



## Corporate Fact Sheet

<b>NASDAQ GM Symbol:</b>	SMCI		<b>Fiscal Q4 '17**</b>
Recent Stock Price:	\$27.05*	Revenue:	\$717.9 million
52-Week Range:	\$19.32 - \$31.75*	Net Income:	\$20.7million
Average Daily Volume:	393,628 (90-days)*	Per Share:	\$0.39
Market Cap:	\$1.32 billion*		<b>Fiscal 2017**</b>
Shares Outstanding [diluted]:	53.0 million**	Revenue:	\$2.53 billion
Institutional Ownership:	72.30%*	Net Income:	\$82.8 million
Insider Ownership:	21.25%*	Per Share:	\$1.57
		<b>Fiscal Year Ends:</b>	June 30

\* Data as of 8/3/17 (Yahoo source)

\*\* Data as of 6/30/17 (non GAAP)

### Company Overview

Supermicro®, a global leader in high-performance, high-efficiency server technology and innovation is a premier provider of end-to-end green computing solutions and integration/support services for Data Center, Cloud Computing, Enterprise IT, Hadoop/Big Data, HPC and IoT Embedded Systems worldwide. Supermicro's advanced Server Building Block Solutions® offer a vast array of components for building energy-efficient, application-optimized, computing solutions. Architecture innovations include Twin, FatTwin™, TwinPro™, Ultra, MicroCloud, MicroBlade, SuperBlade®, Simply Double SuperStorage, Double-sided Storage®, Battery Backup Power (BBP®) modules and WIO/UIO.

Products include servers, blades, GPU systems, workstations, motherboards, chassis, power supplies, storage, networking, server management software and SuperRack® cabinets/accessories delivering unrivaled performance and value.

Founded in 1993 and headquartered in San Jose, California, Supermicro is committed to protecting the environment through its "We Keep IT Green®" initiative. The Company has global logistics, operations and service centers in Silicon Valley (USA), the Netherlands (Europe) and it's Science & Technology Park in Taiwan (Asia).

Supermicro, SuperServer, FatTwin, TwinPro, SuperBlade, Double-Sided Storage, BBP, SuperRack, Building Block Solutions and We Keep IT Green are trademarks and/or registered trademarks of Super Micro Computer, Inc.

Supermicro ships to more than 700 customers including distributors, value added resellers, system integrators, and original equipment manufacturers (OEMs) as well as through its direct sales, in about 80 countries providing them with the latest server technologies including optimal configurations of memory, CPU, I/O interfaces, thermal control, storage subsystems and system management tools. Supermicro's market leadership is based on first-to-market advantages with the most optimized, scalable new technologies coupled with an extraordinarily wide selection of high performance server products offering customers lower TCO.

System solutions cover a broad range of applications across world-class data center and cloud services, large scalable server farms, scientific and research supercomputing clusters, businesses with complex computing requirements (such as those in financial services, oil and gas exploration, and media and entertainment companies) industrial and Internet of Things (IoT) applications, medical equipment, digital security and surveillance and emerging low-power, high density micro server markets.

Supermicro combines 24 years of advanced engineering experience with efficient production and integration expertise to develop first-to-market green computing solutions. Supermicro is committed to protecting the environment through its "We Keep IT Green®" initiative and development of a new Green Computing Park at its Silicon Valley headquarters. Founded in 1993 and headquartered in San Jose, California, Supermicro's headcount is approximately 3,048 people worldwide and it has been profitable every year since its inception with current annual sales exceeding \$2.5 billion. With Operations centers in Silicon Valley, the Netherlands and its Science & Technology Park and Logistics Center in Taiwan, Supermicro is well positioned to further scale its business worldwide.

