

# BRINGING MORE INTELLIGENT SENSING TO MOBILE

Benchmark Micro Cap Discovery Conference

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#### Safe Harbor Statement Under the Private Securities Litigation Reform Act of 1995

This presentation contains statements that are forward-looking including statements relating to the size of the total addressable market for our products and services, the compound annual growth rate for mobile market sectors, expectations relating to our new products, the time to market for various of our product innovations, expectations relating to our product innovations, our anticipated platform silicon roadmap and the expected timeline related to such roadmap, opportunities for our pipeline and our positioning for long-term, sustainable revenue growth, the benefits of our mobile-specific programmable logic to customers, the benefits of our solutions platforms, our plans with respect to new product revenue growth, our long-term target operating model, our projections related to our revenue, gross margin, expenses, operating income, net income and earnings per share. These forward-looking statements involve risks and uncertainties including but not limited to expectations relating to production targets for our New Products, revenue growth from our new products, our design activity and our ability to convert new design opportunities into customer activity, market acceptance of our customers' products and our expected results. In addition to U.S. GAAP financials, this presentation includes certain non-GAAP financial measures. These historical and forward-looking non-GAAP measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. QuickLogic's future results could differ materially from the results described in these forward-looking statements. These and other risk factors are detailed in QuickLogic's periodic reports and registration statements filed with the Securities and Exchange Commission. QuickLogic expressly disclaims any obligation to update or revise any forward-looking statements found herein to reflect any changes in Company expectations or results or any change in events.



## CORPORATE BACKGROUND

Large, High **Growth Markets** 

- Smartphones, Wearables, Tablets, and Mobile Enterprise
- TAM nearly 2B units in 2018

**Top Tier** Customer Adoption









- Lowest power, customizable Sensor Processing Systems enable longer battery life
- Broad spectrum of in-system reprogrammable and non-volatile programmable logic platforms for Smart Connectivity

**Strong Ecosystem** 



























**Corporate** 

- NASDAQ: QUIK, HQ in Silicon Valley; R&D: Sunnyvale, Bangalore
- Field Sales and Support: South Korea, Japan, China, Taiwan, UK
- Employees 91, 67% are Technical Staff



## HIGH GROWTH, HIGH VOLUME FOCUS



These markets represent a TAM of more than 2B units



# SUCCESS → MULTIPLE PRODUCTS, MARKETS, & CUSTOMERS

Sensor **Processing** 









Connectivity

























Display **Bridges** 





























#### **CSSP**

- Customer Specific
- Enables OEM System Differentiation
- Fastest TTM for Custom Solution
- One Design → One OEM









## SCALABLE BUSINESS STRATEGY



#### **Catalog CSSP Solutions**

- Application Specific & Ready-to-Integrate
- Architected, Developed and Verified with Ecosystem Partners
- One design → Multiple OEMs













