#### Microsemi Analyst Day

September 8, 2016



## **Microsemi Analyst Day Agenda**

9:00-9:05	Introduction & Highlights
	James J. Peterson, Chairman & Chief Executive Officer
9:05-9:15	Shareholder Value Proposition
	Paul Pickle, President & Chief Operating Officer
9:15-9:45	Storage and Data Center
	Derek Dicker, Vice President & Business Unit Manager, Performance Storage
9:45-10:00	Ethernet Switching
	Jacques Issa, Vice President & Business Unit Manager, Communications
10:00-10:15	Timing Solutions
	Maamoun Seido, Vice President & Business Unit Manager, Timing
10:15-10:30	<b>Optical Networking – OTN</b>
	Babak Samimi, Vice President & Business Unit Manager, OTN
10:30-10:40	Break



### **Microsemi Analyst Day Agenda**

10:40-11:00 Aerospace

Siobhan Dolan, Vice President & General Manager, Discretes

11:00-11:15 FPGAs

Esam Elashmawi, Vice President & General Manager, IC Solutions

11:15-11:30 Financial Performance

John Hohener, Executive Vice President & Chief Financial Officer

11:30-11:35 Acquisition Strategy

Steve Litchfield, Executive Vice President & Chief Strategy Officer

11:35-11:40 Executive Summary

James J. Peterson, Chairman & Chief Executive Officer

- 11:40-12:00 Q&A
- 12:00-1:00 Management Luncheon



### Disclaimer

- This presentation contains projections or other forwardlooking statements regarding future events or the future financial performance of Microsemi Corporation.
- We wish to caution you that these statements are only predictions and that actual events or results may differ materially. We refer you to all of the documents that the company filed with the Securities and Exchange Commission. Please pay special attention to the Company's most recent Form 10-K and subsequent Form 10-Qs.
- These documents contain and identify important factors that could cause the actual results to differ materially from those contained in our projections or forward-looking statements.



### **Introduction & Highlights**





### **Shareholder Value Proposition**



#### Paul Pickle

President & Chief Operating Officer



### **Microsemi's Shareholder Value Proposition**

- The Case for Growth
  - Higher value, growing markets, strengthened value proposition

#### • Market Share – Increasing the Customer Engagement

- Minority market share position in high growth markets

#### • Top Tier Profitability

- Updating our target model
- Focused Use of Cash
  - De-levering, executing ahead of plan
- Tied to Shareholder Value Creation
  - Total shareholder return, our growing commitment





#### **Storage and Data Center**



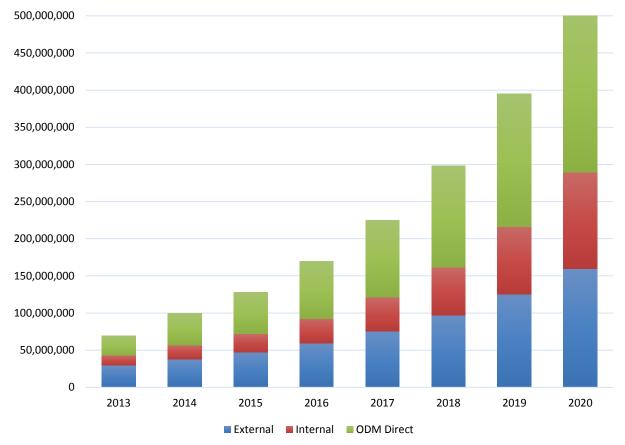
#### **Derek Dicker**

VP & Business Unit Manager, Performance Storage



#### A Healthy Fundamental Growth Driver Capacity Shipped

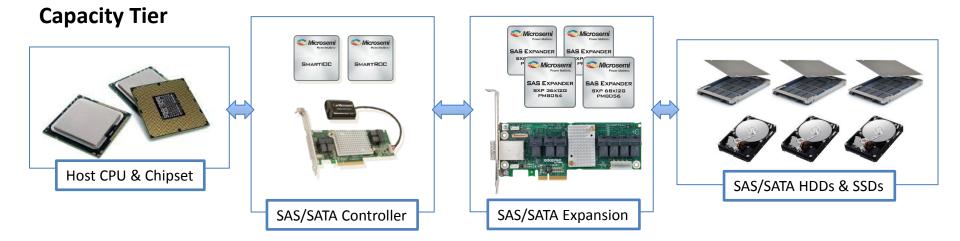
#### Worldwide Enterprise Storage Systems Capacity Shipped (TB)



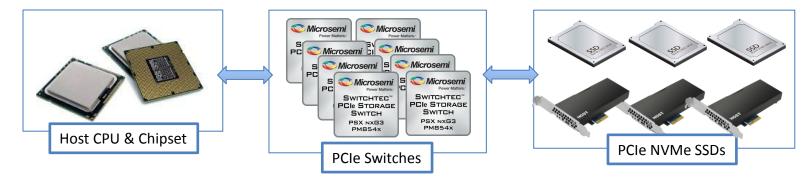
Source: IDC, Worldwide Enterprise Storage Systems ODM Direct Forecast (#US41301116), May 2016



# Storage 101 The Business of Connecting Drives

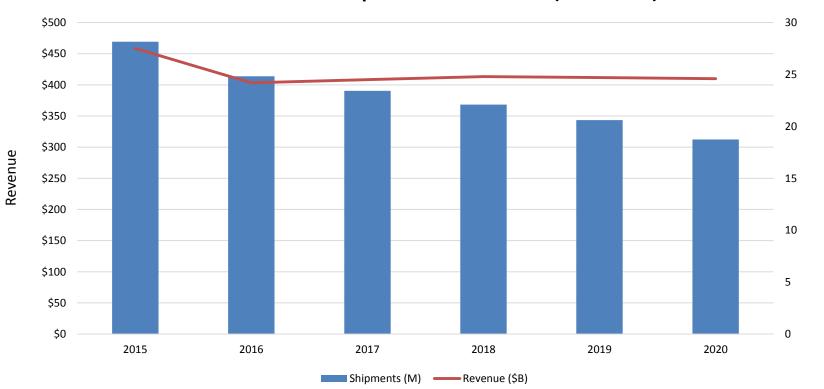


#### **Performance Tier**





### WW Hard Disk Drive Revenue Flattens...

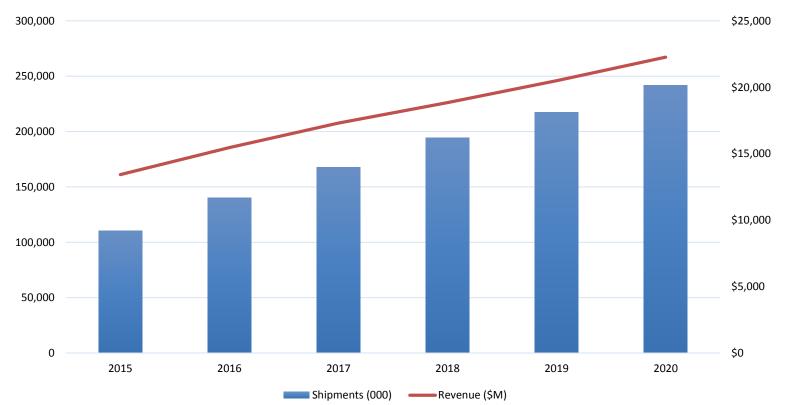


Worldwide HDD Shipments and Revenue (2015-2020)

Source: IDC, Worldwide Hard Disk Drive Forecast (#US41223716), May 2016



### ...While WW Solid State Drives Ramp



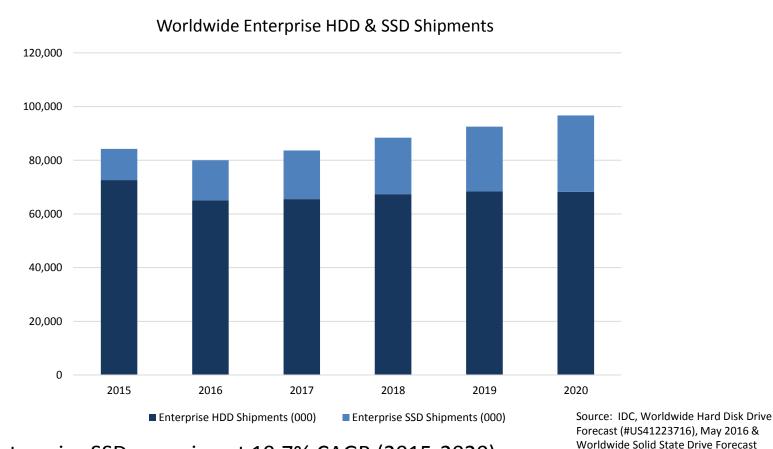
Worldwide Solid State Drive Forecast

Source: IDC, Worldwide Solid State Drive Forecast Update, 2016-2020 (#US 40422516), May 2016



Shipments

# **Enterprise HDDs Healthy, SSDs Growing**



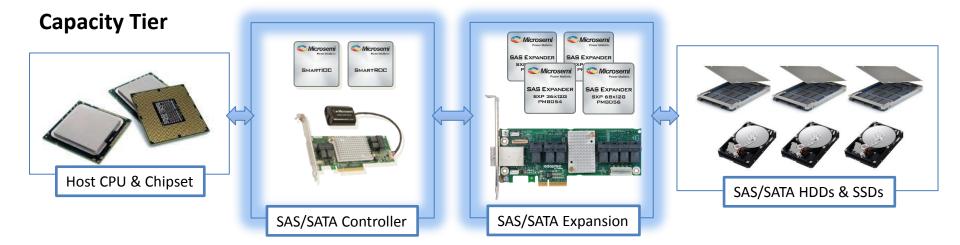
- Enterprise SSDs growing at 19.7% CAGR (2015-2020)
- Enterprise HDDs modest growth (2016-2020)
  - Growth segment is capacity optimized 3.5" HDDs at 7.1% CAGR (50M units in 2020)



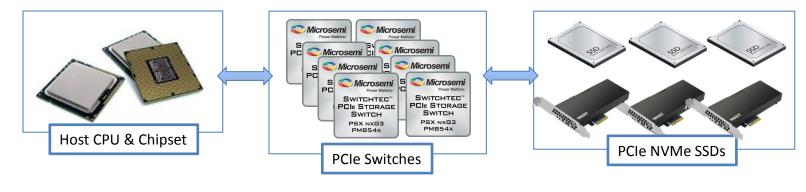
www.microsemi.com

Update, 2016-2020 (#US 40422516), May

# Storage 101 The Business of Connecting Drives



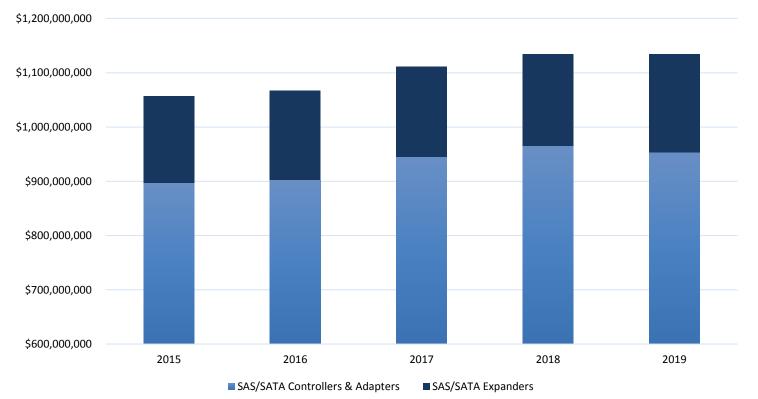
#### **Performance Tier**





### Microsemi SAS/SATA SAM

#### Microsemi SAS / SATA Serviceable Available Market (SAM)

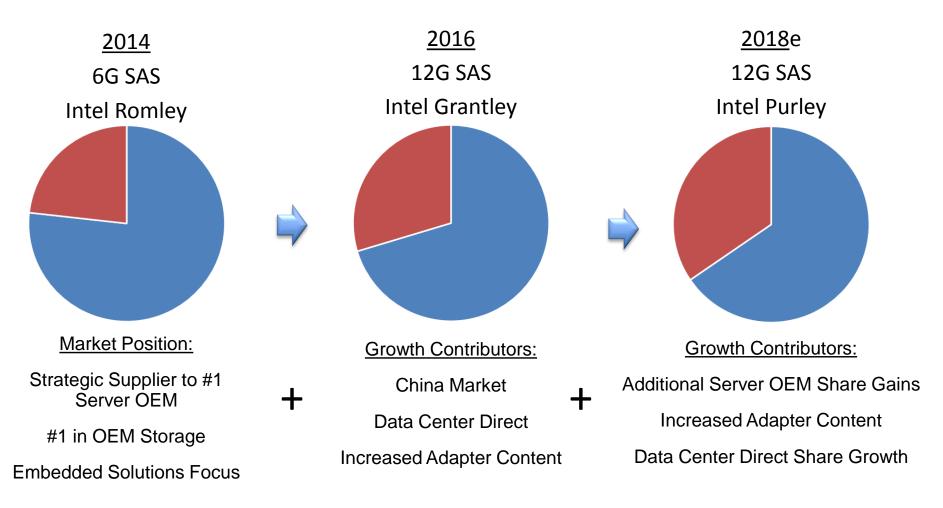


Source: Microsemi estimates

Healthy Market Segment with Substantial Opportunity for Share Capture



### **Growing Share in Transitions**



Source: Share gains are based on current design wins and company estimates



#### **Power Matters: Microsemi HBA1000** Driving Down TCO for Data Centers

Product	Microsemi Typical Power	Power Advantage vs. Comp "A"	TCO Savings <u>per</u> HBA
HBA 1000-8i	9.4 W	3.6W advantage (13.0W typical)	\$86
HBA 1000-8e	8.7 W	5.8W advantage (14.5W typical)	\$139
HBA 1000-16i	11.8 W	4.4W advantage (16.2W typical)	\$105

\*Assumes \$6 per W per year, 4 year lifespan, fully burdened Source: Microsemi

Low-power HBA 1000 solutions significantly

reduce total cost of ownership!



