

# **QLogic Corporation**

**High Performance Network Solutions** 

H.K. Desai, Chief Executive Officer Simon Biddiscombe, Sr. Vice President and CFO

## Safe Harbor Statement



During the course of this presentation, we may make forward-looking statements regarding the future events or the future performance of the Company. Actual events or results could differ materially.

We refer you to the documents the Company files from time to time with the Securities and Exchange Commission, including the Company's most recent Form 10-K and Form 10-Q. These documents identify important information and risk factors that could cause actual events or results to differ materially from those contained in any forward-looking statements.

## **Business Overview**



- Based in Aliso Viejo, CA
- 900+ Employees
- \$2.4 Billion Market Cap
- Strong Free Cash Flow
- \$405 million in cash and marketable securities
- No Debt
- \$200 Million Stock Buyback Plan in Place



# **QLogic Product Portfolio**



Host Products FC, FCoE, iSCSI and InfiniBand Adapters

Network Products

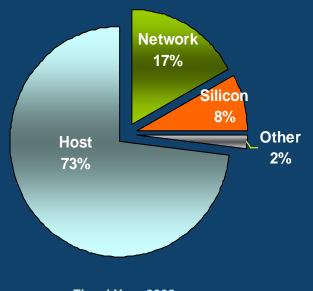
FC and InfiniBand

Switches & iSCSI

Routers

Silicon Products

Protocol Chips



Fiscal Year 2008
Annual Revenue \$598 Million

## IT Market and Technology Trends



- Converged Network
- Blade Servers
- Server/System Virtualization
- Cluster/GRID Computing
- "Green" IT
- Increased Security
- Simplified Management
- Content Depots (Google, MySpace, Yahoo...)



# **QLogic's Market Focus**



# Data and Storage Networking

Fibre Channel, iSCSI and FCoE



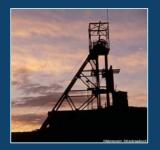
Small, Medium and Large Enterprises across all Industries

