### **NETGEAR®**

# Corporate Overview

October 25, 2017



### Safe Harbor Disclosure

This presentation contains forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. Specifically, forward-looking statements within the meaning of the Safe Harbor include statements concerning: future financial performance; projections on market share and market growth; future market opportunities; NETGEAR's products and technology and their expected performance characteristics, specifications and specific uses; and anticipated new product offerings and features. These statements are based on management's current expectations and are subject to certain risks and uncertainties, including, without limitation, the following: future demand for NETGEAR's products may be lower than anticipated; consumers may choose not to adopt NETGEAR's new product offerings or adopt competing products; the actual price, performance and ease of use of NETGEAR products may not meet the price, performance and ease of use requirements of customers; product performance may be adversely affected by real world operating conditions; new cyber threats may challenge the effectiveness of features in NETGEAR's products; the ability of NETGEAR to market and sell its products and technology, the impact and pricing of competing products, and the introduction of alternative technological solutions; NETGEAR 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 NETGEAR's products or utilize competing products; NETGEAR may be unable to collect receivables as they become due; and NETGEAR may fail to manage costs. 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," pages 51 through 72, in the Company's quarterly report on Form 10-Q for the fiscal quarter ended July 2, 2017, filed with the Securities and Exchange Commission on August 4, 2017. 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.

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# Mission

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

# **Strategy for Growth**

#### **Innovation**



**Distribution** 

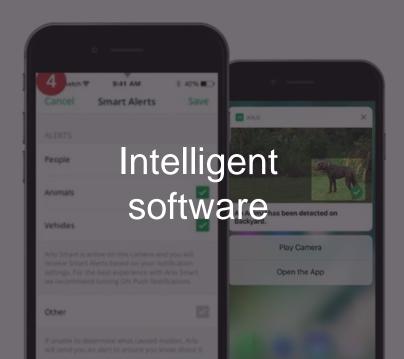
**Brand** 



# Formula for Innovation







Cloud connectivity



# Arlo Continues to Grow



>4 million cameras shipped

35 million streams per day

162 countries registered customers



# Introducing the Arlo Pro 2...

1080p HD video

Wire-free or Plugged In

Motion & Activity Zone Analytics\*

Optional 24/7 CVR\*

Three Second Look Back\*

\*When plugged in to indoor power outlet

...and Arlo Go...



Arlo Pro

+

Mobile
Connectivity

## ...and Arlo Baby

The next best thing to being there!

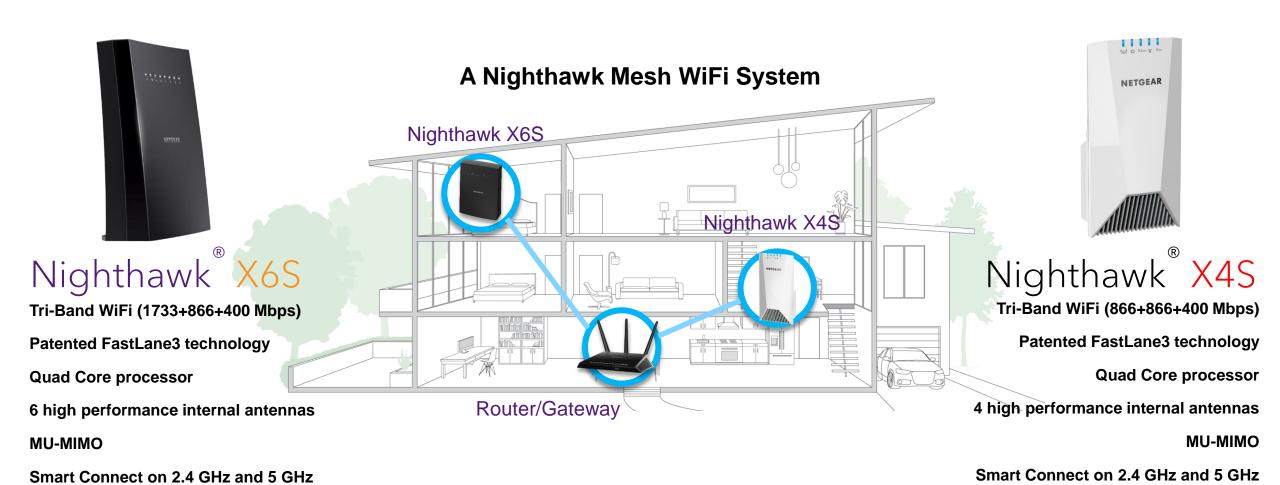
- Smart Music Player
- Smart Multi-Colored Night Light
- Air Sensors
- (w) Intelligent Motion and Sound Alerts
- Battery operation mode for when away from home



