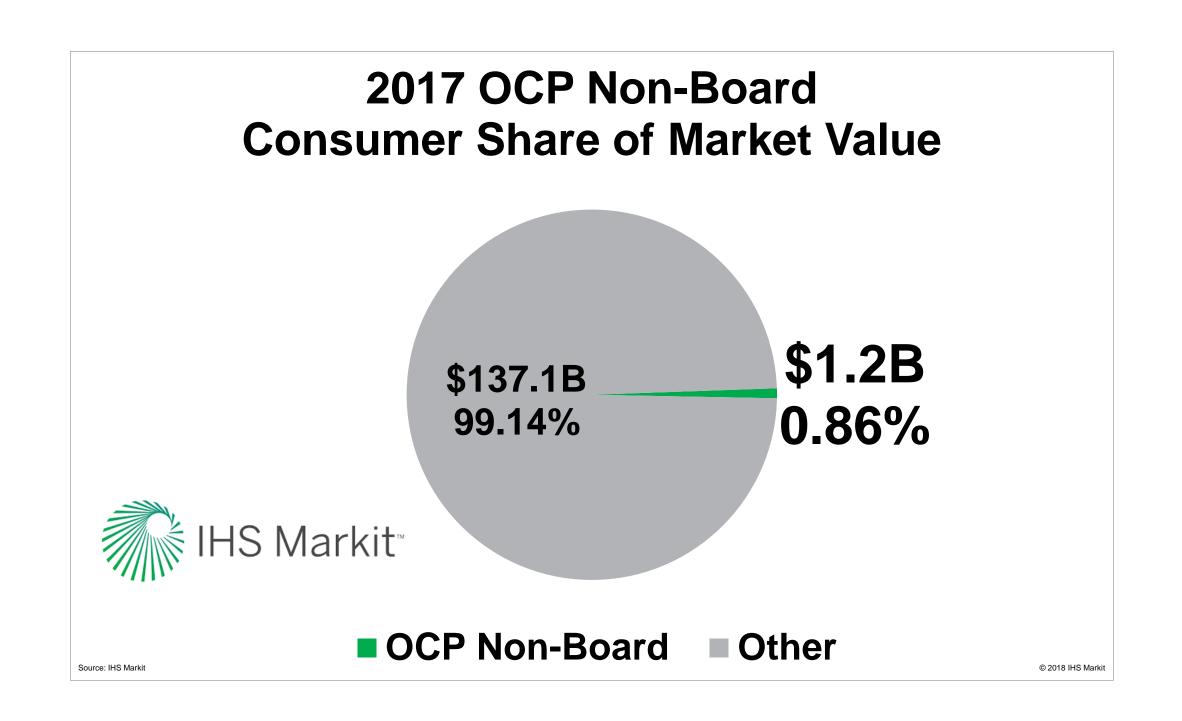# Mark Roenigk
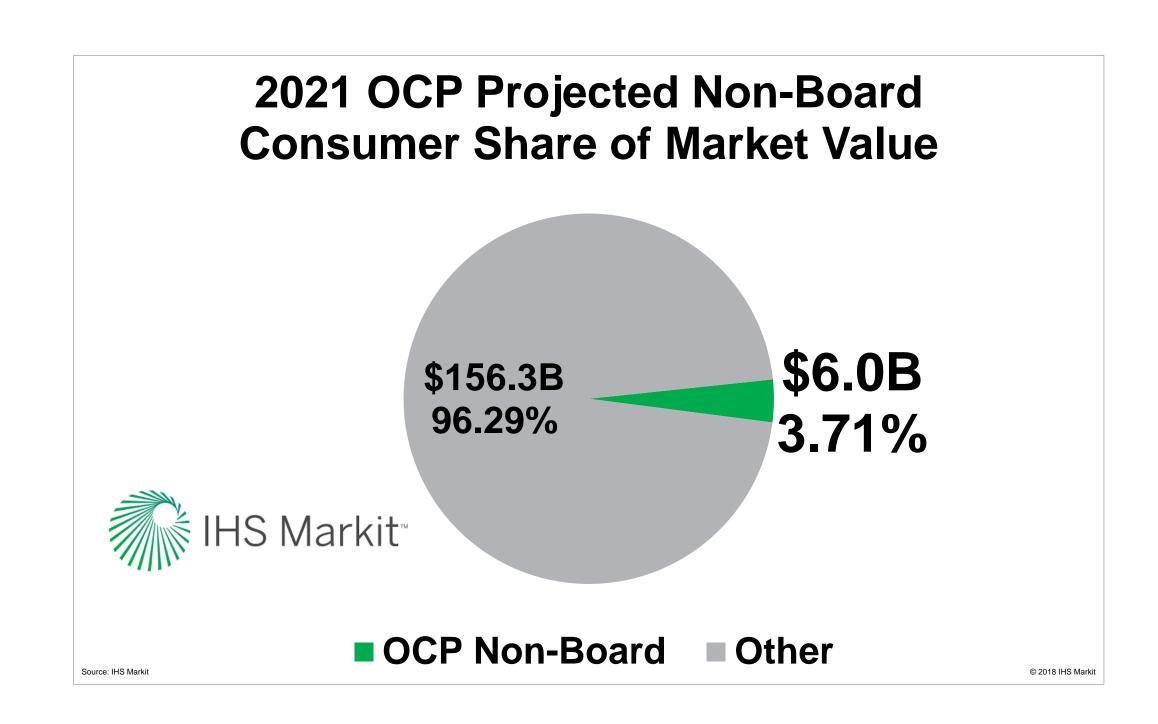
Chairman and President, Open Compute Project Foundation

