

# **Core Markets: Diversity with Significant Long-term Growth**

**Victor Peng, President and CEO**

## Forward-Looking Statements

During the course of this presentation, we may provide projections or other forward-looking statements regarding future events and/or future financial performance. Forward-looking statements and projections can be identified by the use of words such as “expect”, “anticipate”, “believe”, and “estimate” and specifically include, without limitation, information pertaining to Fiscal 2020 performance, longer-term revenue and profitability performance, and future market developments, such as total available or total serviceable markets. Undue reliance should not be placed on such forward-looking statements and projections, which speak only as of the date they are made. We undertake no duty to update such forward-looking statements. Actual events and results may differ materially from those in the forward looking statements and are subject to risks and uncertainties. We refer you to the documents the Company files from time to time with the Securities and Exchange Commission, specifically, the Company’s last filed Form 10-K. These documents identify important risk factors that could cause actual results to differ materially from those contained in our projections and other forward-looking statements.

## Use of Non-GAAP Financial Information

This presentation contains both non-GAAP and GAAP numbers. We provide a reconciliation between non-GAAP and GAAP numbers in the appendix to this presentation, as well as on our website at [investor.xilinx.com](http://investor.xilinx.com).

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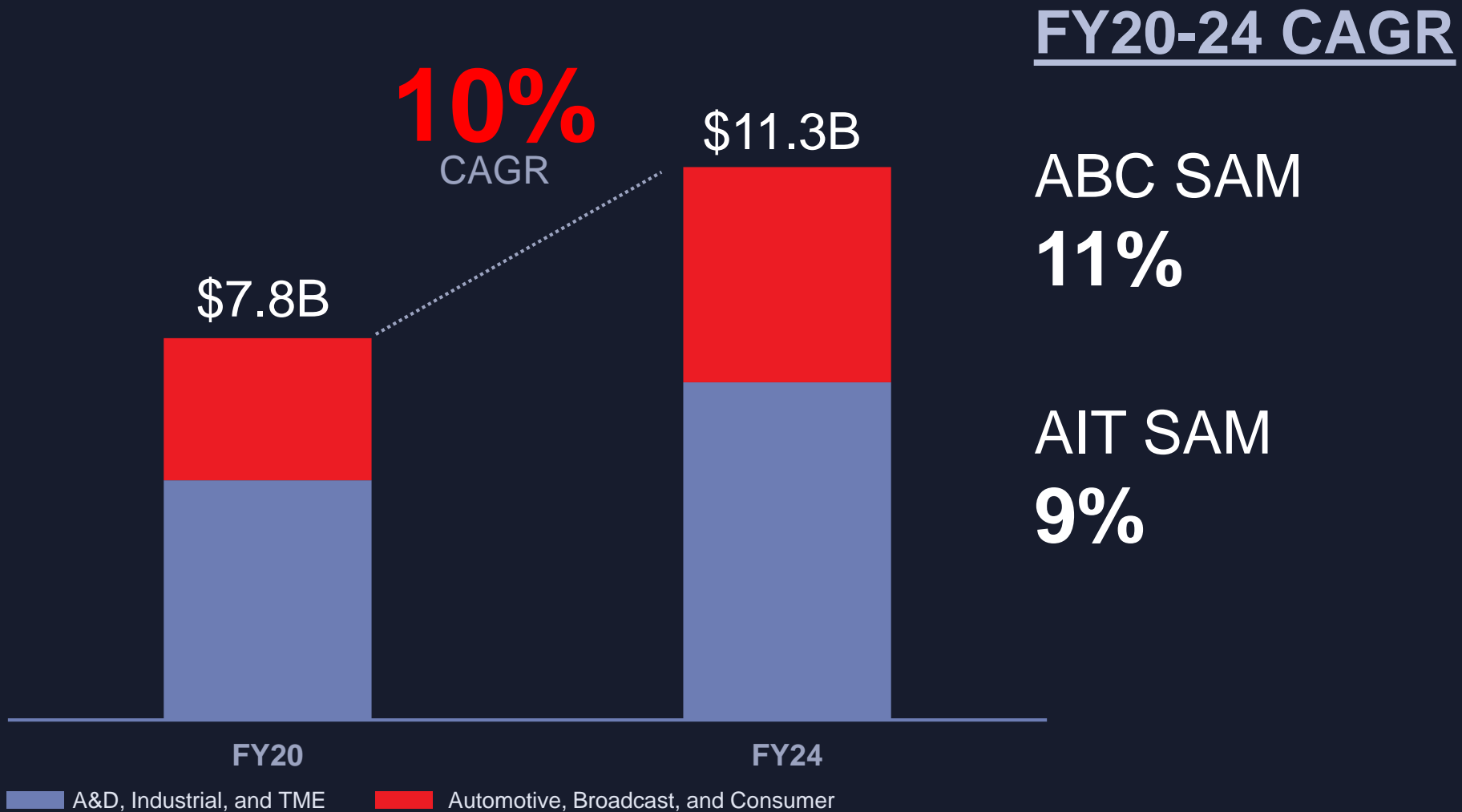


