

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.OJ

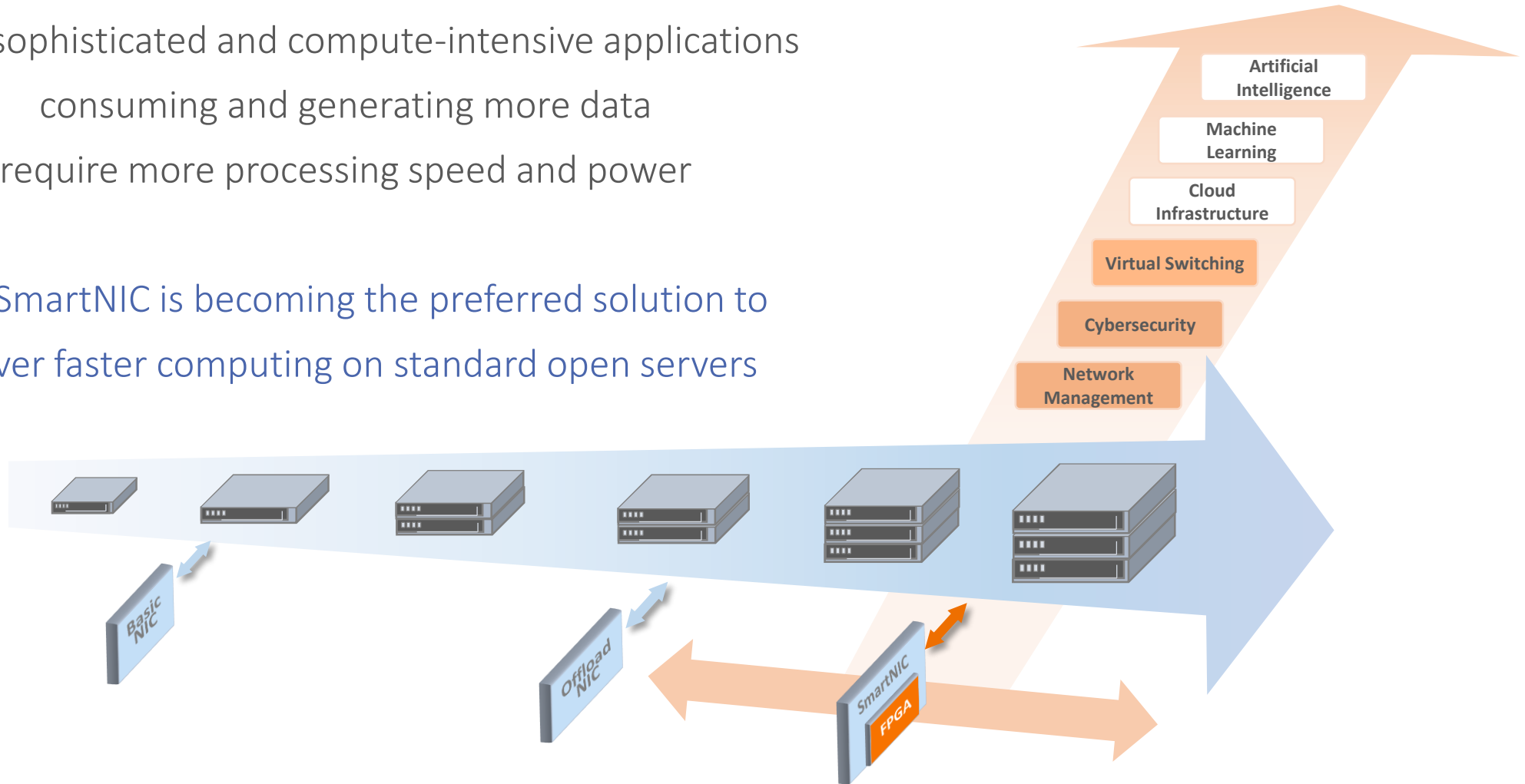
