



# Investor Presentation\*

Stifel Cross Sector Insight Conference  
June 6, 2023



\* All data in this presentation, including forecasts and projections, is as of May 16, 2023 (as disclosed on our first fiscal quarter 2023 conference call)

# Safe Harbor Statement

This presentation contains forward-looking statements regarding our future business expectations, which are subject to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are generally written in the future tense and/or are preceded by words such as “will”, “may”, “should”, “forecast”, “could”, “expect”, “suggest”, “believe”, “anticipate”, “intend”, “plan”, “future”, “potential”, “target”, “seek”, “continue”, “if” or other similar words. These forward-looking statements are only predictions and may differ materially from actual results due to a variety of factors, including: delays in the market acceptance of the Company’s new products; the ability to convert design opportunities into customer revenue; our ability to replace revenue from end-of-life products; the level and timing of customer design activity; the market acceptance of our customers’ products; the risk that new orders may not result in future revenue; our ability to introduce and produce new products based on advanced wafer technology on a timely basis; our ability to adequately market the low power, competitive pricing and short time-to-market of our new products; intense competition, including the introduction of new products by competitors; our ability to capitalize on synergies with our acquired subsidiary, SensiML Corporation; our ability to hire and retain qualified personnel; changes in product demand or supply; capacity constraints; political events, international trade disputes, war, terrorism, natural disasters, public health issues, including the COVID-19 pandemic, and other business interruptions that could disrupt supply or delivery of, or demand for, the Company’s products; changes in tax rates and exposure to additional tax liabilities; and general economic conditions. These and other potential factors and uncertainties that could cause actual results to differ from the results predicted are described in more detail in the Company’s public reports filed with the Securities and Exchange Commission (the “SEC”), including the risks discussed in the “Risk Factors” section in the Company’s Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q and in the Company’s prior press releases, which are available on the Company’s Investor Relations website at <http://ir.quicklogic.com/> and on the SEC website at [www.sec.gov](http://www.sec.gov). 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.

## Non-GAAP Financial Measures

QuickLogic reports financial information in accordance with United States Generally Accepted Accounting Principles, or U.S. GAAP, but believes that non-GAAP financial measures are helpful in evaluating its operating results and comparing its performance to comparable companies. Accordingly, the Company excludes charges related to stock-based compensation, restructuring, the effect of the write-off of long-lived assets and the tax effect on other comprehensive income in calculating non-GAAP (i) income (loss) from operations, (ii) net income (loss), (iii) net income (loss) per share, and (iv) gross margin percentage. The Company provides this non-GAAP information to enable investors to evaluate its operating results in a manner similar to how the Company analyzes its operating results and to provide consistency and comparability with similar companies in the Company’s industry.

Management uses the non-GAAP measures, which exclude gains, losses and other charges that are considered by management to be outside of the Company’s core operating results, internally to evaluate its operating performance against results in prior periods and its operating plans and forecasts. In addition, the non-GAAP measures are used to plan for the Company’s future periods, and serve as a basis for the allocation of the Company’s resources, management of operations and the measurement of profit-dependent cash and equity compensation paid to employees and executive officers.

Investors should note, however, that the non-GAAP financial measures used by QuickLogic may not be the same non-GAAP financial measures, and may not be calculated in the same manner, as that of other companies. QuickLogic does not itself, nor does it suggest that investors should, consider such non-GAAP financial measures alone or as a substitute for financial information prepared in accordance with U.S. GAAP. A reconciliation of U.S. GAAP financial measures to non-GAAP financial measures is included in the financial statements portion of this press release. Investors are encouraged to review the related U.S. GAAP financial measures and the reconciliation of non-GAAP financial measures with their most directly comparable U.S. GAAP financial measures.

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# Fabless Programmable Logic - Delivering End-to-End Solutions

Founded in 1989, public since 1999

Listed on Nasdaq - QUIK

Headquartered in San Jose, CA

18 U.S. patents  
(+5 pending), 3 International (+2 pending)

AI/IoT  
Software

SoC

FPGA

eFPGA  
IP

# Creating an End-to-End HW/SW Platform Company

Doubled SAM Since 2019 to \$1B+(1)



## Ramping New Product Revenue – Significantly Improving Financial Performance(2)

- Signed several new eFPGA contracts driving significant growth
- Multiple growth drivers leading to revenue expansion
- Expanded MCU Partnerships driving SensiML technology adoption and 6-figure agreements

(1) Per Company estimates.

(2) Based on Company projections, as announced on the May16, 2023 earnings call

# Vertical Technology Stack Supports New Business Wins

## FPGA Expertise

- 30+ year delivering merchant FPGA solutions

## eFPGA IP

- 1<sup>st</sup> Vendor to Support Open-Source eFPGA User Tools
- Only FPGA company with broad eFPGA IP offering
- Complete eFPGA IP Solutions

