

# DISCLOSURES

- Statements in this presentation that refer to Business Outlook, future plans and expectations are forward-looking statements that involve a number of risks and uncertainties. Words such as "anticipates," "expects," "intends," "goals," "plans," "believes," "seeks," "estimates," "continues," "may," "will," "would," "should," "could," and variations of such words and similar expressions are intended to identify such forward-looking statements. Statements that refer to or are based on projections, uncertain events or assumptions also identify forward-looking statements. Such statements involve many risks and uncertainties that could cause actual results to differ materially from those expressed or implied in these forward-looking statements. Important factors that could cause actual results to differ materially from the company's expectations are set in Intel's earnings release dated October 26, 2017, which is included as an exhibit to Intel's Form 8-K furnished to the SEC on such date. Additional information regarding these and other factors that could affect Intel's results is included in Intel's SEC filings, including the company's most recent reports on Forms 10-K and 10-Q. Copies of Intel's Form 10-K, 10-Q and 8-K reports may be obtained by visiting our Investor Relations website at [www.intc.com](http://www.intc.com) or the SEC's website at [www.sec.gov](http://www.sec.gov).



# NAVIN SHENOY

EXECUTIVE VICE PRESIDENT & GENERAL MANAGER  
DATA CENTER GROUP  
INTEL

# KEY MESSAGES

*Intel transforming to a data centric company and investing to be the driving force of the data revolution*

*Significant opportunity with addressable data center silicon TAM of \$49B in 2016 growing to \$69B by 2021*