#### **Sensor Qualified Vendor List**





















#### **Processor Qualified Vendor List**









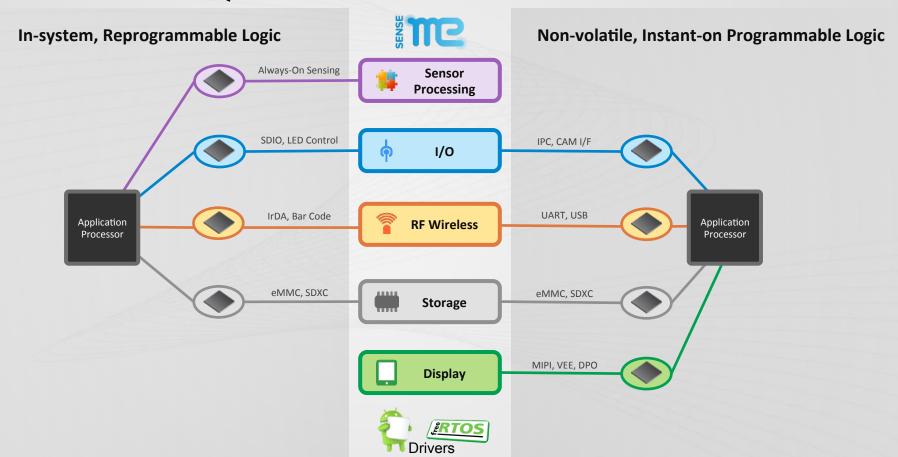








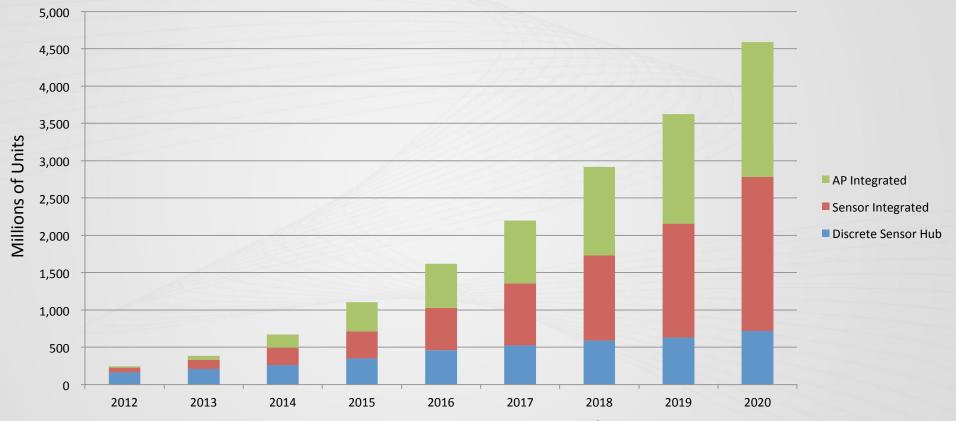
# QUICKLOGIC OFFERS THE BEST OF BOTH WORLDS





## **SENSOR PROCESSING:**

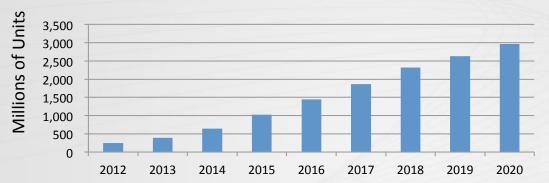
# RAPID GROWTH, HIGH VOLUME TOTAL AVAILABLE MARKET

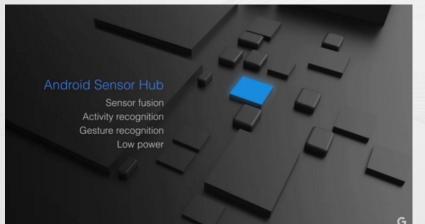


Source: Semico Sensor Hub Report, June 2015. Includes Smartphone, Health/Fitness, and Home Automation



## SMARTPHONES - ~3B UNIT OPPORTUNITY







"With the launch of the new Nexus 6P and Nexus 5X, Google is including a new "Sensor Hub" to enable the phones to be even more aware of their surroundings." Engadget – Sept 29 2015 at Google Launch Event



