



# NVIDIA Investor Presentation

October 2022



Except for the historical information contained herein, certain matters in this presentation including, but not limited to, statements as to: our growth and growth drivers; trends and our opportunities in existing and new markets; AI-fueled applications supercharging the exponential growth in demand for computation; AI computational intensity growing super-exponentially; the next wave of AI and data centers; our cash dividend and repurchase program; our strategies; the rising adoption of NVIDIA RTX; the performance, specifications, benefits, impact and availability of our products and technologies, including NVIDIA HPC, NVIDIA AI, NVIDIA Omniverse, NVIDIA cuNumeric, NVIDIA CV-CUDA, NVIDIA cuQuantum, NVIDIA Parabricks, NVIDIA Sionna, NVIDIA JetPack, NVIDIA RAPIDS, NVIDIA Spark, NVIDIA cuDNN, NVIDIA cuGraph, NVIDIA TensorRT, NVIDIA Triton, NVIDIA DeepStream, NVIDIA Flare, NVIDIA DOCA, NVIDIA Mag IO, NVIDIA Aerial, NVIDIA RTX, NVIDIA DGX, NVIDIA HGX, NVIDIA EGX, NVIDIA OVX, NVIDIA Super POD, NVIDIA AGX, NVIDIA GPUs, NVIDIA CPUs, NVIDIA DPUs, GeForce GPU, GeForce NOW, Quadro, Ada Lovelace, Hopper GPU, Grace CPU, Bluefield DPU, Omniverse Enterprise SW, Orin SOC, Base Command, Fleet Command, TAO, Enterprise TensorFlow/PyTorch, Triton Inference Server, NVIDIA IGX, MLPerf, H100 GPU, NVIDIA Turing, NVIDIA Ampere Architecture, NVIDIA DRIVE products including the AI Cockpit and Autonomous Vehicles platform, Thor Superchip, RT Core, Tensor Core, NVIDIA AI Enterprise Software, NVIDIA One Architecture, NVIDIA Nemo LLM, NVIDIA BioNemo and Transformer architecture; optimizing across the entire stack allowing NVIDIA to advance computing in the post-Moore's law era; our partnerships, collaborations, and customers; upcoming launches of our products and architectures; and Ada Lovelace paving the way for fully simulated worlds are forward-looking statements.

These forward-looking statements and any other forward-looking statements that go beyond historical facts that are made in this presentation are subject to risks and uncertainties that may cause actual results to differ materially. Important factors that could cause actual results to differ materially include: global economic conditions; our reliance on third parties to manufacture, assemble, package and test our products; the impact of technological development and competition; development of new products and technologies or enhancements to our existing product and technologies; market acceptance of our products or our partners' products; design, manufacturing or software defects; changes in consumer preferences and demands; changes in industry standards and interfaces; unexpected loss of performance of our products or technologies when integrated into systems and other factors.

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NVIDIA uses certain non-GAAP measures in this presentation including non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating income, non-GAAP operating margin, and free cash flow. NVIDIA believes the presentation of its non-GAAP financial measures enhances investors' overall understanding of the company's historical financial performance. The presentation of the company's non-GAAP financial measures is not meant to be considered in isolation or as a substitute for the company's financial results prepared in accordance with GAAP, and the company's non-GAAP measures may be different from non-GAAP measures used by other companies. Further information relevant to the interpretation of non-GAAP financial measures, and reconciliations of these non-GAAP financial measures to the most comparable GAAP measures, may be found in the slide titled "Reconciliation of Non-GAAP to GAAP Financial Measures".



NVIDIA pioneered accelerated computing to help solve impactful challenges classical computers cannot. A quarter of a century in the making, NVIDIA accelerated computing is broadly recognized as the way to advance computing as Moore's law ends and AI lifts off.

NVIDIA's platform is installed in several hundred million computers, is available in every cloud and from every server maker, powers 357 of the TOP500 supercomputers, and boasts over 3.5 million developers.