# Nighthawk - Innovation in Premium WiFi



# Taking Nighthawk to the Mesh System World



Four Gigabit ports - Connect 4K TVs and game consoles

**USB** for storage and printer

**NETGEAR®** 

# Nighthawk – Extended Across Product Lines









Orbi WiFi Mesh System Family With TriBand FastLane3 Technology









**RBK30** 



**RBK40** 



**RBK50** 



NETGEAR,123

GUEST\_NETGEAR\_12

#### RBK60

Admin, Employee and Guest Networks

**Captive Guest Portal** 

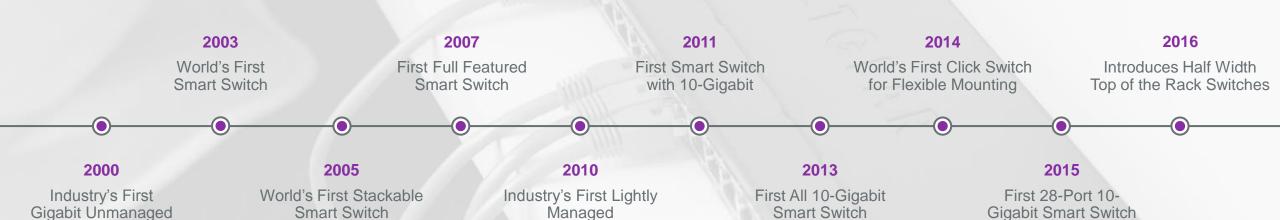
**Flexible Mounting** 

Ideal for retail, shops, and small businesses

All Managed Through the Orbi App!



# A History of Innovation in SMB Switching



First All 10-Gigabit

Plus Switch

Plus Switch

Switches

Captures #1 Position

in Web-Managed Ethernet Switching

# Leadership in 10-Gigabit Switching

- ((?)) 10GbE for mobility, voice, video and virtualization
- PoE one wire for power and connectivity
- Unique "Spine & Leaf" Stacking increased scalability
- **Easy mounting** flexible form factors
- SDVoE capable software-defined video over ethernet



"Plus" Lightly
Web Managed
Switches

"Smart" Fully Web Managed Switches



Introducing the Industry's First

**App-Managed Switches** 





Smart Cloud L2 Switching Features





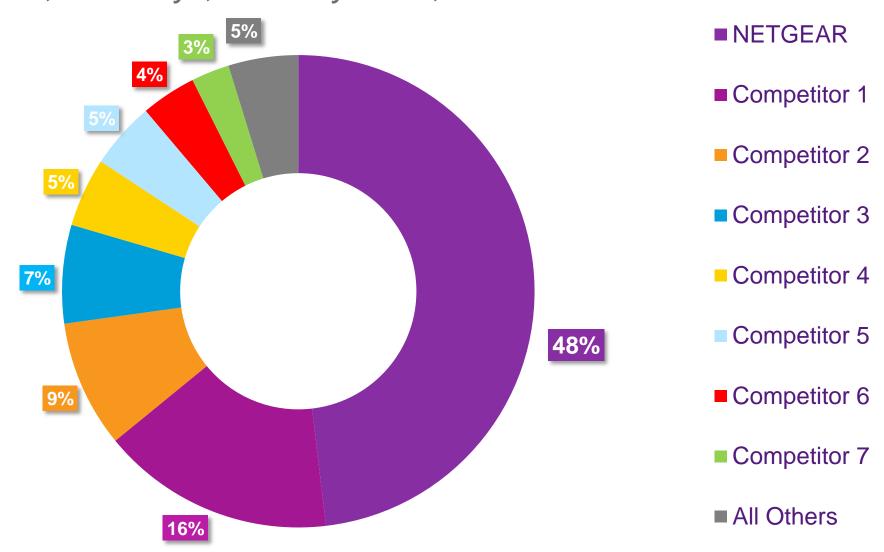
Easy setup, deployment, management & monitoring through the NETGEAR Insight mobile app!