Strong commitment to Core Vertical Markets

Solid growth across nearly all end markets

Records set in A&D, Industrial, Automotive and Broadcast

# ➤ Core Markets SAM = Solid Growth Foundation

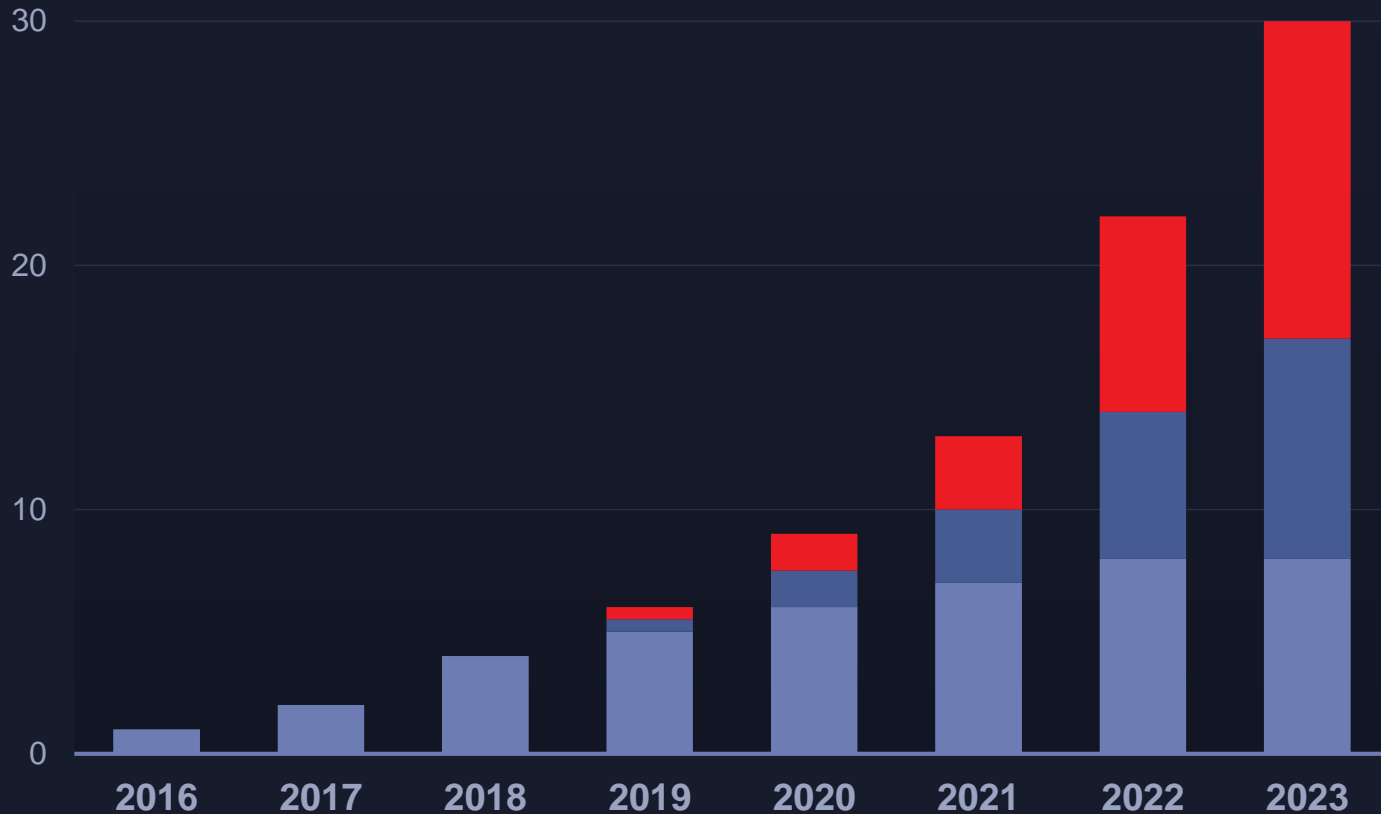


Source: IHS & Xilinx estimates

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# ➤ AI Inference Opportunity at the Edge

