

# SolidRun

## Company Overview

November 2018

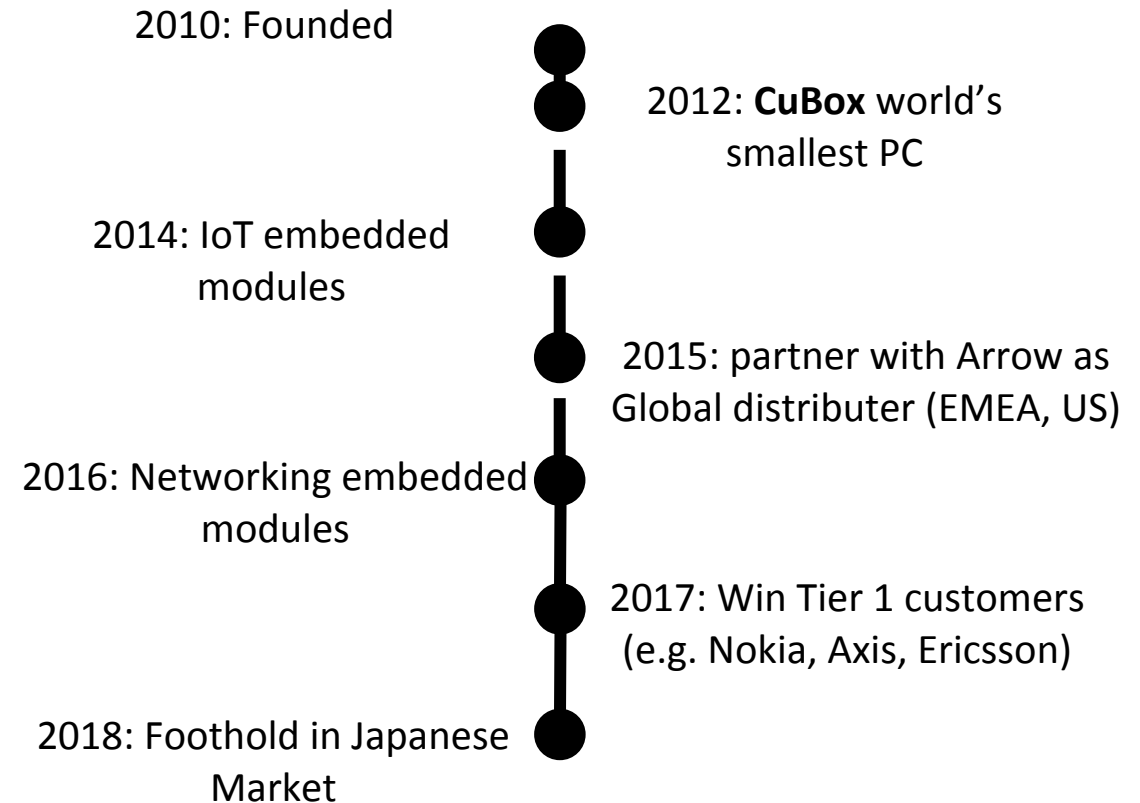
## Embedded Edge Computing

Dr. Atai Ziv  
CEO

## About

- SolidRun is a developer and producer of a range of embedded computers and servers for the edge computing market.
- HQ Office located in Yokne'am Illit, Israel. Additional engineering support in Europe.
- Private, Self-funded. Kossay Omary (co-founder), Rabeeh Khoury (co-founder), Dr. Atai Ziv (CEO).
- Diversified global B2B customer base
- HC - 25 (48% R&D)
- Fast growing: **100% CAGR** in 2018 (\$9M, Profitable)
- Investing in breakthrough innovation within high growth segments