*Investing in the areas of highest growth:  
Cloud, Network, AI, Adjacencies*

# INTEL TRANSFORMING FROM PC-CENTRIC TO DATA-CENTRIC

**Q3'17 INTEL REVENUE UP 6%**

*Excluding McAfee*



1. Q3'16 revenue includes McAfee.

2. Data-Centric businesses include DCG, IOTG, NSG, PSG and All Other.

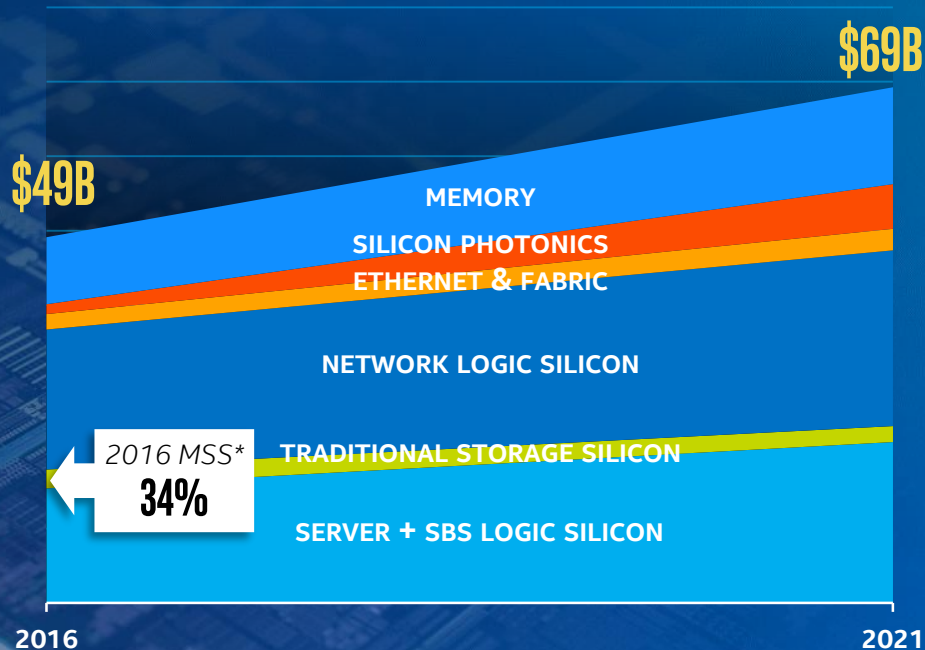
# DATA CENTER IN TRANSFORMATION

## THREE INDUSTRY GROWTH TRENDS



## ADDRESSING THE FULL DATA CENTER OPPORTUNITY

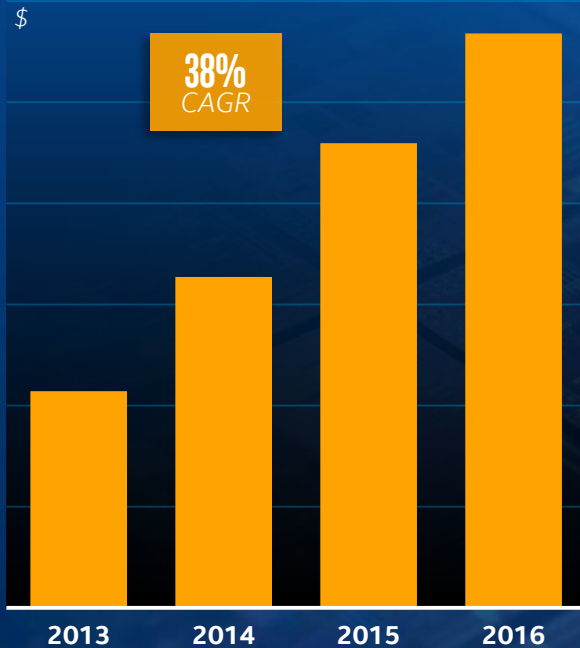
*Data Center Silicon TAM*



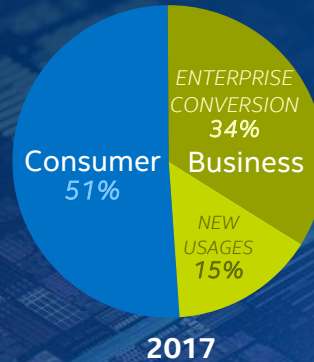
Source: TAM is based on amalgamation of analyst data and Intel analysis, based upon current expectations and available information and are subject to change without notice.

# PUBLIC CLOUD GROWTH

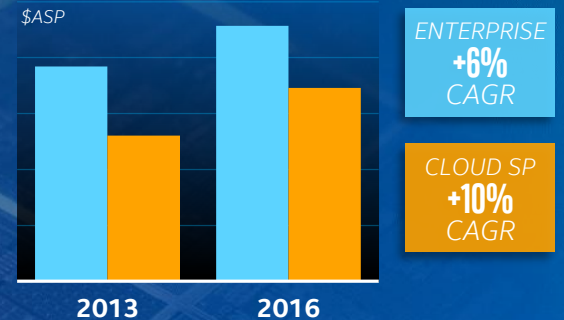
## CLOUD SERVICE PROVIDER REVENUE



## 2/3 OF CLOUD IS TAM EXPANSION



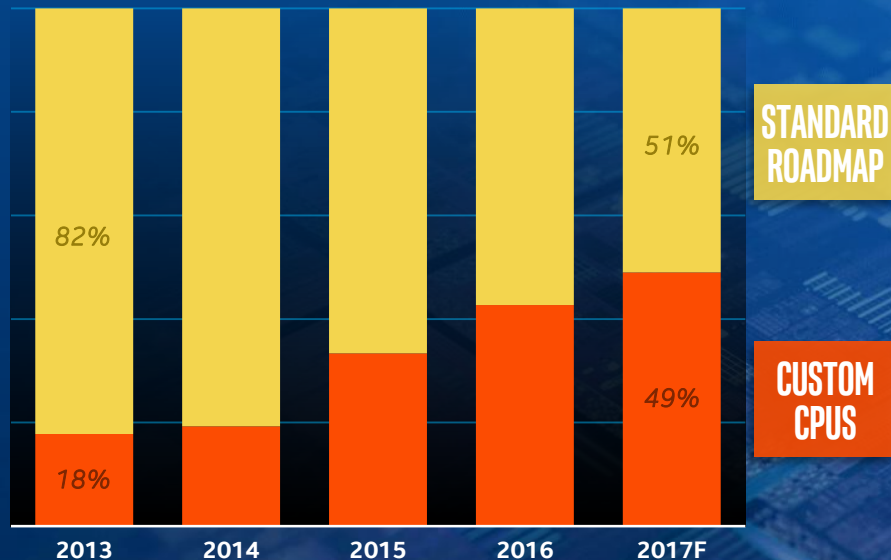
## ENTERPRISE vs. CLOUD SERVICE PROVIDER SERVER CPU ASP GAP NARROWING