Semi  
TAM \$B



■ Training ■ Data Center Inference ■ Edge Inference

1: Barclays Research, Company Reports May 2018

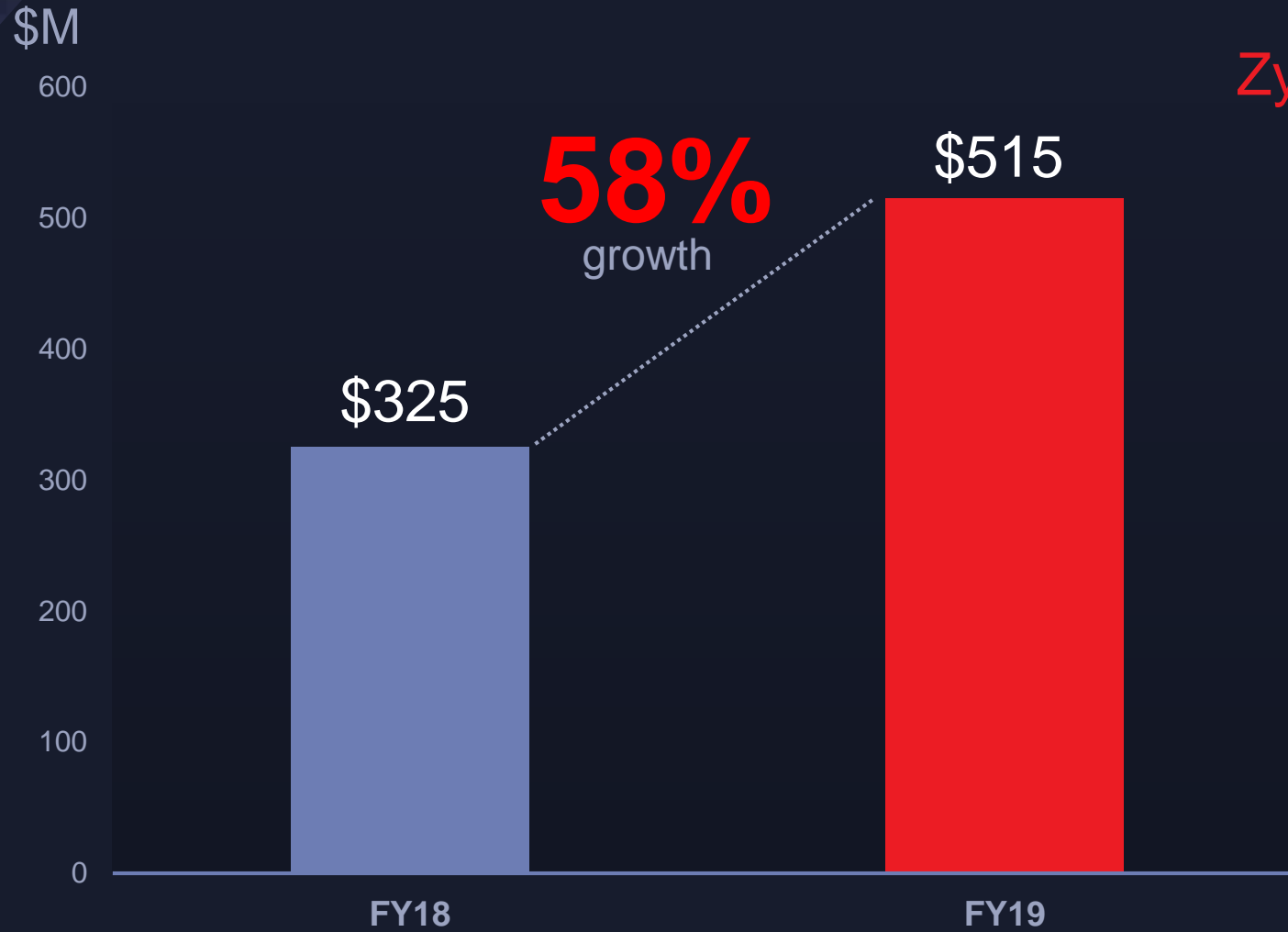
## DEEPHi

Acquisition significantly strengthens ML inference capabilities from edge to cloud on multiple platforms

World-class AI talent and IP

Zynq-based platforms w/ ML is compelling for Edge Apps

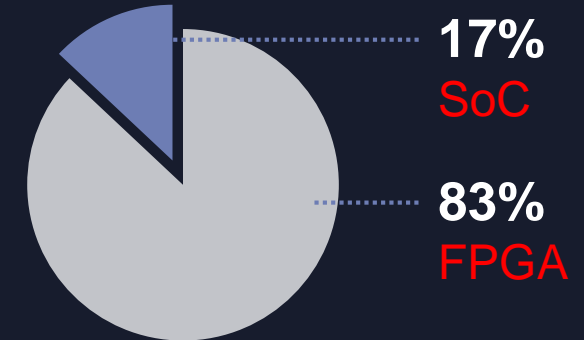
# ➤ Zynq Based Platforms a Key Growth Driver