Head of Hardware Engineering, Facebook

Our Market is Growing... For Everyone!

**2017 OCP Non-Board
Consumer Share of Market Value**

$137.1B
99.14%

**$1.2B
0.86%**

IHS Markit™

■ OCP Non-Board   ■ Other

Source: IHS Markit   © 2018 IHS Markit

**2021 OCP Projected Non-Board
Consumer Share of Market Value**

$156.3B
96.29%

**$6.0B
3.71%**

IHS Markit™

■ OCP Non-Board   ■ Other

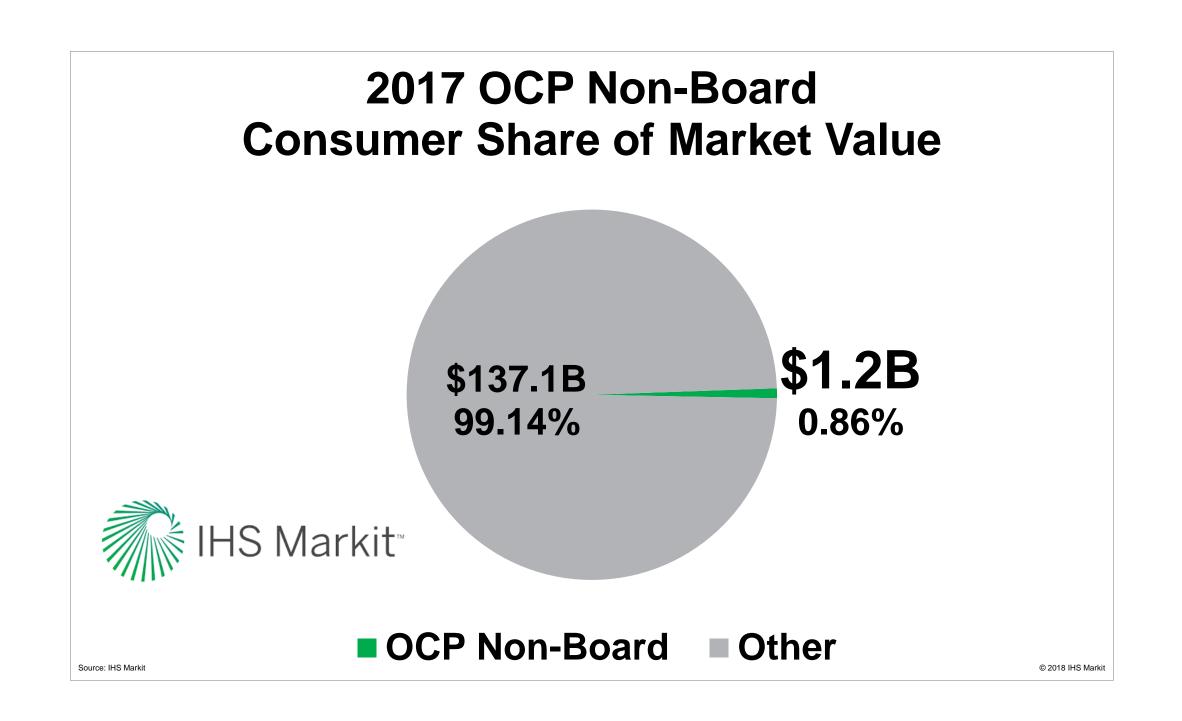Source: IHS Markit   © 2018 IHS Markit

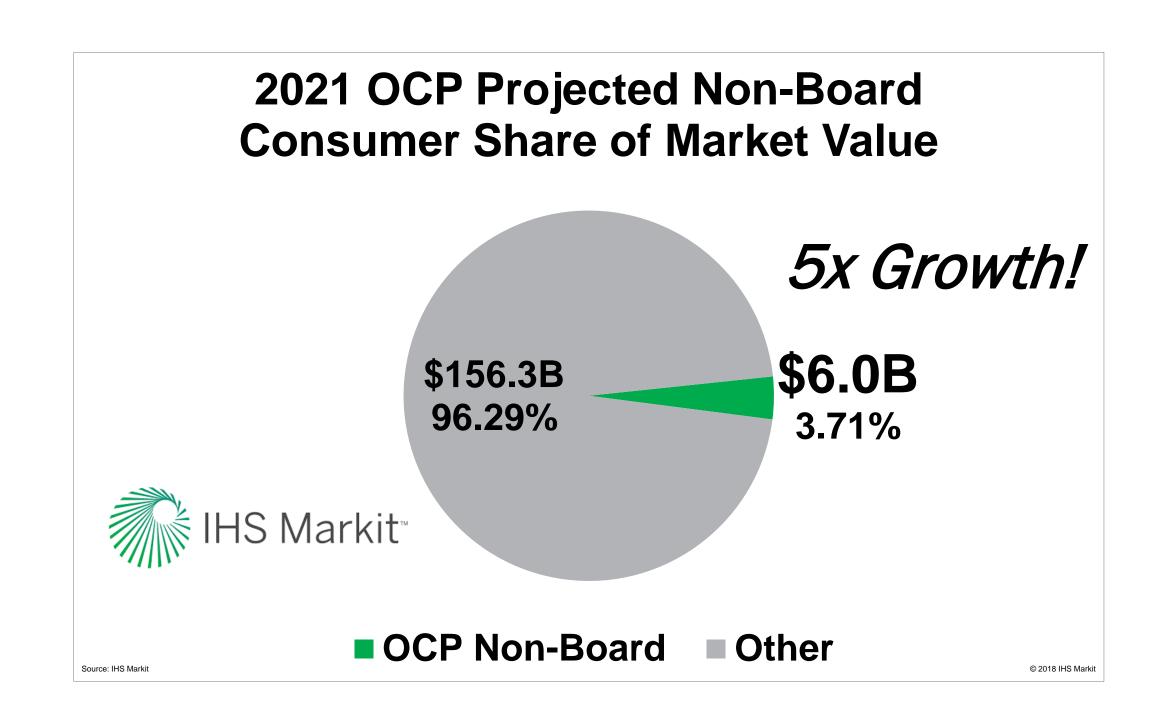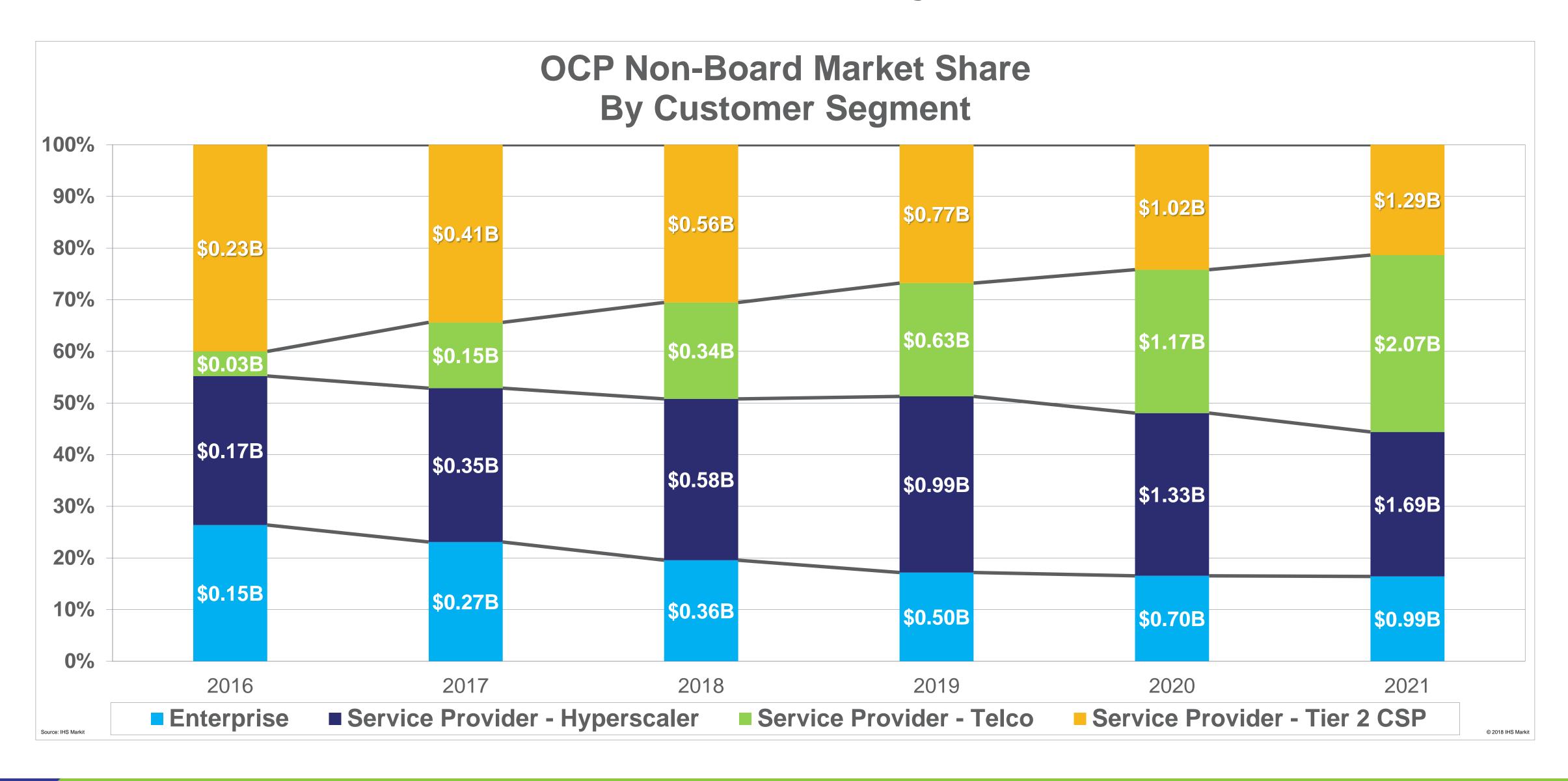OCP Non-Board YoY growth 103%
Does not include Secondary Markets

