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This presentation contains forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. The words "anticipate," "expect," "believe," "will," "may," "should," "estimate," "project," "outlook," "forecast" or other similar words are used to identify such forward-looking statements. However, the absence of these words does not mean that the statements are not forwardlooking. The forward-looking statements represent NETGEAR, Inc.'s expectations or beliefs concerning future events based on information available at the time such statements were made and include statements regarding: the separation of the Arlo business, including NETGEAR's ability to pursue its long-term strategies; the potential spin-off of NETGEAR's remaining interest in Arlo, including whether the spin-off will occur and, if so, the timing of the spin-off; NETGEAR's future operating performance and financial condition, expected net revenue, GAAP and non-GAAP operating margins, and GAAP and non-GAAP tax rates; expectations regarding the timing, distribution, sales momentum and market acceptance of recent and anticipated new product introductions that position the Company for growth; and expectations regarding seasonal changes in the Company's business performance. These statements are based on management's current expectations and are subject to certain risks and uncertainties, including the following: future demand for the Company's products may be lower than anticipated; consumers may choose not to adopt the Company's new product offerings or adopt competing products; product performance may be adversely affected by real world operating conditions; the Company may be unsuccessful or experience delays in manufacturing and distributing its new and existing products; telecommunications service providers may choose to slow their deployment of the Company's products or utilize competing products; the Company may be unable to collect receivables as they become due; the Company may fail to manage costs, including the cost of developing new products and manufacturing and distribution of its existing offerings; the Company may fail to successfully continue to effect operating expense savings; changes in the level of NETGEAR's cash resources and the Company's planned usage of such resources, including potential repurchases of the Company's common stock; changes in the Company's stock price and developments in the business that could increase the Company's cash needs; fluctuations in foreign exchange rates; and the actions and financial health of the Company's customers. Further, certain forward-looking statements are based on assumptions as to future events that may not prove to be accurate. Therefore, actual outcomes and results may differ materially from what is expressed or forecast in such forward-looking statements. Further information on potential risk factors that could affect NETGEAR and its business are detailed in the Company's periodic filings with the Securities and Exchange Commission, including, but not limited to, those risks and uncertainties listed in the section entitled "Part II - Item 1A. Risk Factors," in the Company's quarterly report on Form 10-Q for the fiscal quarter ended July 1, 2018, filed with the Securities and Exchange Commission on August 3, 2018. Given these circumstances, you should not place undue reliance on these forward-looking statements. NETGEAR undertakes no obligation to release publicly any revisions to any forward-looking statements contained herein to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events, except as required by law.

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## Mission

Be the innovative leader in connecting the world to the Internet.

## 3Q18 Highlights

Record Quarterly Revenue of \$400.6 million

50% Market Share in Total WiFi Networking Devices<sup>1</sup>

60% Market Share in Retail Switches<sup>2</sup>

Successful Arlo Technologies IPO on the NYSE

Acquisition of Meural

Launch of Orbi Voice



## Strategy for Growth







**TECHNOLOGY INFLECTION** 

**CREATE NEW CATEGORIES** 

RECURRING SERVICE REVENUE



Mesh



5G



11ax



**Content Streaming** 



Gaming

## Key Technology Inflections





PoE+



10 Gig



Pro AV



Mesh

### The NETGEAR Evolution

FROM A LARGE INSTALLED BASE WITH LIMITED ENGAGEMENT...