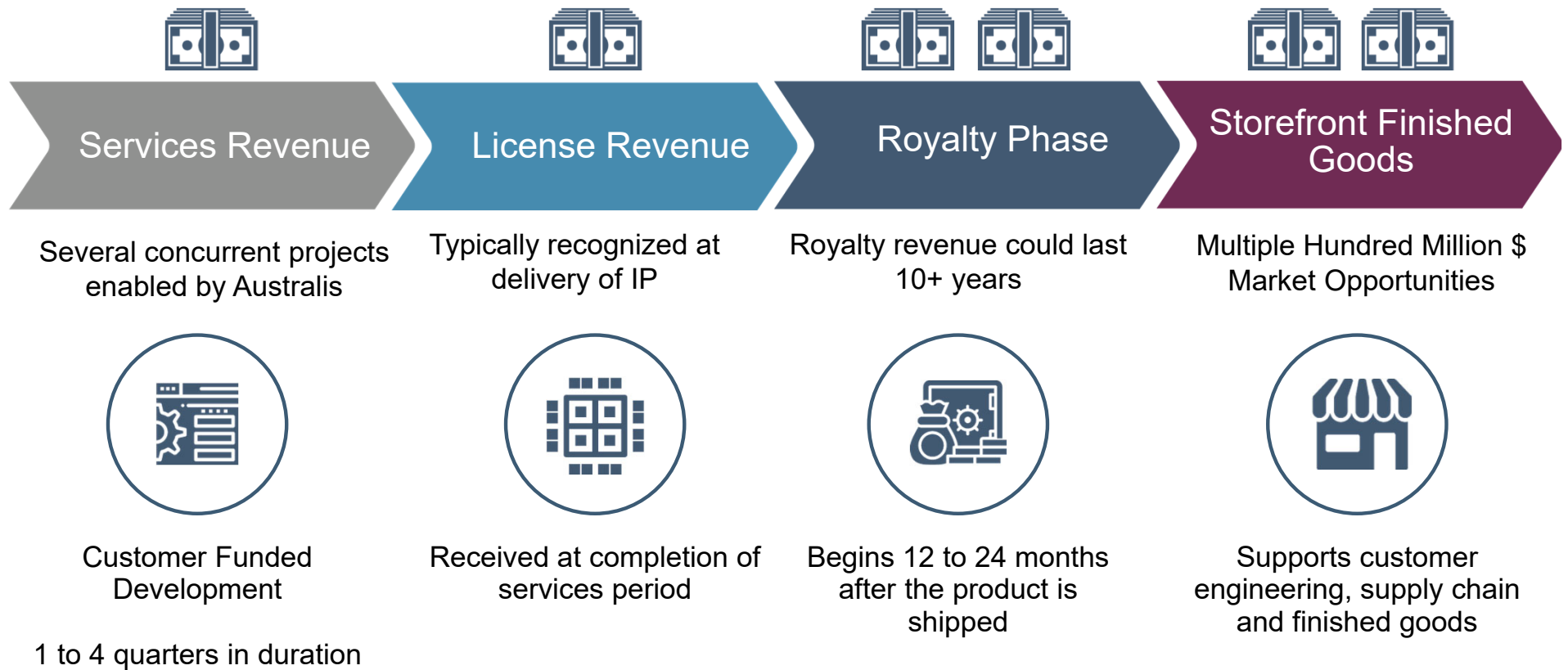
## Australis™ Tool

- Proprietary eFPGA IP generator, based on Open-Source Tools
- Substantially reduces development time, cost, and expands foundry/process flexibility

## Chiptlets/ Devices

- Expands use of eFPGA Technology
- Enables design flexibility
- Lengthens life cycle for integrated designs

# Business Model to Drive Margins and Profits



# Aerospace & Defense

- Work with all of the Top 5 and 8 of the Top 10 DoD Prime Contractors
- Supplier for mission-critical applications for nearly three decades
- Part of DARPA toolbox initiative to invest in breakthrough technologies for national security
- New \$6.9M Base contract to develop RadHard FPGA Technology
  - Options totaling \$72M upon successful performance over four years

September 8, 2022



## QuickLogic Awarded a \$6.9 Million Base Contract to Develop Strategic Radiation Hardened FPGA Technology

Contract allows for Options totaling up to \$72 million over the span of multiple years

SAN JOSE, Calif., Sept. 8, 2022 /PRNewswire/ -- QuickLogic Corporation (NASDAQ: QUIK), a developer of ultra-low power multi-core voice-enabled SoCs, embedded FPGA IP (eFPGA), and Endpoint AI solutions, today announced it has been awarded a \$6.9 million Base Contract, beginning this month, to develop and demonstrate Strategic Radiation Hardened (SRH), high reliability Field Programmable Gate Array (FPGA) technology to support identified and future Department of Defense (DoD) strategic and space system requirements. The SRH FPGA Other Transactions Authority (OTA) agreement is with the Army Contracting Command – Rock Island (ACC-RI) under the authority of the Cornerstone OTA and will be based on a microelectronic fabrication process implemented at a US-owned and continental US (CONUS)-based manufacturing facility. The project is sponsored by DoD's Trusted and Assured Microelectronics (T&AM) Program, and Naval Surface Warfare Center (NSWC) Crane is the Government's technical lead.



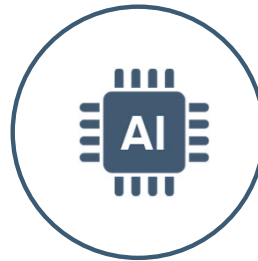
# \$1Billion+(<sup>1</sup>) Served Available Market



Aerospace & Defense



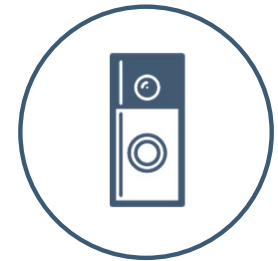
Industrial IoT



AI/ML



Security



Consumer IoT

First Programmable Logic company to actively contribute to a fully open-source suite of development tools

Only merchant FPGA supplier to offer eFPGA IP cores based on Open Source User Tools

Fabless model with unique combination of silicon platforms, IP, HW, SW, Operational Expertise, & AI SaaS solutions