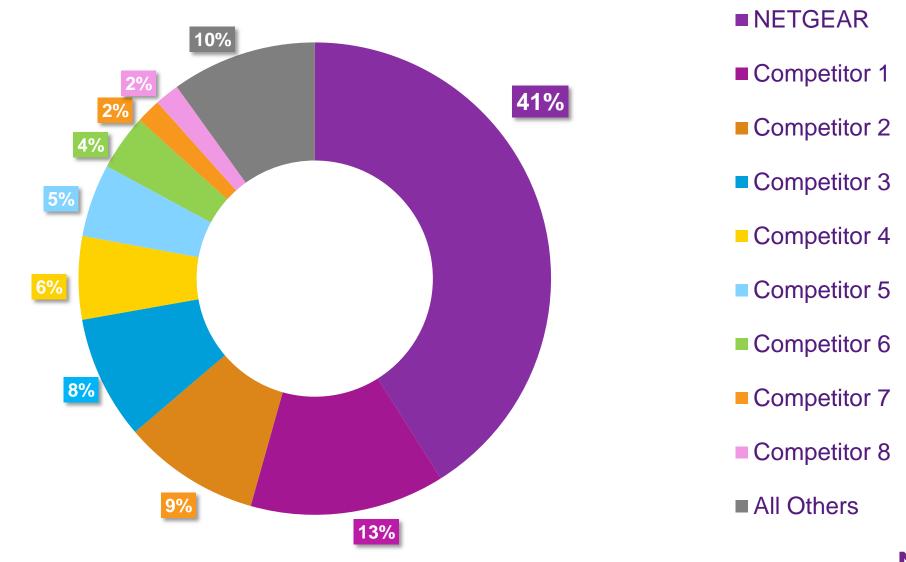
#### **Consumer WiFi Market Share**

Wireless Routers, Gateways, Mesh Systems, and Extenders US 3Q17



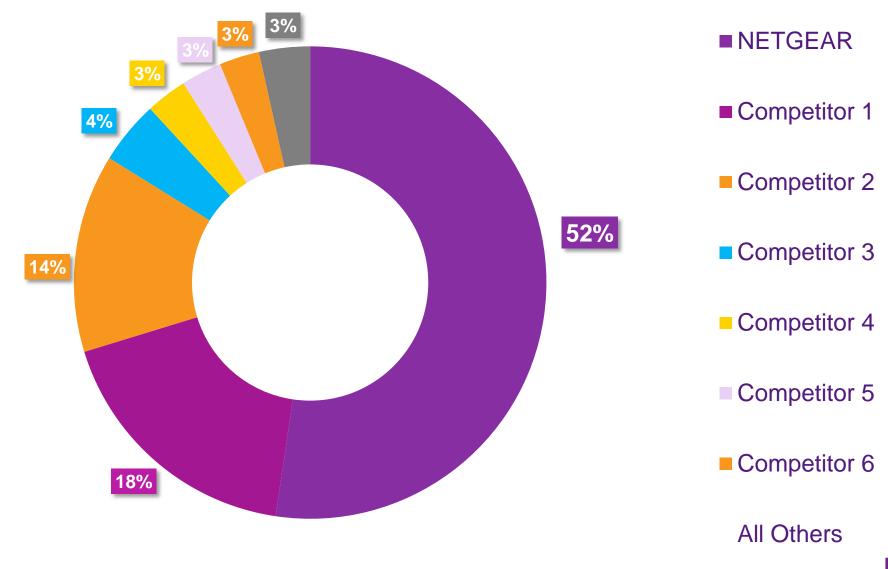
#### **IP Camera Market Share**

US 3Q17



#### **Core Switches Market Share**

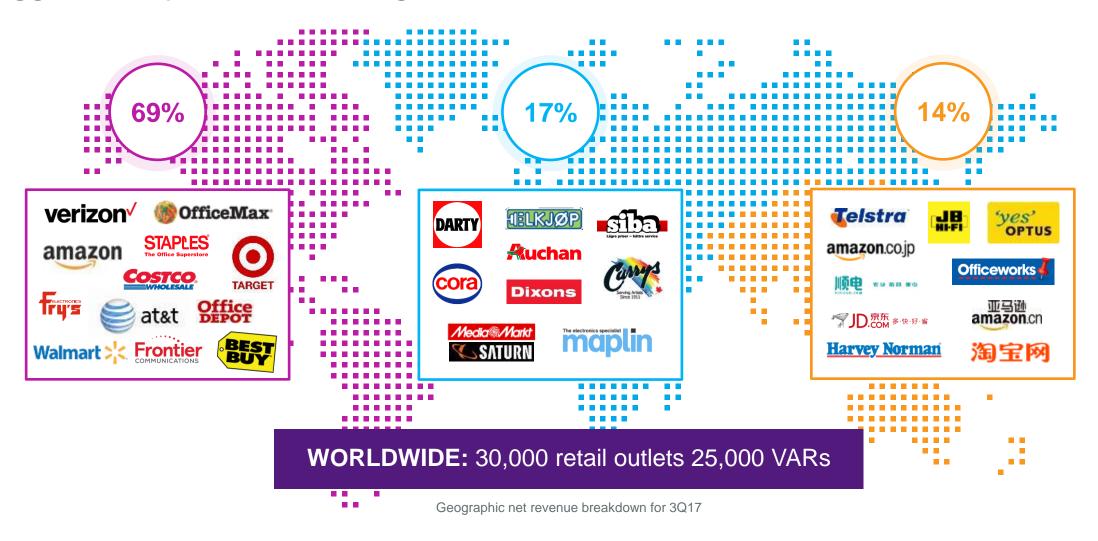
Retail, US 3Q17



# Distribution 22 **NETGEAR**®

#### **Global Brand and Distribution**

Biggest Competitive Advantage