## Top Tier Global Customers



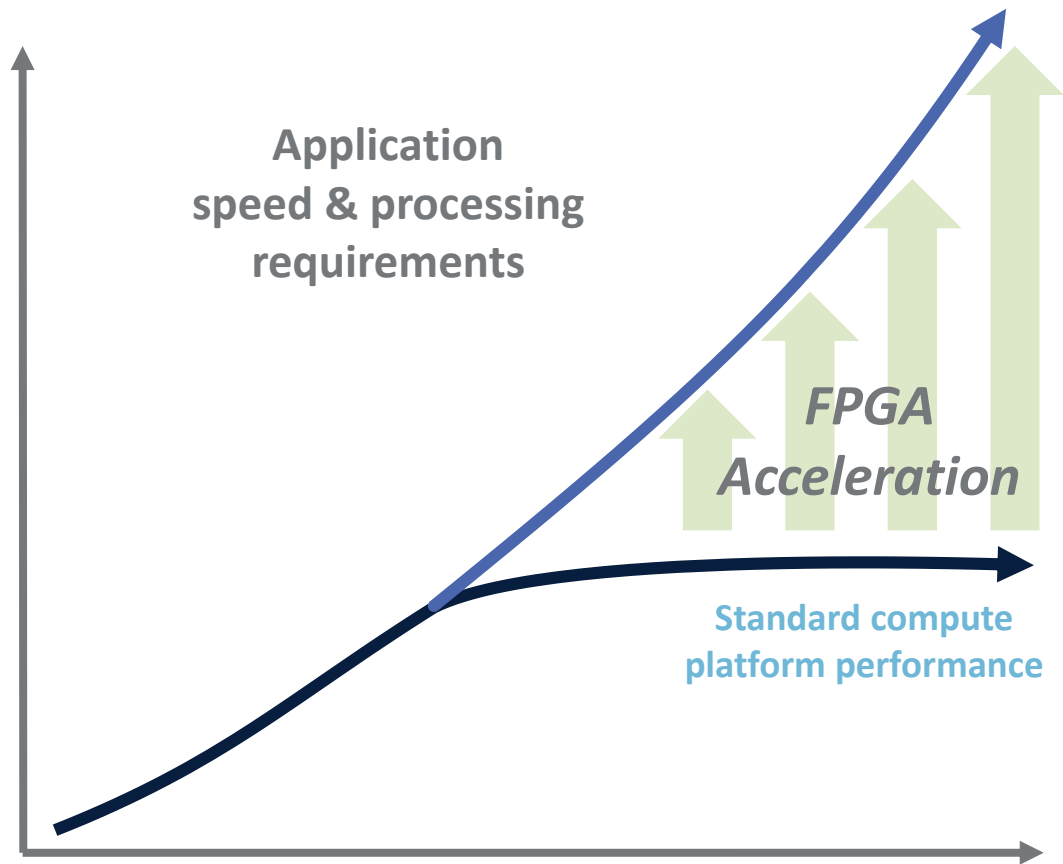
# Napatech Sits at the Crossroads of Two Major Market Forces

