

INFINIDAT @ ACE

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Chief Products Officer



The world's most valuable resource is no longer oil, but data.

The Economist - May 2017

David Parkins



South Africa 2015-2018: Worst
Drought in A Century

1-3 Billion m³ Water Deficit per
year by 2030

Capetown Emergency Ration: 50
L/Day per Household

Day Zero (Municipal Supply
Shutdown) est. Aug 2019

60 Million Citizens at Risk




Conventional Wisdom:
Increase Supply

Desalination plants can add
15M L/Day (2% of deficit)

Limited By Prohibitive
Energy Costs

Solar & Wind Not Ready



Unconventional Solution:
Make water more efficient

60% of South Africa's water
used for agriculture

A 20% increase in farming
water efficiency can end the
crisis

An aerial photograph of a farm field with a precision agriculture heatmap overlay. The heatmap uses a color scale from green (low values) to red (high values) to indicate variations in the field. The field is irregularly shaped and surrounded by other agricultural land and roads. The heatmap shows a mix of green and yellow areas, with some red patches, particularly along the edges and in the center. The text is overlaid on the right side of the image.

INFINIDAT + Senwes

Precision Agriculture for farms of any size

Drones + Sensors + ML + 5
Petabytes of Data

20-40% water and fertilizer
reduction with no yield impact

Data Storage - conventional wisdom

Address data performance needs -
with a fast (Flash) media

All-flash storage systems store data
exclusively on Flash

100+ all-flash companies

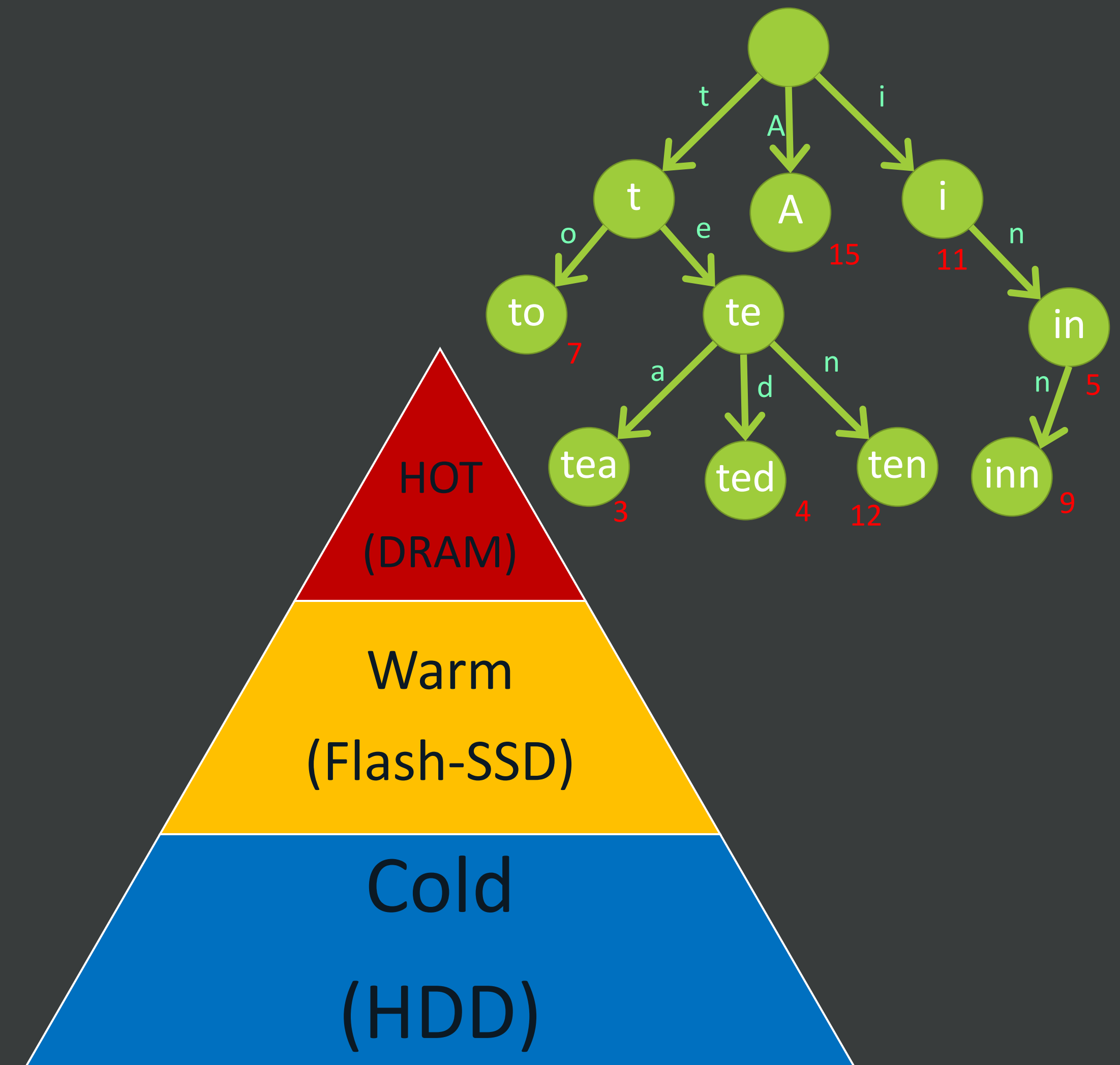
Assumption: SSD prices will drop
over time