# Financials

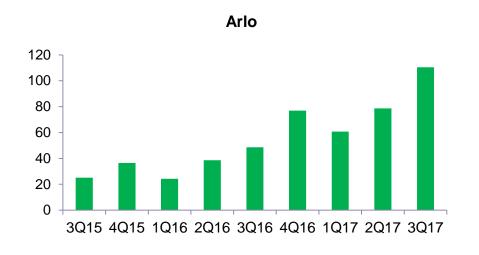
## **Quarterly Net Revenue**

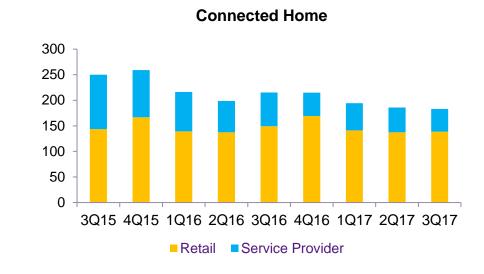
(Net Revenue, \$ Millions)



### **Segment Performance**

(Net Revenue, \$ Millions)

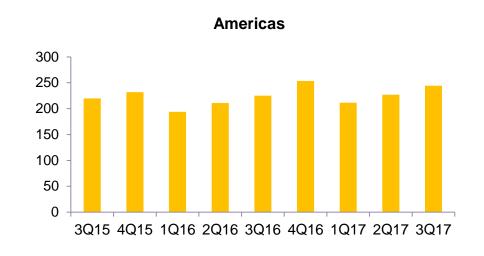


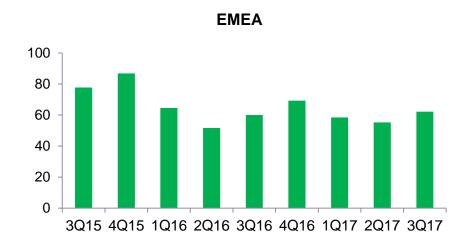


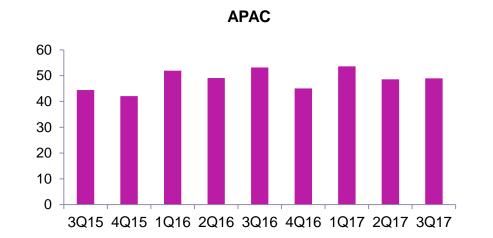


### **Regional Performance**

(Net Revenue, \$ Millions)