## NEW APPLICATIONS AND USE CASES DRIVING GROWTH

Today's sensor processing tasks are considered *FUNDAMENTAL* 

OEMs will differentiate through more *IMMERSIVE* consumer experience



Pedometer and User Activity



Sensor Calibration



User Transport



Android Compliance





Motion-Compensated Heart Rate



Indoor Navigation



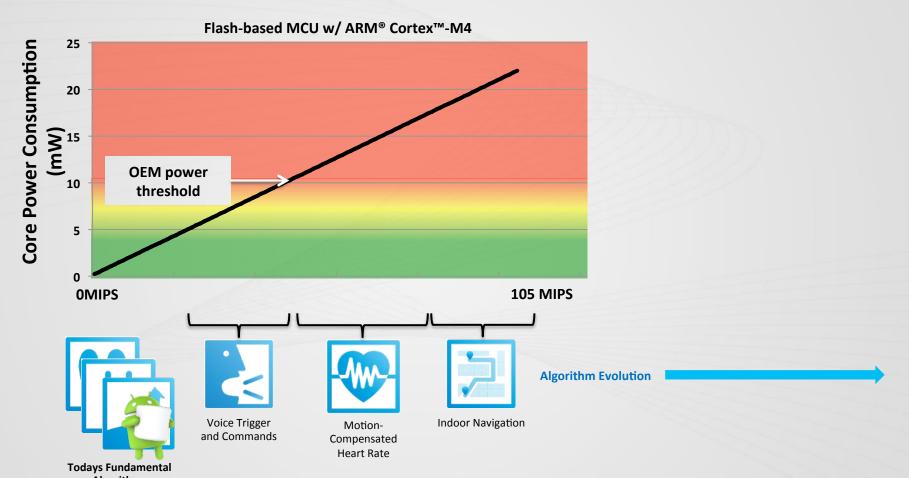
Voice Trigger and Commands



Advanced Health and Wellness, Environmental Monitoring, new ideas and concepts....

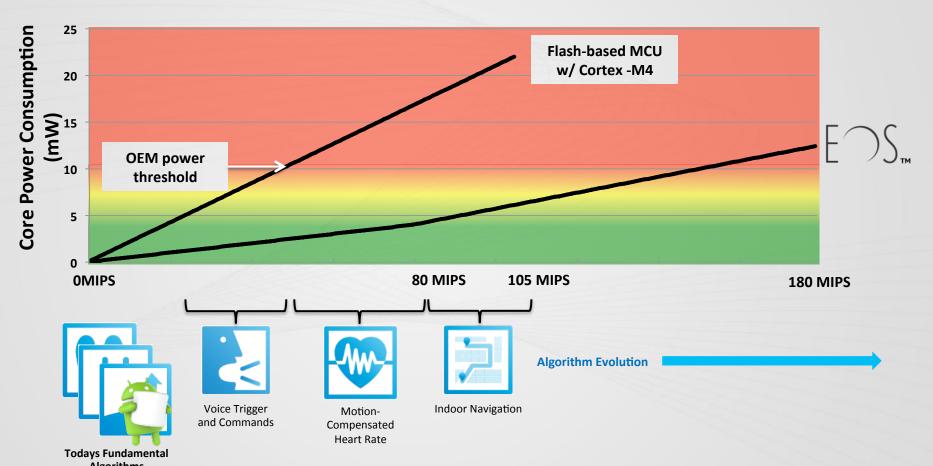


## IMMERSIVE ALGORITHMS REQUIRE MORE MIPS





## QUICKLOGIC CHANGES THE POWER EQUATION





## CORNERSTONES OF SENSOR PROCESSING SYSTEM

#### **Silicon Platforms and Roadmap**



#### **Reference Platforms & Design Tools**













#### SenseMe<sup>TM</sup> Sensor Algorithms











Sensor Fusion

Gesture Recognition

Context Classification

Activity Monitoring

3-

#### **QVL & Ecosystem Partners**



































## THE HEART OF OUR SENSOR HUB STRATEGY

# **Flexible Fusion Engine**

- Patent-pending design
- Integrated into all of our sensor hub platforms
- 70% better power consumption than traditional microcontroller implementations





