Rambus

Company Overview

About Rambus

Our business is rooted in developing technologies and solutions that serve the needs of the market from the Data Center to the Mobile Edge. From our foundation in memory and interfaces, we leverage our history of high-speed circuit design leadership to create high-performance, low-power memory and serial link interface chips and IP cores to meet the needs of increasingly complex Data Center requirements. Our Security Division is dedicated to providing a secure foundation for a connected world. Integrating technologies from acquisitions in cryptography, mobile payments, and smart ticketing, our innovative solutions span areas including tamper resistance, network security and trusted transaction services. Our technologies protect billions of licensed products annually, providing secure access to data and creating an economy of digital trust between our customers and their customer base. And we never stop inventing. The work that is developed out of our Emerging Solutions Division is geared towards advancing compute architectures, capturing information-rich data through optical sensing, and providing superior light quality and control through LED lightguides. Inspired by the innovative thinking at the heart of Rambus Labs, our inventors and engineers are working to translate extraordinary theory into everyday practice.

At Rambus, we are makers of better.

For more information, visit us at **rambus.com**

Company Facts

- NASDAQ: RMBS; incorporated in 1990; IPO in 1997
- Headquartered in Sunnyvale, CA
- Operations throughout North America, Europe & Asia
- Q416 Revenue: $97.6M; 2016 Revenue: $336.6M
- ~800 employees
- ~2,500 patents & applications

Executive Team

Dr. Ronald Black
President and Chief Executive Officer

Craig Hampel
Chief Scientist

Jae Kim
Senior Vice President and General Counsel

Krishna Moorthy
Vice President and Managing Director IDC

Jerome Nadel
Senior Vice President
and Chief Marketing Officer

Rahul Mathur
Senior Vice President
and Chief Financial Officer

Kit Rodgers
Senior Vice President, Licensing
and Technology Partnerships

Dr. Martin Scott
Chief Technology Officer

Luc Seraphin
Senior Vice President and General
Manager, Memory and Interfaces Division

Laura Stark
Senior Vice President and General
Manager, Emerging Solutions Division

Markets Served

Data Center
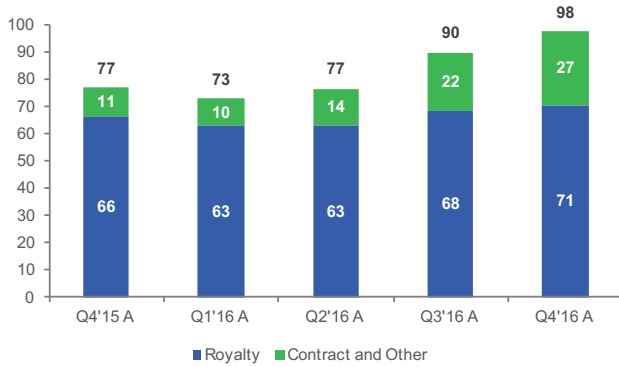
- Acceleration + lower power
- System-level architectures
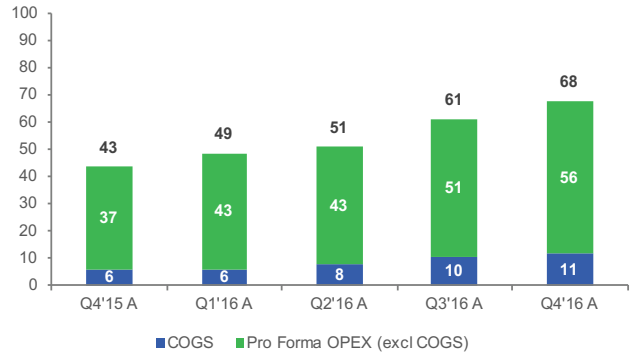- Innovative products to support needs

Mobile Edge

- Secure endpoints = secure data
- Hardware root-of-trust
- Value and monetization
  for end-user services

This document contains non-GAAP financial measures. Reconciliations of these non-GAAP financial measures to the most directly comparable measures calculated in accordance with GAAP are posted on our website at rambus.com.
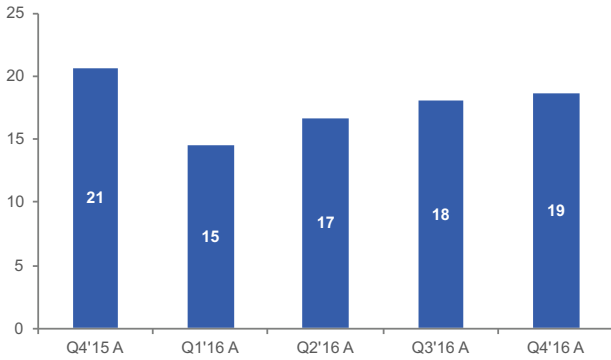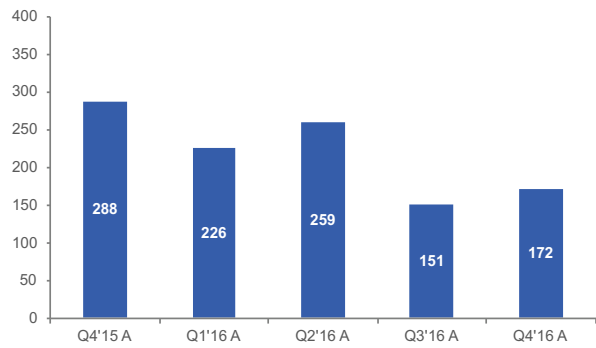
Revenue ($M)

	Q4'15 A	Q1'16 A	Q2'16 A	Q3'16 A	Q4'16 A
Total	77	73	77	90	98
Contract and Other	11	10	14	22	27
Royalty	66	63	63	68	71

Pro Forma Expenses ($M)

	Q4'15 A	Q1'16 A	Q2'16 A	Q3'16 A	Q4'16 A
Total	43	49	51	61	68
Pro Forma OPEX (excl COGS)	37	43	43	51	56
COGS	6	6	8	10	11

Pro Forma Net Income ($M)

	Q4'15 A	Q1'16 A	Q2'16 A	Q3'16 A	Q4'16 A
	21	15	17	18	19

Cash and Marketable Securities ($M)

	Q4'15 A	Q1'16 A	Q2'16 A	Q3'16 A	Q4'16 A
	288	226	259	151	172

Certain amounts may be off by $1M due to rounding.

Rambus **R** makers of better

rambus.com