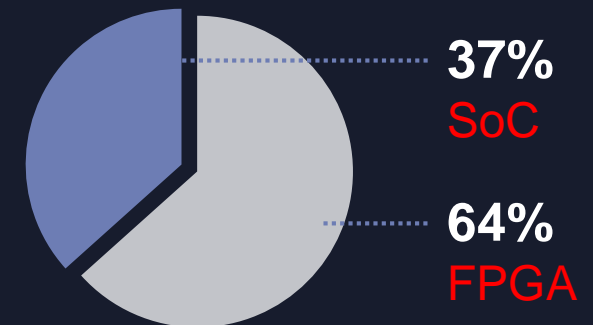
Note: Total Xilinx Zynq Revenue

Zynq share of total revenue is growing rapidly

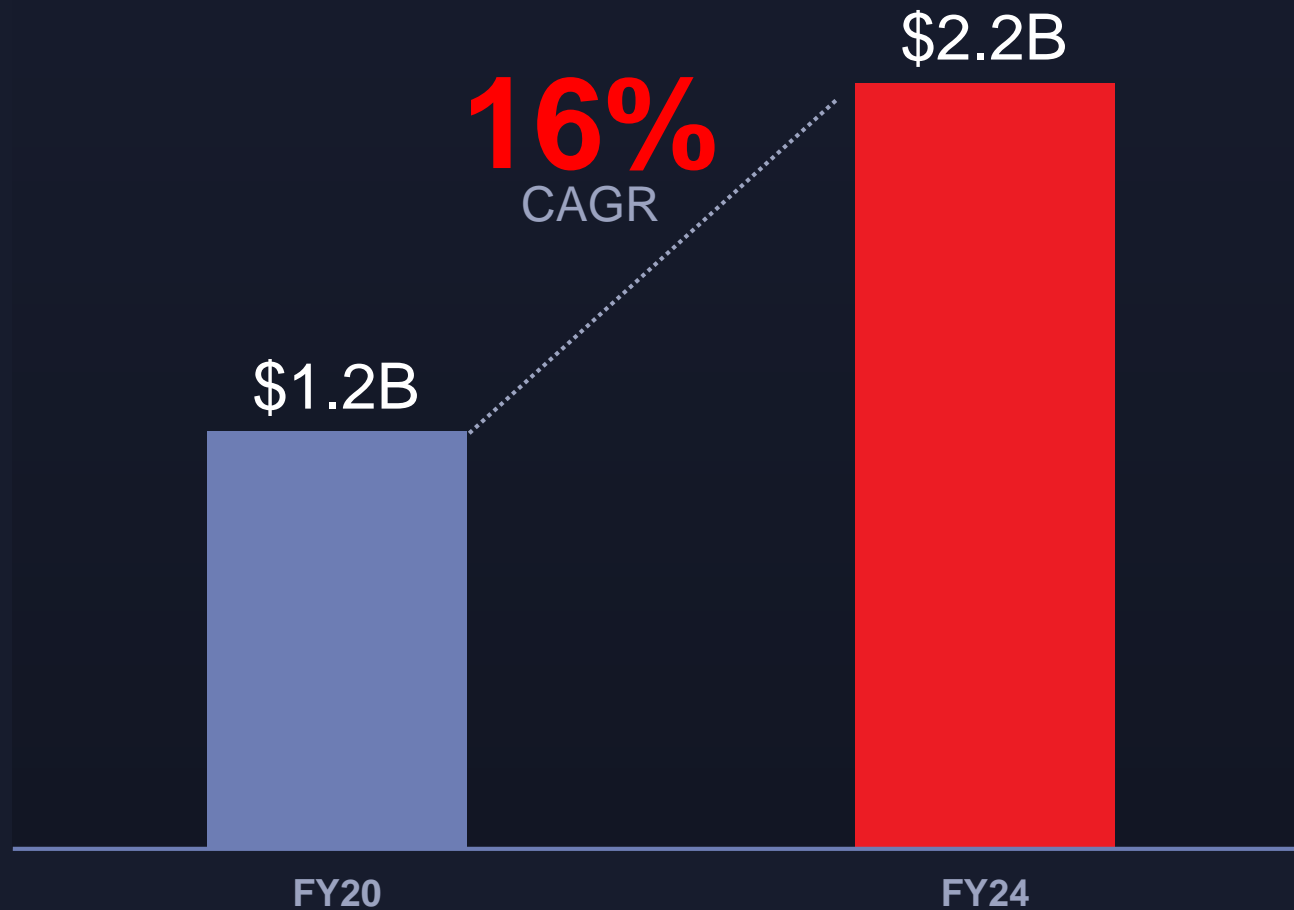
FY19 Xilinx Total Revenue



FY19 Design Win Value