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*

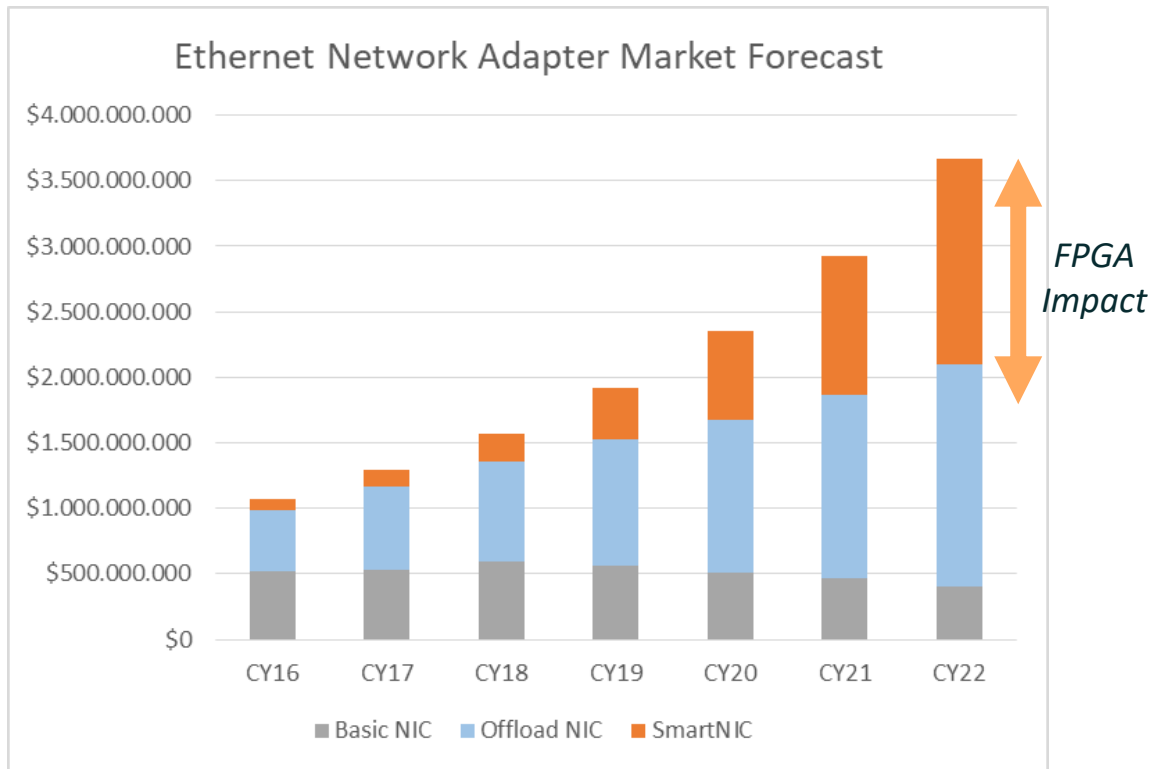
<p>Major FPGA chip vendors</p>	<p>Major cloud companies have standardized on FPGA SmartNICs</p>
<p>Major server vendors now include FPGA SmartNICs with their servers</p>	<p>Major telco vendors use FPGA as basis for infrastructure solutions</p>

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



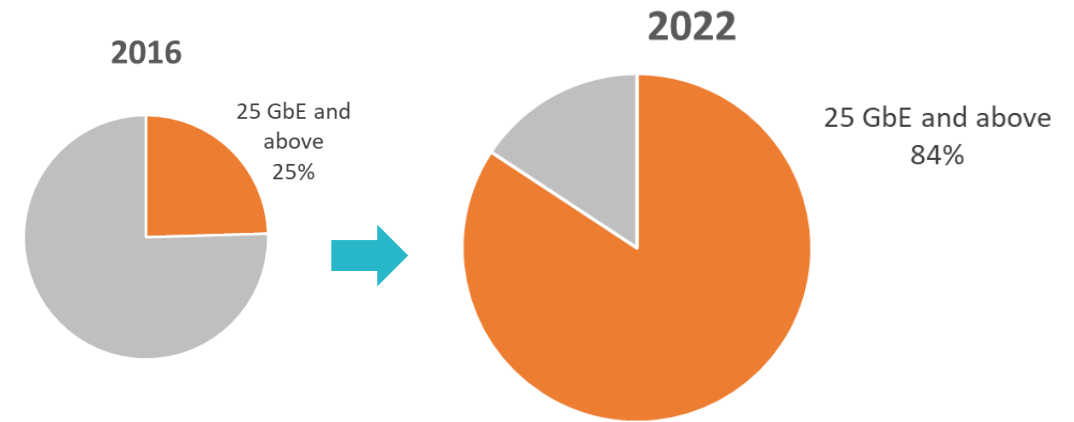
# Market Opportunity for SmartNICs is Growing Rapidly