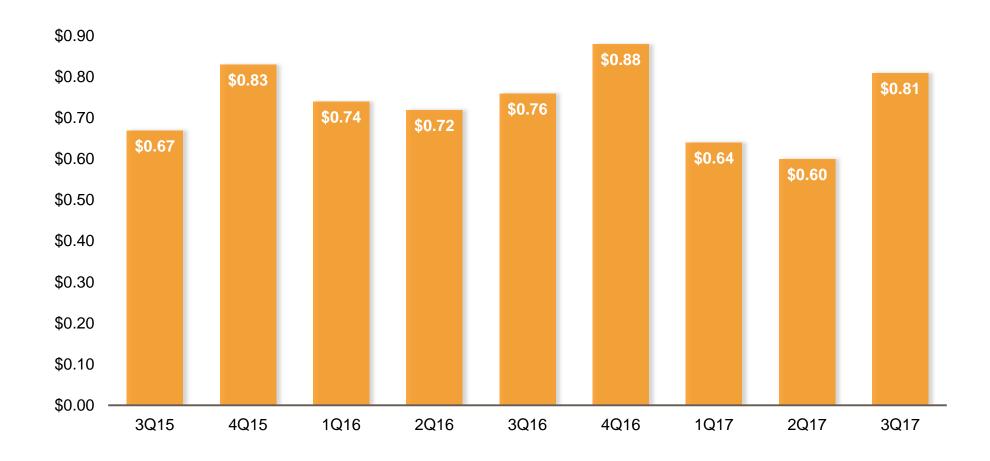
### **Operating Margin**

(Non-GAAP, % of Revenue)



### **Earnings Per Share**

(Non-GAAP, \$ per Share)

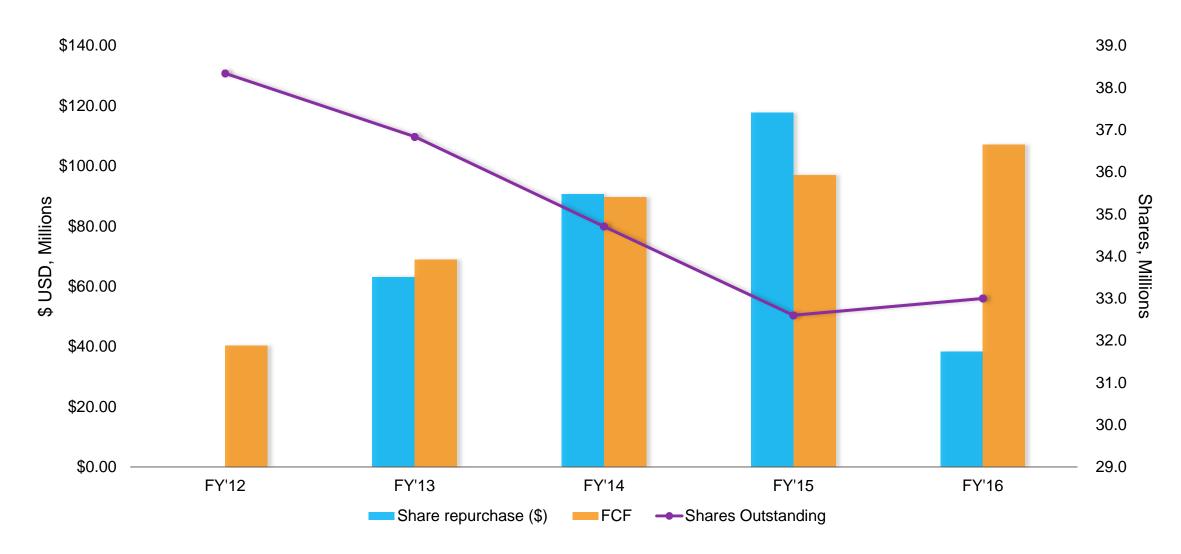


#### **Cash Balance**

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



### **Return of Capital**



**NETGEAR®** 