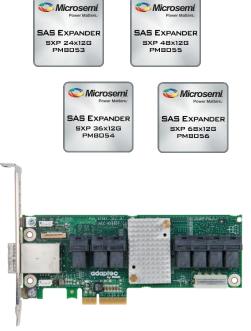


### **Power Matters: Microsemi SAS Expanders**

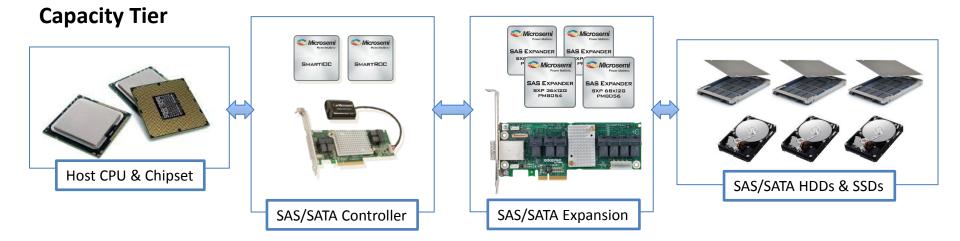
- Industry's Lowest Power Consumption
  - Competitive solutions require 20-40% higher power
- Leading Density
  - 24 to 68 physical layer interfaces (PHYs) in a single device
- Superior Signal Integrity
  - Enables extended printed circuit board (PCB) trace/cables
- SAS/SATA Buffering
  - Boosts performance up to 80%



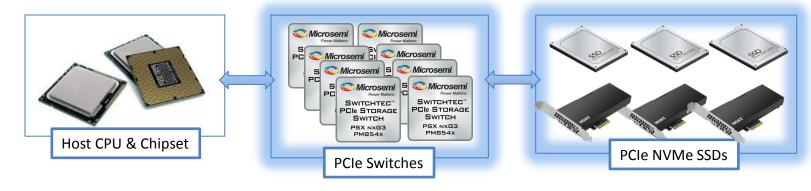




# Storage 101 The Business of Connecting Drives

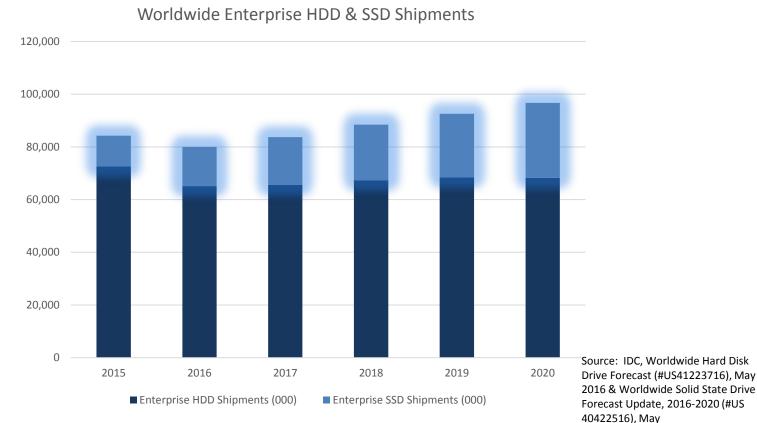


#### **Performance Tier**





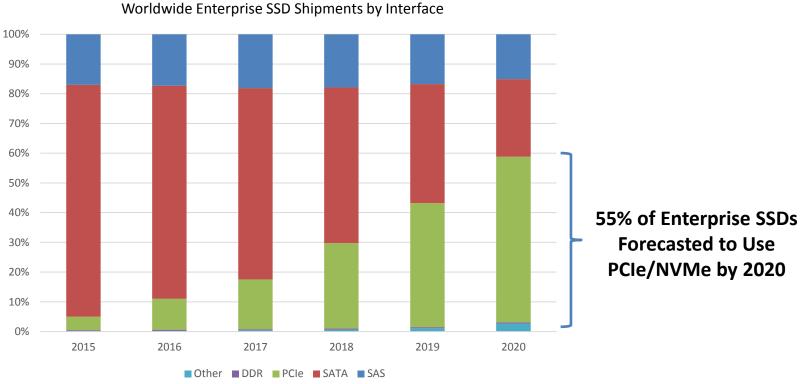
# **Enterprise HDDs Healthy, SSDs Growing**



- Enterprise SSD shipments growing at 19.7% CAGR (2015-2020)
- Enterprise HDD modest growth (2016-2020)
  - Growth segment is capacity optimized 3.5" HDDs at 7.1% CAGR (50M units in 2020)



# **PCIe/NVMe Grows to Majority Share**



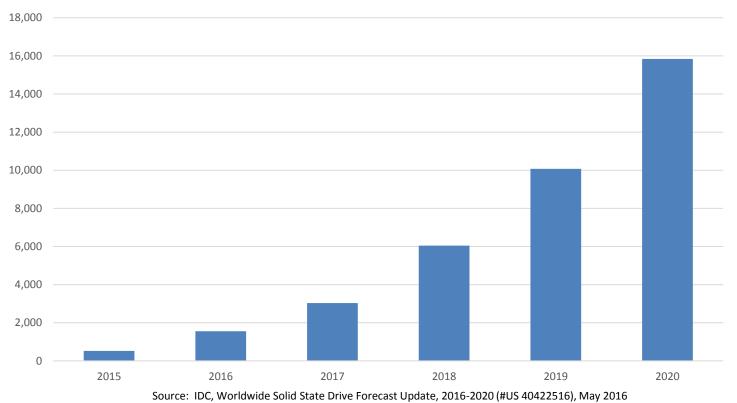
Source: IDC, Worldwide Solid State Drive Forecast Update, 2016-2020 (#US 40422516), May 2016

- NVMe value proposition includes CPU efficiency, performance and price
- Intel Purley Platform (2017): Performance SKUs with some primary storage use cases
- Next-Generation Intel Platform (2019+): Broader use as primary storage



# **Enterprise PCIe/NVMe SSD Ramp**

Worldwide Enterprise PCIe SSD Shipments (000s)



PCIe SSDs represent the strongest growth in enterprise SSD with 98% CAGR.



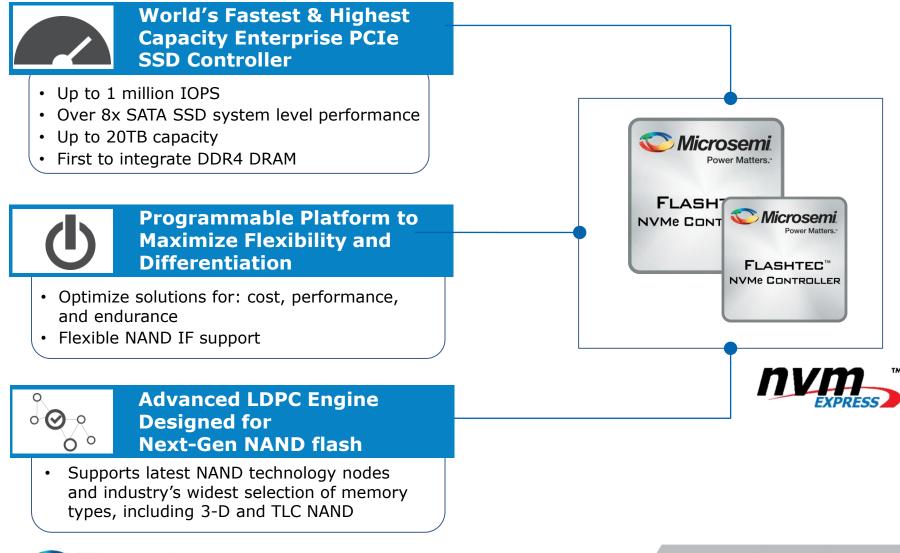
# Solid State Drive (SSD) Elements

- Flash Memory
  - Where data is stored in the SSD
- SSD Controller
  - Controls how system CPU talks to flash memory
  - Connects to system CPU via interconnect
    - E.g. PCIe, SAS or SATA
- Firmware (typically resides on controller)
  - Manages critical functions (e.g., storage tiering, wear leveling, error correction code)





### **Microsemi Flashtec NVMe Controllers**





# Microsemi Flashtec SSD Controller Momentum

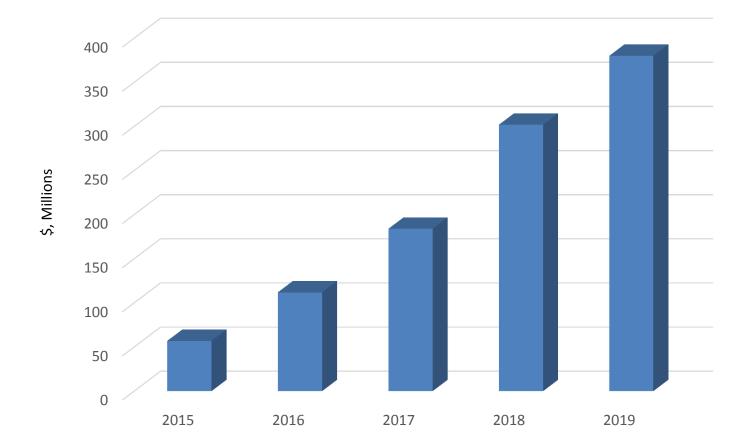
- Captive-use Hyperscale Companies, SSD Manufacturers, and All Flash Array Companies
- Add-in Card, 2.5", and Custom Form Factors
- 5 of 6 NAND Manufacturers







#### **Enterprise SSD Controller Market TAM**



Source: Microsemi estimates





Microsemi Extends Flashtec Product Line with NVMe Controllers Optimized for Mainstream, High-Capacity Enterprise and Data Center SSDs

New Devices Were Showcased at Flash Memory Summit Aug. 9-11 in Santa Clara, California





Wicrosemi. Power Matters.