Headquarters: Santa Clara, CA | ~25,000 Employees





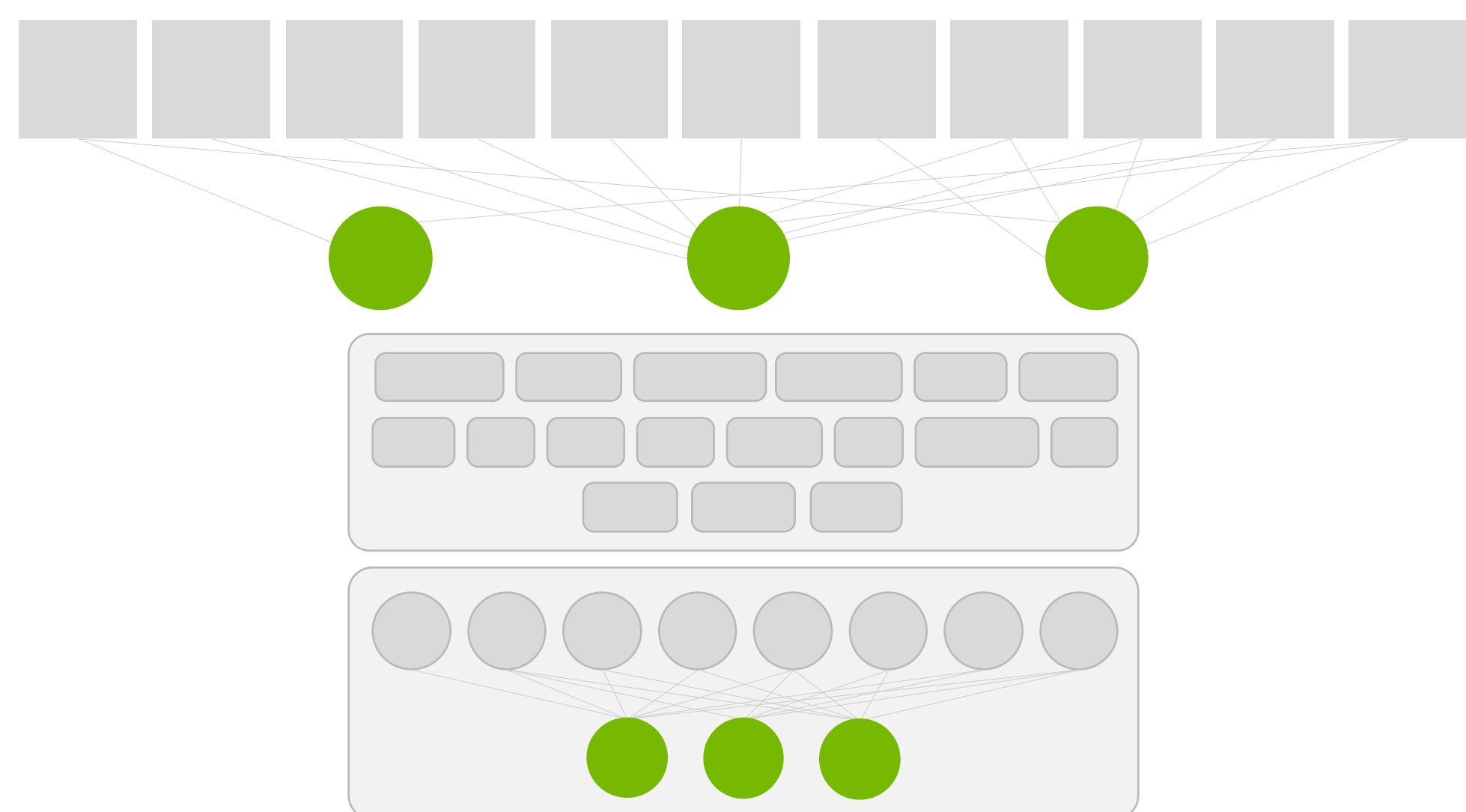
# What Is Accelerated Computing?

A full-stack approach: silicon, systems, software

Not just a superfast chip – accelerated computing is a full-stack combination of:

- Chip(s) with specialized processors
- Algorithms in acceleration libraries
- Domain experts to refactor applications

To speed-up compute-intensive parts of an application.



