

# Corporate Backgrounder



- **Headquarters:** Aliso Viejo, California
- **Employees:** More than 1000
- **Fiscal 2010 Revenue:** \$549.1 million

[www.qlogic.com](http://www.qlogic.com)

## Overview

A leading provider of data, server, and storage networking infrastructure solutions, QLogic® (NASDAQ: QLGC) is focused on the predictability and consistency of infrastructure—a key requirement of application owners. Using a protocol-agnostic approach, QLogic provides end-to-end, integrated solutions that address the broad networking spectrum. The company's leadership in technology integration, maturity of software stack, and advantage in time-to-market make it the top choice to address I/O requirements in a virtualized world. Channel partners and leading OEMs, such as Cisco, Dell, EMC, HP, Hitachi Data Systems, IBM, NetApp, and Oracle, rely on QLogic adapters, switches, routers, and ASICs for their data, storage, and server networking solutions. QLogic is a NASDAQ Global Select company and is included in the S&P 500.

## Product Portfolio



### ADAPTERS

- QLogic 2000 Series** Fibre Channel Adapters
- QLogic 3000 Series** Intelligent Ethernet Adapters
- QLogic 4000 Series** iSCSI Adapters
- QLogic 7000 Series** InfiniBand Adapters
- QLogic 8000 Series** Converged Network Adapters

### SWITCHES

- QLogic 1000 Series** Fibre Channel Edge Switches
- QLogic 3000 Series** Fixed-Port Fibre Channel Switches
- QLogic 5000 Series** Stackable Fibre Channel Switches
- QLogic 9000 Series** Fibre Channel Switches
- QLogic 9000 Series** InfiniBand Switches – DDR
- QLogic 12000 Series** InfiniBand Switches – QDR

### ROUTERS

- QLogic 6000 Series** Intelligent Storage Routers

## Highly Attractive Financial Model

- Significant financial strength—\$376 million in cash and zero debt
- 59 consecutive quarters of profitability\*
- Fiscal Year 2010 revenues of \$549.1 million (through 3/28/2010)
- \$162 million in cash from operations in FY10
- \$166 million of stock buyback in FY10; \$1.45 billion to date

## The Leader in Key Market Sectors

- 54.4 percent Fibre Channel adapter market share in CY09
- More than 70 percent blade server mezzanine card market share
- Market leader in iSCSI adapters

## Significant Competitive Advantages

- Owner of most established, proven Fibre Channel stack in the industry—more than 7.6 million Fibre Channel ports shipped
- Intellectual property portfolio spans specialized silicon for FCoE, Ethernet, and InfiniBand
- Latest in ASIC design technology—unparalleled in every respect

## World-Class Management Team

- Relentless focus on market leadership and execution

\* Non-GAAP

# Corporate Backgrounder

## Industry and Technology Leadership



QLogic is an industry and technology leader with a consistent track record of being first to introduce innovative new technology.

### Industry Firsts

- 1<sup>st</sup> to run offloaded Fibre Channel over Ethernet (FCoE), iSCSI and IP (Ethernet) traffic concurrently
- 1<sup>st</sup> to perform switch-agnostic, virtual machine (VM)-to-VM communication within physical machines
- 1<sup>st</sup> to deploy quad 1GbE and dual 10GbE ports from a single chip, using advanced FlexLOM™ technology
- 1<sup>st</sup> single chip FCoE Converged Network Adapter
- 1<sup>st</sup> FCoE Switch ASIC with flex port technology, enabling ports to be dynamically allocated to support Fibre Channel, iSCSI or FCoE data—instantaneously
- World's first and only 10GbE iSCSI router
- 1<sup>st</sup> FCoE Converged Network Adapter
- 1<sup>st</sup> 20Gb Fibre Channel technology
- 1<sup>st</sup> end-to-end 8Gb Fibre Channel network
- 1<sup>st</sup> FCoE SAN (with NetApp)
- 1<sup>st</sup> adapter-to-fabric portfolio for storage and HPC
- 1<sup>st</sup> transparent Fibre Channel blade server switch
- 1<sup>st</sup> stackable Fibre Channel switch
- 1<sup>st</sup> Fibre Channel switch with 10Gb Fibre Channel technology
- 1<sup>st</sup> Fibre Channel blade server switches and adapters
- 1<sup>st</sup> 2Gb Fibre Channel switch
- 1<sup>st</sup> dual-port adapter on a chip
- 1<sup>st</sup> hard disk controller with embedded transceiver
- 1<sup>st</sup> embedded Fibre Channel transceiver