# CLOUD SPs LEAD NEW TECHNOLOGY ADOPTION

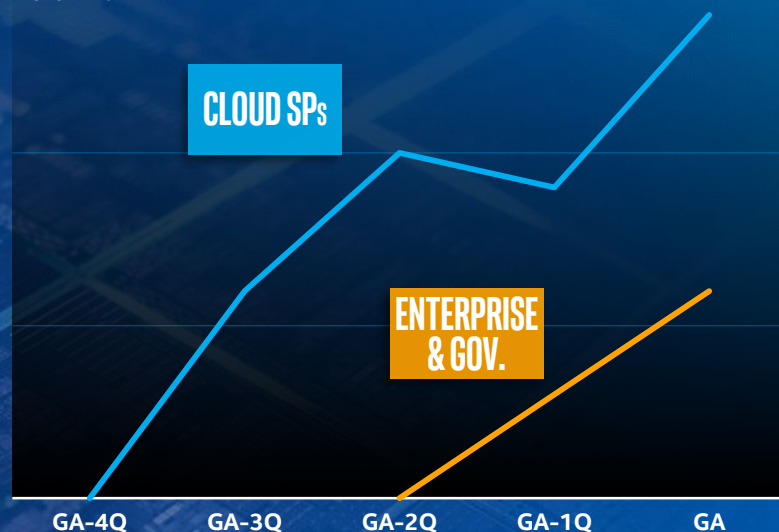
## CUSTOM CPUS

VOLUME %



## INTEL XEON SCALABLE RAMP

VOLUME %



# INTEL® XEON® SCALABLE PROCESSOR



**LEADERSHIP**  
VS OTHER x86 OFFERINGS

**34% MORE**  
PERFORMANCE

**53% MORE**  
PERF. PER CORE

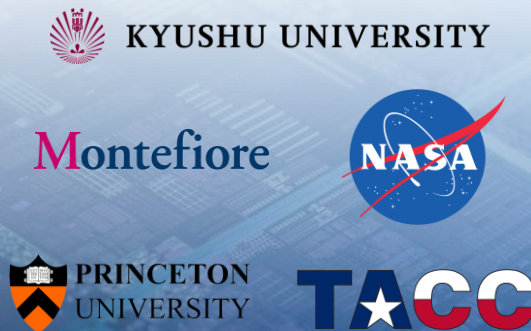
**18% MORE**  
PERF. PER WATT

## INDUSTRY ADOPTION GROWING

### CLOUD SERVICE PROVIDERS



### ENTERPRISE & GOV'T



### COMMS SERVICE PROVIDERS



Software and workloads used in performance tests may have been optimized for performance only on Intel microprocessors. Performance tests, such as SYSmark and MobileMark, are measured using specific computer systems, components, software, operations and functions. Any change to any of those factors may cause the results to vary. You should consult other information and performance tests to assist you in fully evaluating your contemplated purchases, including the performance of that product when combined with other products. For more complete information about performance and benchmark results, visit <http://www.intel.com/benchmarks>.  
1.65X Average Performance Gains: Geomean based on Normalized Generational Performance as of Oct 4, 2017 (estimated based on Intel internal testing of OLTP Brokerage, SAP SD 2-Tier, HammerDB, Server-side Java, SPECint\_rate\_base2006, SPECfp\_rate\_base2006, Server Virtualization, STREAM\* triad, LAMMPS, DPDK L3 Packet Forwarding, Black-Scholes, Intel® Distribution for LINPACK\* Benchmark. Claims vs EPYC based on best-published two-socket SPECint\*\_rate\_base2006 result submitted to published at <http://www.spec.org/cpu2006/results/> as of Oct 4, 2017.

Other names and brands may be claimed as the property of others.

# INVESTING IN THE END-TO-END INTEL AI PORTFOLIO

## ALL PURPOSE



Intel® Xeon®  
Scalable Processor Family

**MOST AGILE AI PLATFORM**



JD.COM 京东

## FLEXIBLE ACCELERATION



Intel®  
FPGA

**ENHANCED DL INFERENCE**

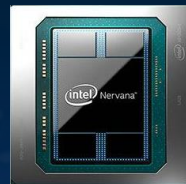
Microsoft shows off Brainwave 'real-time AI' platform on FPGAs

Microsoft is sharing more details about its plans for bringing its deep-learning platform to customizable chips -- a step toward making Azure an 'AI cloud'.



By Mary Jo Foley for All About Microsoft | August 22, 2017 -- 19:39 GMT (12:39 PDT) | Topic: Artificial Intelligence