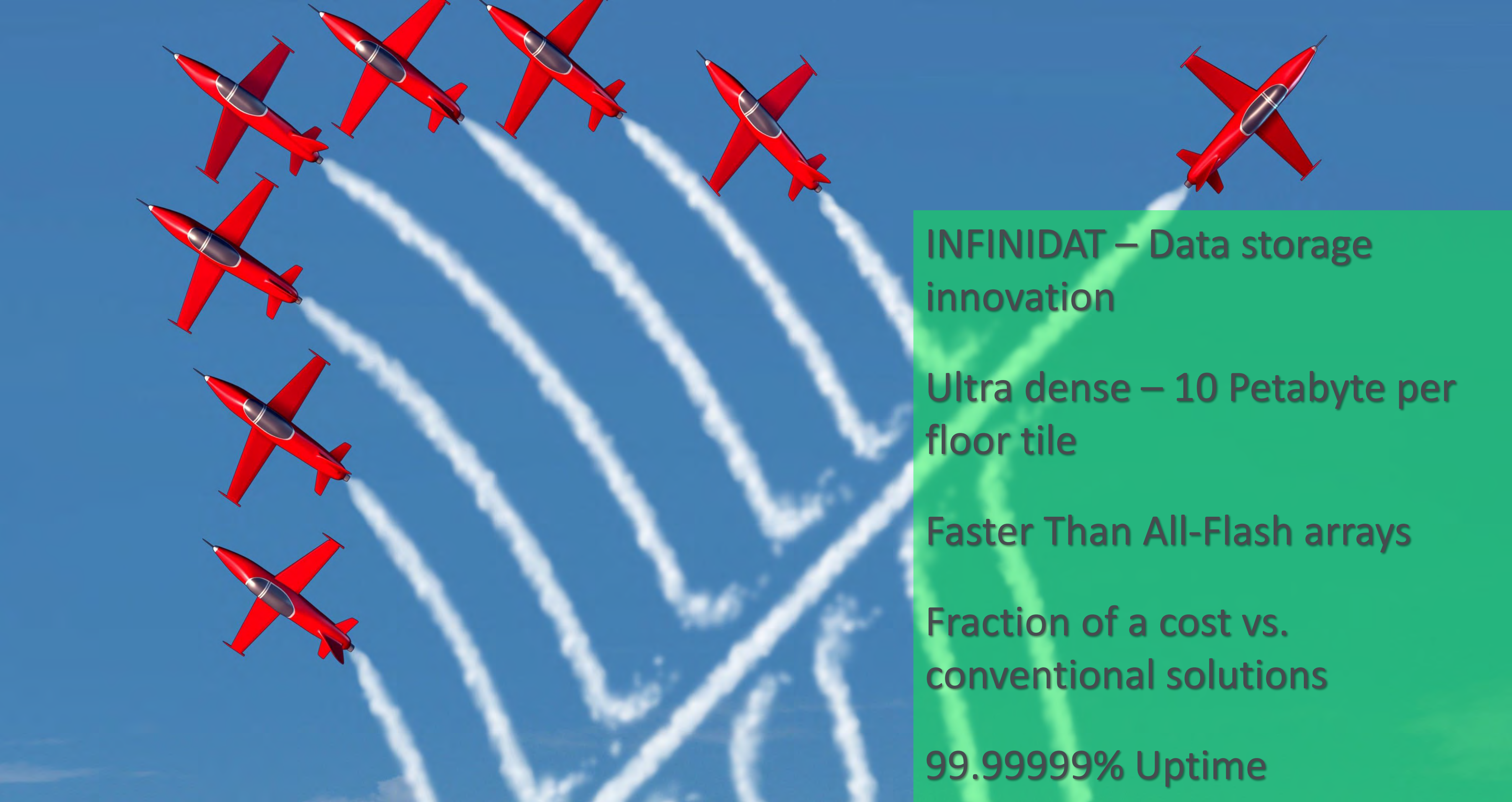


Source: Gartner Forecast: Hard-Disk Drives, Worldwide, 2014-2021, 1Q17 Update

UNCONVENTIONAL WISDOM – MATH & SOFTWARE

- Reimagine storage as a math problem that can be expressed in software
- Employ hyper parallelism
- Improve performance by learning & adapting to workloads
- Smart use mixed media types





INFINIDAT – Data storage
innovation

Ultra dense – 10 Petabyte per
floor tile

Faster Than All-Flash arrays

Fraction of a cost vs.
conventional solutions

99.99999% Uptime

We Are....



3 Generations of Experience & Expertise

World-class Resources Inventors
Leading Innovators
Global Presence with R&D in
Israel, Boston and
Silicon Valley



Moshe Yanai
Founder and CEO

A Spirit of Innovation

135+ Patents covering Data
Protection, Availability,
Performance, Scaling,
Automation,
Energy Savings and
Ease of Use



Rapid Growth

Over 3 Exabytes deployed
Across 6 continents
Diverse applications and
workloads
Making new forms of
computing possible

INFINIDAT MILESTONES

VISION

IDEA

CREATION

EXECUTION

RESULTS

SERIES A INVESTMENT

Initial seed funding



PRODUCT DEVELOPMENT UNDERWAY

World class QA lab built in Herzliya, Israel



REFINING THE PRODUCT REQUIREMENTS

Enterprise collaboration provides critical feature feedback



EMERGING FROM STEALTH

Initial deals with Fortune 500 financial, healthcare, and retail customers

Over 40 patents filed



SERIES B INVESTMENT

\$150M investment by TPG

Revenue doubles Y/Y

Company valued at \$1.2B



GLOBAL EXPANSION

New HQ office in Waltham, MA

New offices in EMEA and APAC

130 patents filed so far

Revenue doubles Y/Y



SERIES C INVESTMENT

\$95M investment by Goldman Sachs with additional investment by TPG

Company valued at \$1.6B

Revenue on track for 2X growth 3rd year in a row



2011

2012

2013

2014

2015

2016

2017

OUR MISSION

STORE HUMANITY'S KNOWLEDGE
AND MAKE NEW FORMS OF COMPUTING POSSIBLE

The background features a dark blue field with abstract geometric shapes, including triangles and polygons, some of which are filled with a fine grid pattern. A prominent vertical band of green grid pattern runs along the right side. The text 'THANK YOU!' is centered in a large, white, sans-serif font.

THANK YOU!