# Switchtec PSX/PFX PCIe Gen3 Switches Competitive Product Differentiation



\* 24 NVMe SSD configuration



#### Industry's Highest Density Switch

• Up to 48 ports, 48 NTBs and 24 virtual switch partitions

#### **Lowest Power and Lower Bill of Materials Costs**

- 28nm low power devices
- 60% lower power than competitive solutions<sup>\*</sup>
- Flexible x2/4/8/16 port bifurcation allows efficient use of lanes
- Integrated peripheral I/O, CPU and management interfaces

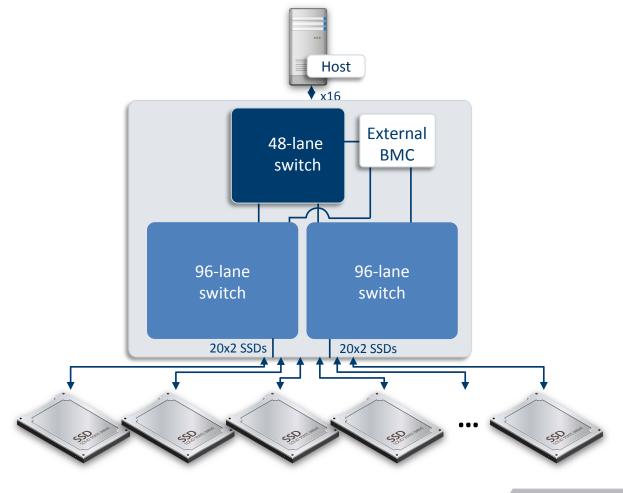
#### **Resilient PCIe**

- Error containment to prevent system crashes and blue-screening
- Hot-, surprise-plug support
- SerDes best in class signal integrity
- Extensive diagnostics and debug

#### Industry's First <a>Programmable</a> PCIe Switch (PSX)

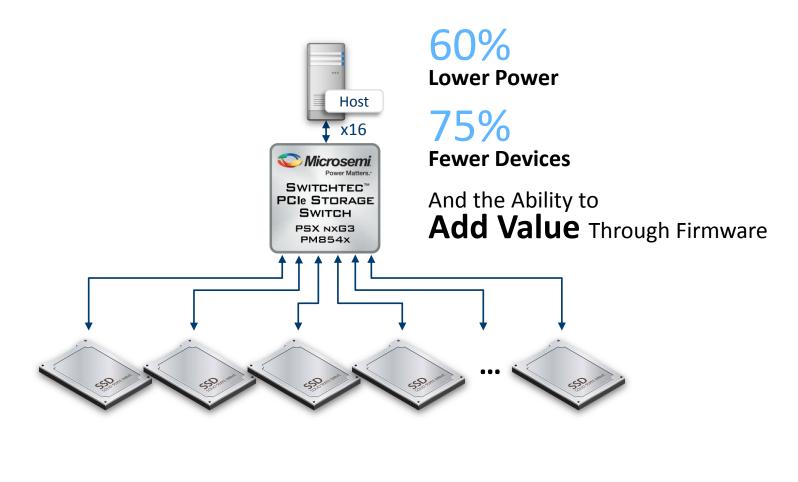
- Enables PCIe switch programmability and customer product differentiation
- Integrated enclosure management processor and SDK

# "Before" Use Case: 40 SSD NVMe JBOF





# "After" Use Case: 40 SSD NVMe JBOF









#### Introducing Lightning: A Flexible NVMe JBOF

Source: https://code.facebook.com/posts/989638804458007/introducing-lightning-a-flexible-nvme-jbof/





# Celestica



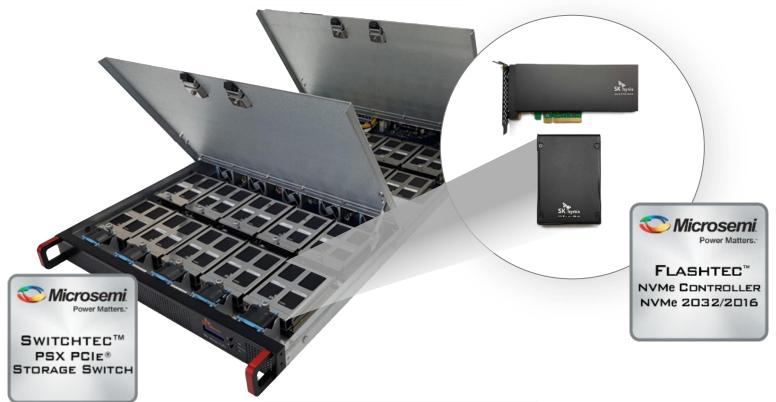
#### "Nebula 2U" NVMe Expansion Storage System





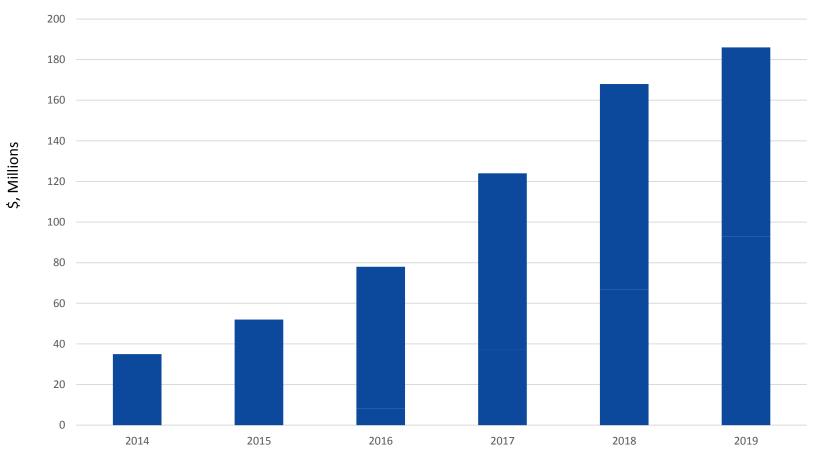








# The PCIe Gen3 Switch Opportunity Serviceable Available Market (SAM)

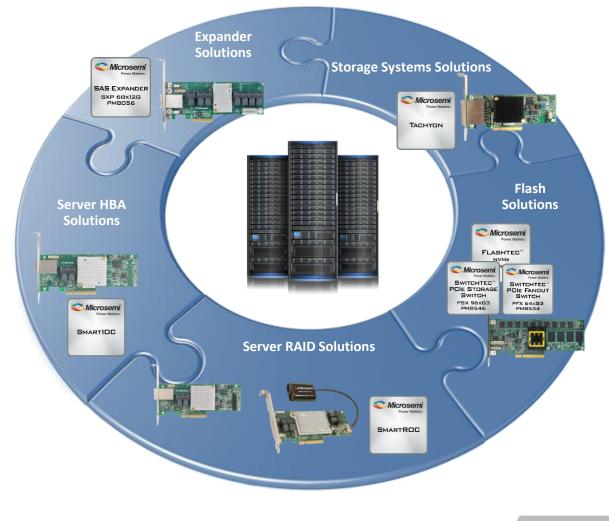


Storage use case is forecasted to represent 50% of Gen3 switch SAM by 2019.



Source: Microsemi estimates

### **The Microsemi Storage Portfolio**





### **Ethernet Switching**

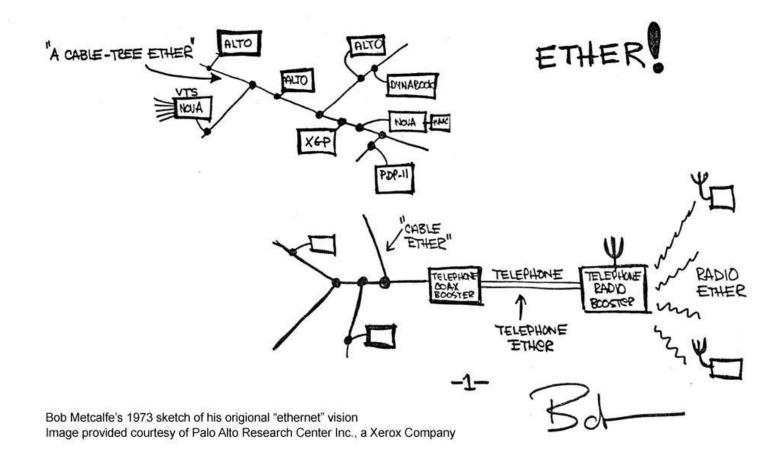


#### Jacques Issa

VP & Business Unit Manager, Communications



### Ethernet Vision Bob Metcalfe 1973!





# The Ethernet Evolution LAN to WAN to Storage, IIoT and Automotive



Carrier, IP Edge Mobile Ethernet Cloud Services



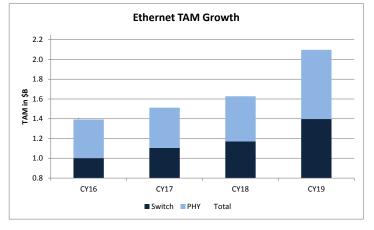
Industrial-IoT AUTOMATION, PROCESS, TRANSPORTATION, SMART CITIES, SURVEILANCE, SMART ENERGY



Enterprise Ethernet Cloud Access, Cloud Managed



**Storage** Ethernet Object Storage

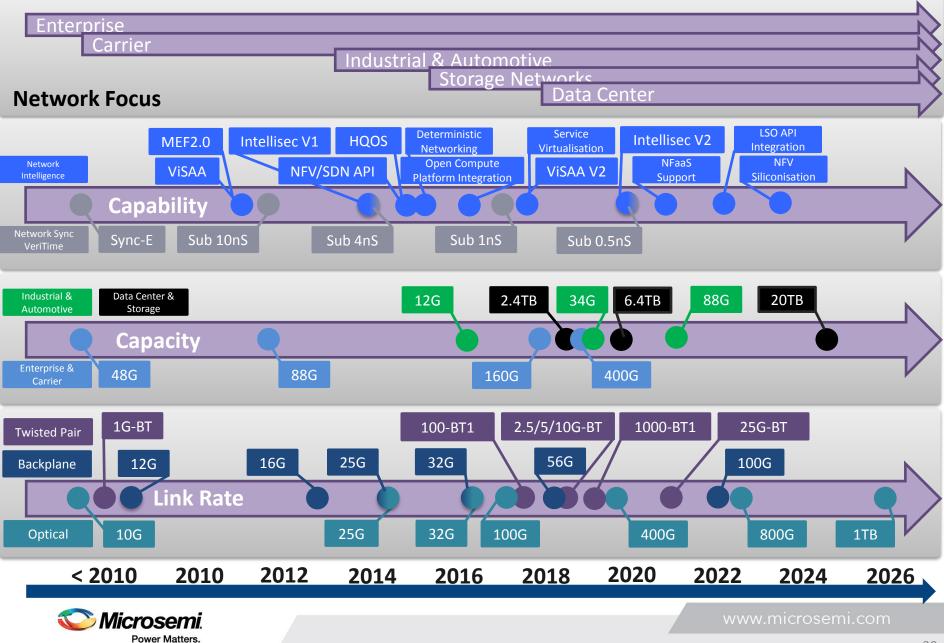






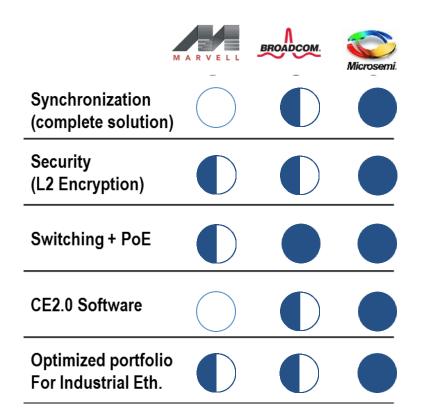
Automotive Ethernet in the Car, Connected to the Cloud

### **Ethernet: The Next 10 Years!**



### **The Microsemi Advantage**

#### **A Complete Ethernet Networking Solution**





Ethernet PHY ICs Highly advanced feature integration at low power, compact footprint, and low cost



Ethernet IP Cores Critical building blocks for your ASIC, FPGA, or ASSP logic designs

Available with and without

controllers, IC portfolio to

**PoE Midspans/PoE** 

Injectors/PoE Switches

Complete systems to inject

Power-over-Ethernet in an

PoE PD ICs

integrated PWM

receive power

intelligent way





w cost



Ethernet Switch ICs Engineered for reliability, interoperability, and scalability



PoE PSE ICs

Microsemi

SYNCE & IEEE 1588 PLLS

SyncE & 1588 PLLs

Ethernet Software Feature-rich software complementing Microsemi's Ethernet IC portfolio





Flexible options for easy migration from SyncE to IEEE 1588 or combined SyncE and IEEE 1588 for both frequency and phase alignment



### **Target Markets**

**\$1.3B TAM for low to moderate bandwidth applications with carrier-class features, reliability, and performance** 

#### Carrier

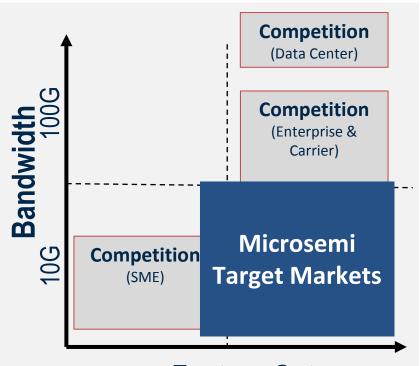
4G/LTE and 5G Backhaul Ethernet Business Services