## Amdahl's law:

The overall system speed-up ( $S$ ) gained by optimizing a single part of a system by a factor ( $s$ ) is limited by the proportion of execution time of that part ( $p$ ).

$$S = \frac{1}{(1 - p) + \frac{p}{s}}$$

For example:

- If 90% of the runtime can be accelerated by 100x, the application is sped up 9x
- If 99% of the runtime can be accelerated by 100x, the application is sped up 50x
- If 80% of the runtime can be accelerated by 500x, or even 1000x, the application is sped up 5x

# Why Accelerated Computing?

Advancing computing in the post-Moore's Law era

Accelerated computing is needed to tackle the most impactful opportunities of our time — like AI, climate simulation, drug discovery, ray tracing, and robotics.

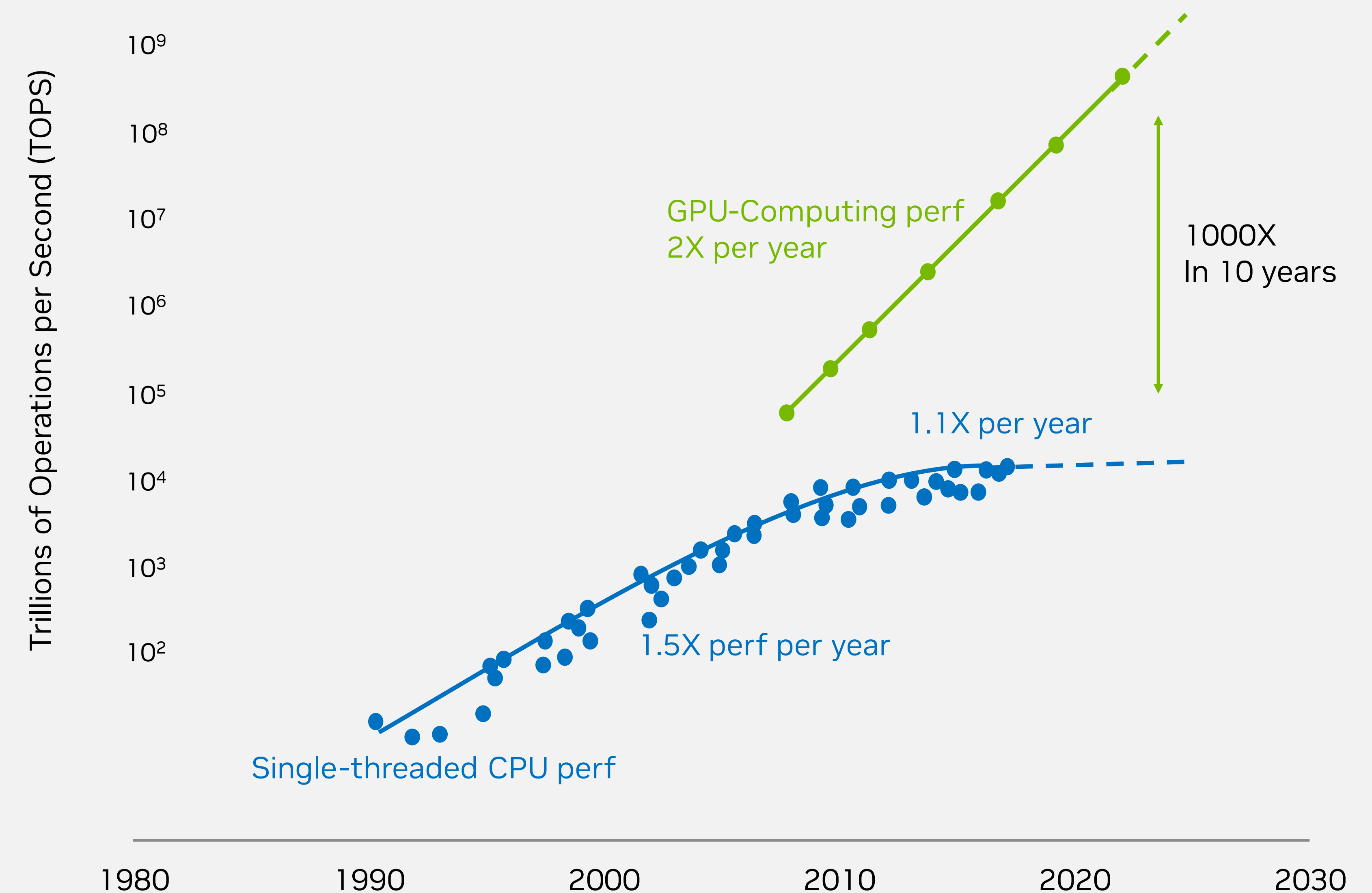
NVIDIA is uniquely dedicated to accelerated computing — working top-to-bottom — refactoring applications and creating new algorithms, and bottom-to-top — inventing new specialized processors, like RT Core and Tensor Core.

