

The logo for Napa:tech is positioned vertically on the left side of the slide. It consists of the word 'Napa' in a large, bold, orange font, followed by ':tech' in a smaller, bold, teal font. The background of the entire slide is a dark blue with a complex, wavy, and swirling pattern, resembling a topographical map or a fluid motion. Scattered throughout the background are numerous small, white, out-of-focus dots, giving it a starry or digital feel.

napa:tech;  
RECONFIGURABLE COMPUTING

# DNB Nordic TMT Conference 2019

Ray Smets  
CEO

28 August 2019

# Corporate Overview

- +16 year history delivering **FPGA-based technology** to customers globally
- Unparalleled expertise accelerating compute-intensive applications on standard open servers
- High-tech solution with 22 patents & patents-pending provides high barrier-to-entry for competitors
- Solid gross margins and highly leverageable business model
- Targeting rapidly expanding \$1.6B SmartNIC market by 2022
- Public company NAPA.OL

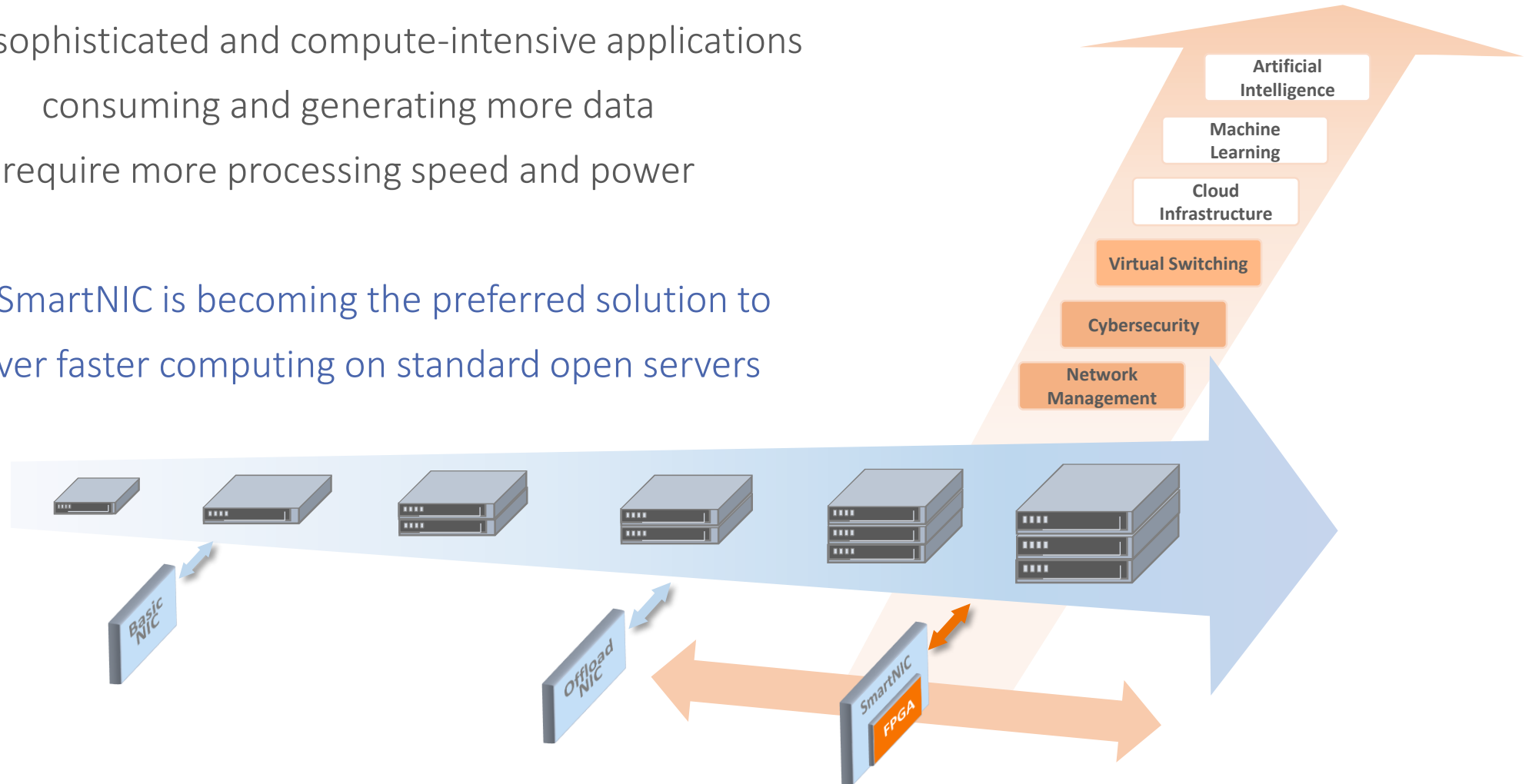
## Top Tier Global Customers



# Napatech Sits at the Crossroads of Two Major Market Forces

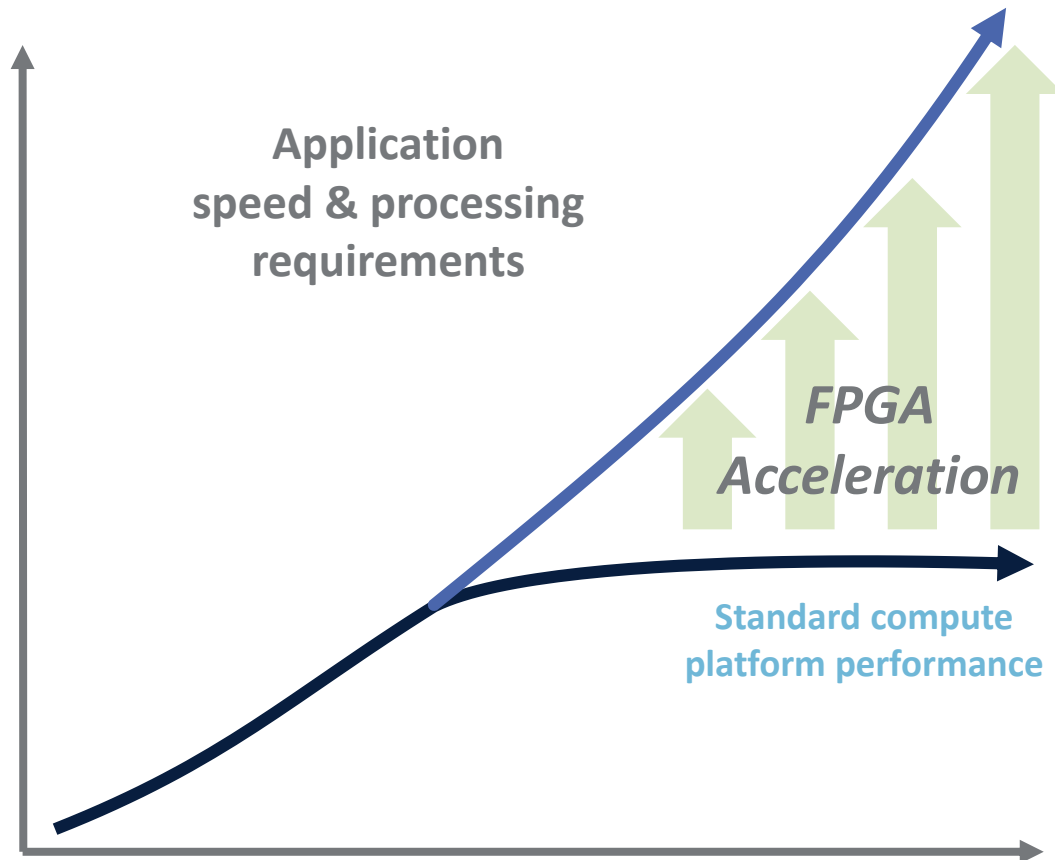
More sophisticated and compute-intensive applications  
consuming and generating more data  
require more processing speed and power