## DEEP LEARNING



Intel® Nervana™  
Neural Network Processor

**DEEP LEARNING BY DESIGN**

FORTUNE 500

**Intel and Facebook Are  
Collaborating on Artificial  
Intelligence Technology**



## EDGE INFERENCE



Intel® Movidius™ Myriad™  
Intel® MobilEye® EyeQ®

**EDGE OPTIMIZED**

**Google's Clips camera is  
powered by a tailor-made AI  
chip**

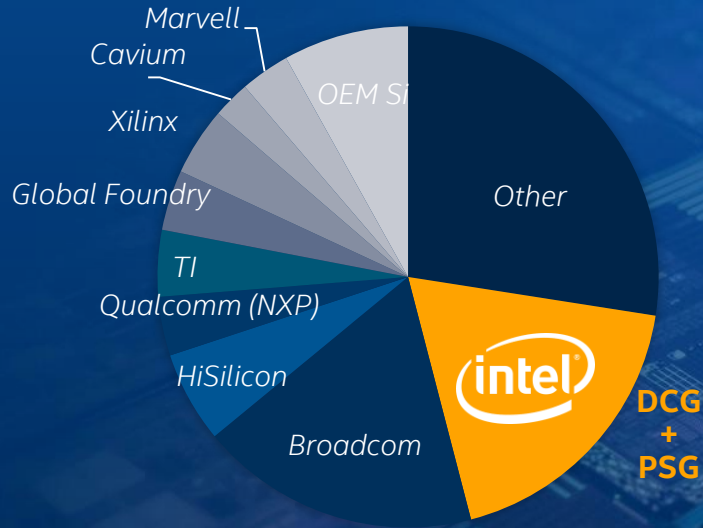
The gadget uses a 'visual processing unit' built by Movidius to keep data on-device and reduce power demands

by James Vincent | @jvincent | Oct 6, 2017, 5:00am EDT

# WINNING THE NETWORK

## 2016 NETWORK SILICON REVENUE MSS

\$18.6B TAM



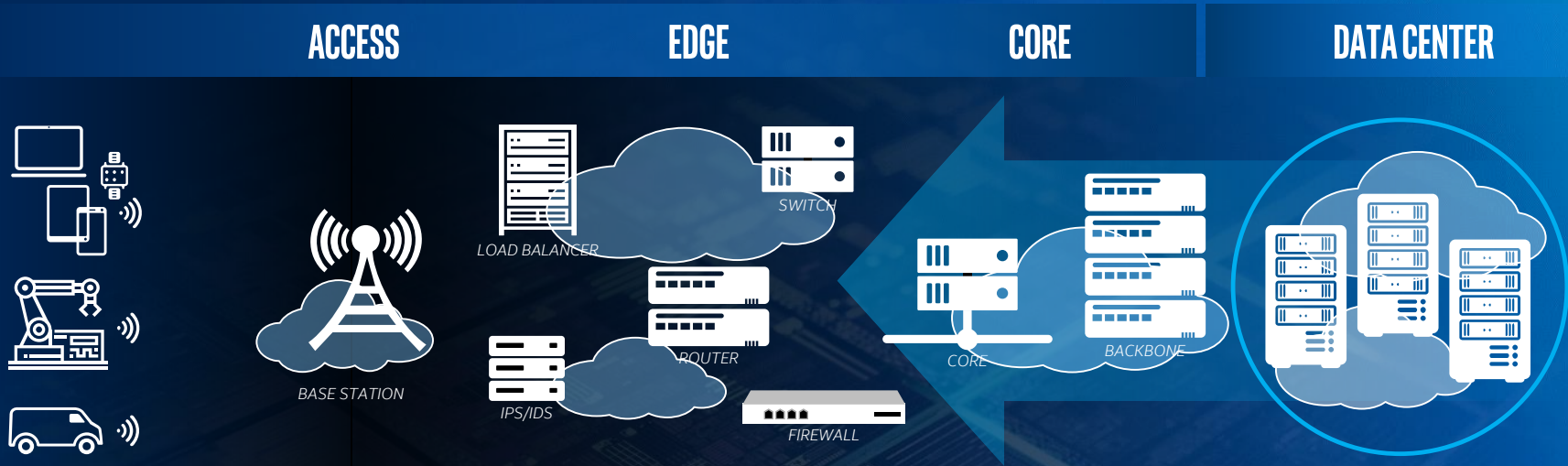
LARGE OPPORTUNITY

HIGHLY FRAGMENTED MARKET

2016 GROWTH **10X** THE MARKET SEGMENT

Source: Amalgamation of Intel financials, analyst data and Intel analysis. Intel revenue includes FPGAs.