## Major Milestones



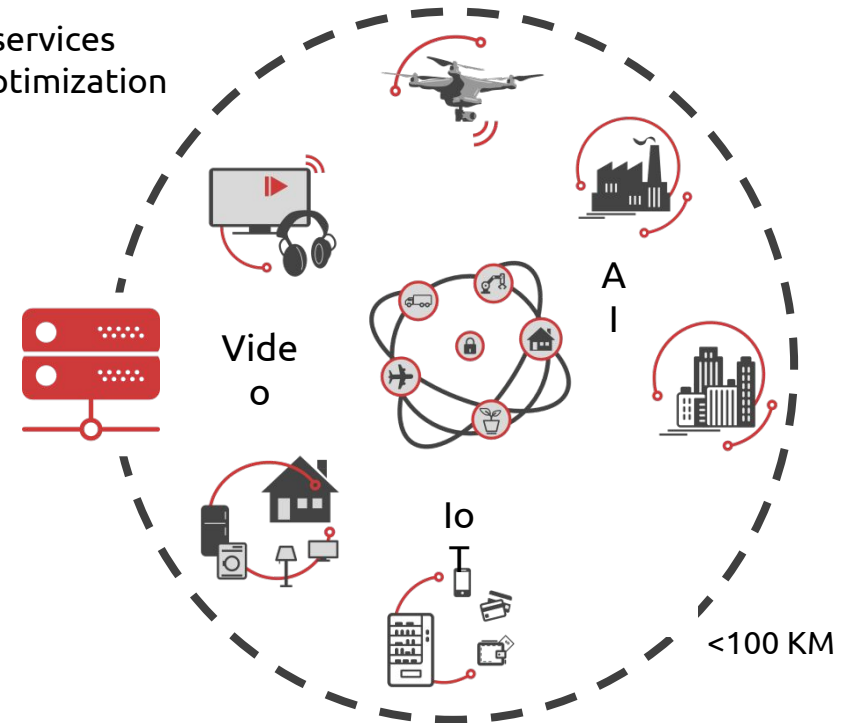
## The Cloud

Remote data center



## The Edge

Data processing closer to services  
allows real-time analytics & optimization



Internet of things (IoT), Artificial intelligence (AI) and video streaming deployments will drive Edge Computing market growth, projected to exceed **\$9.2B** by 2023 - CAGR of **%27.3**

**SolidRun is leading the edge computing revolution  
by providing modular low-power dense computers and servers**

SolidRun has over 75 active customers from more than 23 countries around the world.

## Industrial & IoT (Gateway)



**Inspectron Tools**

Inspection tools & systems .  
USA



**Servotronix**

Control & automation solutions  
Israel



**Nokia**

Communication solutions.  
Finland



**Axis Communication**

Security systems.  
Sweden



**AeroVironment**

Tactical areal systems.  
USA



**Vivi**

Smart classroom systems.  
Australia

## Network (Node)



**Hewlett Packard  
Enterprise**

**HPE**

IT enterprise solutions.  
USA



**Ericsson**

Telecommunications.  
Sweden



**Voleatech**

Network solutions.  
Germany



**PicoCELA**

Multi-hop connectivity solutions.  
Japan



**Gigaclear**

Fiber broadband systems.  
UK



Your Network's Edge

**RAD**

Network edge solutions.  
Israel



## Selected Global Distributors



Arrow Electronics




Digi-Key Electronics



Reach Further™

Avnet

As a leading technology vendor, SolidRun partners with primary technology vendors allowing early access to roadmaps and joint marketing. The company invests in various sales and marketing avenues including social media, key exhibitions and events, and online promotions.

Technology Partners	Manufacturing	Products	Sales	Customer Segments
	<b>EMS</b> Fabless manufacturing enabling a flexible and capital efficient business model.	<ul style="list-style-type: none"> <li>• Embedded computers</li> <li>• Industrial PC</li> <li>• vCPE &amp; Telecom solutions</li> <li>• Dense Servers</li> <li>• Services</li> </ul>	<ul style="list-style-type: none"> <li>• Online</li> <li>• Direct: ~ 80%</li> <li>• Indirect: Global and local distributors</li> </ul>	<ul style="list-style-type: none"> <li>• IoT B2B: Retail, Education, Cities, Manufacturing and others</li> <li>• Telecom</li> <li>• IT</li> </ul>

## SolidRun Unveils the First ARM Based COM Express type 7 Module

28 June  
2017

SolidRun announces the industry's first COM Express Type 7 module based on the ARM architecture.

With two 10 Gigabit Ethernet ports, the CEx7 A8040 COM targets enterprises, high-speed network applications in data centers, internet protocol appliances, unified control and data planes, network functions virtualization (NFV), secured routers, software defined networking, and virtual customer premises equipment.

## Linux-driven IoT gateway hooks up to Google Cloud IoT services

20 December 2017

SolidRun's "ClearCloud 8K" IoT gateway runs Linux on a new "Single Shot" version of its quad -A72 MacchiatoBIN SBC with 1-, 2.5-, and 10GbE ports, and links to Google Cloud IoT Core.

SolidRun has launched a MacchiatoBIN ClearCloud 8K IoT gateway appliance with built-in software for connecting to Google's beta-level Cloud IoT Core services (see farther below). The \$399 box is built around SolidRun's new, \$269 "Single Shot" version of its \$349, open-spec, Marvell MacchiatoBIN Mini-ITX networking SBC.

## SolidRun has been selected as an early access Partner for the New i.MX8M Processor

14 March  
2017

Following their successful solutions based on NXP i.MX 6 applications processors, SolidRun has been selected by NXP as an early access partner to be among those to lead the roll-out of the powerful new i.MX 8M family of processors.

SolidRun's impressive track record of embedded computing solutions includes the CuBox mini-computers, SOMs (System on Module) & SBCs (Single Board Computer), based on a variety of powerful processor families designed for full modularity, "Mix and Match" abilities and ease-of-use for a range of application developments and deployment.

## SolidRun & PicoCELA Form Partnership Launching PCWL-0400

16 October 2018

PicoCELA corporation [...] developer of wireless backhaul technology, and SolidRun [...] developer of embedded solutions and edge systems, jointly announce their cooperation in global marketing and distribution of the co-developed PCWL-0400.

Recently announced, PicoCELA's PCWL-0400 is a high-performance edge computer with enterprise wireless LAN and multi-hop back-haul functionality. It is positioned to simplify large wireless networks, reduce operating costs by over 70%, allow for added edge processing abilities, and provide users with seamless transition between nodes.