*“It's the end of Moore's Law as we know it.”*

- John Hennessy Oct 23, 2018

*“Moore's Law is dead.”*

- Jensen Huang, GTC 2013





# AI Is the Greatest Technology Force of Our Time

Data centers across industries will become AI factories

AI has fundamentally changed what software can make and how you make software.

Companies are processing & refining their data, making AI software – becoming intelligence manufacturers. Their data centers are AI factories.

The first wave of AI learned perception and inference, like recognizing images, understanding speech, recommending a video, or an item to buy.

The next wave of AI is robotics – AI planning actions. Digital robots, avatars, and physical robots will perceive, plan and act.

NVIDIA's acceleration stacks and ecosystems help bring AI to the world's largest industries.

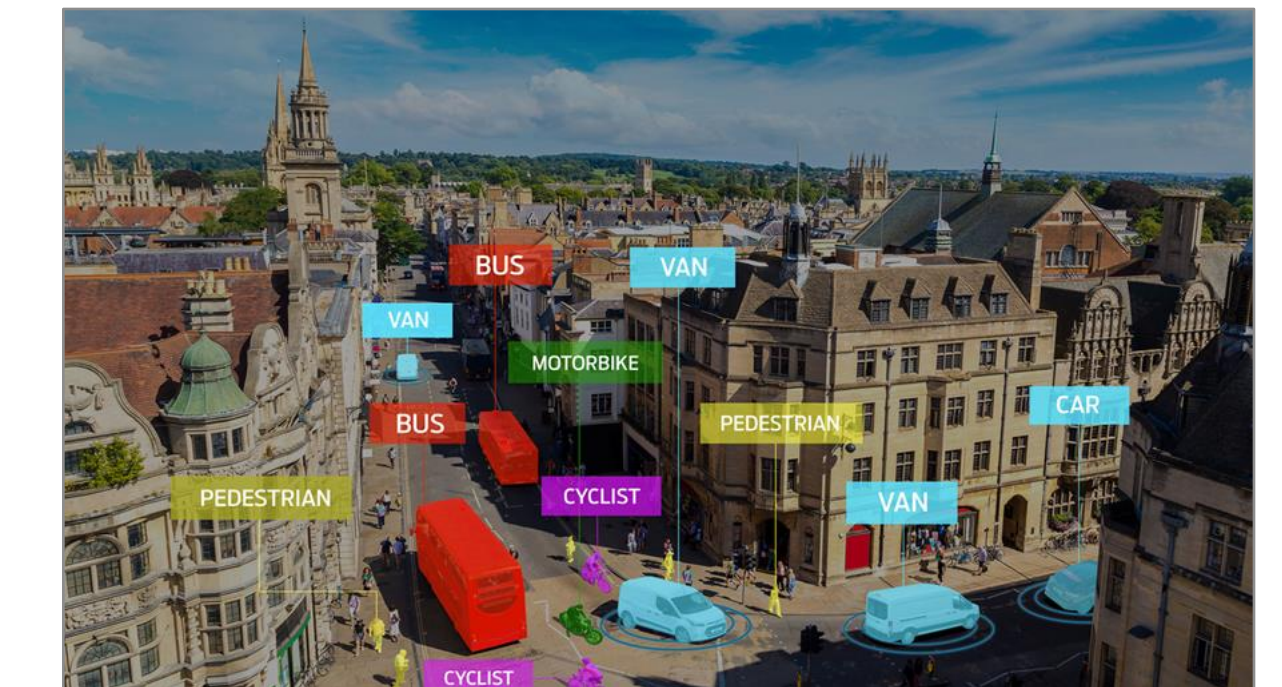
NVIDIA's world-class AI expertise and scale can help revolutionize businesses.