<sup>(1)</sup> Per Company estimates

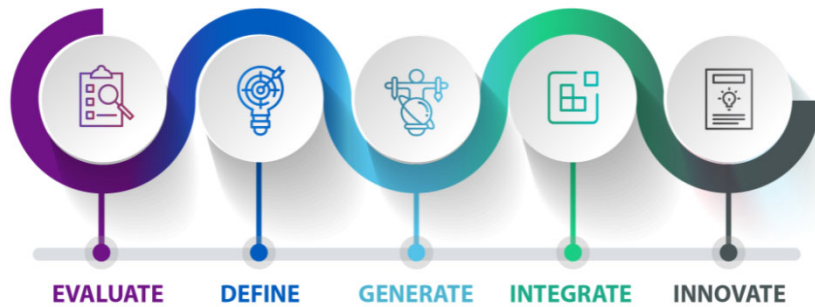


# An Expanding Customer Base and Ecosystem



# Secured \$Millions in eFPGA Contracts



~\$16M+ in new contracts since July 2021 with significant upside



Pipeline ~\$125M



Based on Australis-generated eFPGA IP

# australis eFPGA IP Generator

- Proprietary, industry-leading eFPGA IP generator

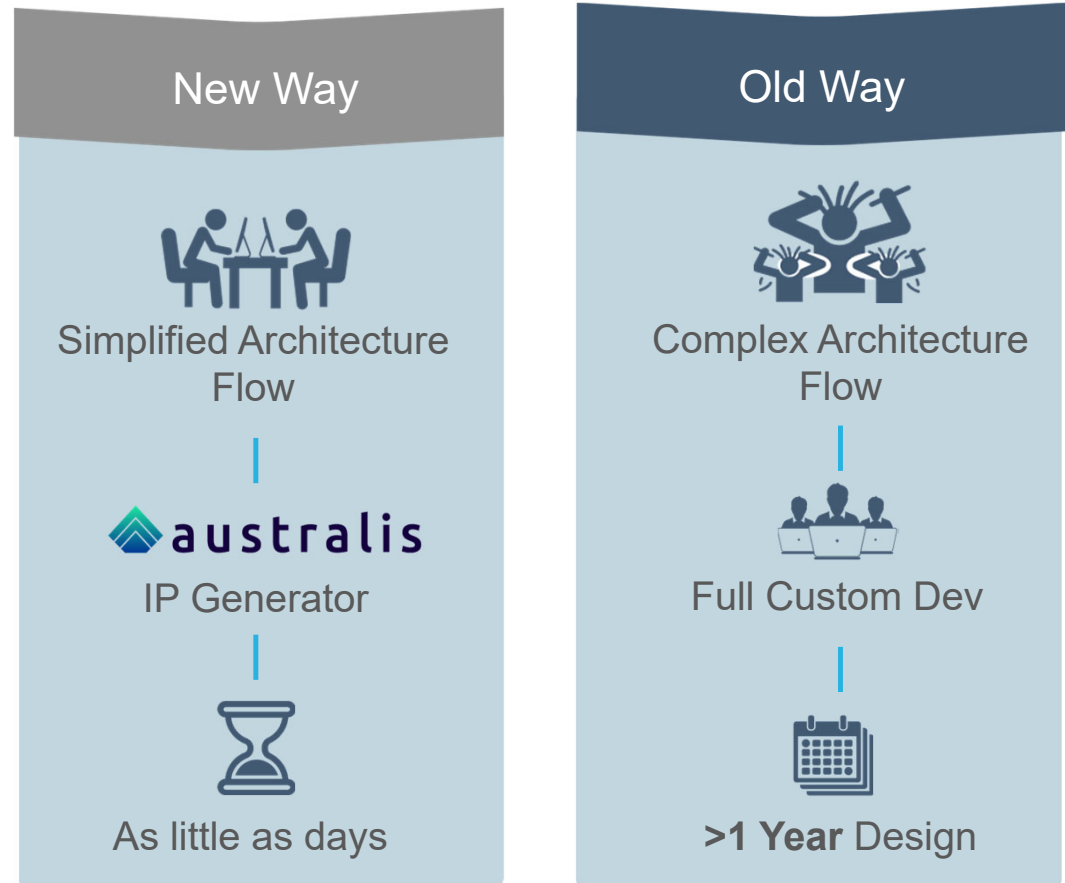
- Working with large foundries



**SAMSUNG**



- Fast time-to-market
  - Delivery in days/weeks vs. months/years
- Foundry / Process Agnostic
  - Ability to meet **your** SoC design requirements
- Low, cost-effective automated approach



# SensiML AI/ML Tools for the IoT Edge Gaining Traction

- Added partnerships with global companies: Bosch, Infineon, Microchip Technology, onsemi
- Lead ML software partner for Silicon Labs; providing development tools and platform optimization for their latest AI-accelerated, Matter-compliant wireless SoCs
- Grew ecosystem with new IoT design & systems integrator partners in US, Asia, and Europe
- Signed leading semiconductor manufacturer as private branded ML tools customer