# ➤ Automotive SAM and Growth Drivers



**SAM Expansion:**  
ADAS

In-cabin systems

TaaS / Autonomous Driving

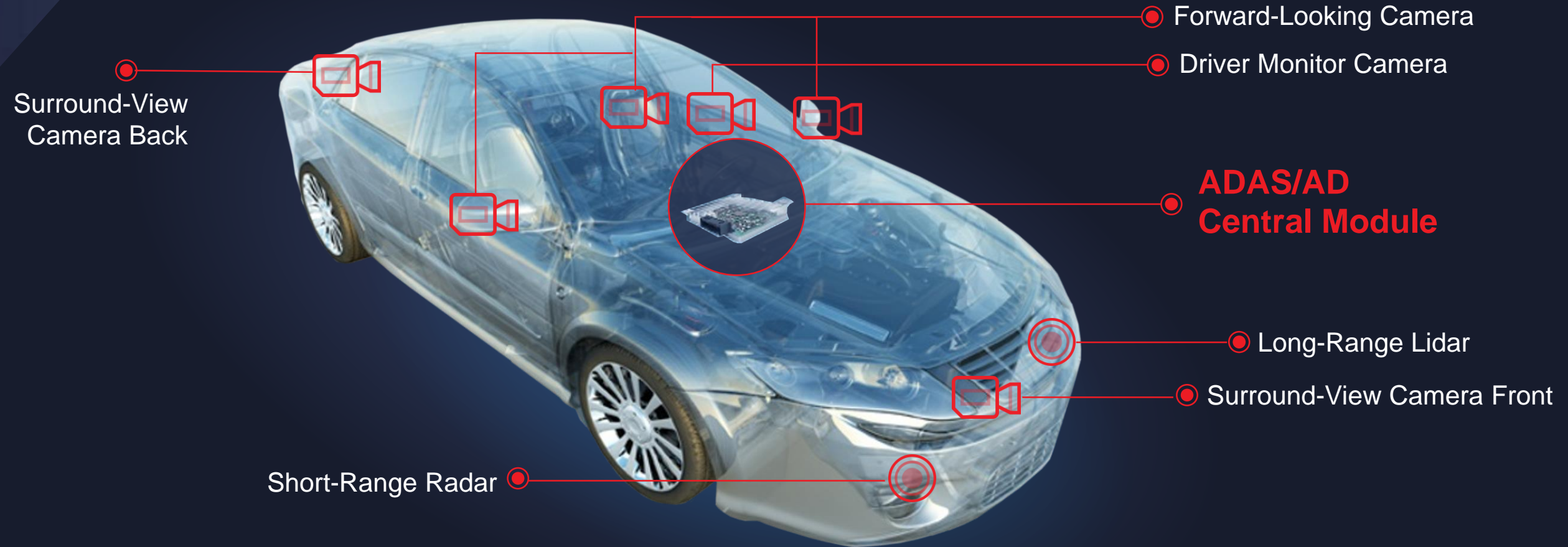
**Xilinx Unique Value:**  
Scalability, future-proofing, and ability to differentiate