#### Enterprise

Small and Medium Enterprise, Cloud-Managed

#### **Industrial IoT**

Factory Automation, Transportation, Smart Energy, Surveillance

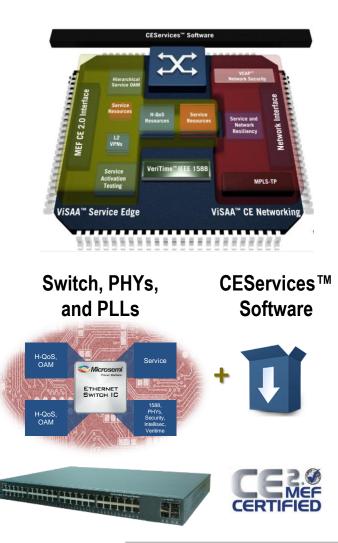


#### **Feature Set**



### **Microsemi: Leadership in Carrier Ethernet**

- Hardware-based performance, power and scalability
- Complemented by carrier-grade Linux software stack
- Industry's only service-aware switching architecture targeted for CE Access network
  - Access aggregation
  - Enterprise and industrial





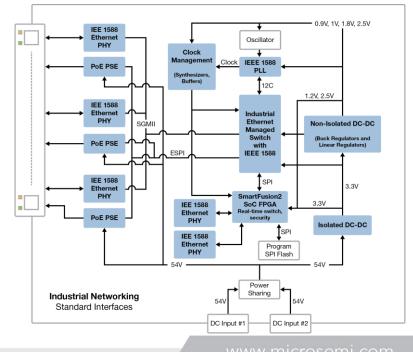
# Microsemi: Leadership in Industrial IoT (IIoT)

- Optimized to enable Ethernet migration
  - Microsemi focus is synergistic with market needs: low bandwidth, reliability, and flexibility
  - Comprehensive portfolio includes
     ICs, systems, and software
  - Roadmap for Time Sensitive
     Networking (TSN) + Ethernet enables
     deterministic backbone for IIoT
     networks
- Multi-layered IIoT security
  - Encryption
  - Secure boot
  - Software





N-port Industrial Ethernet Switch (Ocelot)



# Accelerating Customer Time-to-Market with Targeted Software Solution

- Faster time-to-market and lower development costs
- Access to industry-proven and certified solutions
- Ability to differentiate through customization



#### Small Medium Enterprise

- •Basic Layer 2 enterprisemanaged switching
- Incorporates full web management and standards compliance



#### Enterprise, Cloud Access

- Advanced Layer 2 and 3 enterprise-managed switching for medium and large enterprises
- Incorporates industry-standard CLI plus full support for remote management (SDN applications)



#### Industrial IoT

- Industrial Ethernet switching for automation, smart grid, and intelligent transport systems
- •Supports advanced L2 and Industrial Ethernet protocols for synchronisation and resiliency



#### Carrier and IP Edge

- Carrier Ethernet switching for Tier 1/2/3 telecom providers and wireless backhaul applications
- Full Carrier Ethernet feature support for service deployment, management, and policy enforcement

Broad portfolio of software solutions



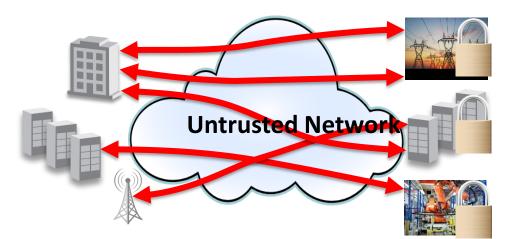
### **Microsemi Expands Further Into Enterprise**

- One of only two silicon suppliers that can provide Ethernet switches, PHYs, PoE, and software for a complete enterprise solution
- Microsemi PHYs securely authenticate and authorize remote devices even over untrusted intermediate networks
- The industry's only 1GE and 10GE PHY portfolio FIPS certified for 256-bit AES encryption

#### MACsec-secured links hop by hop

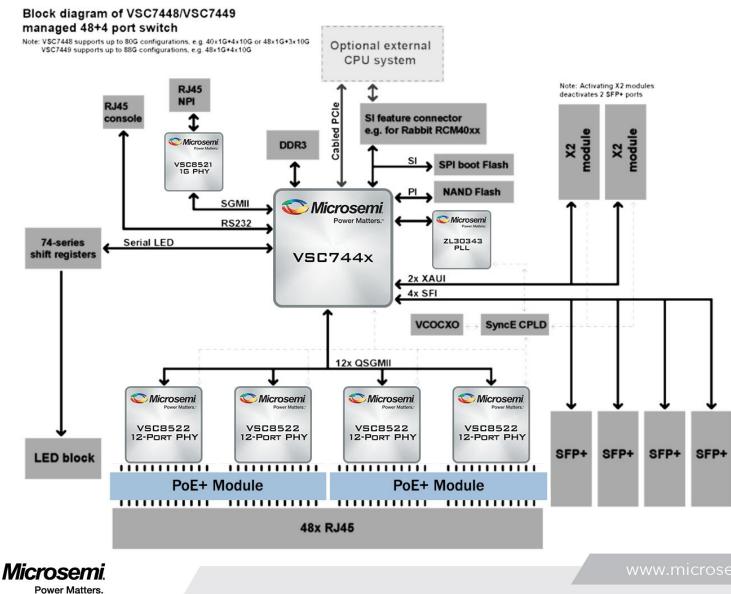


Microsemi Intellisec extends MACsec to network security





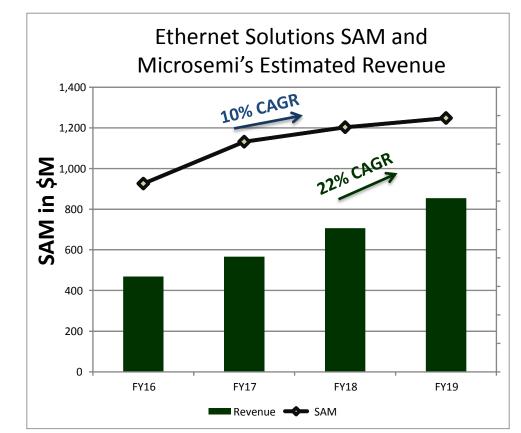
### **Enterprise Reference Design**



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### **Microsemi Ethernet Solutions** Expanding Target Markets

- Opportunities growth
  - Record number of new opportunities 3 quarters in a row
- Market dynamics
  - Recognized as a key telecom and networking supplier by various strategic customers
- Strengthening customer relationships
  - Comprehensive portfolio of products
  - Stable technology and roadmap
  - Stable financials



Revenue estimates are not to scale with respect to SAM



### **Timing Solutions**



#### Maamoun Seido

Vice President & Business Unit Manager, Timing



### **Microsemi's End-to-End Precise Time Solutions**



#### **Grandmaster Systems**

Uses GPS to distribute "precise time" using the IEEE 1588 protocol



#### **Network Supervision & Management** • **S**

Timing problem notification, analysis and SLA compliance



#### **Chip Scale Atomic Clocks**

High accuracy, low power and stability for portable applications



Microsoft

#### **IEEE1588** Timing ICs

Field proven high performance time and frequency synchronization solutions for packet networks

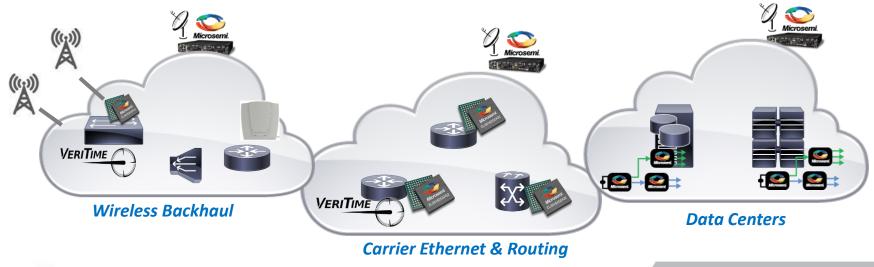
#### **Clock Management Timing ICs**

Clock synthesis, jitter attenuation and clock buffers to ease deign and increase reliability

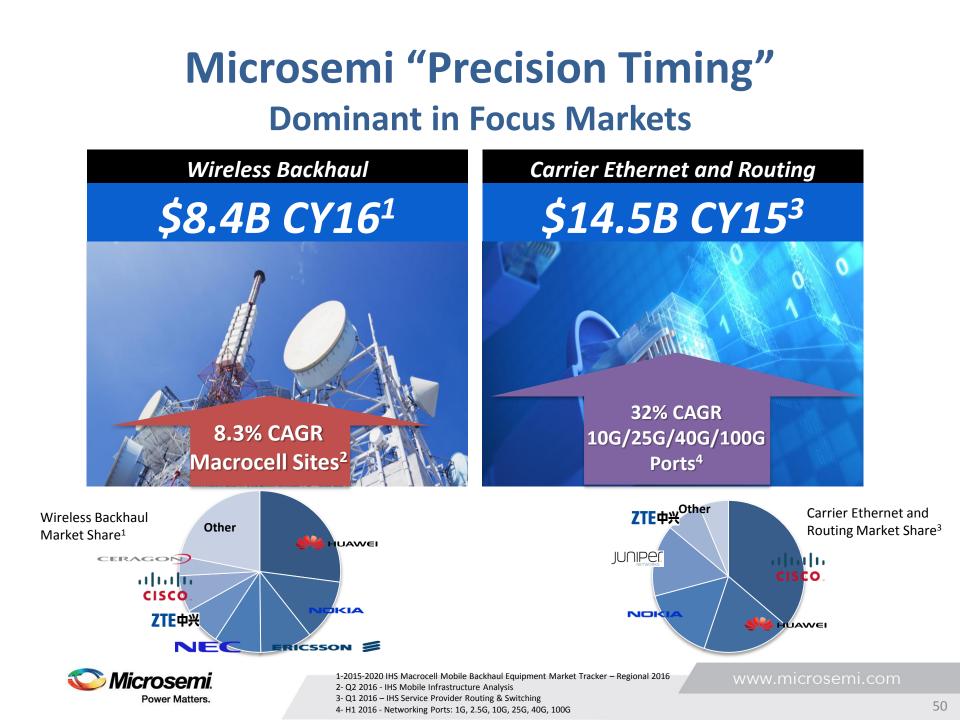
#### VERITIME /

#### IEEE1588 Ethernet PHY

High-precision IEEE1588 Ethernet PHY with MACSec



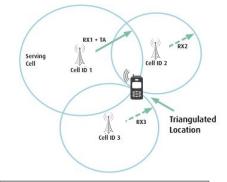


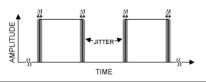


# Industry Creating New Opportunities in Focus Markets

- 4G LTE-A Deployments
  - Verizon's 4G LTE-A provides 50% faster speeds in 461 U.S. cities
  - 4G LTE-A uses a number of new technologies to achieve these speeds
    - Carrier aggregation, MIMO and Tx diversity
  - Underpinning these new technologies is the need for more precision time at the basestation
    - 3GPP defines BS transmitter alignments from 260ns down to 65ns
- Location Based Services in Wireless
  - Observed Time Difference Of Arrival (OTDOA) positioning introduced in LTE radio [rel9 E-UTRA]
    - Requiring 100 ns time alignment to provide 30-40 meter location accuracy [ITU G.8271]
- 100G Deployments & 400G Designs
  - Higher speed interfaces demand better clock accuracy (lower jitter)





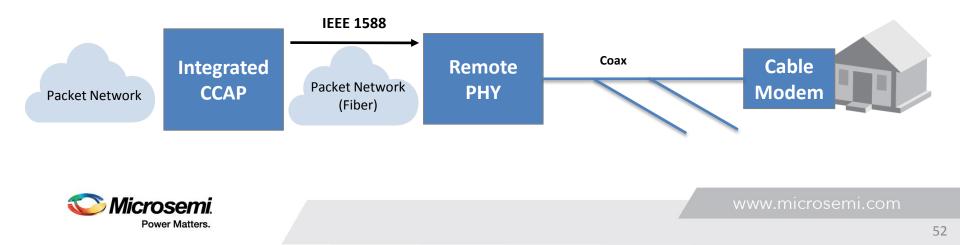


#### www.microsemi.com

Nicrosemi. Power Matters.