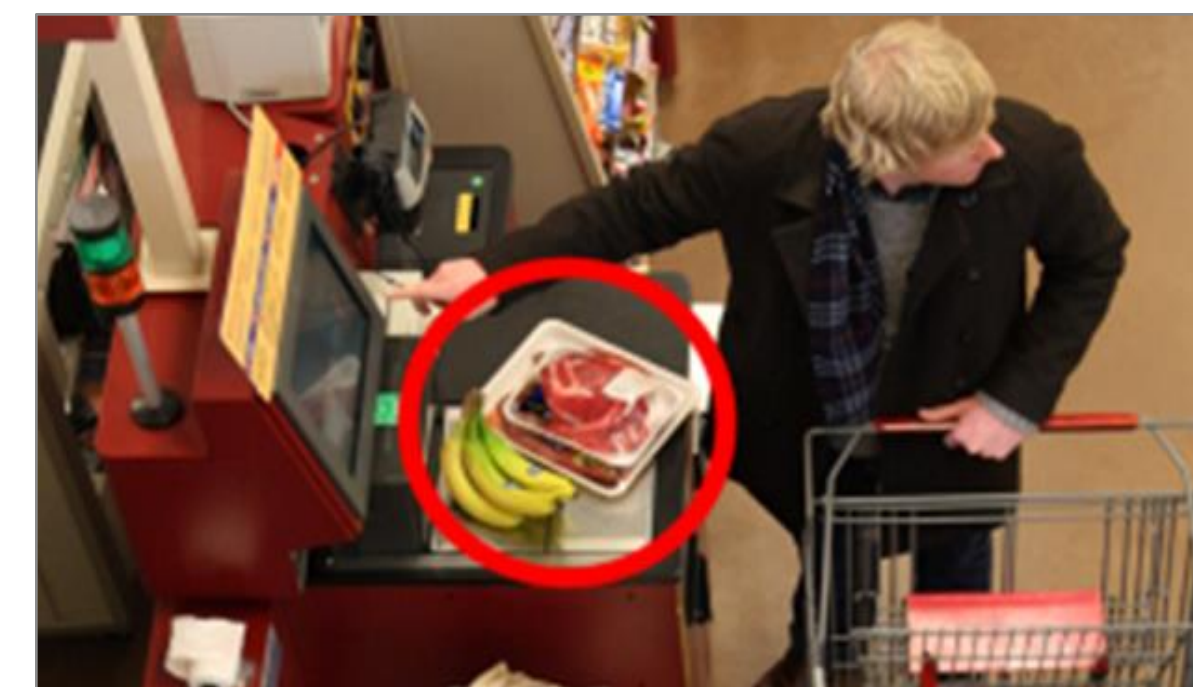
**Contact Center AI**  
500M Calls / Day