5YR CAGR 59%
2021 OCP Non-Board revenue: $6B

Total market includes: Server, Storage, Switches, Rack, Power, Peripherals

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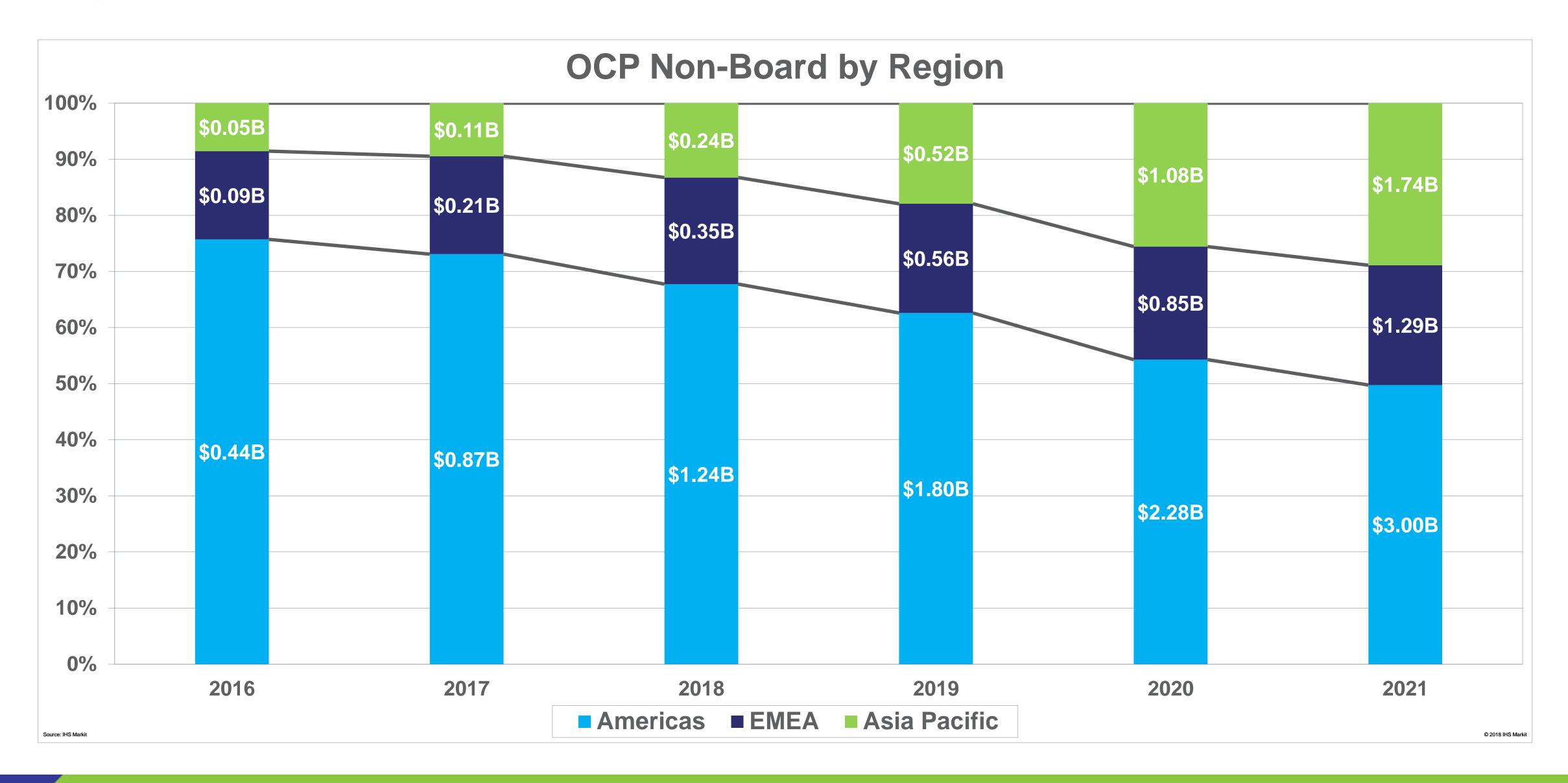**Does not include Secondary Markets**

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What's in that Pie Slice? Steady Growth for All.

OCP Non-Board Market Share
By Customer Segment

	2016	2017	2018	2019	2020	2021
Service Provider - Tier 2 CSP	$0.23B	$0.41B	$0.56B	$0.77B	$1.02B	$1.29B
Service Provider - Telco	$0.03B	$0.15B	$0.34B	$0.63B	$1.17B	$2.07B
Service Provider - Hyperscaler	$0.17B	$0.35B	$0.58B	$0.99B	$1.33B	$1.69B
Enterprise	$0.15B	$0.27B	$0.36B	$0.50B	$0.70B	$0.99B

Enterprise   **Service Provider - Hyperscaler**   **Service Provider - Telco**   **Service Provider - Tier 2 CSP**

Regional Forecast for OCP Consumption

OCP Non-Board by Region

	2016	2017	2018	2019	2020	2021
Asia Pacific	$0.05B	$0.11B	$0.24B	$0.52B	$1.08B	$1.74B
EMEA	$0.09B	$0.21B	$0.35B	$0.56B	$0.85B	$1.29B
Americas	$0.44B	$0.87B	$1.24B	$1.80B	$2.28B	$3.00B