# **Increasing Demands on Cable Industry Driving Precision Timing Opportunities**

- Cable industry under pressure to increase data speeds for customers to keep up with competing technologies
  - Converged Cable Access Platform (CCAP) is the new architecture
    - Shortens coax plant which is used as the final access technology
    - Moves fiber access point closer to the customer (R-PHY)
  - New cable DOCSIS 3.1 uses IEEE1588 to distribute synchronization to the remote PHY

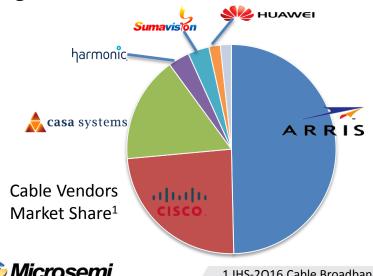


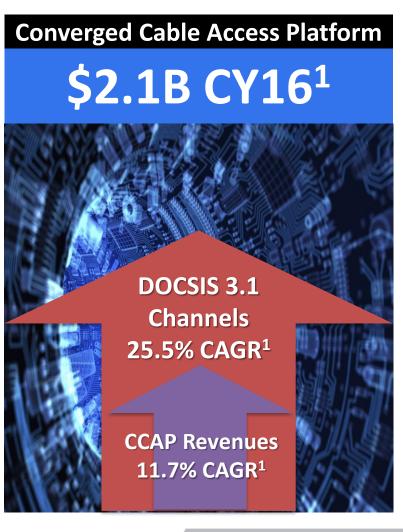
### **Precision Timing Opportunity in the Cable Market**

#### **Microsemi Focusing on the Fastest Growing Segments**

- Our leadership in IEEE1588 combined with the industry's evolution created a significant opportunity within the cable broadband market
- Microsemi precision timing is positioned in key CCAP equipment vendors and ASIC partners' reference designs

Power Matters

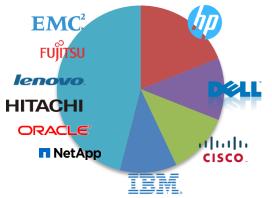




1 IHS-2Q16 Cable Broadband HW market Forecast (CAGR2015-20)

# Expanding Timing Opportunity Into Data Center Market

- Microsemi leadership in data center market creates opportunities for timing
- A complete proven solution simplifies the design while adding customer value
- System expertise enables product innovation while resolving key customer challenges



Data Center Infrastructure Market Share<sup>2</sup>

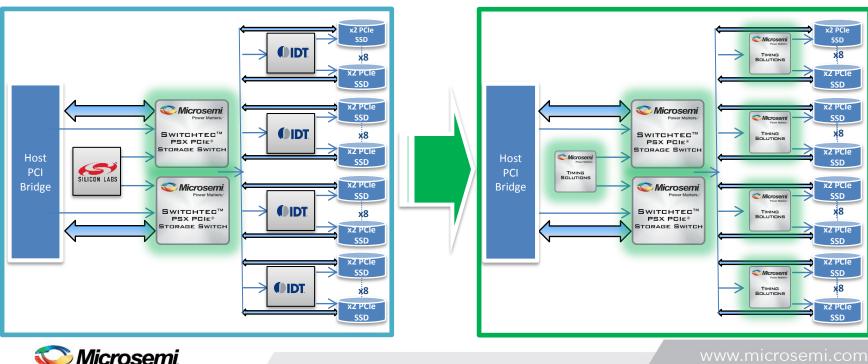


1 Databeans Q4-2015 Timing Devices Market Tracker 2 Synergy Group Data Center Infrastructure Market Report



# **Data Center Timing: Barriers to Entry Eliminated**

- New data center reference design utilizes an end-to-end Microsemi timing solution ٠
  - Quick market entry while providing compelling timing solution in a reference design
  - Increased customer confidence with a turn key, proven solution, built and tested
- Easier access to market makers by pulling timing into data center market ٠



Initial Reference Design

Power Matters.

#### *Revised Reference Design*

55

### **World Leader in Timing Systems**



**Component Clocks** 





IEEE1588 deployed in 300+ networks worldwide

Broad portfolio with unified and centralized management

Meets scale and performance needs of 5G densification requirements



# Well-Established **Network Sync and IEEE-1588 ICs**

**IEEE 1588** 





**Complete portfolio of leading-edge solutions for** network synchronization

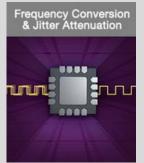
#### Solutions deployed extensively for over 25 years

Driving network synchronization standards to meet the demands of target applications



# Broad Portfolio of Clock Management Solutions







Clock synthesis, jitter attenuation and clock distribution supporting full clock tree solution

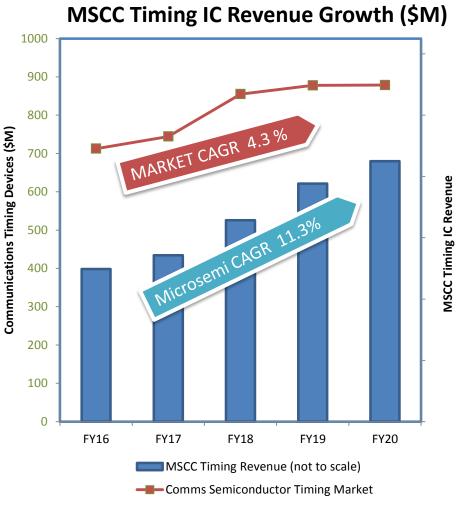
Ultra–low jitter and cost optimized synthesizers and clock buffers

#### Application specific with custom configuration



### **Microsemi Timing Growth Opportunity**

- New industry trends and evolution of broadband cable deployment create significant opportunities
- Market leadership in storage and PCIe switching brings timing solutions to a large existing customer base in data center market
- Microsemi's incumbent position, with a large installed base of field proven solutions and reference designs providing customer value, is a competitive advantage



\* TAM source: Databeans- Q4-2015 Timing Devices Market Tracker



### **Optical Networking – OTN**



#### Babak Samimi

Vice President & Business Unit Manager, OTN



# **Optical Networking Market: Focusing on the Fastest Growing Segments**

**IP** Routing **Optical Networking** \$12.2B \$15.5**B OTN Switching** 10110001 **13%** CAGR **100G Ports WDM** 107% **7%** CAGR CAGR IS-2015-2020 CAGE



# DATA

BIG

C Microsemi

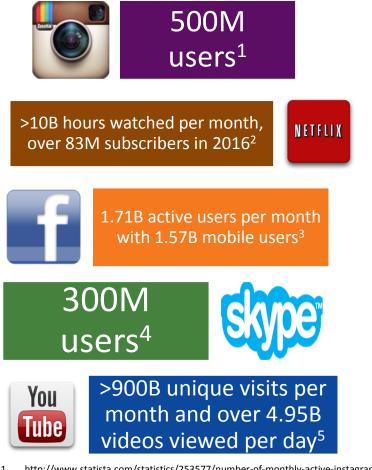
Power Matters."

### **BIG** CHALLENGES

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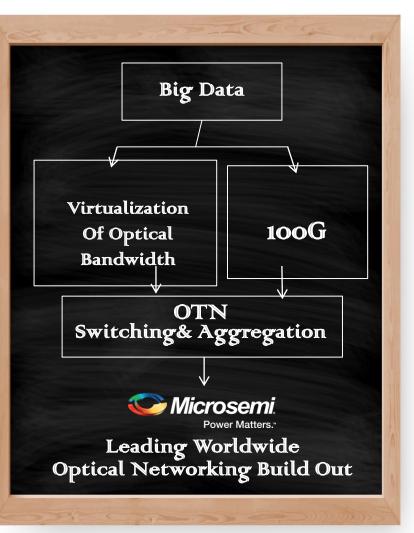
**BIG** OPPORTUNITIES

### **Big Data Tsunami Driving Optical Build Out**

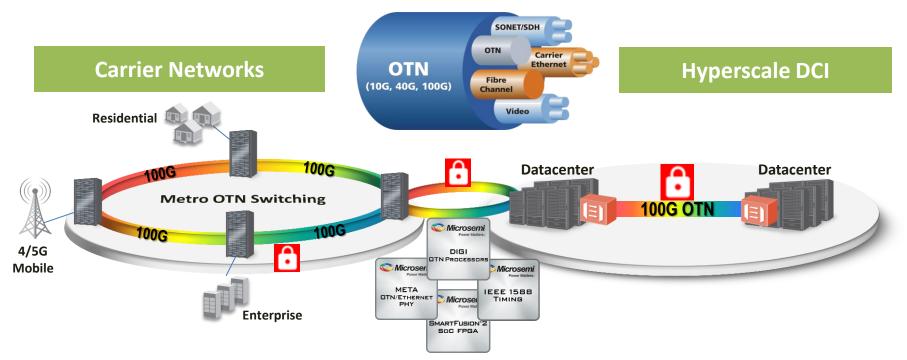


- 1. http://www.statista.com/statistics/253577/number-of-monthly-active-instagram-users/
- http://expandedramblings.com/index.php/netflix\_statistics-facts/
   http://expandedramblings.com/index.php/netflix\_statistics-facts/
- 3. https://zephoria.com/top-15-valuable-facebook-statistics/
- 4. http://expandedramblings.com/index.php/how-many-people-use-chat-apps/2/
- 5. http://www.statisticbrain.com/youtube-statistics/





### **OTN – Network Architecture of Choice**



#### **100G** + OTN Switching + Security = Connectivity & Transport of Big Data

1. Packet Transport  $\rightarrow$  10GE, 100GE, 400GE, FlexE, etc

2.

3.

4.

5.

Timing

- Scalability  $\rightarrow$  100Gb/slot today 1Tb tomorrow
- OTN Switching  $\rightarrow$  Virtualization of optical bandwidth + makes 100G cost effective
- Security  $\rightarrow$  Encryption for Cloud Connectivity
  - → Timing Transparency per Service

# Solving Complex Design & Deployment Challenges

- OTN Processors
  - Terabit scalable OTN switching
  - 50% power reduction per 100G
- Optical Laser Drivers
  - Complex coherent modulations schemes
  - Low power to enable optics port density
- Carrier-Grade OTN Switching SDK
  - Field harden software stack
- High Precision Timing
  - Clocking design and distribution
  - Any-service, any-rate, any-port



- Cloud-Connect Security
  - Encryption at wire speed
  - SDN controlled key management



### **Industry Leader in OTN Processors**

Access

Metro

Routing/

HYPHY OTN Processors

Microsemi Power Matters







#### Innovator and Pioneer in OTN Switching

- Created ecosystem for OTN switching on packet fabric
- Enabling multi-terabit switching per node

#### **Portfolio of OTN Solutions to Address**

- Metro edge to metro core/long haul
- Data center interconnect
- Mobile front haul

#### DIGI-G4

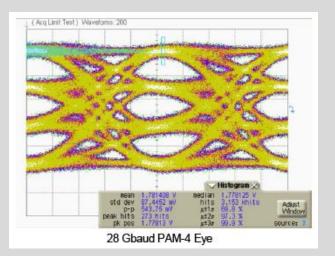
- Industry's 1<sup>st</sup> single-chip 400G OTN processor
- Delivering 50% less power per 100G port

### **High Performance Optical Laser Drivers**



#### **Coherent Mach-Zehnder Laser Drivers for**

- Long-haul fiber reach
- Metro/regional fiber reach



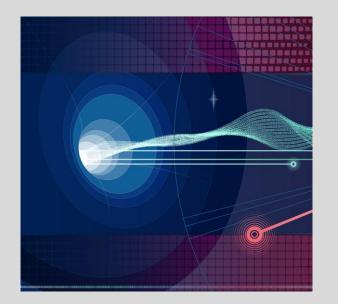
#### Microsemi Technology Differentiation

- Low SNR = longer reach + low BER
- Great linearity = complex coherent modulation
- Low power = Small form factor 100G optics modules



### **Programmable Clocking Platform for OTN**

•



#### "Single-Chip" clock component for the whole card

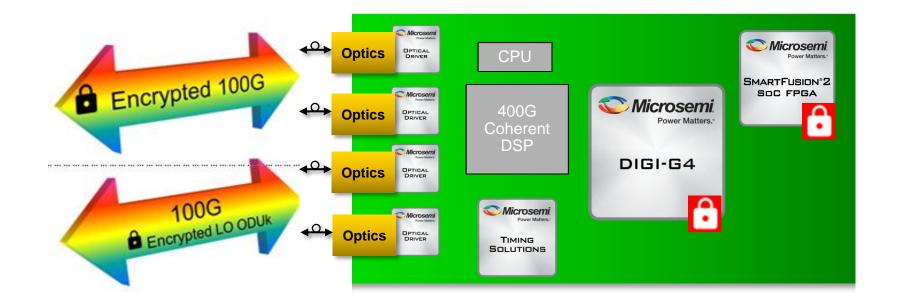
- Multiport: Clock source to multiple components
- Per port programmability: any-port, any-rate
- Wide output frequency range with ultra-low jitter

Field Proven Performance in Carrier Networks Microsemi 400G OTN Reference Design DIGI-G4 + timing solutions