## **CORNERSTONES OF SENSOR HUB STRATEGY**

#### **Silicon Platforms and Roadmap**





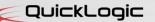


## SILICON PLATFORM ROADMAP



#### **DISPLAY AND VIDEO ENHANCEMENT**





## **CORNERSTONES OF SENSOR HUB STRATEGY**

#### **Silicon Platforms and Roadmap**





#### **Sensor Algorithms**







Recognition



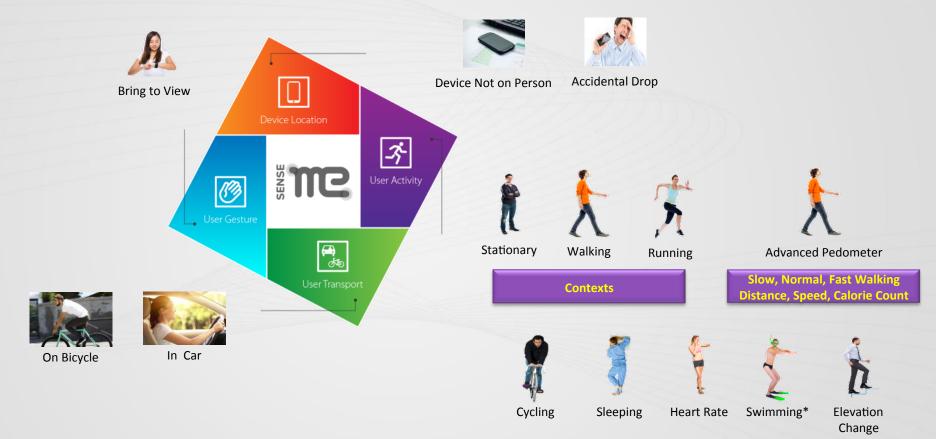
Context Classification



Activity Monitoring



## SenseMe™ SENSOR ALGORITHMS





## **BEST-IN-CLASS PEDOMETER ACCURACY**

 Our patent-pending, enhanced pedometer accuracy surpasses today's leading products for accuracy and false step rejection.







97% Accuracy

95% Accuracy

87% Accuracy

 Foundation of today's fitness and wellness applications, and pedestrian dead reckoning in the future.



## **CORNERSTONES OF SENSOR HUB STRATEGY**

#### **Silicon Platforms and Roadmap**



## **Reference Designs**













# **Sensor Algorithms**











High Value

Classification Recognition

Activity Monitoring





Flexible

Engine



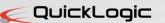
## REFERENCE DESIGNS TO ACCELERATE TIME-TO-MARKET



Wearable Reference Designs







## **CORNERSTONES OF SENSOR HUB STRATEGY**

#### **Silicon Platforms and Roadmap**



#### **Reference Platforms**















#### **Sensor Algorithms**





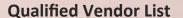








Classification Recognition Monitoring



























## QUALIFIED VENDOR LIST SPEEDS TIME-TO-MARKET

 Our close collaboration with sensor vendors enables us to deliver solutions to the market as new sensors become available.