# High Performance Computing

**InfiniBand** 



**Life Sciences** 



**Petroleum** 

#### **Financial Services**

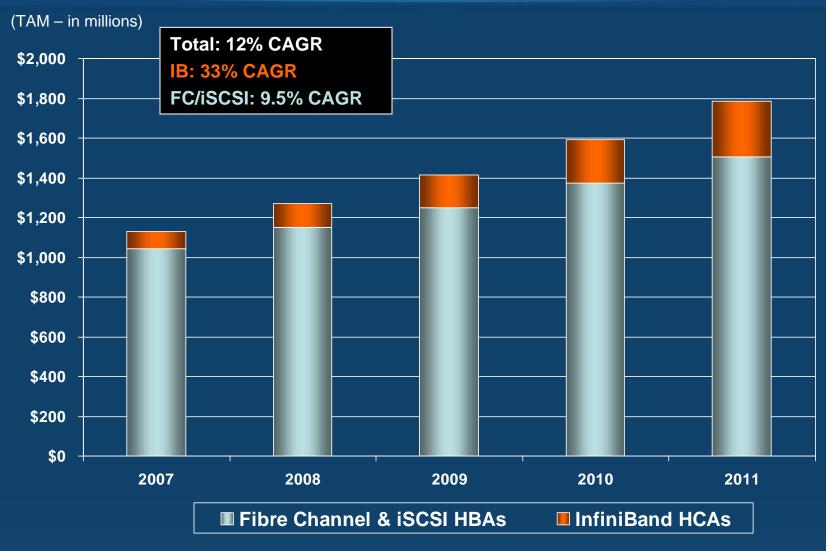


### **Media & Entertainment**



## **Market Opportunity: Host Products**

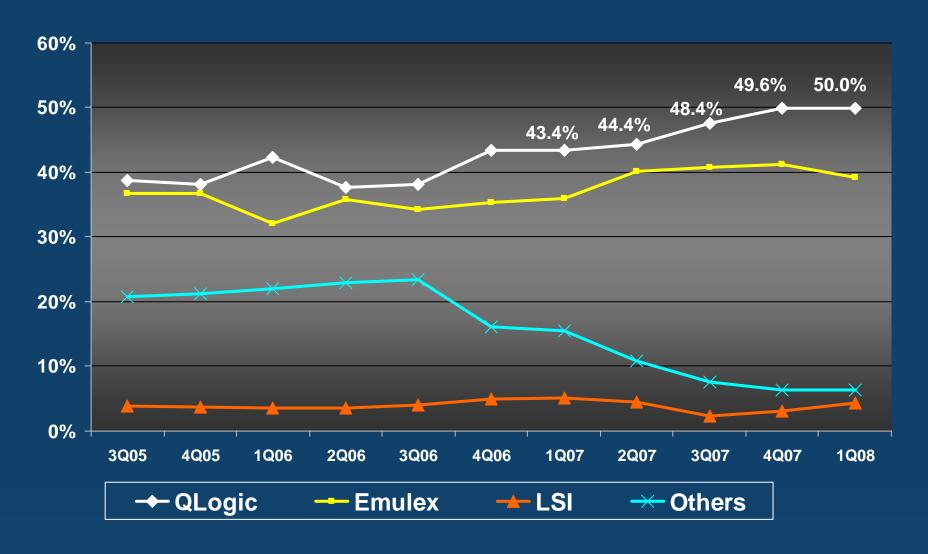




Source: Dell'Oro SAN Forecast Report (Jul07) and IDC Worldwide InfiniBand 2007-2011 Forecast Update

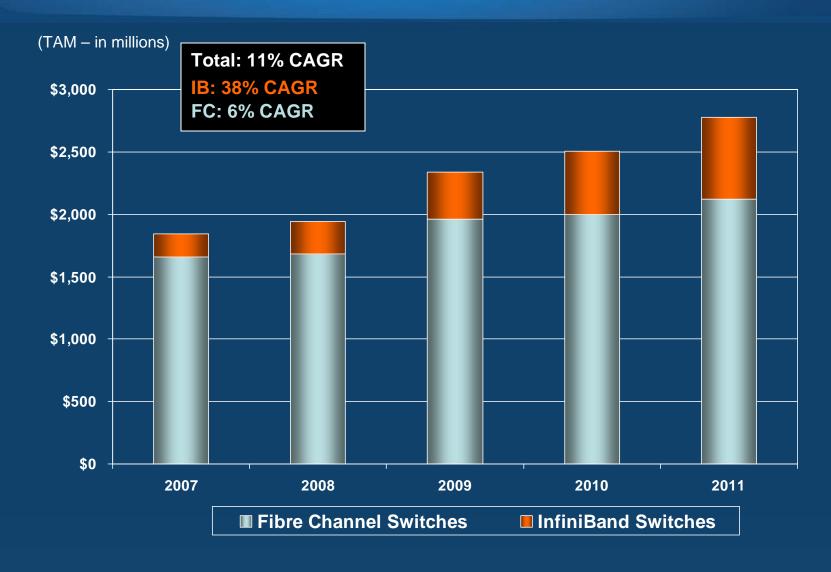
# Fibre Channel HBA Revenue Market Share





## **Market Opportunity: Network Products**





Source: IDC Worldwide InfiniBand 2007-2011 Forecast Update

## **QLogic Growth Drivers**



## **Fibre Channel**

- Market leader in 4Gb HBAs
- First to market with 8Gb
- Qualified with all major OEMs
- Traction in blade and edge switch market
- 16Gb in development

#### **HPC / InfiniBand**

- Recently introduced Dual Data Rate HCAs
- Quad Rate HCAs available end of year
- Major OEM design wins for IB switches