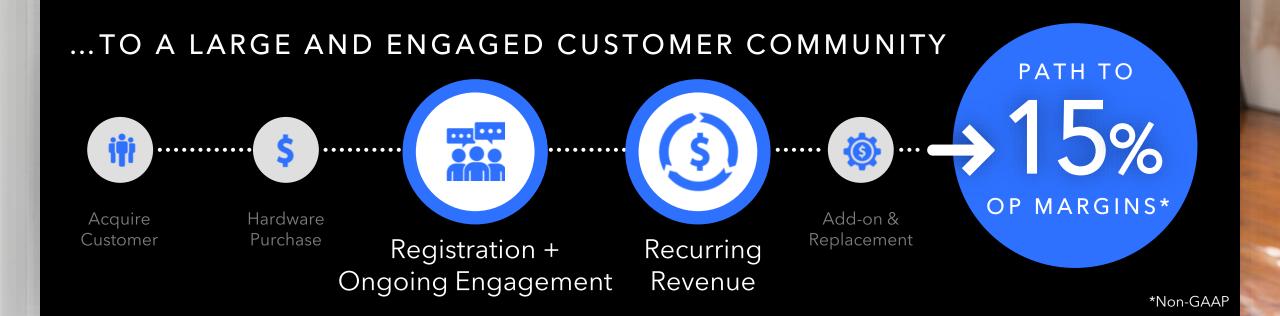
Target Customer



Hardware Purchase



Wait for Next Upgrade



### Connected Home Services



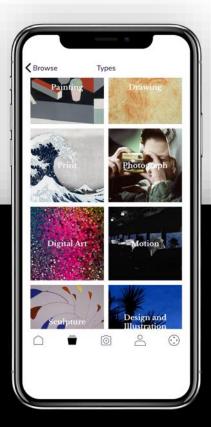






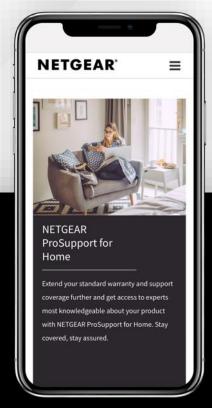










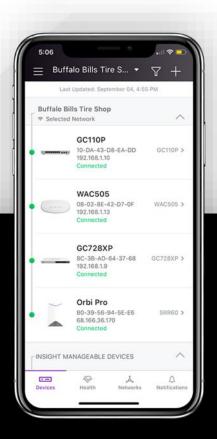


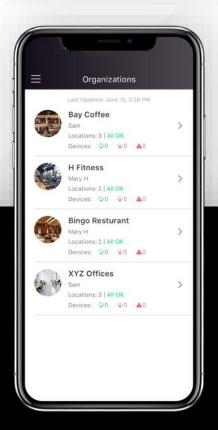
### **SMB Services**

### NETGEAR®

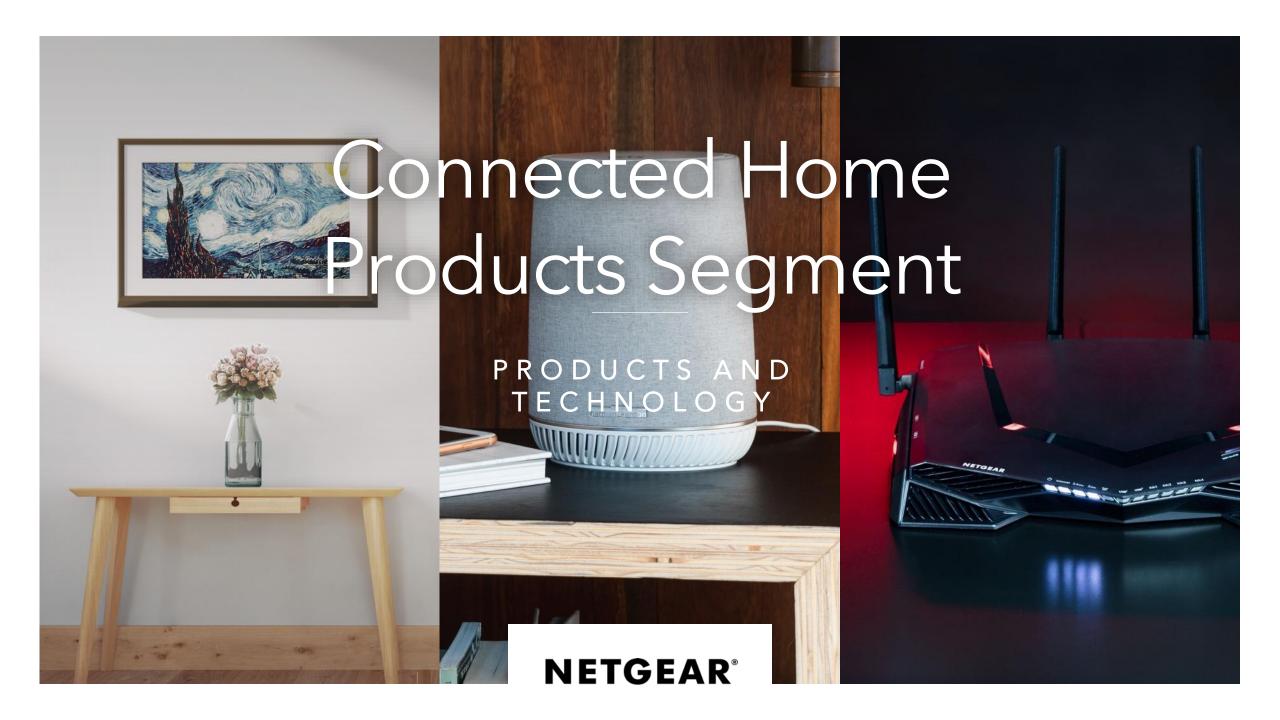


## NETGEAR® PROSUPPORT













**NIGHTHAWK®** 

## Designing for the Needs of Gamers



# Nighthawk Pro Gaming Driven by the Growth of eSports & Online Gaming

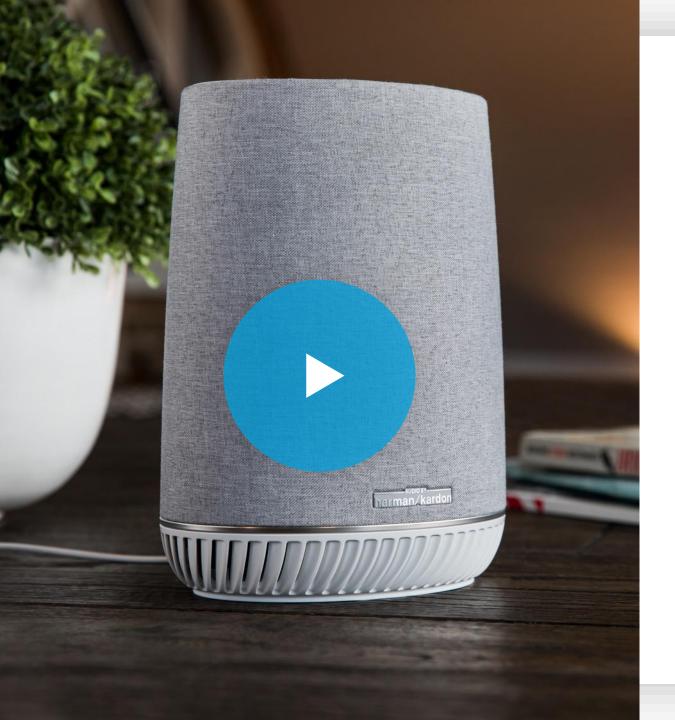
2.35B

Gamers worldwide growing to 2.75B by 2021

68%

Of gamers purchase hardware to improve or feel it's essential for gaming





## Orbi Voice

BETTER WIFI AND SOUND. EVERYWHERE.

https://www.youtube.com/watch?v=3n51QtdNZlo



"Orbi mesh networking system, this is a perfect add-on."

#### techradar.

"The union we've all been waiting for is here."

## engadget

"It's got serious sound...spreading internet while it's pumping tunes."





# | Tech**Hive**

"Why has no one thought of it before? ...packs a pretty good audio punch"



"In all, the thing is really cool!"



"something no other smart speaker does..."

#### **VentureBeat**

"Netgear is getting more hip."























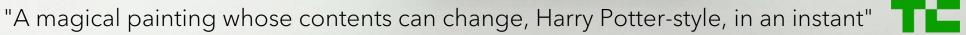
"...so realistic, you want to reach out and touch the brush strokes." TIME