**Meeting Transcription**  
3B Meeting Minutes / Day



**Public Safety**  
>1B Smart City Cameras Deployed



**Retail Asset Protection**  
\$94.5B Inventory Loss / Year



**Medical Imaging**  
10M Diagnostic Scans / Day



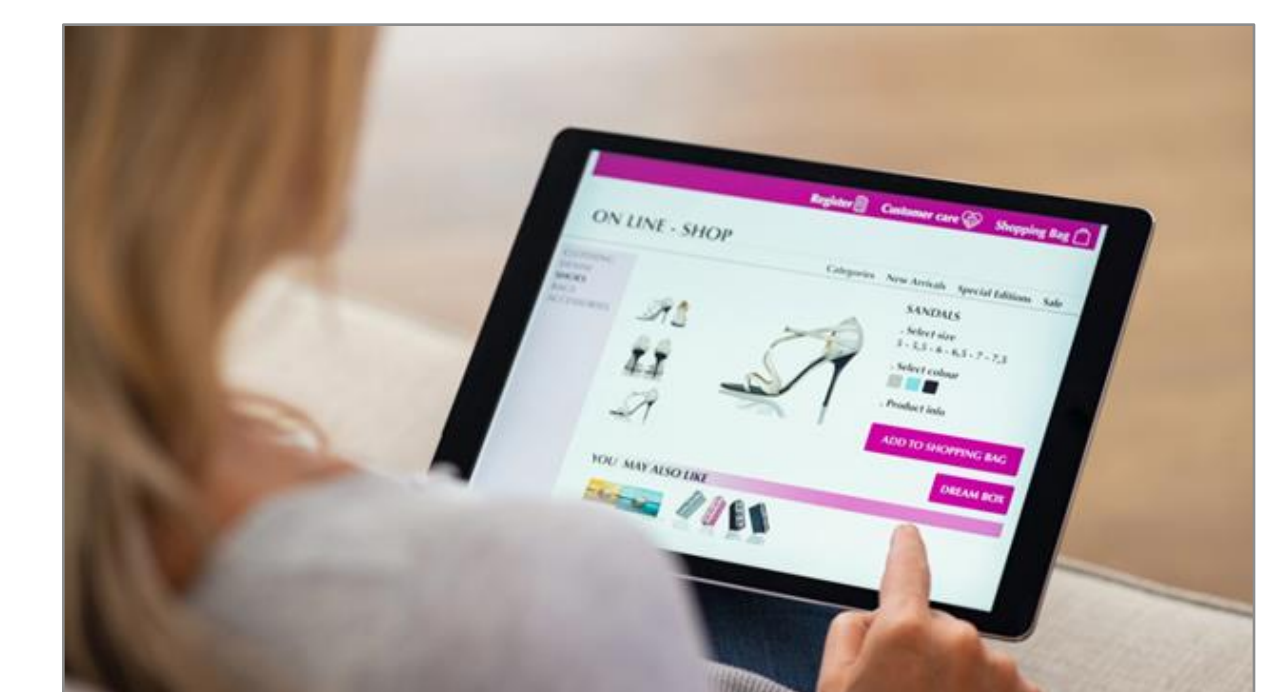
**Industrial Inspection**  
32M Vision Sensors Installed by 2025



**Transportation**  
10T Miles / Year



**Credit Card Fraud**  
1.28B Credit Transactions / Day



**Product Recommendations**  
1B E-Commerce Visitors / Day

Source: Nilson Report, IHS Markit, Similar Web, NRF, WHO, ABI and NVIDIA internal analysis



# Building and Operating Metaverse Applications Is the Next Wave

NVIDIA Omniverse — Runs on NVIDIA OVX servers | RTX workstations | Enterprise software | Cloud services

NVIDIA Omniverse is a software platform for building and operating metaverse applications.

