WE BUILD TOGETHER
THE FUNDAMENTS OF THE FUTURE

MIROSLAW OSIECKI
DELL ACCOUNT MANAGER CEE&WER

DELL TECHNOLOGIES FORUM 2019
SCALE

>2B PERSONAL COMPUTERS

14 FABS

107K EMPLOYEES

IN 46 COUNTRIES
OUR HISTORICAL TAM...
LIMITED GROWTH OPPORTUNITIES

~$35B

PC CPU
(x86 compute)

SERVER CPU
(x86 compute)

~$17B

2018 MSS

>90% MSS

TOTAL TAM
~$52B

SOURCE: 2018 INTEL REVENUE IS BASED ON INTEL FINANCIALS. 2018 TAM IS BASED ON ANALYSISATION OF ANALYST DATA AND INTEL ANALYSIS. PC AND SERVER INCLUDE CPU AND CHIPSETS REVENUE.
2023F TAM is based on an amalgamation of analyst data and Intel analysis, based upon current expectations and available information and is subject to change without notice. PC-Centric includes CPU & Chipsets, Connectivity (including moderns other than 5G smartphone), Gateways, Gaming Consoles, Memory and Discrete Graphics. Data-Centric includes Data Center and Networking Compute, Memory, Storage and Connectivity, and IOT addressable Logic ASIC/ASSP, MPU, MCU, DSP for Industrial, Transportation, Automated Driving, Retail, Video Surveillance, Healthcare, Public Sector, Office Automation, Gaming and Smart Home. IOT also includes MaaS and intelligent transportation enabled data opportunities.
OUR STRATEGY

MAKE THE WORLD’S BEST SEMICONDUCTORS

LEAD THE AI, 5G, AND AUTONOMOUS REVOLUTION

BE THE LEADING END TO END PLATFORM PROVIDER FOR THE NEW DATA WORLD
OUR GAME PLAN... REDEFINING INTEL INSIDE

INTEL INSIDE = CPU INSIDE A PC AND SERVER

INTEL INSIDE = XPU PLATFORMS INSIDE EVERYTHING
MACRO TRENDS

CREATE

CONNECT

FOCUS

INTEL IS UNIQUELY POSITIONED TO CAPITALIZE ON TRENDS
PROJECT “ATHENA” INNOVATION PROGRAM

LAPTOP INNOVATION ROOTED IN HUMAN UNDERSTANDING

READY TO GO BEFORE YOU ARE

PERFORMANCE & RESPONSIVENESS

ARTIFICIAL INTELLIGENCE

FOCUS

ALWAYS READY

ADAPTIVE

WORRY FREE DAY OF BATTERY LIFE

ALWAYS FAST, RELIABLY CONNECTED

FORM FACTOR & INTERACTION
10TH GEN INTEL® CORE™ PROCESSORS

INCREASED PRODUCTIVITY AND PERFORMANCE SCALING FOR DEMANDING MULTITHREADED WORKLOADS
PLATFORM INNOVATION

OPTANE™
FASTER WI-FI
THUNDERBOLT™ 3
CHASSIS
BATTERY LIFE
INTEL® OPTANE™ MEMORY VISION

TRADITIONAL MEMORY/STORAGE
- Processor → Memory
- Chipset → Storage

INTEL® OPTANE™ MEMORY
- Processor → System Accelerator
- Memory
- Chipset → Storage

2LM
- Processor → Memory Expansion & System Accelerator
- Memory
- Chipset → Storage

PERSISTENT MEMORY
- Processor → Memory Expansion & Persistent Memory

**Accelerated system responsiveness**

**Optimized productivity**

**Improved overall system performance/ responsiveness**

**Zero power instant on**

**Lower cost memory capacity upgrades**

**High performance/ responsiveness for system and applications**

**Near instant reboot**

**Responsive task switching between all apps in system**

**Manipulate CC app content with real time responsiveness**
INTEL® OPTANE™ MEMORY H10 WITH SOLID STATE STORAGE

WORKING DATA

CLIENT

FAST ACCESS

CAPACITY DATA

LARGE CAPACITY
THE DATA-CENTRIC WORLD

ACCESS THE VALUE OF DATA
Over half of the world's data was created in the last 2 years. Less than 2% has been analyzed.

Source: Data Age 2025, sponsored by Seagate with data from IDC Global DataSphere, Nov 2018
INDUSTRY MEGA TRENDS

PROLIFERATION OF CLOUD COMPUTING

GROWTH OF AI & ANALYTICS

CLOUDIFICATION OF THE NETWORK & EDGE
# Data-Centric Portfolio

## Move Faster
- **Intel® Ethernet 800 Series**

## Store More
- **Intel® Optane™ DC Persistent Memory**

## Process Everything
- **2nd Generation Intel® Xeon® Scalable**
- **Intel® Xeon® D-1600**
- **Intel® Agilex™ FPGA**

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<thead>
<tr>
<th>Component</th>
<th>Image</th>
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<tr>
<td>Intel® Ethernet 800 Series</td>
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SECOND GENERATION INTEL® XEON® SCALABLE PROCESSORS
PERFORMANCE TO PROPEL INSIGHTS

95 WORLD RECORDS AND COUNTING...

8+ SOCKETS IN A SYSTEM
4.4 GHz TURBO BOOST TECHNOLOGY 2.0
36TB SYSTEM MEMORY IN A EIGHT SOCKET SYSTEM
2X SYSTEM MEMORY CAPACITY
2933 MT/s DDR4

USING INTEL® OPTANE™ DC PERSISTENT MEMORY AND DRAM
COMPARING TO INTEL® XEON® PLATINUM 8180 PROCESSOR

2nd Gen Intel® Xeon® Scalable Processor

95 World Records featuring Intel® Xeon® processors as of September 14, 2018.
PROVIDING VALUE ON MULTIPLE VECTORS