### **Microsemi's 400G OTN Architecture**



#### Powered by Field-proven OTN Switching SDK



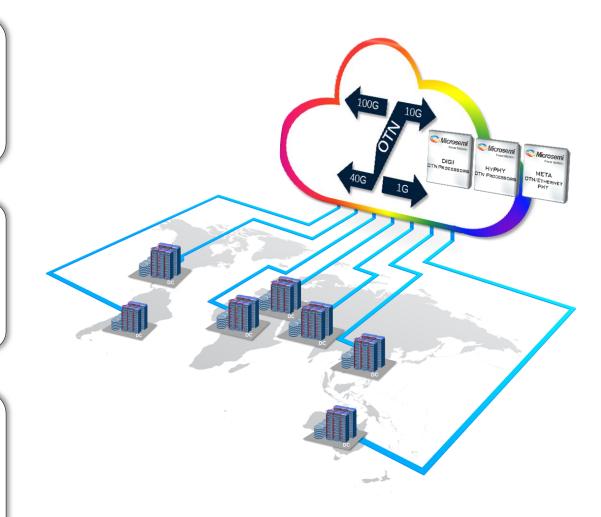
### **Premier Supplier in OTN Networking**

Optical Equipment OEMs 8 out of 9 using Microsemi's OTN processors

Telecom Service Providers **Top 5 Worldwide** deploying 100G OTN using DIGI family

Cloud Service Providers **Top 3 Hyperscale DC** deploying DIGI for 100G DCI connectivity





# Microsemi Growth Opportunity in OTN Networking

#### **Multiyear Optical Buildout Underway**

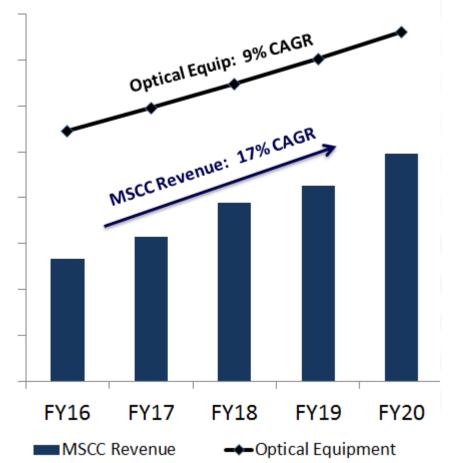
- China leading with 100G deployments
- NAm. & EMEA ramp metro 100G in 2017

#### **Market Momentum Playing Into Our Strengths**

- 100G adoption above expectations
- OTN switching is the model of choice worldwide

#### **MSCC is Category Leader in OTN**

- #1 in OTN switching with DIGI processors
- Carrier-grade OTN software SDK
- Content win in top OEMs supplying carrier and hyperscale markets





### **Break**

#### 10:30-10:40 a.m.



### Aerospace



### Siobhan Dolan

Vice President & General Manager, Discretes



### **Commercial Aviation Market Outlook**

2016-2035	Airbus	Boeing
New Aircraft Deliveries	33,070	39,600
Market Value	\$5.2 trillion	\$5.9 trillion
Annual Traffic Growth	4.5%	4.8%

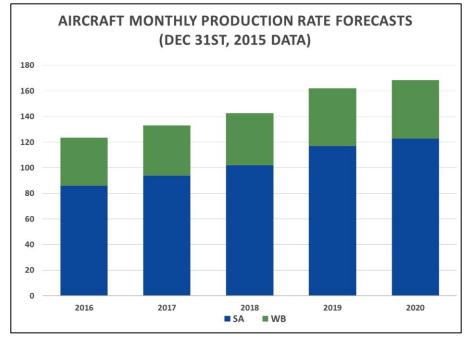
- Market remains resilient, long-term growth continues
- Single-aisle remains fastest growing segment
- Fuel efficiency still driving profitability

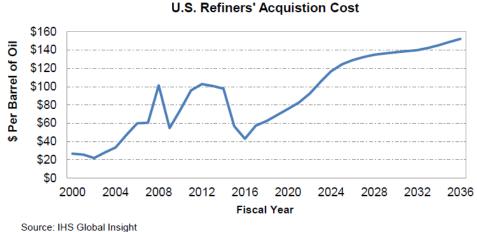


### **Headwinds or Tailwinds for Market Demand**

Single-aisle production increasing by 43%

Oil prices to increase to \$100 per barrel by 2023





Sources:

FAA Aerospace Forecast Fiscal years 2016-2036 Leeham News & Comment Annual Production Forecast (Dec 2015) IHS Global Insights



### Airbus A320neo Launch



Improvements for the A320neo family result in a per-seat fuel burn savings of 20% compared to current engine option jetliners by 2020, along with additional range, reduced engine noise and lower emissions.



### **Boeing 737 MAX Launch**



"The new 737 MAX will deliver 20% lower fuel use than the first next generation 737s and the lowest operating costs."

-Boeing



### **Technology Drivers for More Electric Aircraft**





### **More Electric Aircraft Challenges**

"MEA faces ... challenges that are opportunities for Aircraft electrical power system architecture optimization ... WBG Power electronics advancement..."

- Dr. Hao Huang, Chief Technologist, GE Aviation – Electrical Power

"Solving the size, weight and power equation is the key challenge of this business — and that's what drives us forward every day..."

- Pascal Thalin, Technical Director, Thales Aerospace

"Power electronics is the enabling technology for the more electric aircraft. However MEA advantages are marginal with current technology and advancements in the areas of reliability, power density, wide band gap semiconductor materials and thermal management are essential to achieve its full potential."

- Prof. Pat Wheeler, Head of Electrical and Electronics Dept., University of Nottingham



# Challenges Facing More Electric Power Conversion

- Economic
  - Cost effectiveness
  - Design to cost
  - Standardization
- Reliability
  - Heritage
  - Maturity
- Technology
  - Optimized for weight
  - State-of-the-art technology







# **Electrical Power Conversion System Evolution and PDE SAM Expansion**

SAM \$25K per Aircraft

### **Conventional Plane**

#### Power Generation

•Fixed Frequency, 400 Hz

- Power Distribution
- •115V AC
- •28V DC

#### Actuation

•Hydraulic Systems

• APU

•Classic Bleed system

SAM \$138K per Aircraft

MEA "Story So Far"

#### Power Generation

•Variable Frequency 300-800Hz

#### Power Distribution

- •115V AC & 230V AC
- •+/- 270V DC
- •28V DC
- Actuation
- •Hydraulic Systems
- •Electric Back-up
- APU
- •Bleedless System
- •Bi-Directional system

SAM \$1.3M per Aircraft

MEA "Next Steps"

#### Power Generation

•Higher density, full electric

#### Power Distribution

Intelligent management systemsIncreased density

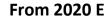
- Actuation
- Full Electric
- APU

Increased density

From 1990's

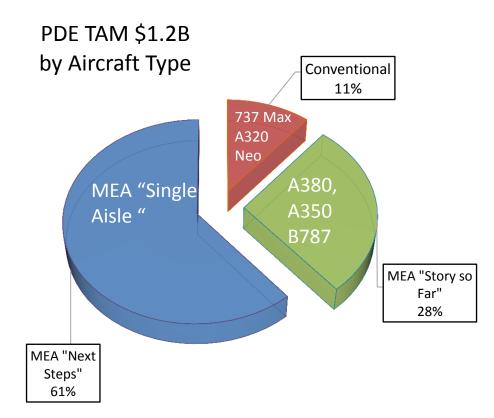
#### From mid 2000's

#### **Production Ramp**



Wicrosemi Power Matters.

# **Electrical Power Conversion: Power Drive Electronics TAM Growth by 2020**



5 Year PDE CAGR 2016 – 2020

PDE TAM 27%

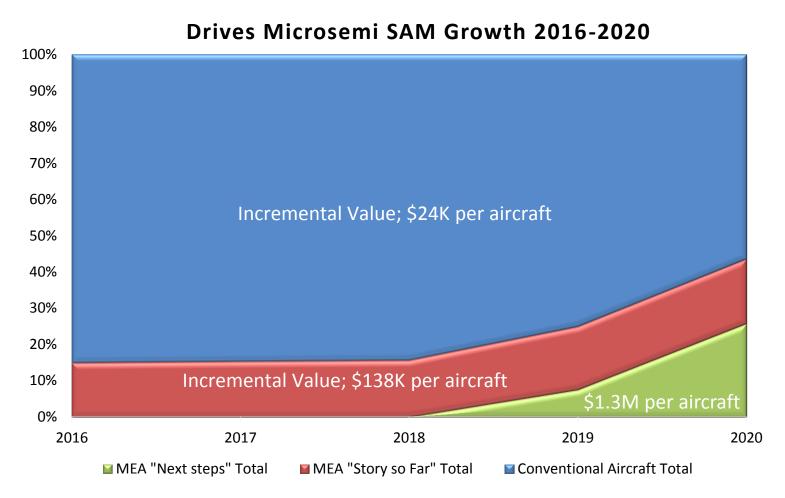
PDE SAM >63%

Aircraft production; increasing by >6% per annum

Source; Leeham News & Comment Annual Production Forecast (Dec 2015)



### **Electrical Power Conversion Systems on MEA**



#### SAM value growing to \$1.3M per MEA aircraft by 2020



# **Microsemi Heritage in More Electric Aircraft**

**Building on 30 + Years Heritage on Aviation Flight-Critical Avionics Systems** 



#### Airbus A380

- More than 1,000 FPGAs on each A380
- 5 million + field hours operation 30KVA power module
- Multiple TVSs protecting avionics systems





#### **Boeing 787 Dreamliner**

- APA, A3P, AX FPGAs
- More than 6,000 power modules shipped
- Multiple high power PLAD TVSs protecting avionics systems

#### Airbus A350 XWB ProASIC

- APA, A3P FPGAs
- More than 78 ruggedized power modules on primary and secondary electric actuation systems
- Multiple high power PLAD TVSs protecting avionics systems



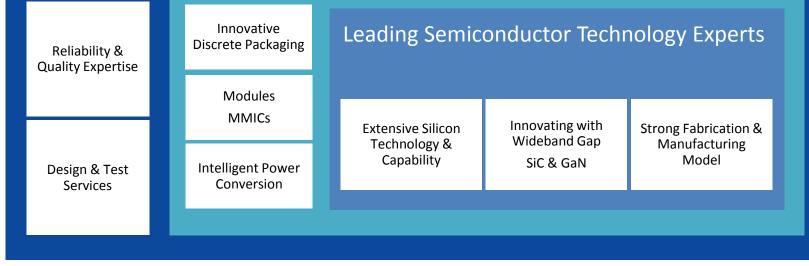


### Complete Power & RF Solutions Provider

Optimizing Power, Performance, Reliability & Cost

System Level Engineering

# Innovative Packaging & Integration





### **Aviation Centre of Excellence**

- Vertical Integration
  - Microsemi moving up the supply chain to Tier 2
  - Building a full system engineering capability
  - Verification and validation of mission models
- Standard Modular Systems

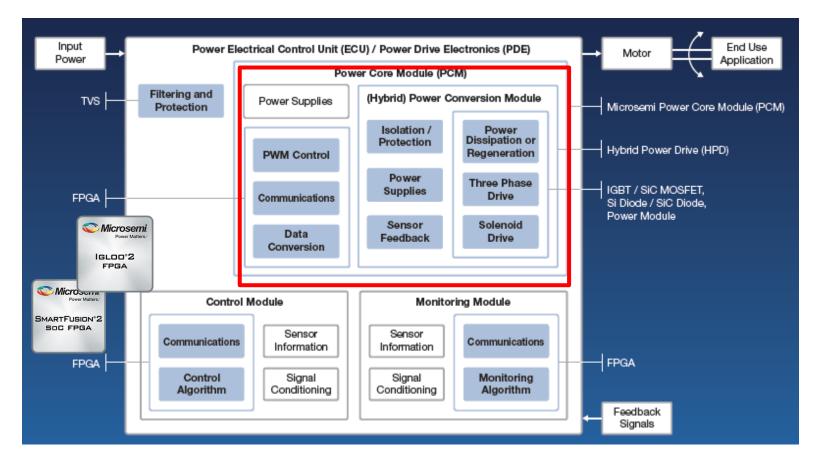


- Leveraging broad portfolio of power, digital, analog mixed signal technologies
- Highest levels of integration, flexible, scalable solutions
- Lowest cost of ownership for customers
- Extensive Reliability Programs
  - State of the art design and integration facility
  - Extensive product testing and accelerated product innovation, DO254 hardware certification
  - Extensive life test verification



### **Intelligent Power Electrical Control System**

Developing a Portfolio of "Standard" Intelligent Power Solutions (IPS) Addressing Multiple Electrical Power Conversion Applications and Markets