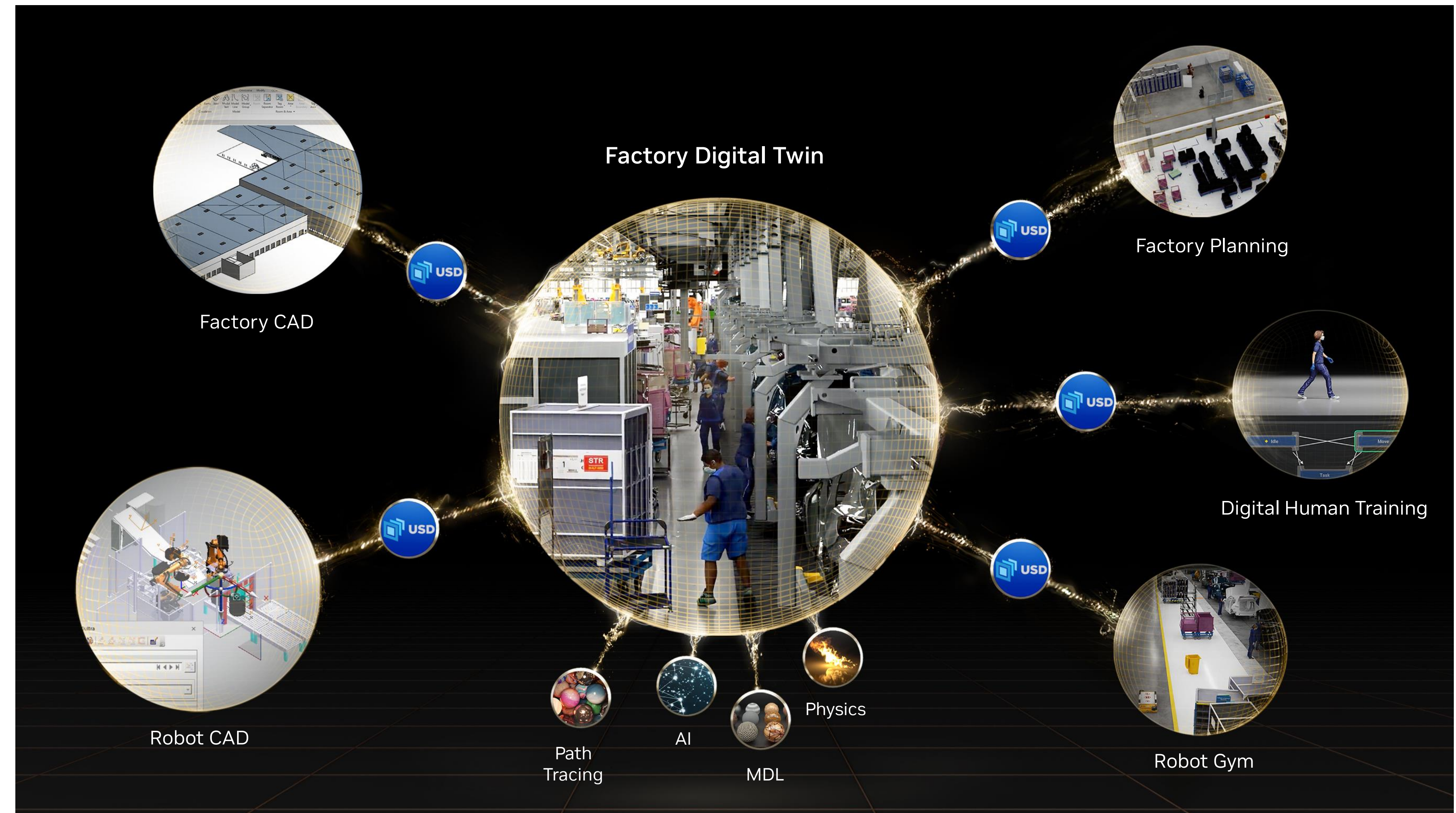
Our initial focus is on industrial metaverses, such as digital twins used to emulate the behavior of products or factories in the physical world.

Omniverse uses a real-time, large-scale 3D database that connects to 3D worlds via the USD (Universal Scene Descriptor) framework.

Just as the internet connects websites over HTML, Omniverse connects 3D worlds over USD.

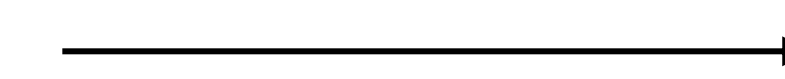
Omniverse is essential for the next wave of AI -- robotics -- where AI interacts with the physical world.

Applications built to run on Omniverse are like portals into the Omniverse virtual world.



## Product Development

Connecting 3D Creators & AI Assistants in Virtual Worlds



## Operate Digital Twin

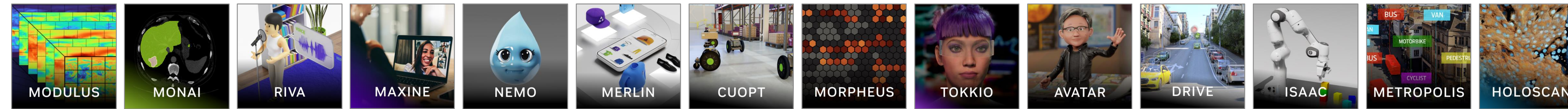
Connecting Robots in a Virtual World



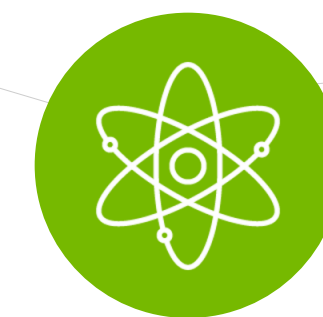
# NVIDIA's Accelerated Computing Platform

