



## Mellanox / Kotura Investor Presentation

**Eyal Waldman** – President, CEO and Chairman (Mellanox)

**Jacob Shulman** – Chief Financial Officer (Mellanox)

**Jean-Louis Malinge** - President and CEO (Kotura)



These slides and the accompanying oral presentation contain forward-looking statements and information.

The use of words such as “may”, “might”, “will”, “should”, “expect”, “plan”, “anticipate”, “believe”, “estimate”, “project”, “intend”, “future”, “potential” or “continued”, and other similar expressions are intended to identify forward-looking statements.

All of these forward-looking statements are based on estimates and assumptions by our management that, although we believe to be reasonable, are inherently uncertain. Forward-looking statements involve risks and uncertainties, including, but not limited to, economic, competitive, governmental and technological factors outside of our control, that may cause our business, industry, strategy or actual results to differ materially from the forward-looking statement.

These risks and uncertainties may include those discussed under the heading “Risk Factors” in the Company’s most recent 10K and 10Qs on file with the Securities and Exchange Commission, and other factors which may not be known to us. Any forward-looking statement speaks only as of its date. We undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by law.

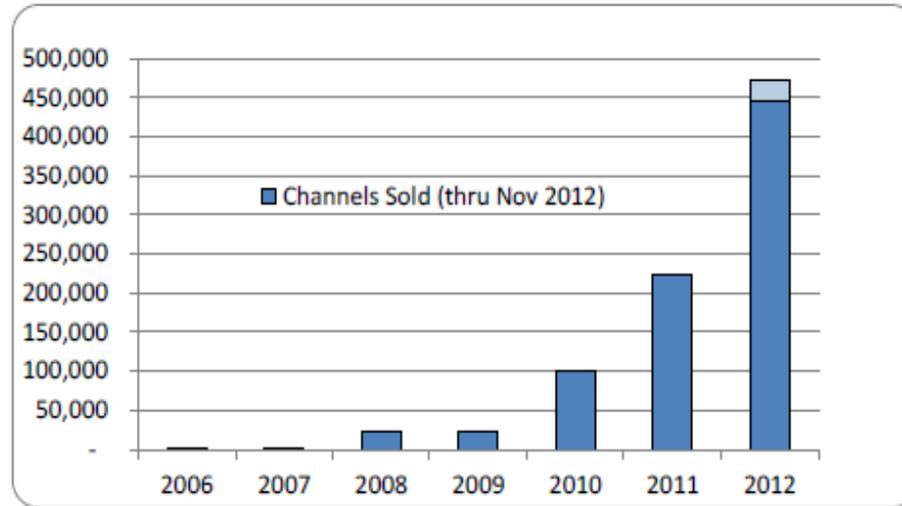
- **Leading provider of high-throughput, low-latency server and storage interconnect**
  - FDR 56Gb/s InfiniBand and 10/40/56GbE
  - Reduces application wait-time for data
  - Dramatically increases ROI on data center infrastructure
- **Company headquarters:**
  - Yokneam, Israel; Sunnyvale, California
  - ~1,200 employees\* worldwide
- **Solid financial position**
  - Record revenue in FY12; \$500.8M, up 93% year-over-year
  - Q1'13 revenue of \$83.1M
  - Q2'13 revenue guidance ~\$92.5M to \$97.5M
  - Cash + investments @ 3/31/13 = \$402.9M



\* As of March 2013

- **Worldwide leading technology in silicon photonics using standard CMOS processes**
  - Founded in 2004; first revenues in 2006
  - Provider of application-specific silicon optical components
  - 800k channels shipped and 1.2B device hours in live networks
  - 122 patents granted or pending
  - 81 employees, 25 PhDs
    - World-class team of photonics designers, packaging engineers, fabrication experts and manufacturing engineers
  - Headquartered in Monterey Park, California, with office in Shenzhen, China
  
- **Currently shipping Variable Optical Attenuators and optical multiplexers for telecommunications networks**
  - Near-term: 4x25 Gb/s QSFP Data Center fabric and High Performance Computing interconnects
  - Future: Embedded Optical Modules HPC, Servers and Switches

- Silicon photonics is expected to play a significant role in the enablement of high-speed networks
  - Key to achieving reliable, longer reach 100Gb/s and above communication
- With Kotura, Mellanox uniquely positioned to continue leading the interconnect market
  - IP and patent ownership to deliver 100Gb/s and above interconnect solutions
  - Further builds upon Mellanox's end-to-end interconnect solution advantage
    - From systems and software to analog design, all the way down to silicon photonics processing level
  - Provides new opportunities for growth through increased revenues and improved gross margins
- Further solidifies Mellanox's performance leadership with reliable, cost-effective, scalable end-to-end interconnect solutions with lower power consumption
  - Enables data center customers to meet the growing demands of high-performance applications
  - Data centers can further reduce their CAPEX and OPEX and offer new revenue-generating services



Production Shipments  
Since 2006



Flexible and Protocol Agnostic  
Silicon Photonic Solutions



Enabling Next Generation of  
Scalable Data Centers

**Reliable & Field Deployed  
Silicon Photonics Solutions Since 2006**

# Kotura Supports Mellanox's Interconnect Leadership



**Kotura's Silicon Photonics to be Integrated in Mellanox's End-to-End Solutions**

## Comprehensive End-to-End InfiniBand and Ethernet Portfolio

### ICs



### Adapter Cards



### Switches/Gateways



### Host/Fabric Software



### Cables



# Summary

- Silicon photonics is key to achieving reliable, longer reach 100Gb/s and above communication
- With Kotura, Mellanox uniquely positioned to continue leading the interconnect market
- Expands Mellanox' ability to deliver cost-effective, high-speed networks with next generation optical connectivity
- Further advances Mellanox' capabilities to make data centers more efficient
- Kotura's management and engineering team has a track record of success



Thank You