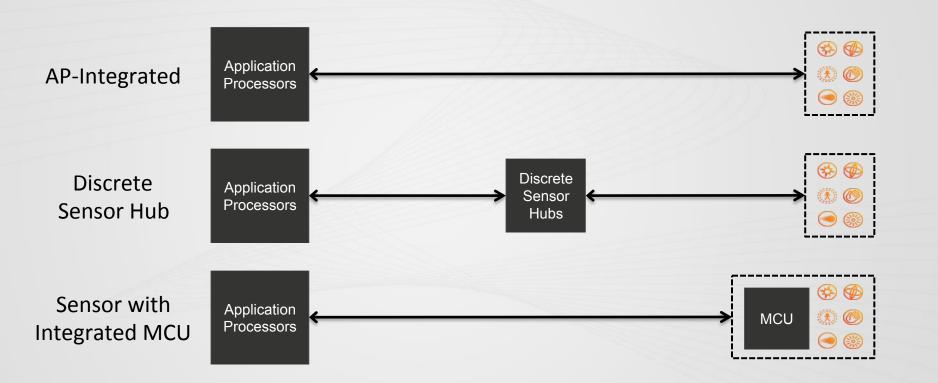






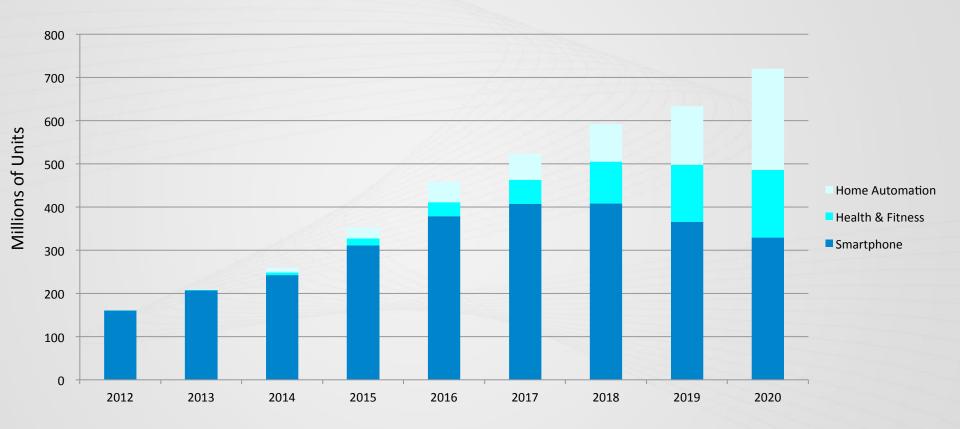


## SENSOR HUB ARCHITECTURES OPTIONS





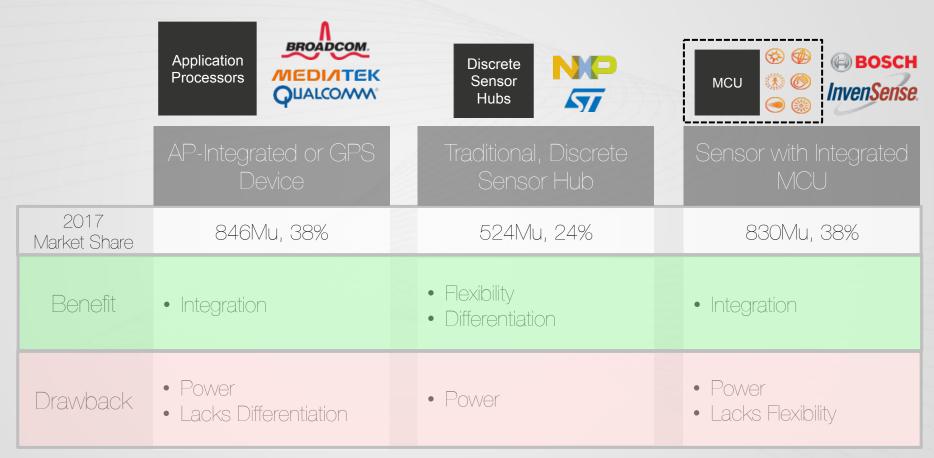
# DISCRETE SENSOR HUBS: HIGH SERVED AVAILABLE MARKET



Source: Semico Sensor Hub Report, June 2015



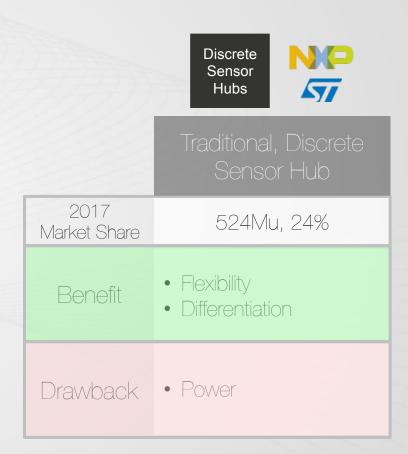
## SENSOR HUB MARKET SHARE





## WHY QUICKLOGIC IS DIFFERENT

- We use our patent-pending Flexible
  Fusion Engine to solve the <u>power</u>
  <u>consumption problem</u>
- We enable flexibility for OEMs to choose best-in-class sensors and algorithms
- Our in-system reprogrammable architecture and engagement model allows OEMs to achieve <u>true</u> differentiation
- Our SenseMe sensor algorithms enable OEMs without algorithm expertise to <u>deliver compelling</u> <u>products</u>

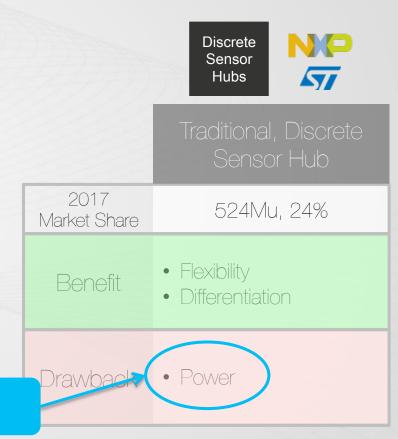




# WHY QUICKLOGIC IS DIFFERENT

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QuickLogic solves the power problem