**SensiML**  
Analytics Toolkit

Physical Sensors



Signal Processing + Machine Learning Classification

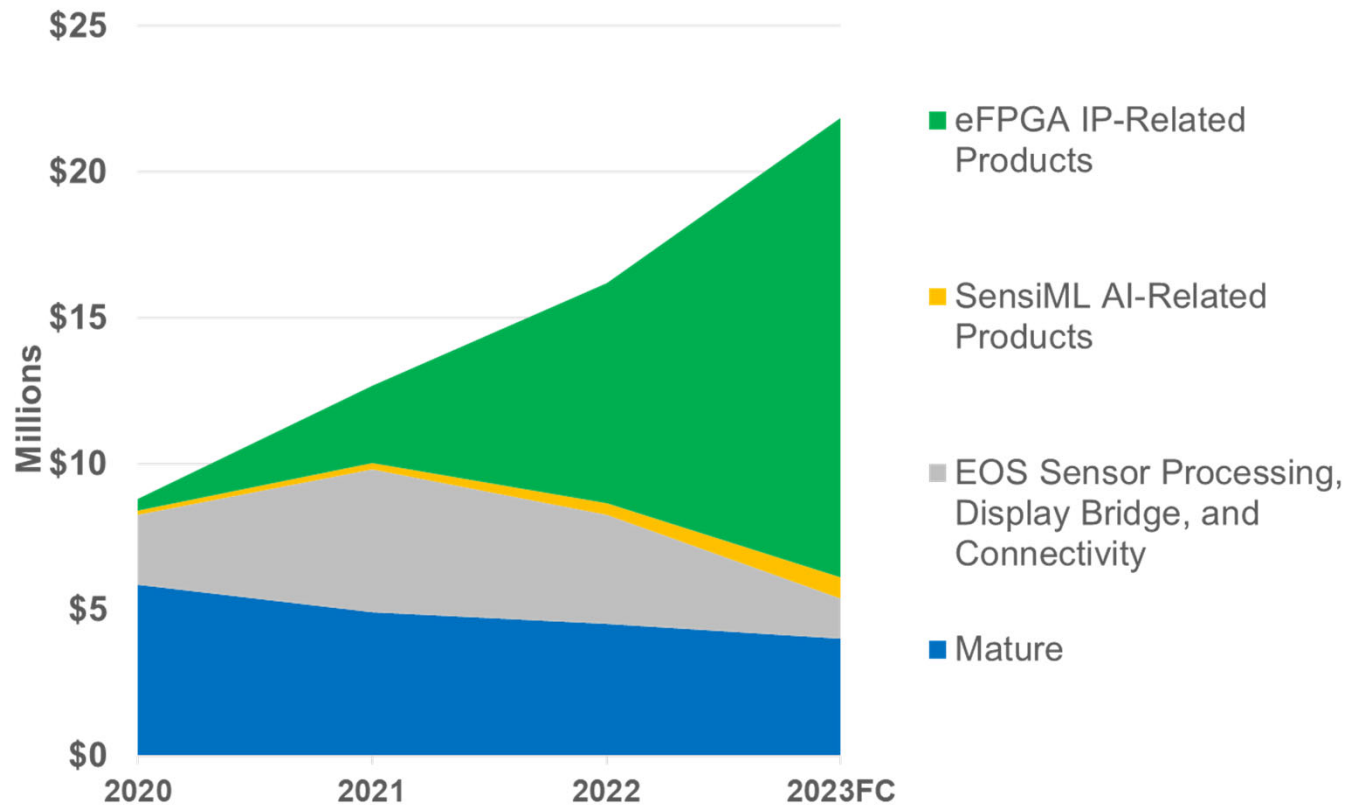


Meaningful Event detection



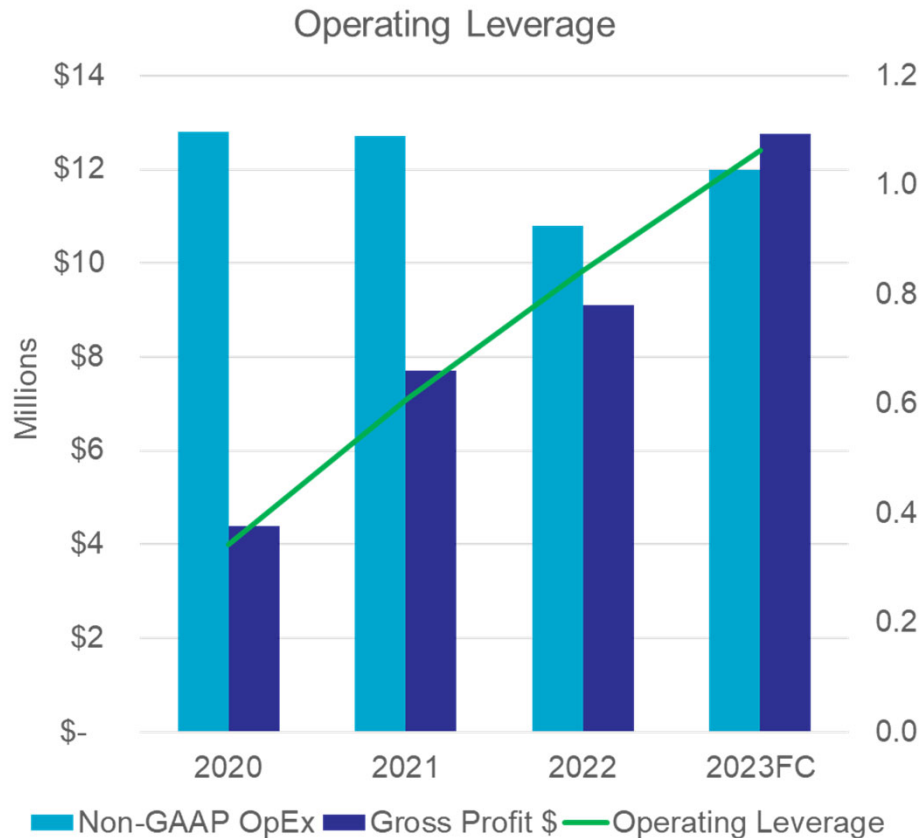
<https://sensiml.com/blog/open-source-initiative/>

# eFPGA IP and SensiML-Related Products Driving Growth



- Forecasted 36% 3-year Revenue CAGR
- Forecasted 240% 3-year Revenue CAGR for eFPGA IP-Related Revenue