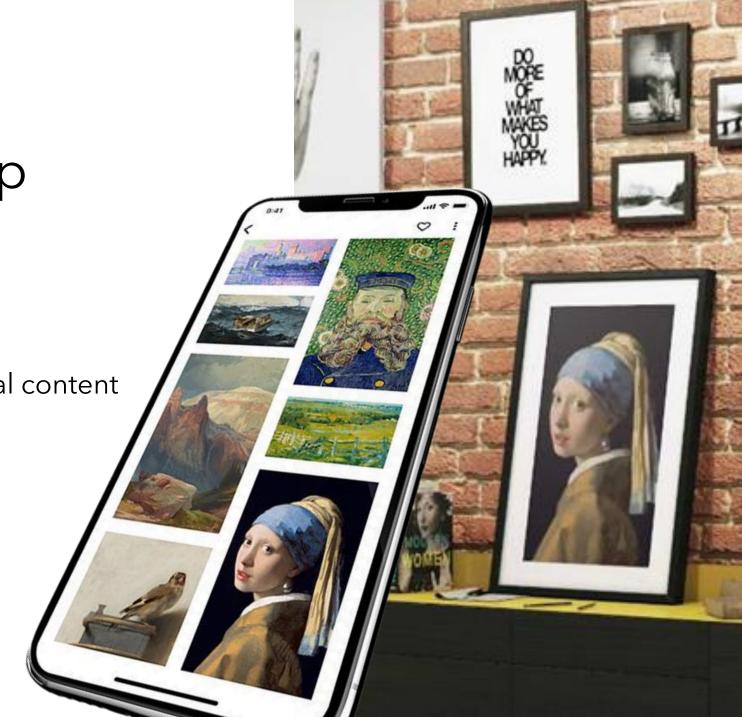
Meural Membership

Subscription \$49.95/year

• Unlimited access to 40,000+ digital content

Exclusive artwork & photography

• Strong membership attach



## **CHP Strategy**











Up ASP with new technology

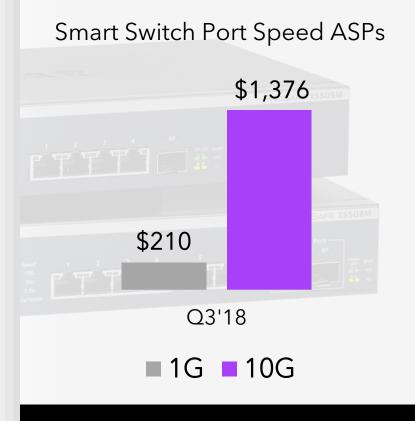
Drive new lifestyle category

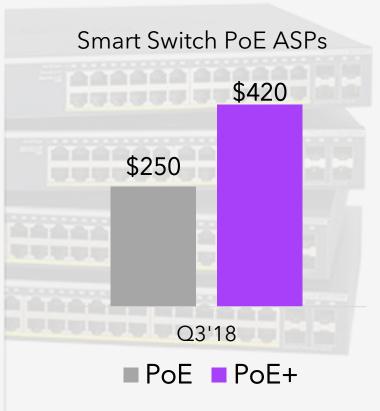
Sell services

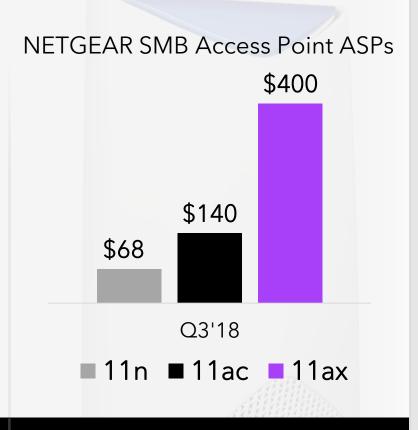


#### History of Innovation in SMB First DIY WiFi Mesh \*\*\* Solution for Business First App Managed **Access Point** First 10G Smart Switch First Smart 2018 Switch 2017 2017 2017 2014 2011 2010 Pro AV 48/96 2003 10G Switch First Fully **Autonomous Cloud** Flexible Mounting Management Switch Click Switch First Lightly Managed Plus Switch