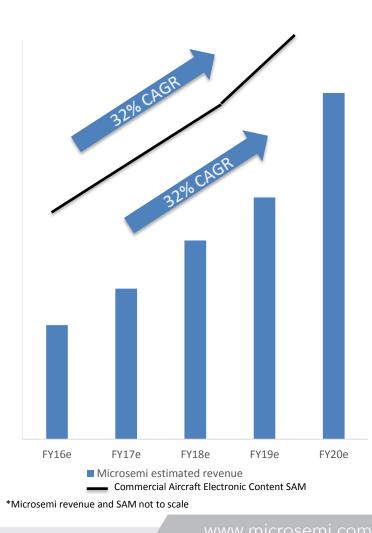
# **Technology Leadership Driving Content**

Product Family	Target Application/ Sub-System	Key Differentiation
SiC: Schottky diodes and SiC FETs	<ul> <li>Power conversion</li> <li>Inverter</li> <li>Actuator PDE</li> </ul>	<ul> <li>Best in class RDS(ON) vs. temperature</li> <li>Longest short circuit withstand rating</li> <li>Lowest gate resistance</li> <li>Superior stability</li> </ul>
Power Modules: High performance Silicon & SiC FETs, IGBTs, Rectifier modules Hybrid Power Drive (HPD)	<ul> <li>Power conversion</li> <li>Inverter</li> <li>Actuator PDE</li> </ul>	<ul> <li>Lowest size and weight, high integration</li> <li>Higher reliability</li> <li>Higher efficiency</li> <li>Superior thermal performance</li> <li>Temperature range of -60°C to +250°C</li> </ul>
Intelligent Power Systems: Power Core Module (PCM)	<ul> <li>Power conversion</li> <li>Inverter</li> <li>Actuator PDE</li> </ul>	<ul> <li>Higher level of integration, lowest weight and size</li> <li>Higher level of reliability</li> <li>Standard solution designed to cost</li> <li>Power efficiency</li> <li>Superior thermal performance</li> </ul>
FPGAs & SoCs	<ul> <li>Motor control</li> <li>Health monitoring</li> <li>Data acquisition</li> <li>Sensing</li> <li>Communication</li> </ul>	<ul> <li>High level of integration</li> <li>Accommodates complex algorithms</li> <li>Highest reliability, SEU immune</li> <li>Extended temperature support</li> </ul>



# Microsemi is a Premier Electronics Supplier in Commercial Aerospace

- Extensive Aviation Heritage
- Comprehensive High-Reliability Portfolio
- Continuous Innovation
- Solutions Capability







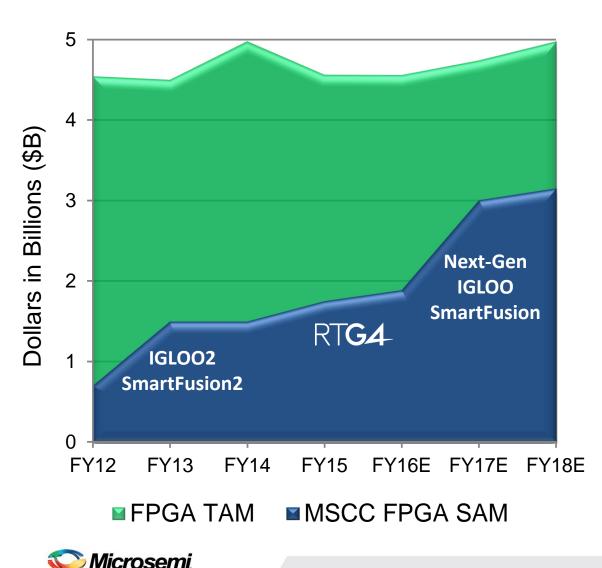


### Esam Elashmawi

**VP & General Manager, IC Solutions** 



### Microsemi Growing FPGA SAM >\$3B



Power Matters.

- FPGA SAM Growth Through Differentiation
  - Lowest Power
  - Security Integration
  - Reliability/SEU
  - Single-chip Flash
  - Expanding Density and Performance Footprint
    - Further Reach Into Mainstream FPGA Designs
- Entering New Markets
  - Strong Expansion into Communications Market
  - Entry into Space Payload Applications

### **Differentiated Mainstream FPGAs**







#### **Low Power**

- 1/10<sup>th</sup> static power
- Reduce total power by ~30–50%

### **Security and Reliability**

- SEU immune FPGA configuration
- Highly secure (suitable for anti-cloning and authentication applications)
- Extended temperature support (125 °C Junction)

### Lowest Total Cost of Ownership

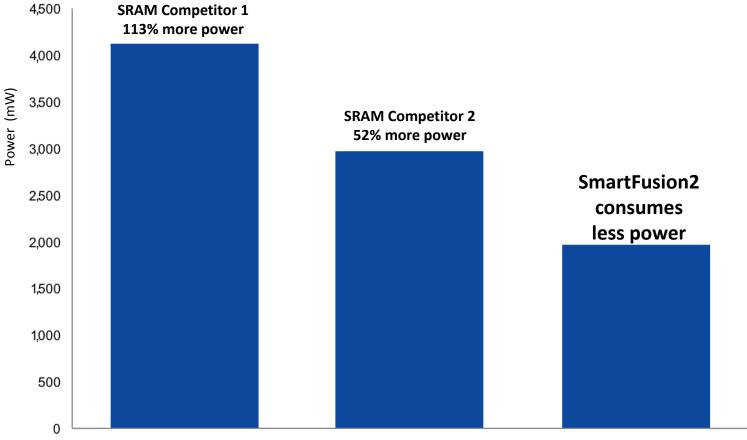
- System integration: 150K logic elements, transceivers, DSP, and ARM
- More resources on smaller devices
- Smallest form factors

### **System Solutions**

- Communications: Secure boot, Ethernet, JESD204B
- Industrial: Motor control, industrial networking, IP surveillance
- Aero and Defense: MIL-STD1553, information assurance, secure boot

### SmartFusion2: Consumes 34-53% Less Power

#### **Total Power Consumption**



Measured at T<sub>i</sub> = 100 C, worst case conditions

Note: Flash\*Freeze mode will yield larger differences



# Wireless Connectivity: Are You Secure?

Advanced Driver Assist Systems (ADAS)



Vehicle-to-Vehicle Communications

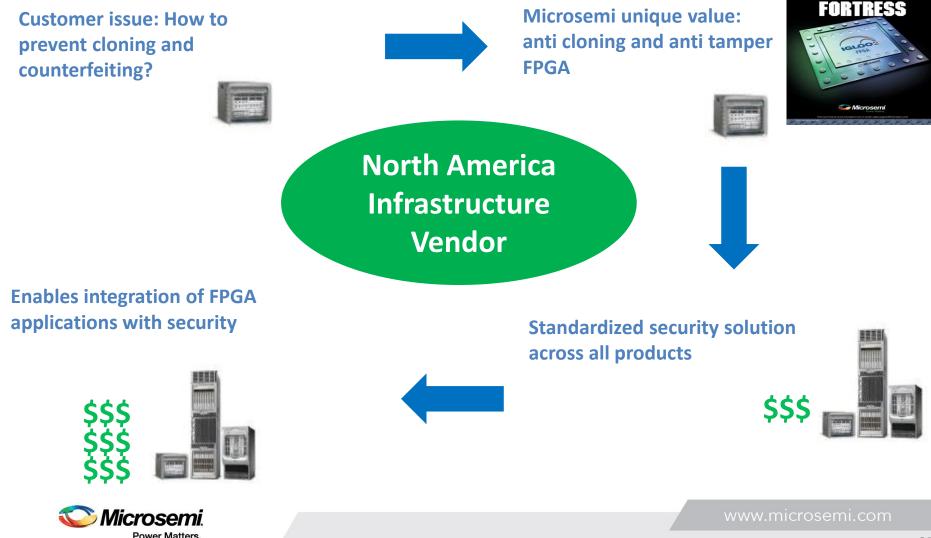
#### **Connected Home & Office**





12.5 Billion	<b>Connected Devices</b>	56 Billion
<b>2010</b> 1.84	Connected Devices/Person	<b>2020</b> 6.58
Financial Investments	<ul> <li>You must be secut</li> <li>Trojan Horses</li> <li>Safety Risk</li> <li>Tampering/Phishin</li> <li>Stolen Passwords/Key</li> <li>Hacking</li> <li>Insulin Pumps</li> <li>Point-of-Sale Termina</li> <li>Industrial Espionag</li> <li>IP Theft/Code-Lifting</li> <li>Cloning</li> <li>Persistent Access</li> <li>Routers and Hubs</li> <li>Automobiles</li> </ul>	Stuxnet Worm g ys Blackhat 2011
	www.mi	icrosemi.com 94

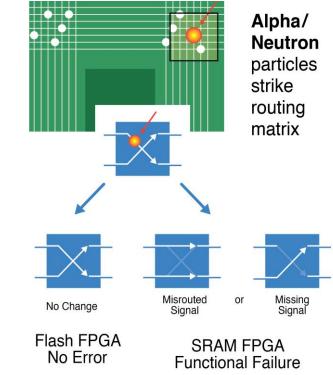
# **Communications Scalable Platform Win 1**



FLASH-BASEI

### The Most Reliable FPGAs in the Industry

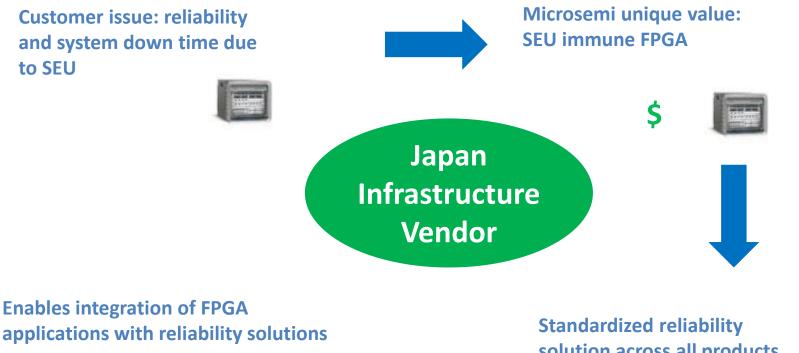
- Flash FPGA Fabric
  - SEU immune; zero FIT rate
- SRAM FPGA Fabric
  - An upset will occur; matter of time
  - Requires scrubbing and correction
  - Downtime for scrubbing = \$\$ lost



### **Reliability for safety-critical or mission-critical systems**



# **Communications Scalable Platform Win 2**









solution across all products



### **High Win Rate at New Customer Base**

### SmartFusion2/IGLOO2

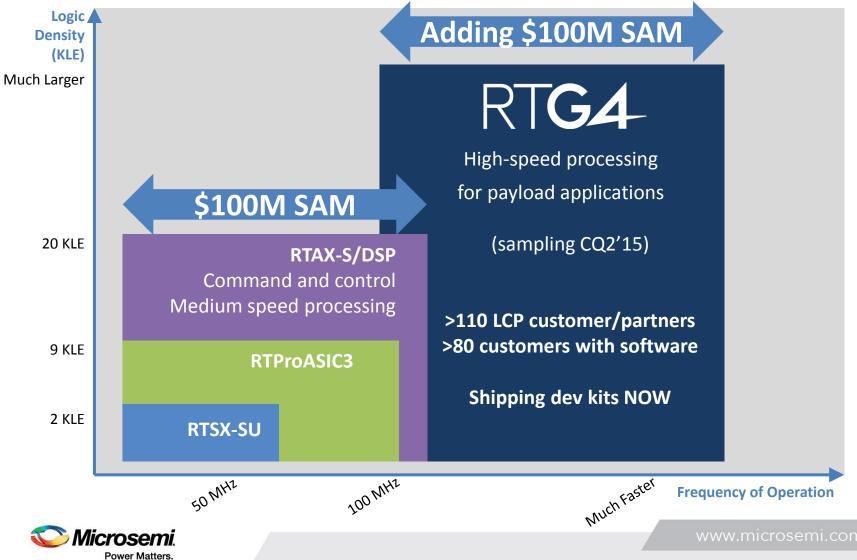
FY12-FY16Q3 (\$)	Opportunities	Design Ins	Design Wins	
Grand Total \$488,775,728		\$ 141,566,480	\$ 84,167,832	
Cumulative New Customers2000 <th colspan="3" rowspan="2"><ul> <li>49% of opportunities are with new customers <ul> <li>4,611 total opportunities</li> <li>2,237 with new customers</li> </ul> </li> <li>44% of customer designs choose Microsemi <ul> <li>1,583 design in/design wins</li> <li>2,001 design losses</li> </ul> </li> <li>29% of design win values in communications</li> </ul></th>		<ul> <li>49% of opportunities are with new customers <ul> <li>4,611 total opportunities</li> <li>2,237 with new customers</li> </ul> </li> <li>44% of customer designs choose Microsemi <ul> <li>1,583 design in/design wins</li> <li>2,001 design losses</li> </ul> </li> <li>29% of design win values in communications</li> </ul>		