**Today:** Zynq platforms & ML

**Future:** Versal platforms & ML

Source: IHS & Xilinx Estimates

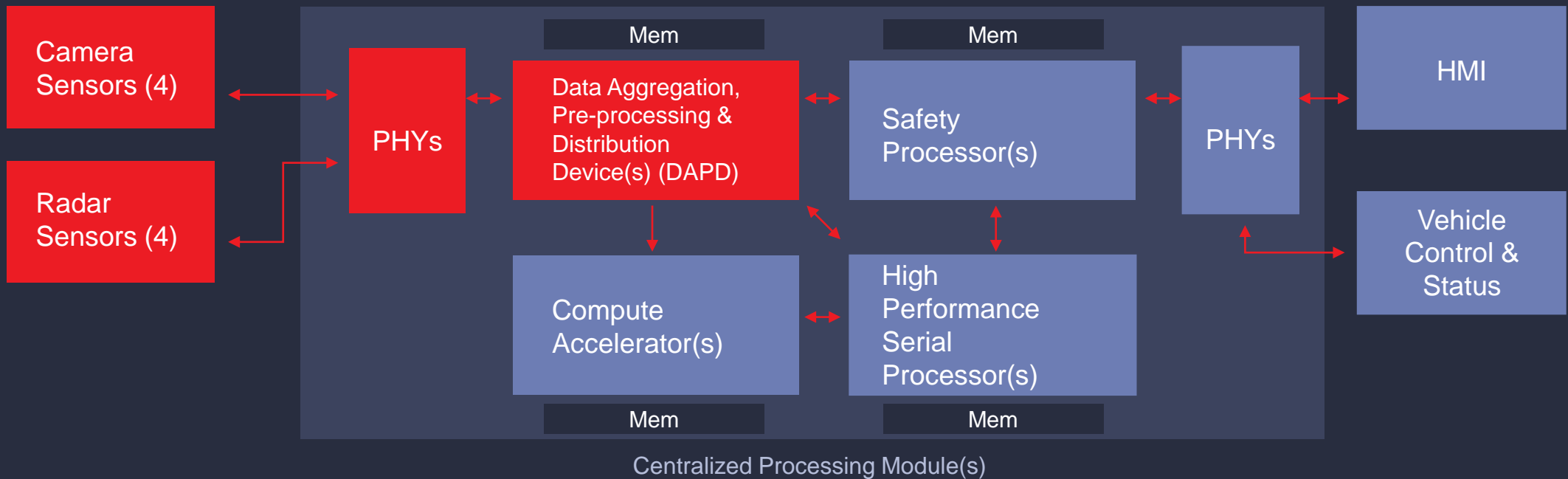
# ➤ Zynq Scalability: From Edge to Central Module