### Upgraded Technology > 2x ASP...







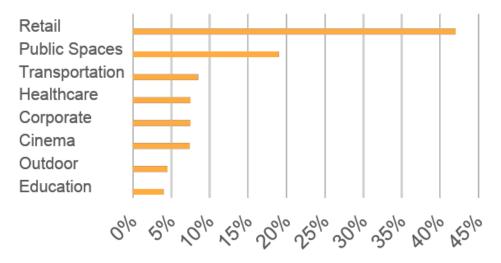
1Gbps 10Gbps

PoE PoE+

11ac - 11ax

#### AV Transitioning HDMI to Ethernet

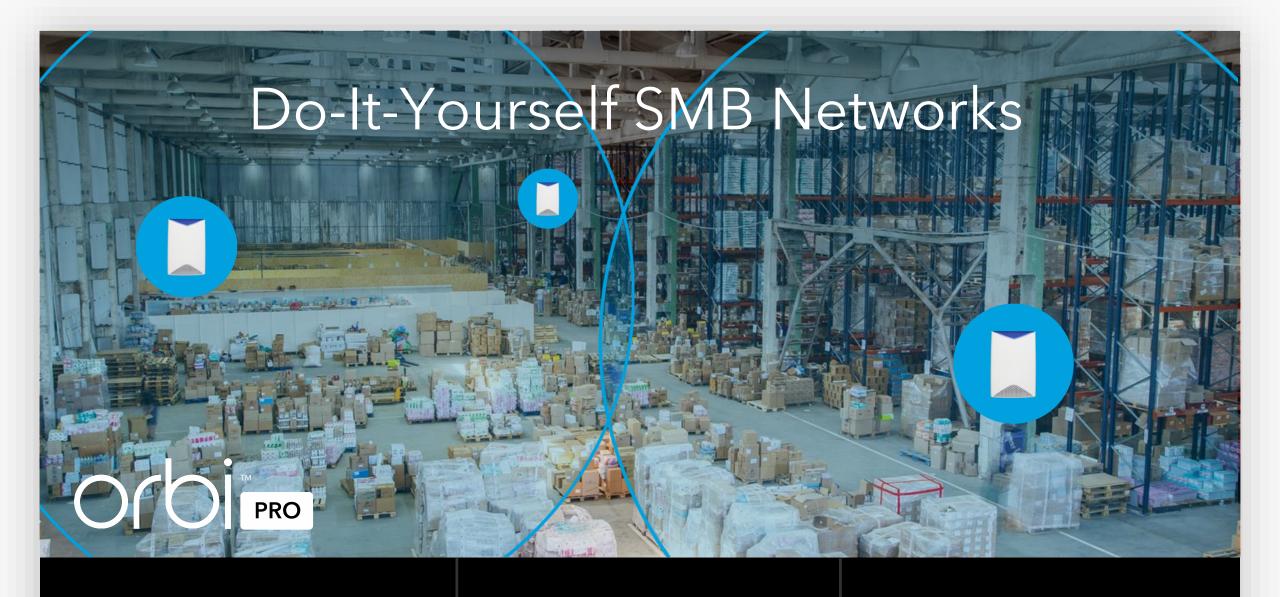
#### 2017 Pro-AV applications



Interconnect market is \$250M

Converting to AV-over-IP





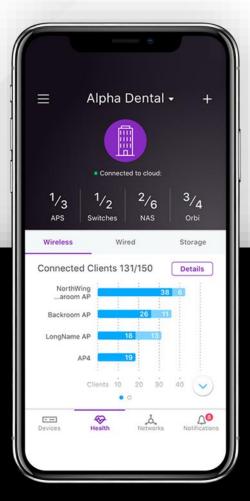
High-performance WiFi

DIY wire-free installation

Secure guest network

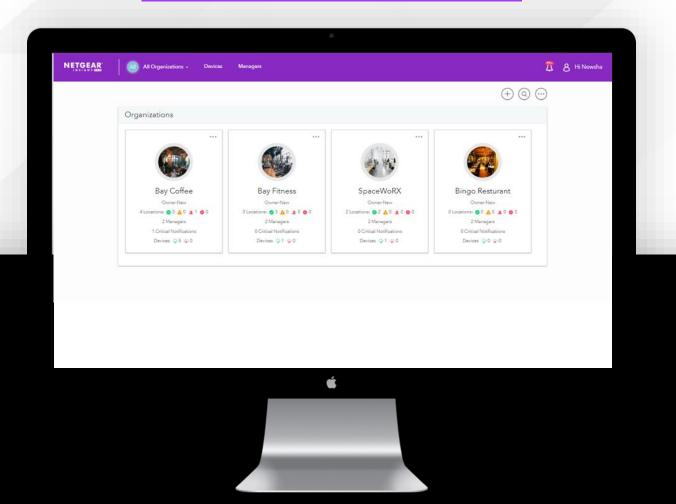


DIY \$5 per year per device



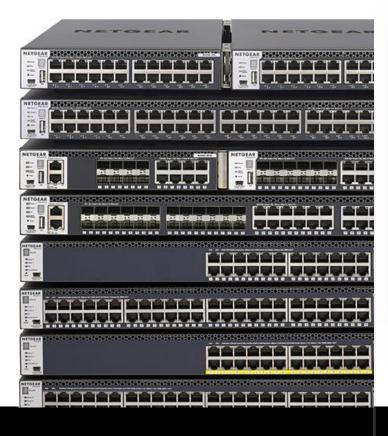


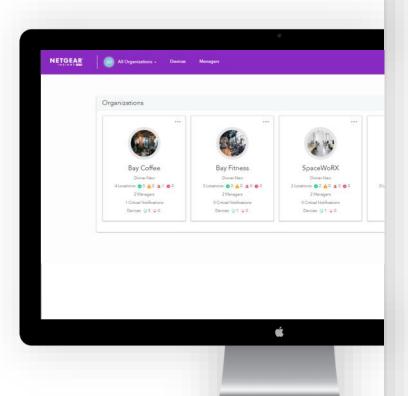
Managed Service Providers \$15 per year per device



## SMB Summary







Up ASP with new technology

Pro AV, Orbi, App Switches

Insight services

## Financials

**Note:** As of the time of this presentation's publication, NETGEAR is the majority owner of Arlo Technologies, Inc. Therefore, third quarter of 2018 results for Arlo Technologies are consolidated into NETGEAR's results, with the exception of the portion of net loss and loss per share attributable to the 15.8% of Arlo's common stock not owned by NETGEAR.