# Our Model Enables High Operating Leverage



- Operating Leverage is Non-GAAP Gross Profit \$ divided by Non-GAAP OpEx
- Forecasted 3-year growth of 172% in Gross Profit \$ while tightly managing OpEx
- As more designs move to License & Royalty and/or Storefront Device shipments, Gross Profit \$ continues to increase faster than OpEx

## 2023: A Breakout Year

- Expanded sales funnel with pipeline now approximately \$125M
- Large Strategic Radiation Hardened opportunity with options totaling approx. \$72M (\$36M included in sales funnel)
- Signed leading semiconductor manufacturer as private branded ML tools customer
- Targeting 2023 revenue growth exceeding 30% and improving margins
- Non-GAAP profitability for the year



# Thank You







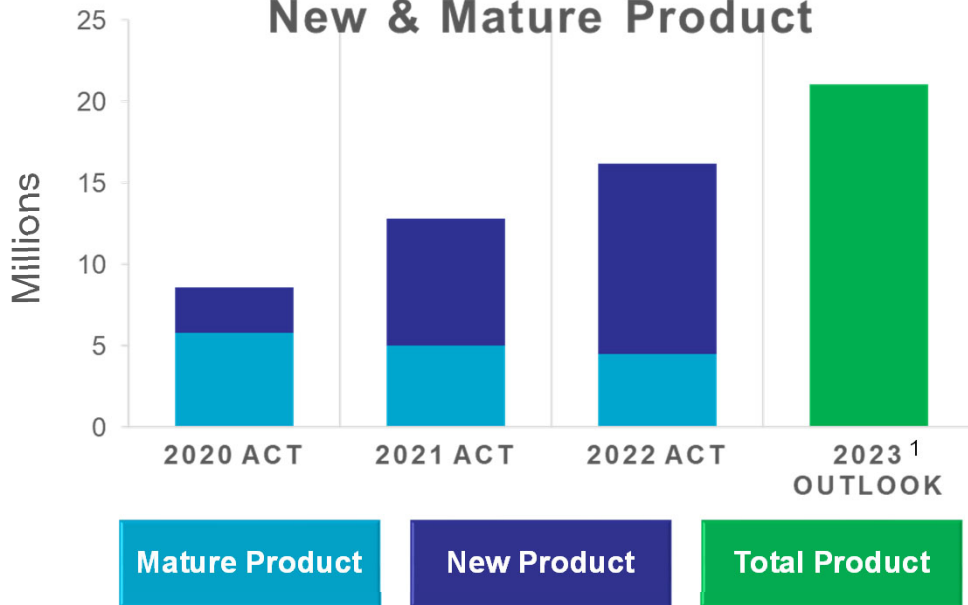
# Appendix



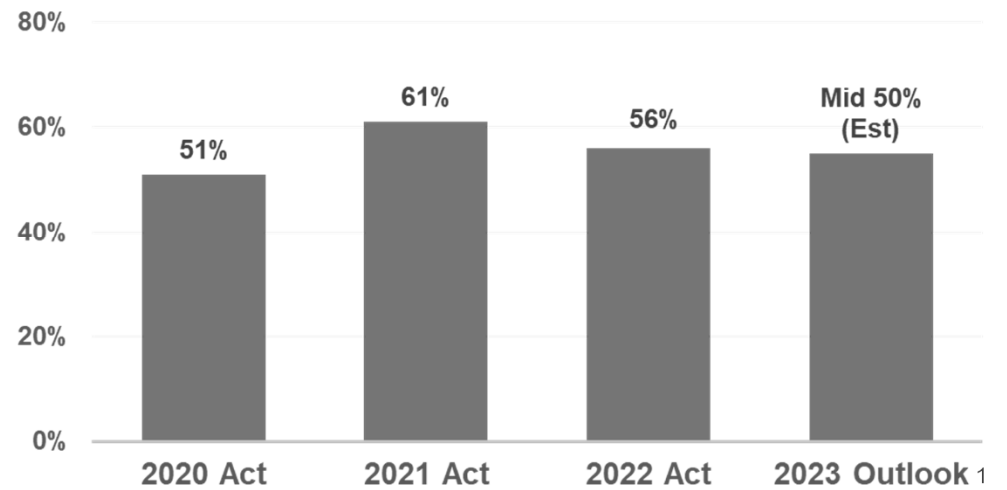
# New Product Sales

Expected to Further Drive Margin Improvement (Non-GAAP)