# Many Reasons Why Customers Engage, Many Reasons Why We Win

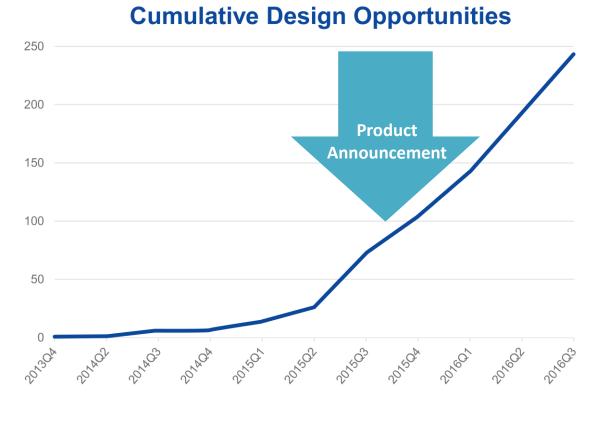
Geography	Market Segment	Primary Reason for Engagement	Secondary Reasons for Win
Americas	Communications (router)	SEU	More PCIe; more I/O
Americas	Communications (secure router)	Security	Small parts with mainstream features; small footprint
Japan	Communications (metro data)	SEU	I/O FPGA with PCIe; always on
China	Communications (SFP)	SEU	Low power, small footprint
China	Communications (access)	NV FPGA with mainstream features	Integrated M3 processor
Americas	Automotive (ECM)	Reliability	SEU
China	Automotive (cloud-based control)	Security	Small parts with mainstream features
Americas	Defense (secure communications)	Low power	Small footprint, multi PCIe end points (090)
Europe	Defense (secure communications)	Low power	Security
China	Industrial	Security	Small parts with MCU and PCIe
Americas	Industrial (POS)	PCIe @ 10K LE	Lower cost than ASIC
Americas	Industrial (networking)	NV FPGA with PCIe	SEU
Americas	Consumer (mobile platform)	Security	Security
China	Consumer (gaming)	Small chip with transceiver	Security, small parts with MCU and XCVR, VQ package



## Radiation Tolerant FPGAs: Extending our SAM to High-Speed Processing Applications



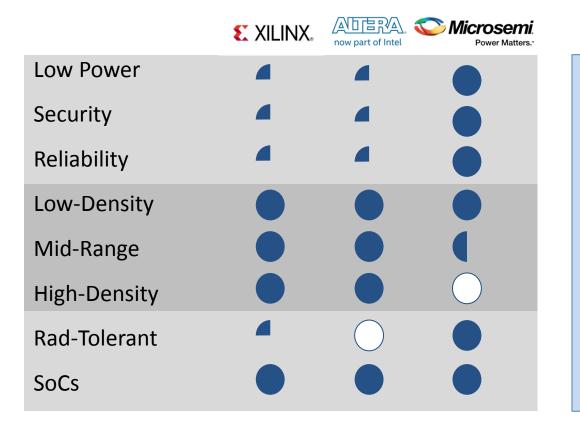
### **RTG4 Design Win Traction to Date**



- Growing Opportunities
   >244 count
- Record Design Ins
  - Customers have chosen Microsemi over competitors
- Record Design Wins
  - Customers have purchased >\$1K silicon
- Production Qualification Q4 2016



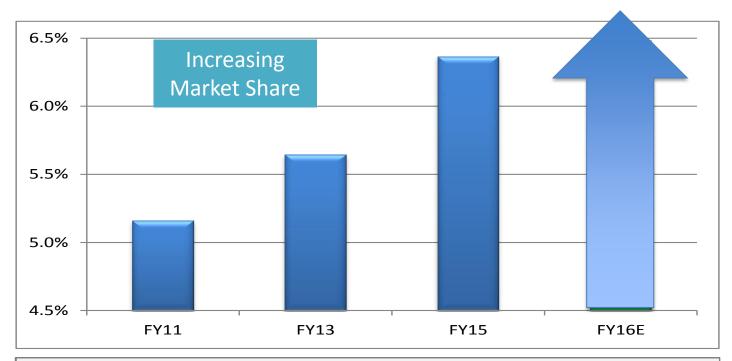
### **The Microsemi Advantage**







# SoC Market Share: Strong Growth!



### **Key Differentiators Driving Share**

- Lowest power
- Highest security
- Most reliable
- Most product features per density



### **Financial Performance**

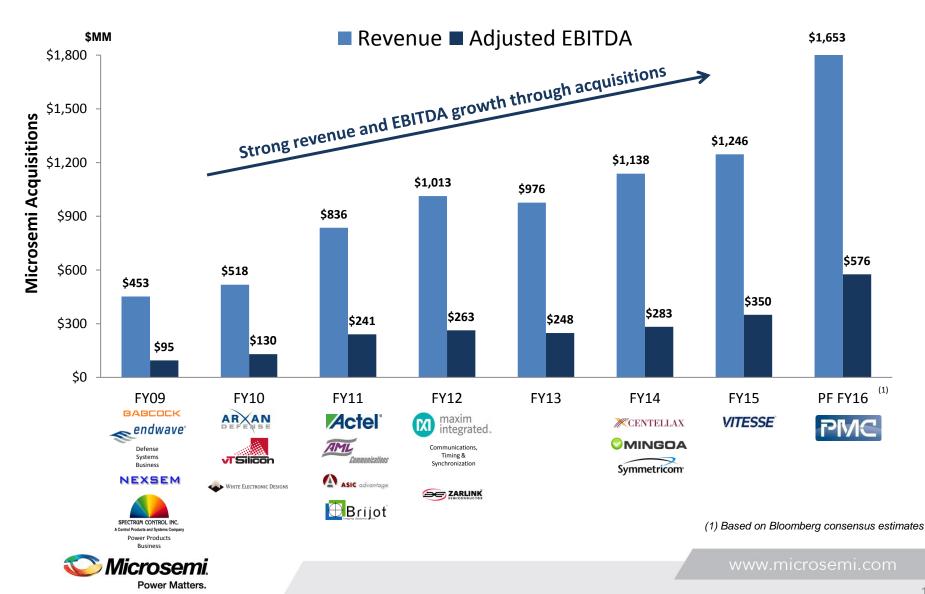


### John Hohener

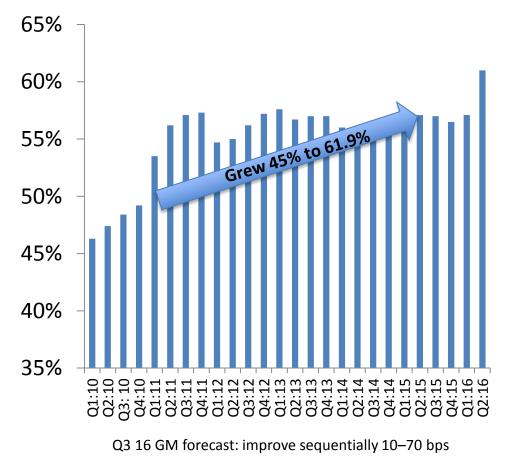
**Executive Vice President & Chief Financial Officer** 



### **Distinguished Record of Integrating Acquisitions**



# Great Track Record of Driving Improved Gross Margins

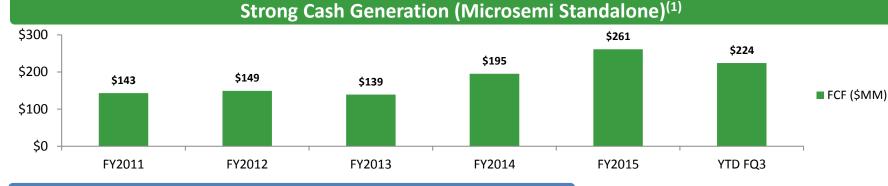


### **Expect Continued Growth:**

- Operational efficiencies continue to drive GM improvements
- Increased scale brings leverage to overall model
- High value product portfolio driving increased GM%
- Mix continues to drive up GM% as new products deliver higher value proposition to customer
- Divested low GM products and added higher value products

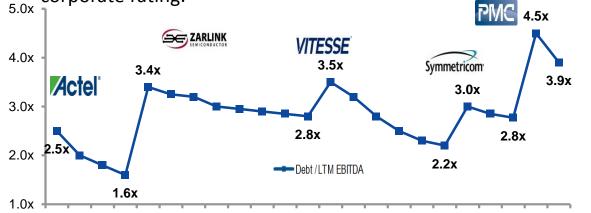


# **Strong Cash Flow With History of Repayment**



#### Historical Debt/LTM EBITDA (Microsemi Standalone)

 Microsemi is committed to continue to use free cash flow (FCF) for de-leveraging and maintaining a minimum of a "BB" corporate rating.



#### Significant Upside in Model:

- Leverage ratio comes down dramatically over next 12 months, lowering risk
- EPS 'upside' contribution through debt pay down will drive accelerated EPS growth
- Financing costs remain very modest allowing great returns

 Free cash flow defined as operating cash flow minus capital expenditures, adjusted for transaction and restructuring costs



### **Free Cash Flow**

Mid Point of Guidance	\$448,000	
EPS	\$0.90	
Corresponding Net Income	\$103,277	
Add Back Depreciation	\$15,000	
Less Guide for CAPEX	\$(15,000)	
Implied FCF	\$103,277	

#### **Business drives significant cash flow:**

- Dramatically improved portfolio allows for tremendous value and much improved profitability
- Investment in capital is modest as fabless model with outsourced manufacturing
- Op. ex spend modest as scale improves and focused R&D spend in growth areas drives up profitability
- Cash flow is best measured over a several quarter period and will, over time, equal the cash flow that the business has achieved operationally.
- Items that can affect reported cash flow in any given period: linearity of supply chain, payroll cycles (6 or 7), tax payments, debt service payments (30 days, 90 days), annual bonus and profit sharing, recurring design tools payments, and inventory build to support growth.



### Maximizing Profitability Historical P&L, Q4 Guidance

	FY15		FY16		Fiscal Year 2016		
	Q3	Q4	Q1	Q2	Q3	Q4 Guidance	
Net Sales	\$317.1	\$328.8	\$329.2	\$444.3	\$431.4	Revenue	\$438-\$458
Gross Profit	180.7	185.8	187.9	270.8	266.9	Gross Margin	+10 to 70 bps
Gross Margin	57.0%	56.5%	57.1%	61.0%	61.9%	EPS	\$0.83-\$0.97
Operating Income	78.8	84.8	83.8	116.2	122.7		
Operating Margin	24.9%	25.8%	25.5%	26.1%	28.5%	Updated Target Model	
EBITDA	87.5	93.3	92.5	128.6	133.8	Revenue Growth	6%-8%
Net Income	65.3	70.3	69.3	74.7	84.0	Gross Margin	60+%
Diluted EPS	\$0.68	\$0.73	\$0.72	\$0.67	\$0.73	Op. Margin	35%

Note: Non-GAAP, amounts in millions except EPS.



# **Maximizing Profitability**

- Continued GM improvements fall through to operating income
  - New products with high margins
  - Exit low-margin products (Mercury divesture)
  - PMC acquisition \$500+ million of 70% + gross margin
  - Supply chain scale/Leverage from consolidations
- Targeted R&D efforts with superior ROI only
  - Focus groups: FPGA, timing, mixed-signal/RF
  - No outsized needs in R&D as mix and ROI drive modest dollar expectations
  - Much of the business has long tail revenues with minimal investment necessary
- Comfortable raising operating margin targets to 35%
  - Business outlook for 2017-19 sets up for solid revenue growth
  - Scale and operational efficiencies realized
  - SG&A ongoing streamlining with scale
  - In 2020 time frame with >\$2b in revenues, potential to drive \$5-6 of EPS with operating margins exceeding 35%, based on mix of product revenue



### **Acquisition Strategy**



### Steve Litchfield

Executive Vice President & Chief Strategy Officer



### **Acquisition Strategy**

- Microsemi continues to focus on reducing debt in the near term as previously stated.
- Corporate strategy will continue to involve acquisitions to complement product portfolio and expand silicon content in target applications.
- Microsemi will maintain its disciplined approach to valuation as environment and scarcity value drives pricing.



### **Executive Summary**





### Q&A

### Management Luncheon