#### Quarterly Net Revenue

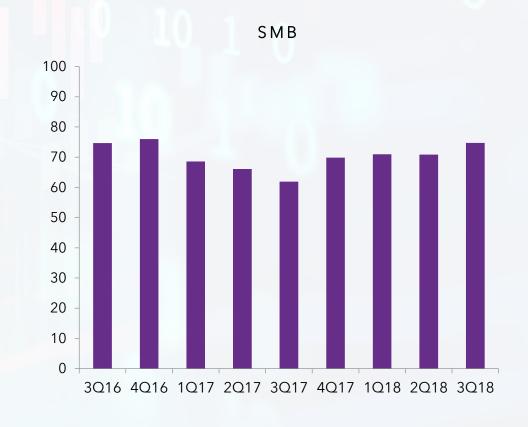
(Net Revenue, \$ Millions)





## Segment Performance (Net Revenue, \$ Millions)

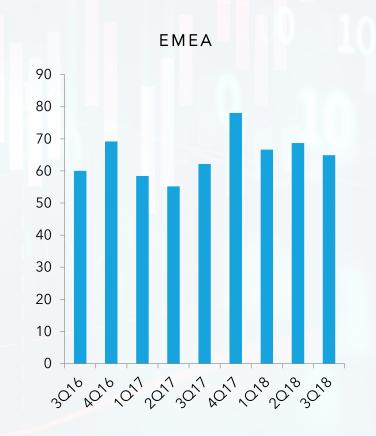


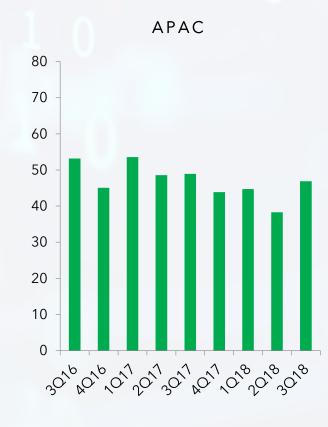


#### Regional Performance

(Net Revenue, \$ Millions)







## Operating Margin (Non-GAAP, % of Revenue)



## Earnings Per Share (Non-GAAP, \$ per Share)



Note: Third quarter of 2018 EPS results for NETGEAR, Inc. excludes the portion of Arlo Technologies' loss per share attributable to the 15.8% of Arlo's common stock not owned by NETGEAR.

#### Cash Balance

(Cash, Cash Equivalents and Short-Term Investments, \$ Millions)



Note: Third quarter of 2018 cash balance for NETGEAR, Inc. includes the cash, cash equivalents and short-term investments of Arlo Technologies, Inc., of which NETGEAR is the ~84.2% owner.