## Annual Revenue Outlook New & Mature Product

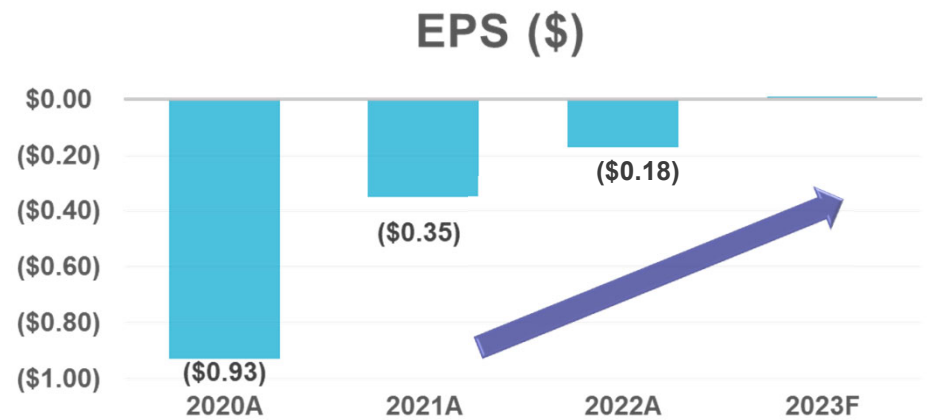
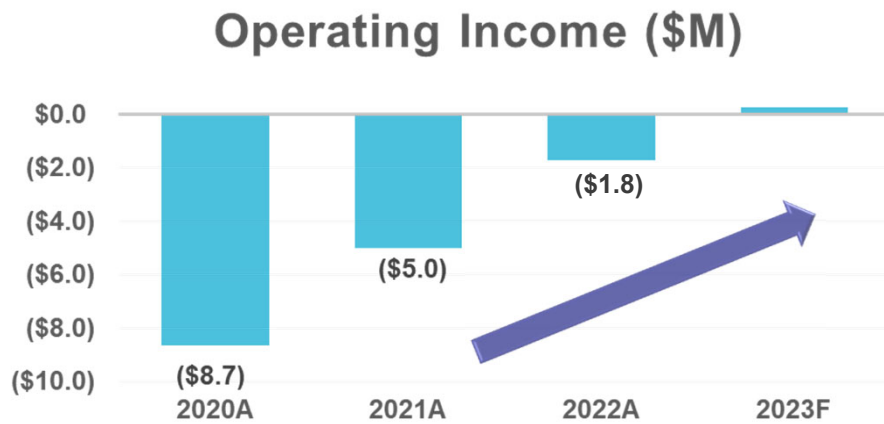


## Gross Margin Outlook (%)



<sup>1</sup> 2023 outlook revenue and gross margin are estimated and based Company projections disclosed on the May 16, 2023 earnings call as well as expected trends in the business. These outlook figures are based on management's current expectations and assumptions are subject to risks and uncertainties. For more information, please review the Company's public filings as well as the material included in the Appendix to this presentation.

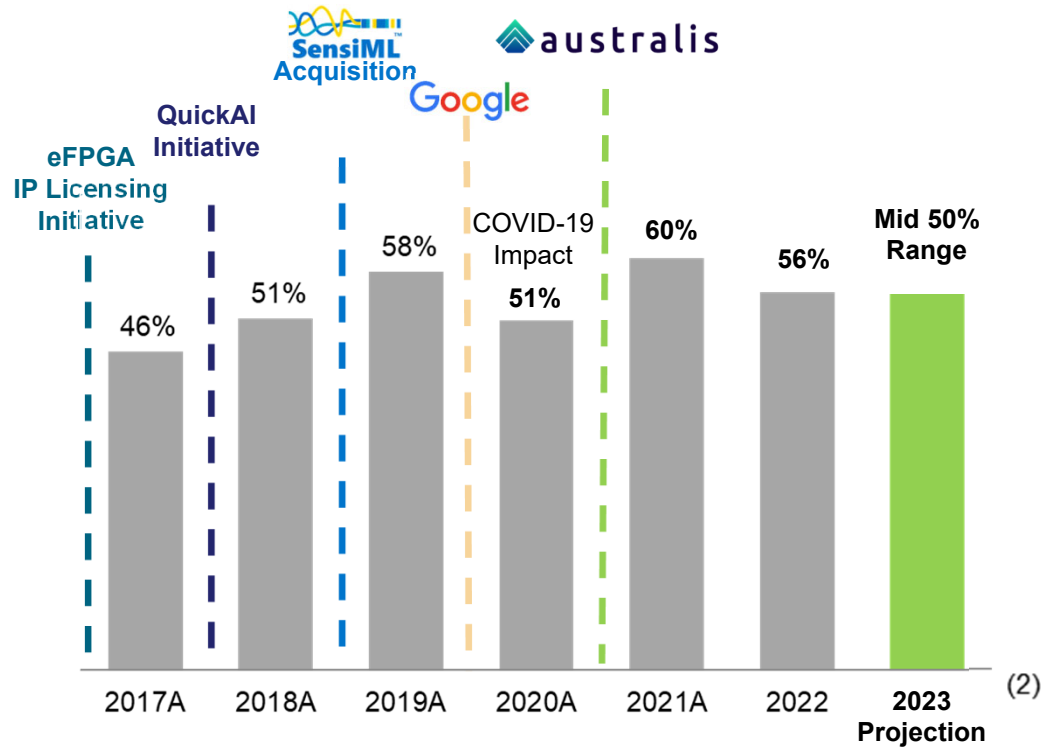
# Driving Towards Profitability (Non-GAAP)



Outlooks based on expected trends in the business.