## i.MX 8M

Advanced Audio, Voice and Video

## i.MX 8X

Safety Certifiable and efficient performance for industrial automation & control, HMI, robotics, building control,



## LS1028A

**TSN-enabled** Ethernet switch and Ethernet controllers for Industrial applications



## i.MX 8M Mini

Power efficient computing for edge node and machine learning applications

## Embedded Building Blocks 2019

## 2018



## i.MX 6 / Atom E8000

General purpose Media and IoT



## CuBox Prime

Smallest Fanless PC in the world

## Platforms



## Airsense Gateway (Nokia)

Integrated, scalable and modular gateway



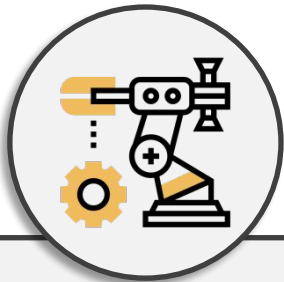
## vAI Platform

Integrated gateway with SOC and AI

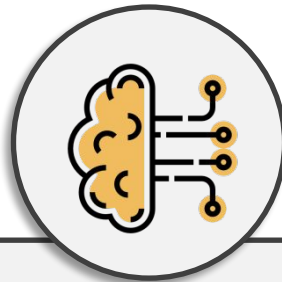


SolidRun is investing in ongoing development of its existing System on Modules (SOMs), Single Board Computers (SBCs) and embedded computer portfolios. In addition, the company is expanding into new high-growth segments.

## New Product Families



The Industrial Internet of Things (IIoT) market is predicted to reach \$123B in 2021, attaining a CAGR of 7.3% through 2020.  
**Innovation: Modular TSN based gateway**



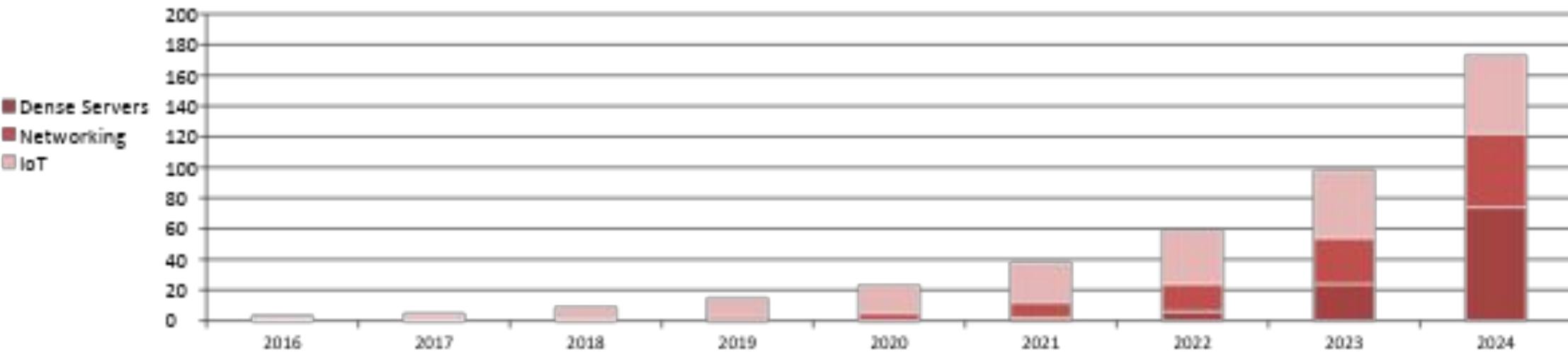
The Artificial Intelligence (AI) platform market is expected to reach \$9.88B by 2022, at a CAGR of 30.5%.  
**Innovation: Generic Neural Gateway integrating AI SDK and Edge computer**



The Data Centre Liquid Cooling Market is expected to reach \$4.55B by 2023, at a CAGR of 27.7%.  
**Innovation: Disruptive Technology allowing 90% smaller footprint and 30% lower power consumption for Micro Data centres**

SolidRun's business model is based on profitable high growth creating value for shareholders. The company is expected to reach positive EBITDA during 2019. The below represents a 2018 management BP draft.

## Revenue by LoB (\$M)



	2016	2017	2018	2019	2020	2021	2022	2023	2024
IoT	2.7	4	7.7	12	18	26	35	44	51
Networking	0.4	0.6	1.2	2.6	5	10	18	30	48
Dense Servers	-	-	-	-	-	2	6	24	74
Total	3.1	4.6	8.9	14.6	23	38	59	98	173
CAGR		49%	92%	64%	59%	64%	55%	67%	77%

## **SolidRun is leading the edge computing revolution**

*Providing modular energy efficient dense computers and servers*

## **Robust partner network and development ecosystem**

*Close partnerships with key technology designers and application developers*

## **Improving business model**

*Adjustment and adoption of key technologies to meet the needs of tomorrow*

**[www.solid-run.com](http://www.solid-run.com)**

**For more information: [atai@solid-run.com](mailto:atai@solid-run.com)**