## Financial Analyst Coverage

Stifel Nicolaus	Aaron C. Rakers	314-342-8401
D.A. Davidson & Co	Mark Kelleher	857-318-0205
Susquehanna Int'l. Group	Mehdi Hosseini	415-403-6516
Pacific Crest	Alex Kurtz	503-821-3898
Roth Capital Partners	Brian Alger	415-203-8265
Maxim Group	Nehal Chokshi	212-895-3642

## Largest Institutional Owners (as of 3-31-17)

BlackRock Fund Advisors	Delaware Investments
Fidelity Mgmt. & Research Co	State Street Global Advisors
Vanguard Group, Inc.	Alyeska Investment Group, L.P.
Dimensional Fund Advisors, L.P.	Kennedy Capital Management. Inc.
Disciplined Growth Investors Inc.	Cambiar Investors LLC

## Technology Leader in a Growing Industry

- Green Computing architectures continue to evolve to meet the rapidly growing demand for highly optimized computing capacity, flexibility, scalability and efficiency.
- SMCI offers thousands of SKUs of application-optimized servers, motherboards, chassis, power supplies and other system accessories.
- 24 years of R&D experience, coupled with a modular design approach and close working relationships with processor and chipset vendors have enabled Supermicro to be the first to introduce new technologies to the marketplace. In the past four years, Supermicro's innovative R&D achievements include:
  - Server solutions with a 1U configuration with high density I/O capability typically found in a 2U configuration, as well as a 5 I/O with PCI-E expansion card in a 1U configuration;
  - Configuration server solutions with a serial attached SCSI storage option capability with SCSI enclosure services, or SES2, for alerting users to drive temperature and fan failures;
  - Award winning 1U Twin™ design, including two DP boards configured in a 1U chassis which increases the density and reduces the power consumption;
  - The industry's first 1U multiple-output silver-level certified power supply supporting 2.5" HDD server / storage solutions;
  - 2U Twin<sup>2</sup>® design, including four DP boards configured in a 2U chassis with hot-plug servers and redundant power which increases the density and reduces the power consumption;
  - In collaboration with NVIDIA, the industry's first optimized GPU 1U server providing extreme performance in graphics and computationally intensive applications. It was the fastest 1U system in the world.
  - New 1U/2U Ultra Series SuperServers focused on performance, flexibility, scalability and serviceability with a modular I/O architecture and NVMe support providing maximum throughput for Virtualization Hosting, Cloud Computing, Data Center, and Low-Latency/High Frequency Trading applications;
  - Award winning TwinBlade® design, supporting up to 20 dual-socket server blades in a 7U enclosure with 40GB/s Infiniband, or 10G Ethernet connectivity as options which provides the maximum density and reduces the power consumption by doubling the number of dual-processor compute nodes per 7U enclosure from 10 to 20;
  - The industry's first line of double-sided storage chassis enabling extra high-density storage with ability of hot-plug front and back sides;
  - 2U Twin<sup>3</sup>™ design, including eight UP nodes configured in a 2U chassis with hot-plug servers and redundant power which increases the density and reduces the power consumption particularly for Cloud Computing;
  - The evolutionary FatTwin 4U architecture available in 8/4/2 hot-plug system node configurations with a choice of front or rear I/O;
  - The 8-way server, the first tool less design 5U including 8 CPUs with 80 cores, 2TB of memory and high-efficiency redundant platform-level power suppliers. It's ideal for enterprise mission-critical and virtualization applications;
  - MicroCloud™ design, a 3U enclosure with 8 UP or 12 UP nodes. Its high density and high efficiency design makes it an optimized solution for hosting and cloud applications in an extremely low power consumption configuration;
  - MicroBlade ultra low-power, extreme density 6U 112-node micro server with each node supporting Intel® Atom™ C2750 (8-core, 2.4GHz) processors delivering a 99% cable reduction with up to 784 nodes (6272 cores) per 42U rack.

- GPU SuperBlade®, supporting 20 GPUs in a single 7U blade enclosure which delivers maximum performance with the best CPU to GPU balance and optimized I/O.

## Key Growth Strategies

- Invest in research to maintain first-to-market/time-to-market advantage with customers to provide Green Computing solutions which outperform and provide the best return on technology investment.
- Increase the value of products by improved power efficiency and thermal management capabilities, greater density and additional software capabilities.
- Further develop existing markets and expand into new markets—especially in Asia and Europe—by strengthening or expanding relationships with distribution, and OEM partners as well as targeting specific industry segments.
- Improve cost structure by growing economic scale, continual technology innovations, strengthening relationships with suppliers and expanding manufacturing operations overseas.
- Delivering customers worldwide full solution capability with expanded integration, validation and support services enabling them to focus on their value add services and accelerate time-to-market deployment.