# Transforming Financial Model

## Non-GAAP Gross Margin<sup>(1)(2)</sup>



## Driving Business to Profitability

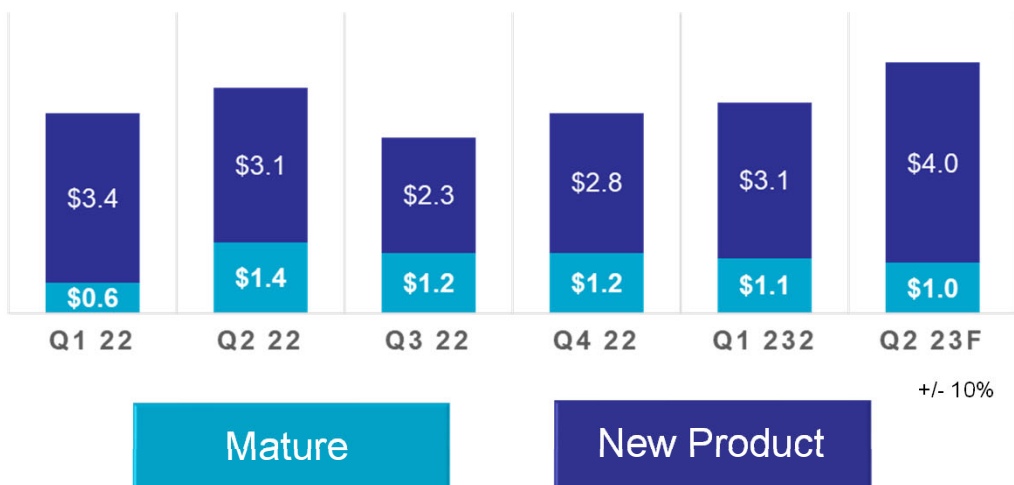
1. FY'22 revenue up 28% from FY'21
2. eFPGA, software and licensing opportunities driving revenue growth of over 30% in FY'23
3. SensiML adding several 6-digit agreements
4. Open-Source Initiatives provide revenue opportunities with little additional operating expenses
5. Optimized expense structure to support operating model
6. Targeting non-GAAP profitability 2H'23 and FY'23

(1) Please refer to Appendix for Non-GAAP to GAAP reconciliation.

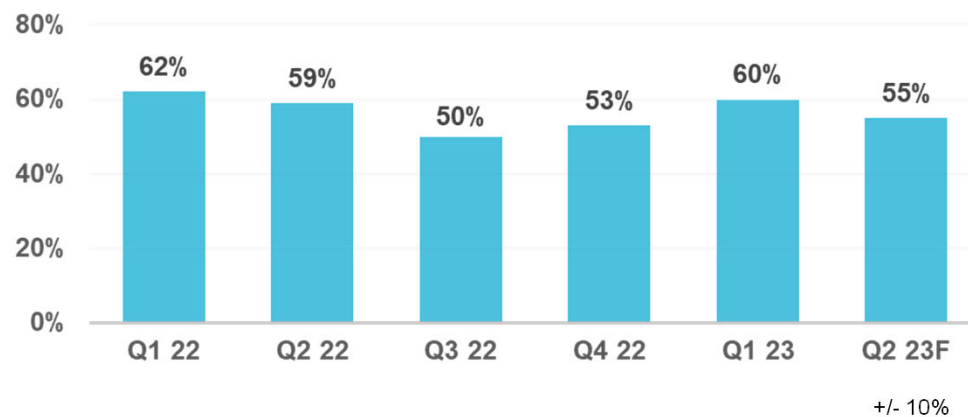
(2) Based on Company projections, as announced on the May 16, 2023 earnings call

# Trended Quarterly Financial Summary (Non-GAAP)

## Mature & New Product Revenue (\$M)

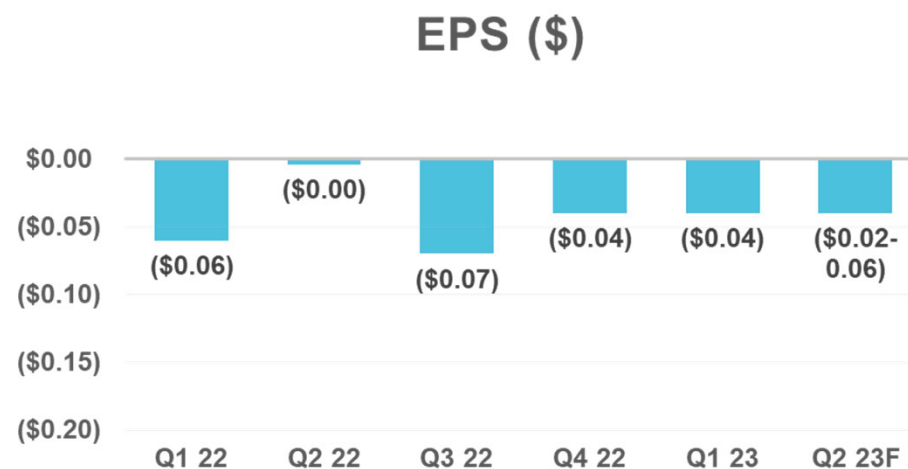
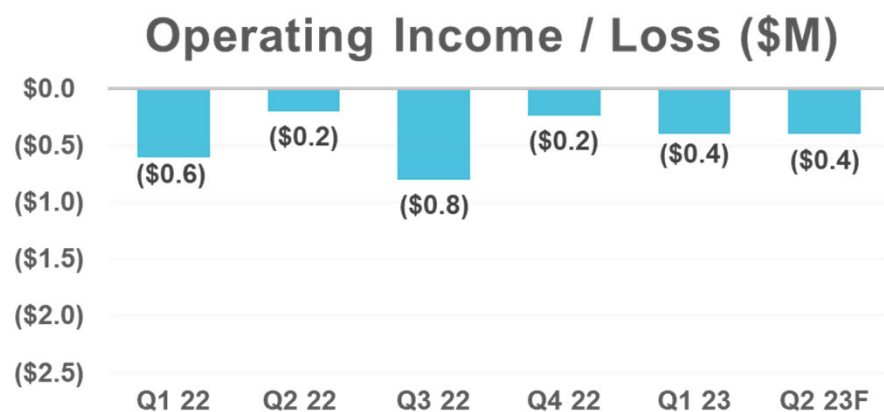


## Gross Margin (%)



(F) Midpoint of forecasts for Q2 FY '23 based on Company projections, as announced on the May 16, 2023 earnings call

# Trended Quarterly Financial Summary (Non-GAAP)



Midpoint of forecasts for Q2 FY'23 based on Company projections, as announced on May 16, 2023 earnings call