The SmartNIC is becoming the preferred solution to  
deliver faster computing on standard open servers





# The Problem: Standard Compute Platforms Cannot Keep Up



Major industry players have focused their strategies on *FPGA technology*

Major FPGA chip vendors



Major cloud companies have standardized on FPGA SmartNICs



Major server vendors now include FPGA SmartNICs with their servers



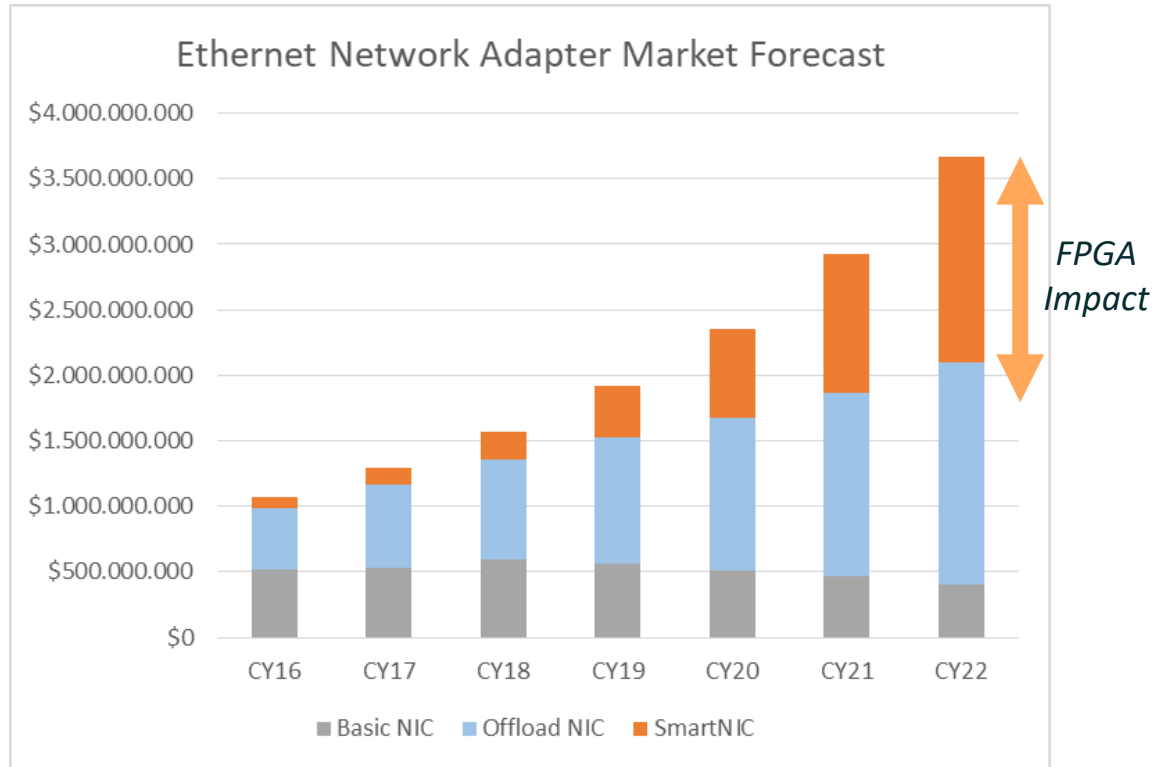
Major telco vendors use FPGA as basis for infrastructure solutions



*The Solution: The **FPGA** solves the performance gap on standard compute platforms*

