<tr>
<td>Amortization of deferred gain</td>
<td>-</td>
<td>(12,359)</td>
</tr>
<tr>
<td>Impairment of goodwill</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>210,280</td>
<td>164,857</td>
</tr>
<tr>
<td>Interest income</td>
<td>(143,931)</td>
<td>(10,149)</td>
</tr>
<tr>
<td>Interest expense</td>
<td>174,205</td>
<td>52,182</td>
</tr>
<tr>
<td>Provision (benefit) for income taxes</td>
<td>57,753</td>
<td>(51,051)</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$ 1,566,649</td>
<td>$ 1,041,286</td>
</tr>
</tbody>
</table>
Use of Non-GAAP Financial Measures and Reconciliation of Non-GAAP EPS to GAAP

Adjusted EPS excludes the impact of certain items and, therefore, has not been calculated in accordance with GAAP. Management believes that exclusion of certain selected items assists in providing a more complete understanding of our underlying results and trends and allows for comparability with the company’s peer index and industry. We use this measure along with the corresponding GAAP financial measures to manage the company’s business and to evaluate the company’s performance compared to prior periods and the marketplace. The Company defines Non-GAAP (loss) income attributable to common stockholders as (loss) or income before amortization, stock-based compensation, expenses related to discontinued operations, impairment of long-lived assets and non-recurring acquisition costs. Adjusted EPS expresses adjusted (loss) income on a per share basis using weighted average diluted shares outstanding.

Adjusted EPS is a non-GAAP financial measure and should not be considered in isolation or as a substitute for financial information provided in accordance with GAAP. These non-GAAP financial measures may not be computed in the same manner as similarly titled measures used by other companies. Management expects to continue to incur expenses similar to the adjusted income from continuing operations and adjusted EPS financial adjustments described above, and investors should not infer from the company’s presentation of these non-GAAP financial measures that these costs are unusual, infrequent or non-recurring.

The following table sets forth non-GAAP net loss attributable to common stockholders and basic and diluted earnings per share:

<table>
<thead>
<tr>
<th></th>
<th>For The Three Months Ended September 30,</th>
<th>For The Nine Months Ended September 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
<td>2019</td>
</tr>
<tr>
<td>Net income (loss) attributable to common stockholders</td>
<td>$857,790</td>
<td>$544,901</td>
</tr>
<tr>
<td>Amortization of intangibles</td>
<td>170,985</td>
<td>190,970</td>
</tr>
<tr>
<td>Impairment of goodwill</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>210,280</td>
<td>164,857</td>
</tr>
<tr>
<td>Non-GAAP net income attributable to common stockholders</td>
<td>$1,239,055</td>
<td>$900,728</td>
</tr>
</tbody>
</table>

Non-GAAP net income per share attributable to common stockholders:

<table>
<thead>
<tr>
<th></th>
<th>Basic</th>
<th>Diluted</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
<td>2019</td>
</tr>
<tr>
<td>Basic</td>
<td>$0.07</td>
<td>$0.06</td>
</tr>
<tr>
<td>Diluted</td>
<td>$0.07</td>
<td>$0.06</td>
</tr>
</tbody>
</table>

Weighted average common shares outstanding:

<table>
<thead>
<tr>
<th></th>
<th>Basic</th>
<th>Diluted</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
<td>2019</td>
</tr>
<tr>
<td>Basic</td>
<td>16,585,773</td>
<td>15,777,158</td>
</tr>
<tr>
<td>Diluted</td>
<td>17,018,614</td>
<td>16,390,206</td>
</tr>
</tbody>
</table>
COVID-19

Operations
Continued manufacturing while observing government social distancing guidelines. Team members who can work from home are doing so.

Customers
Business impact primarily from Entertainment & Commercial Airlines projects.