# Non-GAAP Quarterly Income Statement (Non-GAAP)

<i>(\$ in millions, except per share data)</i>	<b>Q1'2022</b>	<b>Q2'2022</b>	<b>Q3'2022</b>	<b>Q4'2022</b>	<b>Q1'2023</b>
New product	\$ 3.5	\$ 3.1	\$ 2.3	\$ 2.8	\$ 3.1
Mature product	0.6	1.4	1.2	1.2	1.1
<b>Total Revenue</b>	<b>\$ 4.1</b>	<b>\$ 4.5</b>	<b>\$ 3.5</b>	<b>\$ 4.1</b>	<b>\$ 4.1</b>
<b>Gross margin %</b>	62%	59%	50%	53%	60%
<b>Operating expense</b>					
Research and development	\$ 1.2	\$ 1.1	\$ 0.9	\$ 1.1	\$ 1.4
Selling, general and administrative	1.9	1.7	1.6	1.2	1.4
<b>Total operating expenses</b>	<b>\$ 3.1</b>	<b>\$ 2.8</b>	<b>\$ 2.5</b>	<b>\$ 2.4</b>	<b>\$ 2.9</b>
<b>Loss from operations</b>	<b>\$ (0.6)</b>	<b>\$ (0.2)</b>	<b>\$ (0.8)</b>	<b>\$ (0.2)</b>	<b>\$ (0.4)</b>
<b>Net loss</b>	<b>\$ (0.8)</b>	<b>\$ —</b>	<b>\$ (0.9)</b>	<b>\$ (0.5)</b>	<b>\$ (0.5)</b>
<b>Basic and diluted net loss per share</b>	<b>\$ (0.06)</b>	<b>\$ (0.00)</b>	<b>\$ (0.07)</b>	<b>\$ (0.04)</b>	<b>\$ (0.04)</b>

Source: Company SEC filings. \*Totals may not equal due to rounding.

# Non-GAAP to GAAP Reconciliation

<i>(\$ in thousands, except per share data)</i>	Q1'2022	Q2'2022	Q3'2022	Q4'2022	FY2022	Q1'2023
<b>Non-GAAP operating loss</b>	\$ (626)	\$ (150)	\$ (753)	\$ (236)	\$ (1,765)	\$ (385)
Adjustment for stock-based compensation	(383)	(477)	(487)	(688)	(2,035)	(715)
<b>GAAP operating loss</b>	\$ (1,009)	\$ (627)	\$ (1,240)	\$ (924)	\$ (3,800)	\$ (1,100)
<b>Non-GAAP net loss</b>	\$ (781)	\$ (47)	\$ (860)	\$ (544)	\$ (2,232)	\$ (513)
Adjustment for stock-based compensation	(383)	(477)	(487)	(688)	(2,035)	(715)
<b>GAAP net loss</b>	\$ (1,164)	\$ (524)	\$ (1,347)	\$ (1,232)	\$ (4,267)	\$ (1,228)
<b>Non- GAAP net loss per share</b>	\$ (0.06)	\$ 0.00	\$ (0.07)	\$ (0.04)	\$ (0.18)	\$ (0.04)
Adjustment for stock-based compensation	(0.04)	0.04	0.04	(0.05)	(0.16)	(0.05)
<b>GAAP net loss per share</b>	\$ (0.10)	\$ 0.04	\$ (0.11)	\$ (0.09)	\$ (0.34)	\$ (0.09)
<b>Non-GAAP gross margin %</b>	61.5%	58.6%	49.8%	53.2%	56.1%	59.7%
Adjustment for stock-based compensation	(1.4)%	(2.6)%	(1.3)%	(1.3)%	(1.7)%	(1.9)%
<b>GAAP gross margin %</b>	60.1%	56.0%	48.5%	51.9%	54.4%	57.8%

Source: Company SEC filings.



# Balance Sheet and Capitalization Summary

## Balance Sheet Summary as of April 2, 2023\*

(\$ in thousands)

### Assets

Current assets	
Cash and cash equivalents	\$ 20,902
Accounts receivables	2,090
Contract assets	2,328
Inventories	2,497
Other current assets	2,064
<b>Total current assets</b>	<b>\$ 29,881</b>

Other assets	142
Long-term assets	4,713
<b>TOTAL ASSETS</b>	<b>\$ 34,736</b>

### Liabilities

Current liabilities	
Revolving line of credit	\$ 15,000
Trade payables	2,265
Accrued liabilities	1,706
Deferred revenue	299
Lease liabilities, current	1,005
Total current liabilities	<b>\$ 20,275</b>

Lease liabilities, non-current	596
Other long-term liabilities	190
<b>Total liabilities</b>	<b>\$ 21,061</b>

Stockholders' equity	
Common stock, par value	\$ 14
Additional paid-in capital	320,181
Accumulated deficit	(306,520)
<b>Total stockholders' equity</b>	<b>\$ 13,675</b>

<b>Total liabilities and stockholders' equity</b>	<b>\$ 34,736</b>
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## Capitalization as of April 2, 2023

**Common Stock Outstanding** 13,686,478

Debt	Interest Rate	Maturity	Amount
Revolving Credit Line - Heritage Bank	Equal to 0.50% above Prime	Dec. 31, 2023	\$15.0M

Stock-Based Compensation (in thousands of shares)	Weighted Exercise Price	Amount
Options Outstanding	\$24.50	75
Restricted Stock Units (thousands of shares)		604

Warrants (in thousands of shares)	Exercise Price	Maturity	Amount
May 2018 Offering	\$19.32	29-May-23	386

\* Unaudited

Source: Company SEC filings.