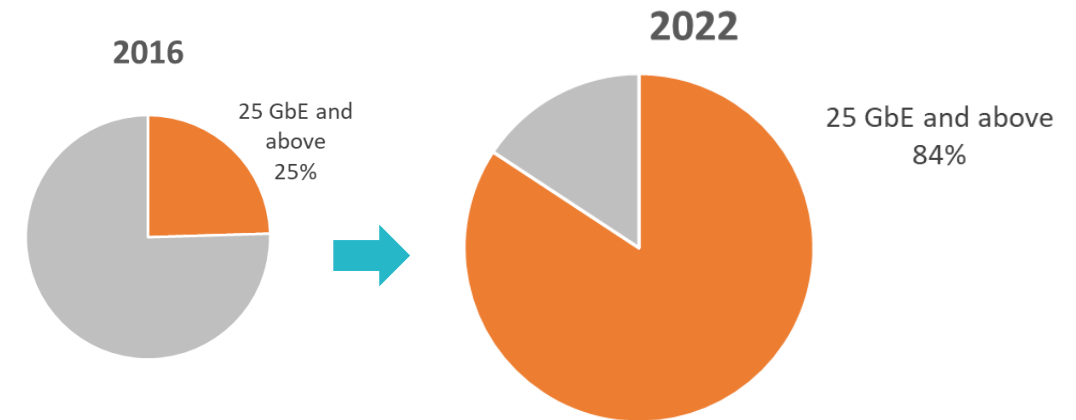
# Market Opportunity for SmartNICs is Growing Rapidly

**NIC Market growing from \$1.5B in 2018 to \$3.7B in 2022  
with SmartNICs the fastest growing category (73% CAGR)**



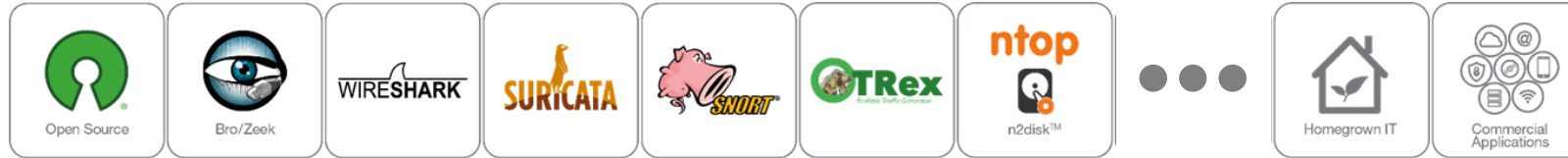
Source: IHS Markit Ethernet Network Adapter Market Tracker Q1 2019  
IHS Markit use the term "Programmable NIC" instead of "SmartNIC"

**Need for higher speeds and more capacity  
driven by demanding data-hungry applications**



**Combined Offload NIC and SmartNIC market for 25 GbE  
and above Ethernet adapters is \$2.6B in 2022**  
**SmartNIC market alone is \$1.6B in 2022**

# Napatech Reconfigurable Computing Platform



Application Driven

FPGA Configuration Software

**Network  
Management**

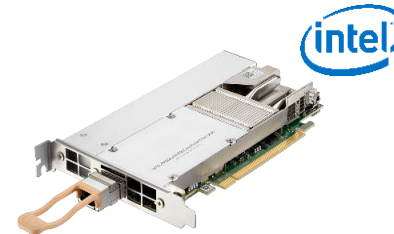
**Cybersecurity**

**Virtual Switching**

Software-Centric



Napatech designed portfolio of FPGA SmartNICs



Intel designed FPGA SmartNICs

Hardware Independent

*Sold as  
Bundled HW+SW  
and Software-Only*

# Why Napatech?

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- **Large Market Opportunity**

- FPGA SmartNIC market opportunity rapidly expanding to \$1.6B in revenue by 2022
- Establish Napatech as the leading supplier of FPGA-based solutions for networking and cybersecurity on Napatech and third-party SmartNICs

- **Positioned for Success**

- Proven Technology with FPGA-based market leading reconfigurable computing platform
- Protected position in high-barrier-to-entry FPGA technology leadership market with competitive advantage in software market

- **Leverageable Business Model**

- Highly leverageable business model with new paths to the market allows us to grow more profit



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Thank You!

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