### Industry Memberships

- Ethernet Alliance (EA)
- Storage Networking Industry Association (SNIA)
- Fibre Channel Industry Association (FCIA)
- InfiniBand Trade Association (IBTA)
- StorageNetworking.org
- Green Grid Consortium
- Blade.org
- OpenFabrics
- HyperTransport Consortium
- PCI-SIG

## Market Leadership

QLogic is a market leader in both market share positions for key products and in third-party recognition.



### Market Share Leadership

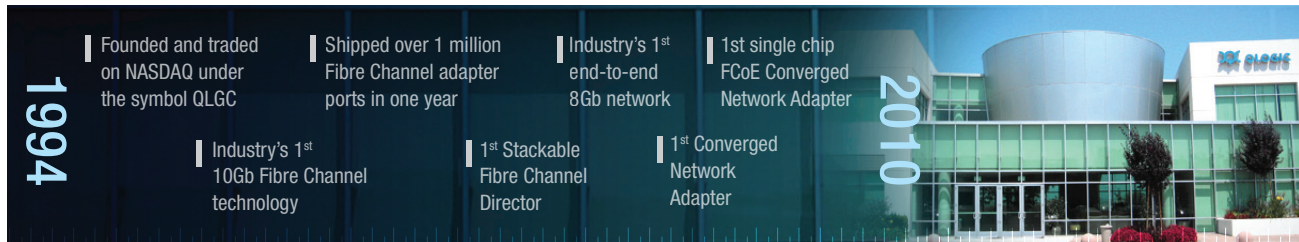
- #1 Fibre Channel adapters
- #1 Fibre Channel adapters for blade servers
- #1 transparent Fibre Channel switches for blade servers
- #1 stackable Fibre Channel switches
- #1 iSCSI adapters
- #1 iSCSI adapters for blade servers
- #1 DDR InfiniBand switches

### Recent Third-Party Recognition for Market Leadership

- 2010 QLogic leads the Fibre Channel Adapter market by 19 percentage points and has been the market leader for six consecutive years -Dell'Oro Group
- 2009 Everything Channel Awards QLogic Five-Star Partner Program Guide Certification for Fourth Consecutive Year
- 2009 QLogic Wins "Silver" Networking Product of the Year Award (QLogic 8100 Series) -SearchStorage/Storage Magazine
- 2009 Best FCoE Connectivity Solutions StorAge Magazine (8100 Series adapters)
- 2009 Annual HPCwire Editors Choice Award
- 2008 AEA Product of the Year (QLogic 8Gb network)
- 2008 QLogic Receives VARBusiness Gold Five-Star Award
- 2008 Technology Council Company of the Year
- 2008 Storage Magazine Product of the Year Finalist (QLogic 8Gb network)
- 2007 Storage Magazine Product of the Year Silver Award (QLogic 9000 Series)
- 2007 Forbes 200 List of Best Small Companies
- 2007 Best Practices Award
- 2007 Five-Star Rating from VAR Business and Government VAR Magazines
- 2006 QLogic Named to NASDAQ Global Select Market
- 2006 Windows IT Pro Readers Choice Award (QLogic Switches)
- 2006 Big Bytes Awards (Customer: Saturday Night Live)
- 2006 Best Practices Award (Customer: Digital Film Tree)
- 2006 Global Technology Distribution Council's Inaugural Rising Star Award
- 2006 Forbes 200 List of Best Small Companies