Supply
Longer lead-times and need to find alternative sources. Company is making careful investments to minimize impact.
Mergers & Acquisitions

• Additional Revenue & Products
• Enhancement to Skill Sets
• Software + Hardware
• International Expansion
• Future Focus: 1+1=3
Bressner Technology Subsidiary

• **Value-added reseller (VAR):**
  - Specialized computing systems
  - Rugged industrial tablets

• **Strategic benefits:**
  - Sales and support center
  - Design and manufacturing capabilities
  - Further expansion into EMEA markets
  - Expands product offerings

• **Major OEM design wins:**
  - Medical Panel PC for laser surgery equipment
  - Security video analysis server system
Autonomous Vehicle Wins

• Application Value
  • AI on the Fly
  • Ultra High Processing at the Edge (in the Car)
    • Can’t wait for the cloud!

• OSS providing several electronic elements:
  • GPU interconnection electronics
  • Communication interconnects
  • Example of CDI & OSS contributing

• Major Customers
  • Large rideshare provider
  • European auto manufacturer
Technology Leadership: PCIe Gen 4 Product Introductions

Gen 4 PCIe over cable adapters & backplanes
New Gen 4 PCIe over cable solutions offer double the data transfer rate for high speed compute acceleration, flash storage and I/O expansion.

PCle Gen 4 render accelerator and video recorder platforms
Designed to accelerate media workflows and production.

Portfolio of PCle Gen 4 expansion building blocks
Supports servers based on first PCle Gen 4 processor.
New OSS PCle 4.0 value expansion system incorporating the latest NVIDIA A100 GPU.

PCle Gen 4 storage solution
Achieves unparalleled 56GB/s data storage throughput, doubling the performance of current systems.

PCle Gen 4 GPU Accelerator System
Provides industry-leading 1 terabit per second of low latency PCle externally-cabled interconnect between high performance servers and AI accelerators.
# Growth Drivers

<table>
<thead>
<tr>
<th><strong>Fulfilling Industry Market Needs</strong></th>
<th>Address needs for high performance processing, I/O expansion and storage on “the edge”</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Increase Market Awareness</strong></td>
<td>Market needs for specialized edge computing - more proposals with higher values</td>
</tr>
<tr>
<td><strong>Recent Wins</strong></td>
<td>Increasing technology leadership increases closure rate on new opportunities</td>
</tr>
<tr>
<td><strong>Sustainable Revenue Programs</strong></td>
<td>Multi-year OEM contracts provide ongoing revenues</td>
</tr>
<tr>
<td><strong>Satisfied Customers with Add-on programs</strong></td>
<td>Long term programs with substantial annual volume</td>
</tr>
</tbody>
</table>
Competitive Landscape

- **Military/Aerospace Vertical Vendors**
  - Mercury Systems, Curtiss Wright, Crystal

- **Specialized Horizontal HPC**
  - Trenton, Cyclone

- **AI Edge Vendors**
  - Neousys, AAEON

- **Media & Entertain. Vertical Vendors**
  - Boxx, Cubix, Sonnet

- **Customer In-House Design**
  - Raytheon, National Instruments, etc.
Awards & Recognition

Rapid Growth

2017 Fastest Growing Private Companies in N. America
7th Time on the List, Top 2%

Innovative Technology

Supplier Excellence Award 2017
“Outstanding innovation, technical achievement, and customer support”

Customer & Market Excellence

Raytheon

Silicon Review 2017

Most Valuable Brands Of The Year

2019 Rugged Computing Category

2018 Defense Innovation Award

2016 Best of Show

2017 Fastest Growing Private Companies

9th Time on the List
2020 Technology Fast 500™ awards

2017 Technology Fast 500
2020 North America, 25 years of Innovation
Deloitte.
Global Presence

San Diego, CA
- Corporate headquarters
- Design and manufacturing

Salt Lake City, UT
- Software design center

Gröbenzell, Germany
- Bressner Technology
- Design and manufacturing
- Supports Europe, Middle East and Africa
- Plus Sales Personnel and/or Offices

Global Revenue 2019
- US 38%
- International 62%
Contact Us

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