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



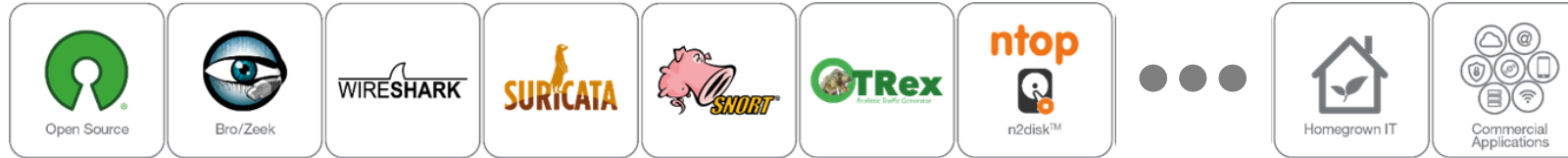
Source: IHS Markit Ethernet Network Adapter Market Tracker Q1 2019  
IHS Markit use the term "Programmable NIC" instead of "SmartNIC"

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

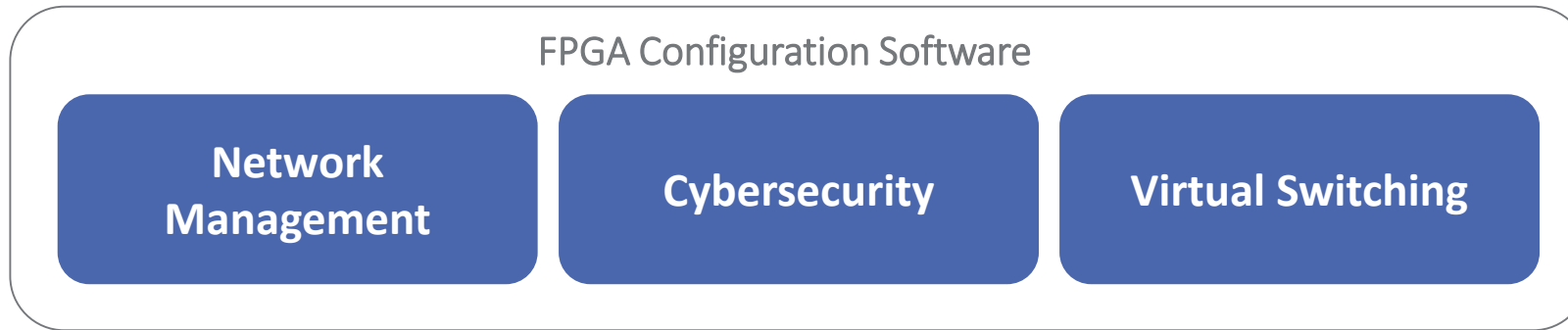


Combined Offload NIC and SmartNIC market for 25 GbE and above Ethernet adapters is **\$2.6B** in 2022  
SmartNIC market alone is **\$1.6B** in 2022

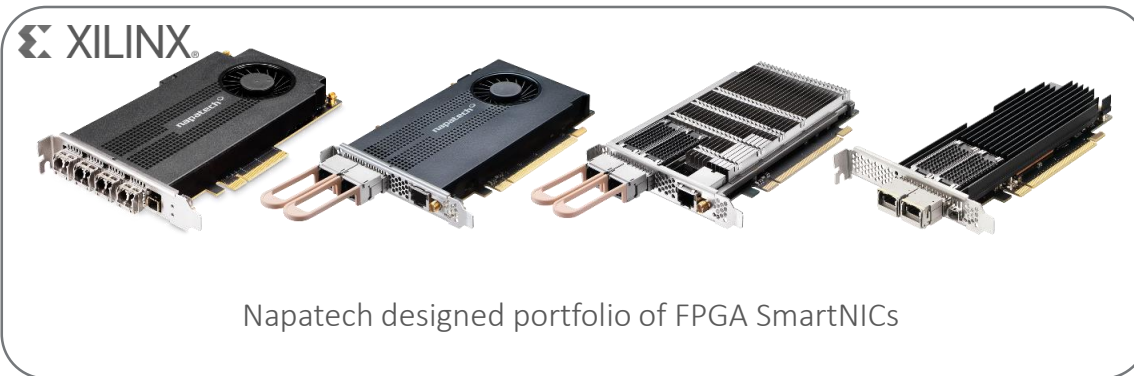
# Napatech Reconfigurable Computing Platform



Application Driven



Software-Centric



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 \$1.4B in revenue by 2025 with the opportunity to also address a portion of the \$1.7B offload NIC market
- 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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