# NETWORK ADOPTS CLOUD COMPUTING



**MOVE TO INDUSTRY STANDARD HARDWARE TO UNLEASH THE PROMISE OF 5G**

## OPEX & CAPEX EFFICIENCY

Virtualization & automation of network workloads

## ECONOMIES OF SCALE

Open standard technologies & platforms

## REVENUE GROWTH

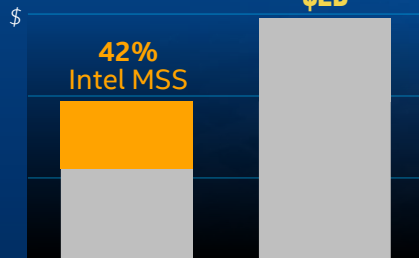
Cloud delivery of services

# EXPANDING BEYOND LOGIC SILICON

## ETHERNET & FABRIC

SAM

~\$2B



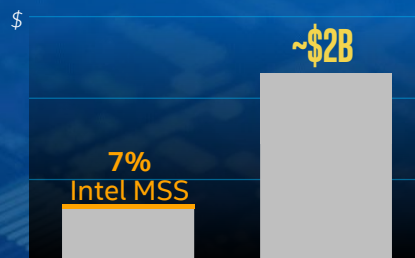
2017

2021

## INTEL® SILICON PHOTONICS

SAM

~\$2B



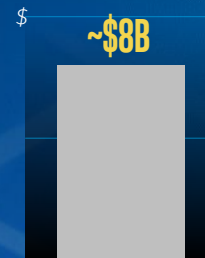
2017

2021

## 3D XPOINT™ DIMMS

SAM

~\$8B



2021

## RACK SCALE DESIGN

Next transformation in application delivery

Architecting the Intel portfolio to deliver the **highest performance** at the **lowest TCO**

3D XPoint DIMMS



COMPUTE POOL

STORAGE POOL

ACCELERATOR POOL

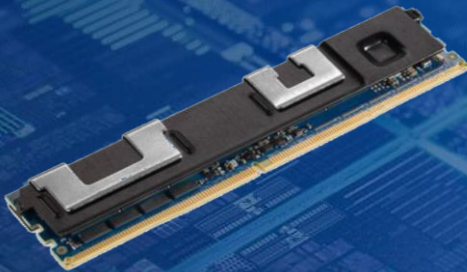
Intel Silicon Photonics

# INTEL® PERSISTENT MEMORY BASED ON 3D XPOINT™



## VALUE ACROSS A RANGE OF WORKLOADS

*Big Data Analytics*  
*In-Memory Databases*  
*Cloud & VMs*  
*AI Training*  
*HPC*



**LAUNCH ON TRACK**  
**2H'2018**

## INDUSTRY SUPPORT



Microsoft

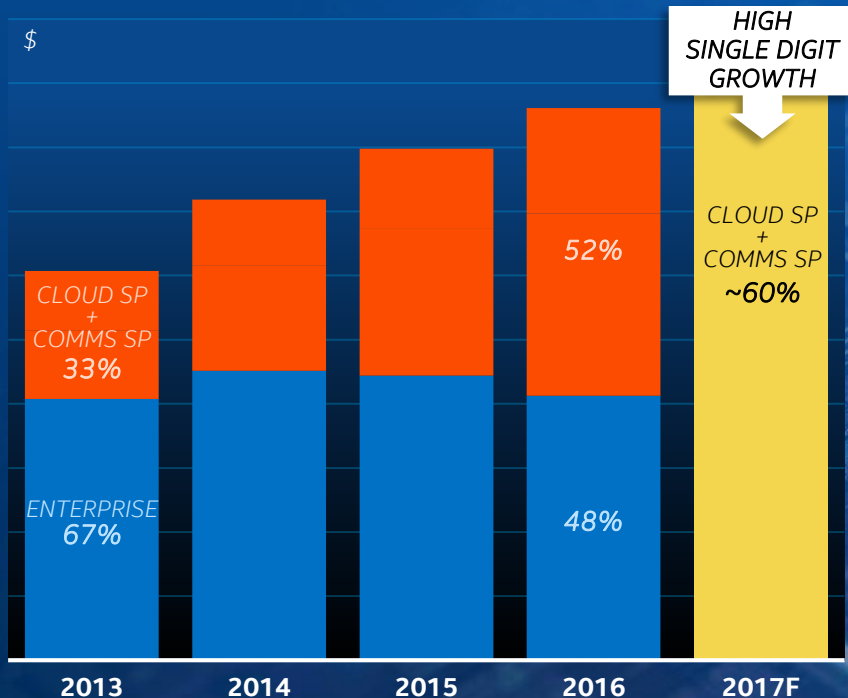
**ORACLE**



**vmware®**

# SUMMARY

## DATA CENTER REVENUE GROWTH



*Shifting investments to areas of highest growth*

*On track for high single digit revenue growth and >40% OM in 2017*

*Driving broad portfolio for growth: CPUs, FPGAs, silicon photonics, 3D XPoint, AI & network silicon*