ex

pr



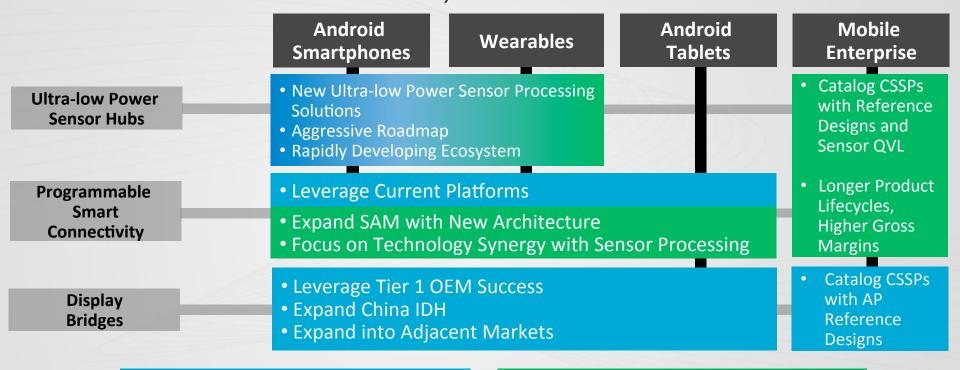
## BEST-IN-CLASS POWER ENABLES LONGER BATTERY LIFE