Americas   **EMEA**   **Asia Pacific**

Learn more from an in-depth discussion

OCP Market Impact Assessment

Day 1: Tuesday, March 20
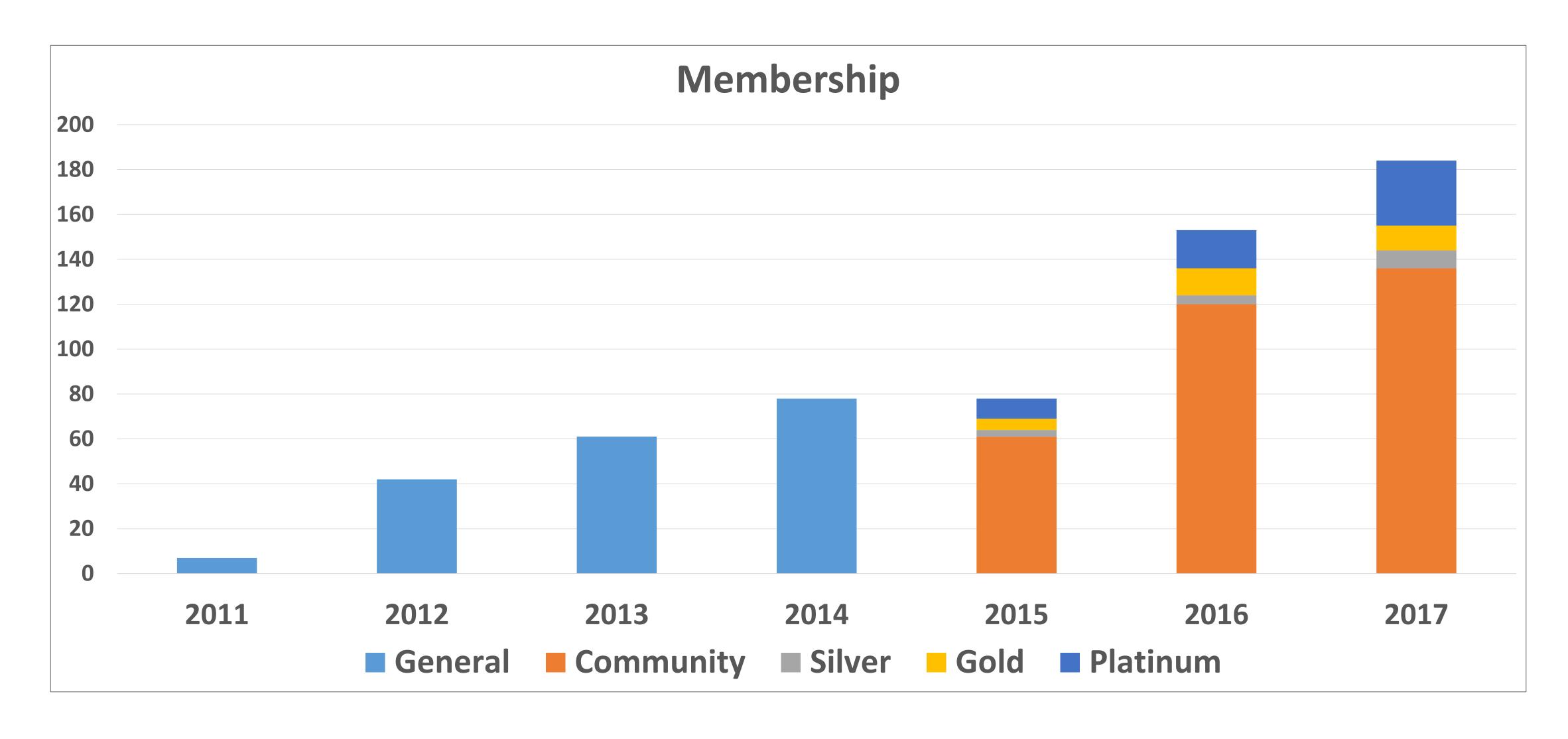
1:00pm–2:00pm

Room 210 EF

IHS Markit™

OCP Community Key Health Indicators
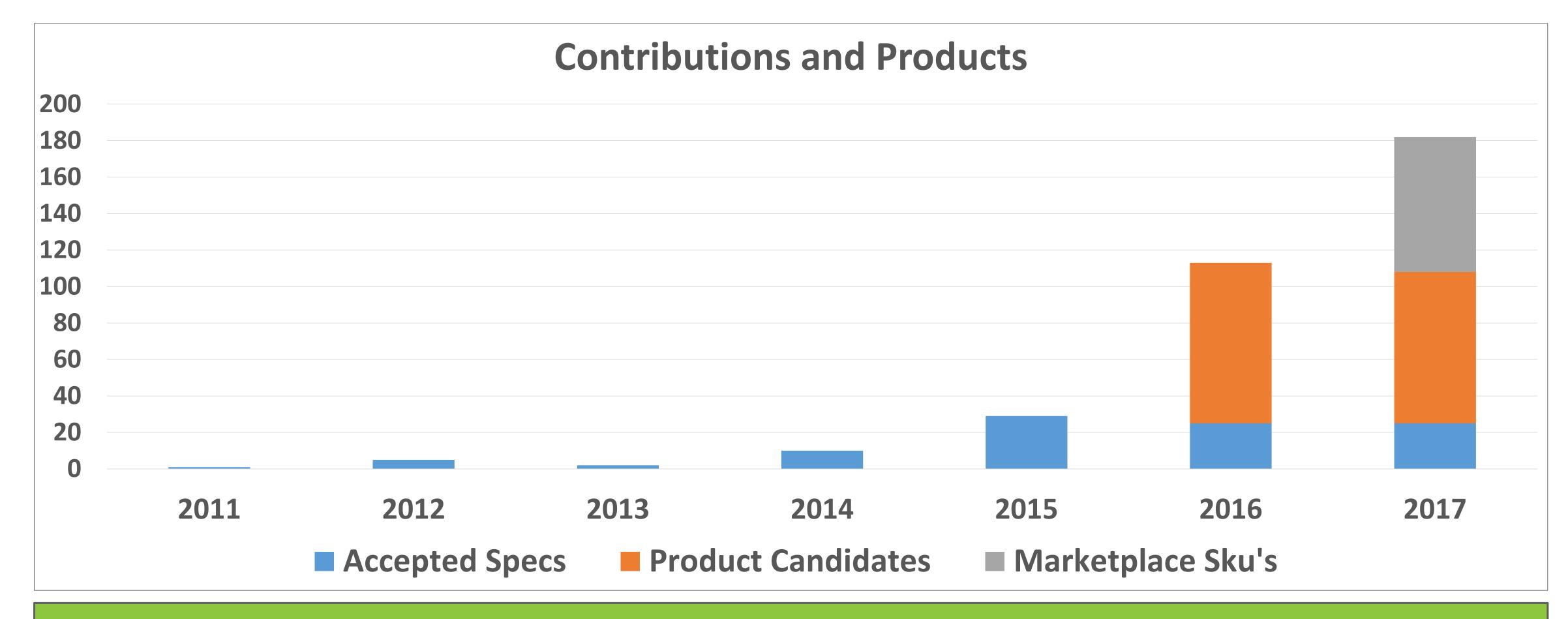
New/Upgraded Platinum Members Since 2016

OCP Community Key Health Indicators

Contributions and Products

Accepted Contribution rates remain roughly the same over the past two years, but many are now being turned into marketplace SKUs and *OCP Accepted* or *Inspired* products.
Contributions first ... The Market follows!!!

"What's Next?"

Actions we are taking ...

- **Software, Firmware & Integration**

  - Open firmware is here: faster solution development, shared bug fixes, more control over security.

  - The Foundation is establishing a software management infrastructure to manage firmware projects.

  - We are looking at ways to leverage integration lab capabilities in our ecosystem to enable testing.

Actions we are taking …

- **Adoption**
  - Robust contribution pipeline.
  - The Marketplace is growing rapidly. Surpassed 100 products.
  - We are driving for orderable SKUs. We send qualified leads to our Solution Providers.
  - We adjusted the membership structure to promote more collaboration, contribution and adoption by recognizing contributions beyond design IP and support of collaborative events.
  - We are expanding our geographic footprint based on demand in key global markets.
  - We have launched a formal partnership program.

Partnership Program

TELECOM INFRA PROJECT

The Universal Customer Premise Equipment Specification (aka uCPE Spec):

- **Hardware Development & Enabling**
  - Release of a community-driven specification for uCPE appliances
  - Enable one or more suppliers

- **Software Development & Enabling**
  - Release of a community-driven specification for all APIs, software, DevOps tools & utilities
  - The development of agreed-upon software and utilities developed for uCPE

OCP SUMMIT

2019 OCP U.S. SUMMIT
SAN JOSE
March 14–15, 2019

SUMMARY
"Business Looks Pretty Good"

$1.2B (2017) Non-Board Revenue

$6B (2021) Projected Non-Board Revenue

59% (2021) 5 Year CAGR

<5% Market Penetration

"Who did this?"

Take a look around... **We** did...

THANK YOU and

CONGRATULATIONS!!!

OCP SUMMIT

OPEN. FOR BUSINESS.