## Supermicro Senior Management

### Charles Liang, Founder, President, CEO and Chairman of the Board

Mr. Liang founded Supermicro and has served as President, Chief Executive Officer and Chairman of the Board since the company's inception in September 1993. Mr. Liang has been developing server system architectures and technologies for the past two decades. From July 1991 to August 1993, he was President and Chief Design Engineer of Micro Center Computer Inc., a high-end motherboard design and manufacturing company. From January 1988 to April 1991, he was Senior Design Engineer and Project Leader for Chips & Technologies, Inc., a chipset technology company, and Suntek Information International Group, a system and software development company. Mr. Liang has been granted many server technology patents. He holds an M.S. in Electrical Engineering from the University of Texas at Arlington and a B.S. in Electrical Engineering from National Taiwan University of Science & Technology in Taiwan.

### Kevin Bauer, Chief Financial Officer

Kevin Bauer was appointed as Senior Vice President and Chief Financial Officer on January 30, 2018. Mr. Bauer has previously served as Senior Vice President, Corporate Development and Strategy since January 2017. Prior to joining Supermicro, Mr. Bauer was the Senior Vice President and Chief Financial Officer of Pericom Semiconductor Corporation from February 2014 until its sale to Diodes, Incorporated in November 2015 and, thereafter, assisted Diodes with the integration of Pericom until November 2016. Prior to that he was Chief Financial Officer of Exar Corporation from June 2009 through December 2012, Corporate Controller from August 2004 to June 2009 and Operations Controller from February 2001 to August 2005. Previously, Mr. Bauer was Operations Controller at WaferTech LLC (a subsidiary of Taiwan Semiconductor Manufacturing Company Limited) from July 1997 to February 2001. Prior to WaferTech, he was at VLSI Technology for ten years where he held a variety of increasingly more senior finance roles culminating in his position as Director and Group Controller. Mr. Bauer received an MBA from Santa Clara University and a BS in Business Administration from California Lutheran University.

### Sara Liu, Co-Founder, Senior Vice President and Chief Administrative Officer, Treasurer and Director

Chiu-Chu (Sara) Liu Liang co-founded Supermicro and has served as Senior Vice President of Operations since May 2014 and Treasurer and a member of the board of directors since the company's inception in September 1993. From 1985 to 1993, Ms. Liang held finance and operational positions for several companies, including Micro Center Computer Inc. Ms. Liang holds a B.S. in Accounting from Providence University in Taiwan. Ms. Liang is married to Charles Liang, the company's Chairman, President and Chief Executive Officer.

### Don Clegg, Senior Vice President of Worldwide Sales

Don Clegg was appointed the Senior Vice President of Worldwide Sales on January 30, 2018. Don joined Supermicro in April of 2006 and over a period of 12 years, held a series of increasingly senior sales and marketing roles. Previously, he served as Vice President of Marketing and Worldwide Business Development for Supermicro. Don has 35+ years of direct experience in sales, marketing, product engineering and design. Don started his career as a Design Engineer and evolved from Engineer to Vice President of Sales and Marketing working at several established and startup Silicon Valley system and semiconductor companies including Chips and Technologies, OPTi, Tyan Computer Corporation and others. Don graduated with high honors from Brigham Young University, where he earned a Bachelor of Science degree in Electrical Engineering.

### George Kao, Senior Vice President of Operations

Mr. George Kao was appointed the Senior Vice President of Operation in February 2018. George joined Supermicro in October 2016 as the Vice President of Operation. Previously, George has been Vice President of Operations of

Pericom Semiconductor Corp. (later sold to Diodes in 2015) since October 2006. Mr. Kao served as a Chief Operating Officer of Orient Semiconductor Electronics Philippines, Inc., a subsidiary of Orient Semiconductor Electronics Ltd. since July 15, 2003. Mr. Kao joined Orient Semiconductor Electronics Philippines, Inc. from Santa Clara- based Foveon after a 20-year career in technology in the United States that began at National Semiconductor. Mr. Kao has over twenty years of experience working in the global technology industry. He serves as a Director of Orient Semiconductor Electronics Philippines Inc. He began his career at National Semiconductor in 1984 in the Bipolar logic group before moving through senior positions at Integrated Circuit Systems, Synaptics, and Altima (later sold to Broadcom in 2000). Mr. Kao holds a BSEE from California State Polytechnic University.

## **Investor Relations Contact**

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