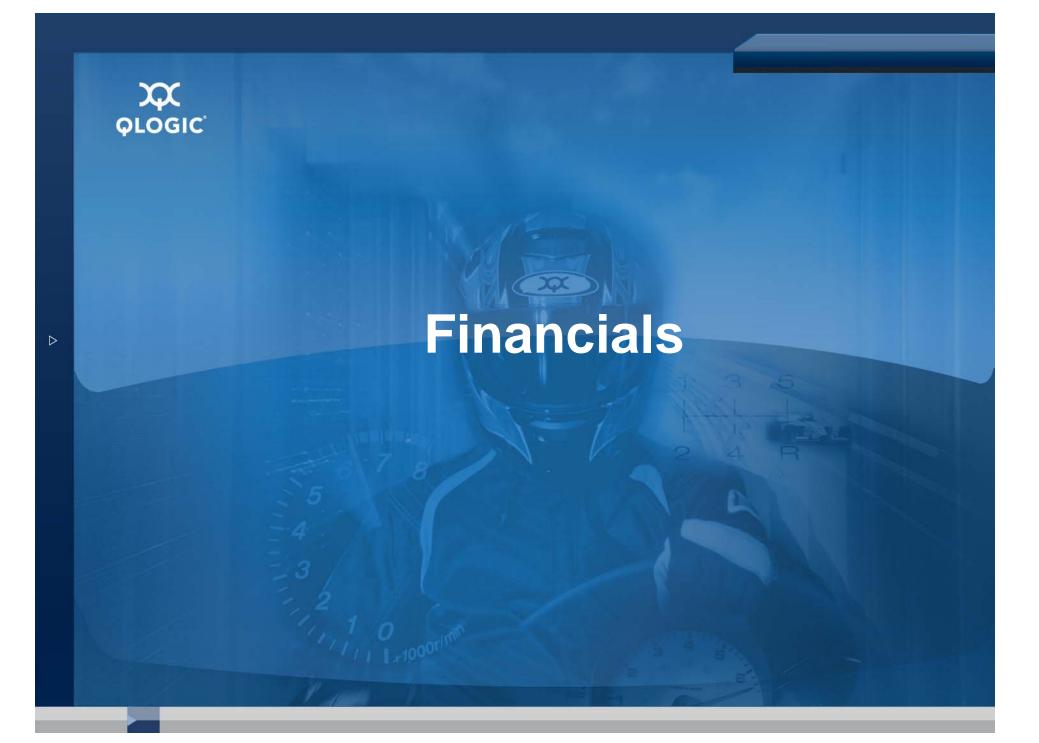
#### **FCoE**

- First to market with Converged Network Adapters
- Fibre Channel and Ethernet expertise
- Highly successful "FCoE Test Drive"









## **Operating Model – Non-GAAP\***



(Dollars in Millions)	FY'07	FY'08	Q1'FY09	FY09 Business Model
Revenue	\$ 587 100.0%	<b>\$ 598 100.0%</b>	\$ 168 100.0%	
Gross Margin	\$ 408 69.5%	% \$ 409 <b>68.4</b> %	\$ 116 68.7%	67 - 68%
Engineering & Development	\$ 116 19.8%	6 <b>\$ 119 19.8</b> %	\$ 30 17.8%	18 - 21%
Sales & Marketing	\$ 76 12.9%	% \$ 74 12.4%	\$ 21 12.2%	11 - 14%
General & Administration	\$ 22 3.7%	% \$ 25 4.2%	\$ 6 3.6%	4%
Operating Profit	\$ 194 33.1%	% \$ 191 32.0%	\$ 59 35.2%	30% +
Net Income	\$ 152 25.9%	% \$ 141 23.6%	\$ 42 24.9%	20% +

#### March Fiscal Year End

<sup>\*</sup> Excludes acquisition-related charges, stock-based compensation, impairment charges related to assets and marketable securities, special charges and the related income tax effects.

# Summary



- Industry Leader
- Diversified Product Portfolio
- Excellent Financial Profile
- Strong Cash Flow
- Buyback Program in Place
- Focus for FY09
  - 8Gb Fibre Channel
  - High Performance Computing (HPC) / InfiniBand
  - Fibre Channel over Ethernet (FCoE)

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