# Corporate Backgrounder

## Company History



### 2010

- QLogic introduces four key, flexible, business-enabling I/O interconnect capabilities: ConvergeFlex™: Concurrent Protocol Processing Services, VMflex™: Advanced Virtualization Services, FlexOffload™: Multiple Protocol Offload Services and SecureFlex™: Data Security Services
- Introduced “Bullet” FCoE Switch ASIC with flex port technology supporting Fibre Channel, iSCSI and FCoE data instantaneously

### 2010

- Acquired NetXen and Intelligent Ethernet Adapter products
- Introduced industry's first fully-integrated single-chip Converged Network Adapter with full FCoE offload, based on the breakthrough Network Plus Architecture

### 2008

- Introduced industry's 1<sup>st</sup> FCoE Converged Network Adapter
- Introduced industry's 1<sup>st</sup> end-to-end 8Gb network

### 2007

- 1<sup>st</sup> company to pass 40,000 DDR InfiniBand switch ports
- Demonstrated industry's 1<sup>st</sup> FCoE SAN with NetApp
- Introduced industry's 1<sup>st</sup> adapter-to-fabric portfolio for storage and HPC
- Introduced industry's 1<sup>st</sup> transparent Fibre Channel blade server switch

### 2006

- 1<sup>st</sup> company to ship over 1 million Fibre Channel adapter ports in one year
- Acquired SilverStorm Technologies and InfiniBand switch products
- Acquired PathScale, Inc. and InfiniBand adapter products

### 2005

- Acquired Troika Networks and storage virtualization products
- Introduced QLogic Global Services®
- 1<sup>st</sup> company to ship over 500,000 blade server adapter ports

### 2004

- Market share leader for Fibre Channel adapters
- Introduced industry's 1<sup>st</sup> stackable Fibre Channel switch
- Introduced industry's 1<sup>st</sup> 10Gb Fibre Channel technology

### 2003

- Introduced industry's 1<sup>st</sup> Fibre Channel blade server switches and adapters
- QLogic 2Gb Fibre Channel switches win Network Computing “Switch Product of the Year” award

### 2002

- QLogic 2Gb Fibre Channel adapters win Network Computing “Overall Storage Product of the Year” award

### 2001

- Introduced industry's 1<sup>st</sup> 2Gb Fibre Channel switch
- Acquired Little Mountain Group and iSCSI chip and adapter products
- Introduced iSCSI products

### 2000

- Introduced industry's 1<sup>st</sup> dual-port adapter on a chip
- Introduced industry's 1<sup>st</sup> InfiniBand switch
- Acquired Ancor Communications and switch products

### 1998

- Acquired Silicon Design Resources, Inc.

### 1997

- Introduced industry's 1<sup>st</sup> hard disk controller with embedded transceiver

### 1996

- Introduced industry's 1<sup>st</sup> embedded Fibre Channel transceiver

### 1994

- Founded and traded on NASDAQ under the symbol QLGC

# Corporate Backgrounder

## QLogic OEM Partners



## Recent Third-Party Recognition for Market Leadership



Corporate Headquarters QLogic Corporation 26650 Aliso Viejo Parkway Aliso Viejo, CA 92656 949.389.6000 [www.qlogic.com](http://www.qlogic.com)

Europe Headquarters QLogic (UK) LTD. Quatro House Lyon Way, Frimley Camberley Surrey GU16 7ER UK +44 (0)1276 804670

© 2010 QLogic Corporation. All rights reserved. QLogic, the QLogic Logo, the Powered by QLogic Logo, SmartWrite, Enterprise Fabric Suite 2007-2008, SANdoctor, HyperStack, QuickTools and SilverStorm are registered trademarks or trademarks of QLogic Corporation. All other brands and product names are trademarks or registered trademarks of their respective owners. Information supplied by QLogic is believed to be accurate and reliable.

QLogic Corporation assumes no responsibility for any errors in this brochure. QLogic Corporation reserves the right, without notice, to make changes in product design or specifications.