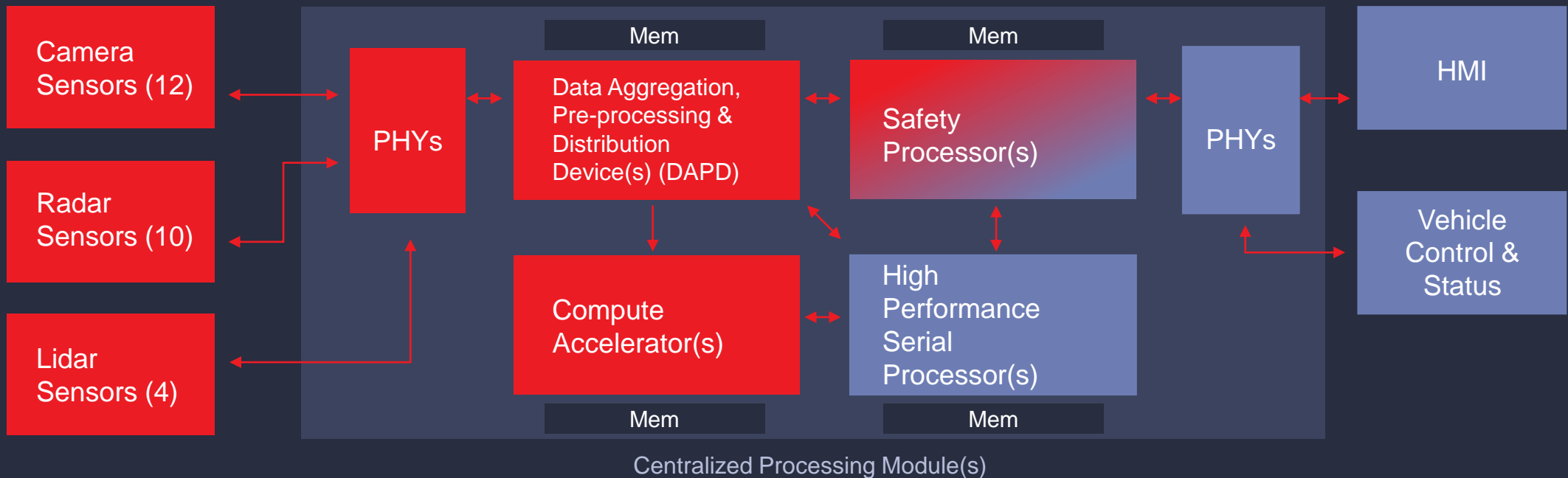
# ➤ FY19 Typical Content and Average Value

ADAS system (the majority of FY19 auto revenue)



FY19 Average Content - \$10-15

# ➤ FY24 Expanded Content in Autonomous Driving



Projected FY24 Average Content - \$40-60

# ➤ The Redefinition of Cars is a Multi-Billion Dollar Opportunity for Xilinx

## ADAS

60+ millions of automotive grade units shipped for ADAS – to date

 **MAGNA**



## In-Cabin Experience

MBUX Interior Assistant in Mercedes Benz GLE & CLA

AI-based gesture input system, powered by Zynq® UltraScale+™ MPSoC

**DAIMLER**

## Automated Driving

Xilinx selected to power the ZF AI-based control unit, ProAI for automated driving



FY 20

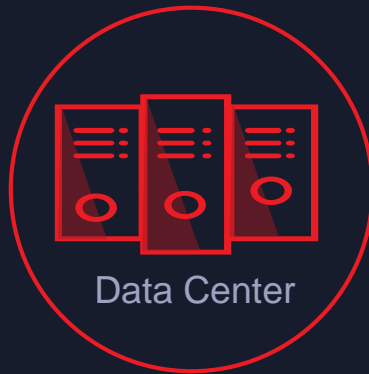
FY 24

# ➤ Megatrends, Growing Diverse SAM, and Share Gains Drive Sustained High Growth



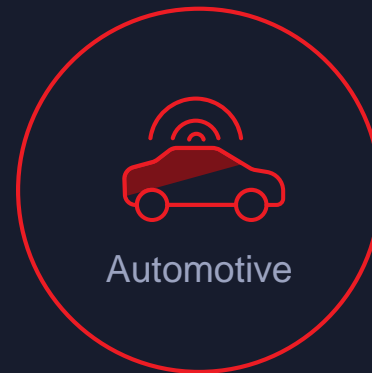
5G

3-4X versus 4G



Data Center

\$1B+ by FY23

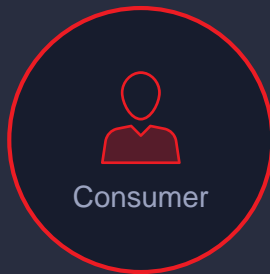


Automotive

4X content by FY24



Broadcast



Consumer



A&D



Industrial



TME

Core Markets SAM FY20-24 CAGR of 10%