## Power Consumption When Running QuickLogic SenseMe Algorithms



QuickLogic

## SOLUTIONS FOR LARGE, HIGH-GROWTH MOBILE MARKETS

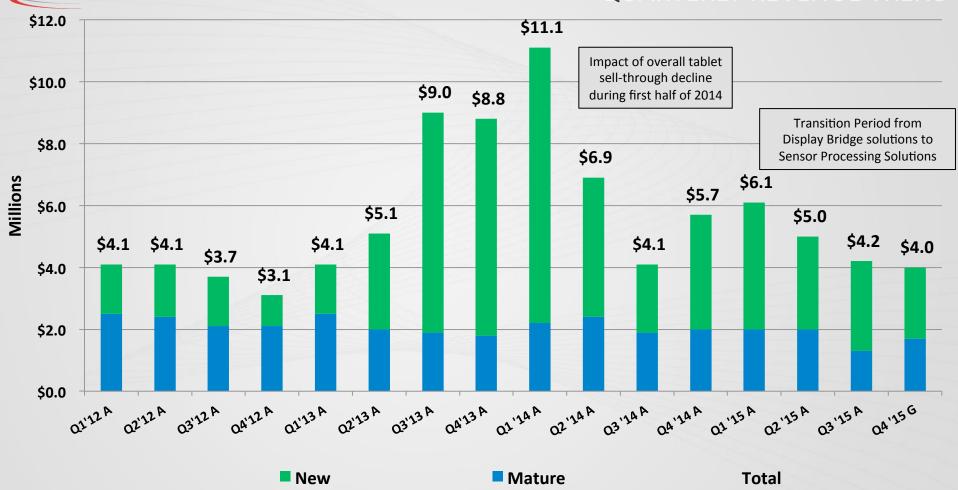


Next 6 to 12 Months

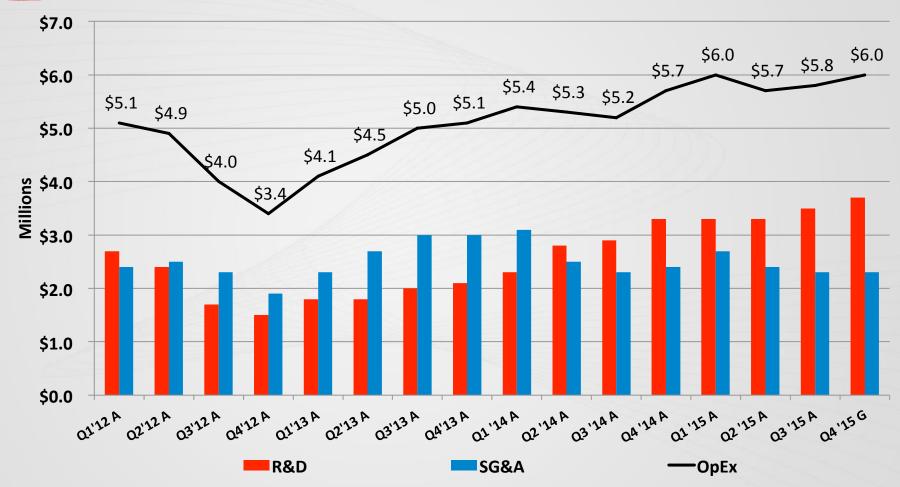
Mid to Long Term

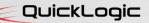


## QUARTERLY REVENUE TREND



## NON-GAAP OPERATING EXPENSE TREND





Non-GAAP Results	FY 2012	FY 2013	FY 2014	Q1'15	Q2'15	Q3'15	Q4'15	FY 2015
Millions (except for EPS)	Actual	Actual	Actual	Actual	Actual	Actual	Guidance	Forecast
New Product Revenue	5.9	\$18.2	\$19.3	\$4.1	\$3.0	\$2.9	\$2.3	\$12.3
Mature Revenue	9.0	\$7.9	\$8.4	\$2.0	\$2.0	\$1.3	\$1.7	\$7.0
Total Revenue	14.9	\$26.1	\$27.8	\$6.1	\$5.0	\$4.2	\$4.0	\$19.3
						2773		
Gross Margin %	49%	35%	40%	47%	44%	31%	42%	42%
						te T		
Research & Development	8.3	\$7.7	\$11.3	\$3.3	\$3.3	\$3.5	\$3.7	\$13.8
SG&A	9.1	\$10.9	\$10.3	\$2.7	\$2.4	\$2.3	\$2.3	\$9.7
Total Operating Expense	17.4	\$18.6	\$21.7	\$6.0	\$5.7	\$5.8	\$6.0	\$23.5
Operating Income (Loss)	(\$10.1)	(\$9.5)	(\$10.5)	(\$3.1)	(\$3.5)	(\$4.5)	(\$4.3)	(\$15.3)
Net Income (Loss)	(\$10.3)	(\$9.9)	(\$10.8)	(\$3.1)	(\$3.6)	(\$4.5)	(\$4.3)	(\$15.6)
EPS	(\$0.25)	(\$0.22)	(\$0.19)	(\$0.06)	(\$0.06)	(\$0.08)	(\$0.08)	(\$0.28)



R&D investment increased 47% from 2013 to 2014 and expects to increase 22% in 2015 for new sensor platform development



Targets	Mid Term	Long Term			
Revenue Growth	Revenue Growth Expectations Outpace Spending Growth				
		777) N			
Gross Margin *	Trending to Long Term Model	50%			
		100			
Operating Margin *	NA	10%+			
Cash Flow	Cash Burn Decreasing	Positive Cash Flow			

**NOTE:** These projections are subject to a number of assumptions, risks, uncertainties and other factors that may cause our actual results to differ materially from such projections

<sup>\*</sup> Non-GAAP Measures



## **BALANCE SHEET & CAPITALIZATION TABLE**

	FY 2012	FY 2013	FY 2014	Q1'15	Q2'15	Q3'15
(Millions)	Actual	Actual	Actual	Actual	Actual	Actual
Cash	\$22.6	\$37.4	\$30.0	\$28.2	\$26.4	\$23.4
Current Assets (less cash)	\$5.6	\$8.7	\$7.7	\$6.1	\$5.5	\$4.9
Total Current Assets	\$28.2	\$46.1	\$37.7	\$34.3	\$31.9	\$28.3
Total Assets	\$31.0	\$49.1	\$41.1	\$37.5	\$34.8	\$31.1
Total Current Liabilities	\$3.3	\$8.3	\$4.3	\$3.8	\$5.5	\$5.4
Total Liabilities *	\$3.7	\$8.5	\$5.6	\$5.1	\$5.7	\$6.6
Shareholders Equity	\$27.3	\$40.6	\$35.5	\$32.4	\$29.1	\$24.5

\* Includes \$1M borrowing from SVB \$12M Line of Credit

Capitalization Table Highlights				
Common Stock Outstanding	56.6M	as of 9/27/2015		
Market Cap	\$91.7M	as of 9/27/2015 (200 day avg price \$1.62)		
Options Outstanding	6.0M	as of 9/27/2015 (weighted avg price \$2.68)		
RSUs Outstanding	0.8M	as of 9/27/2015		
Warrants Outstanding	2.3M	@ \$2.98, expire 6/2017		



 Targeting a 2Bu+ (in 2017), high growth mobile consumer market where battery life matters

 Disruptive, patented low power, in-system programmable logic optimized for mobile

Highly differentiated sensor processing (hardware & software) solutions enable significantly longer battery life