Full-stack innovation across silicon, systems and software

## AI APPLICATION FRAMEWORK



## PLATFORMS



NVIDIA HPC



NVIDIA AI



NVIDIA Omniverse

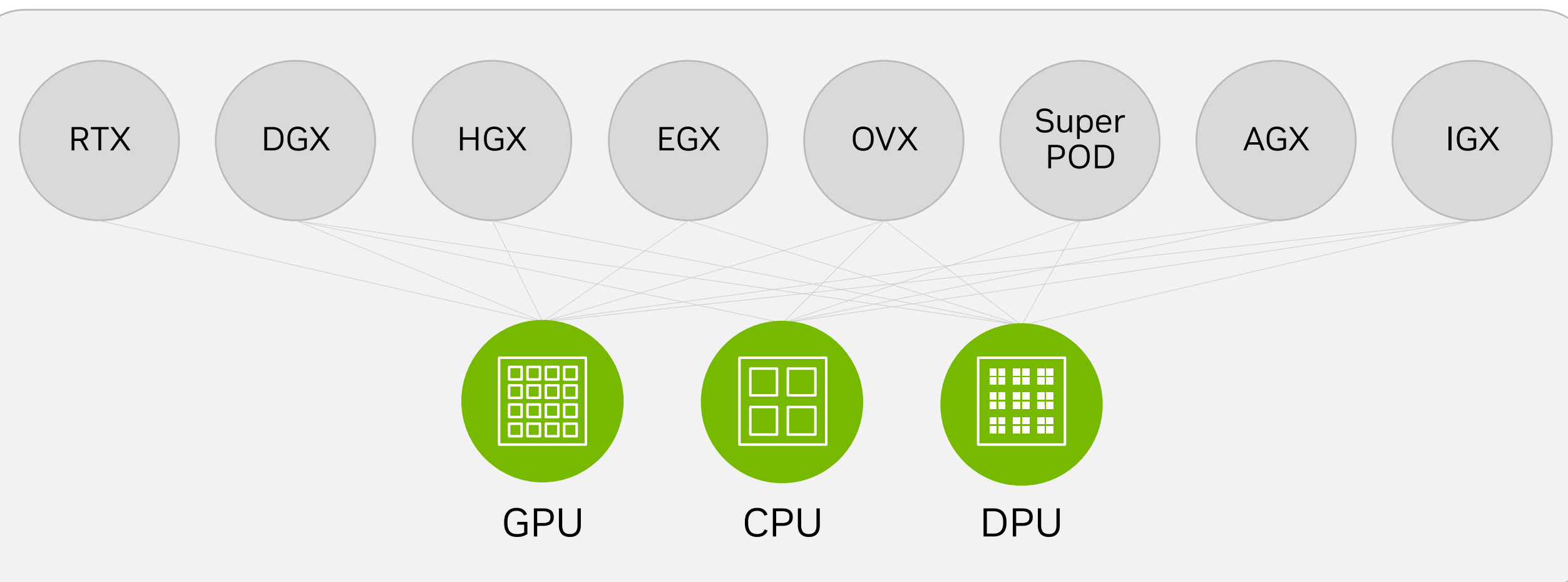
## ACCELERATION LIBRARIES



## CLOUD-TO-EDGE

## DATACENTER-TO-ROBOTIC SYSTEMS

## 3-CHIPS



With nearly three decades of a singular focus, NVIDIA is expert at accelerating software and scaling compute by a Million-X, going well beyond Moore's law.

Accelerated computing is a full-stack challenge, demanding deep understanding of the problem domain, optimizing across every layer of computing, and all three chips – GPU, CPU, and DPU.

Scaling across multi-GPUs and multi-nodes is a datacenter-scale challenge and requires treating the network and storage as part of the computing fabric.

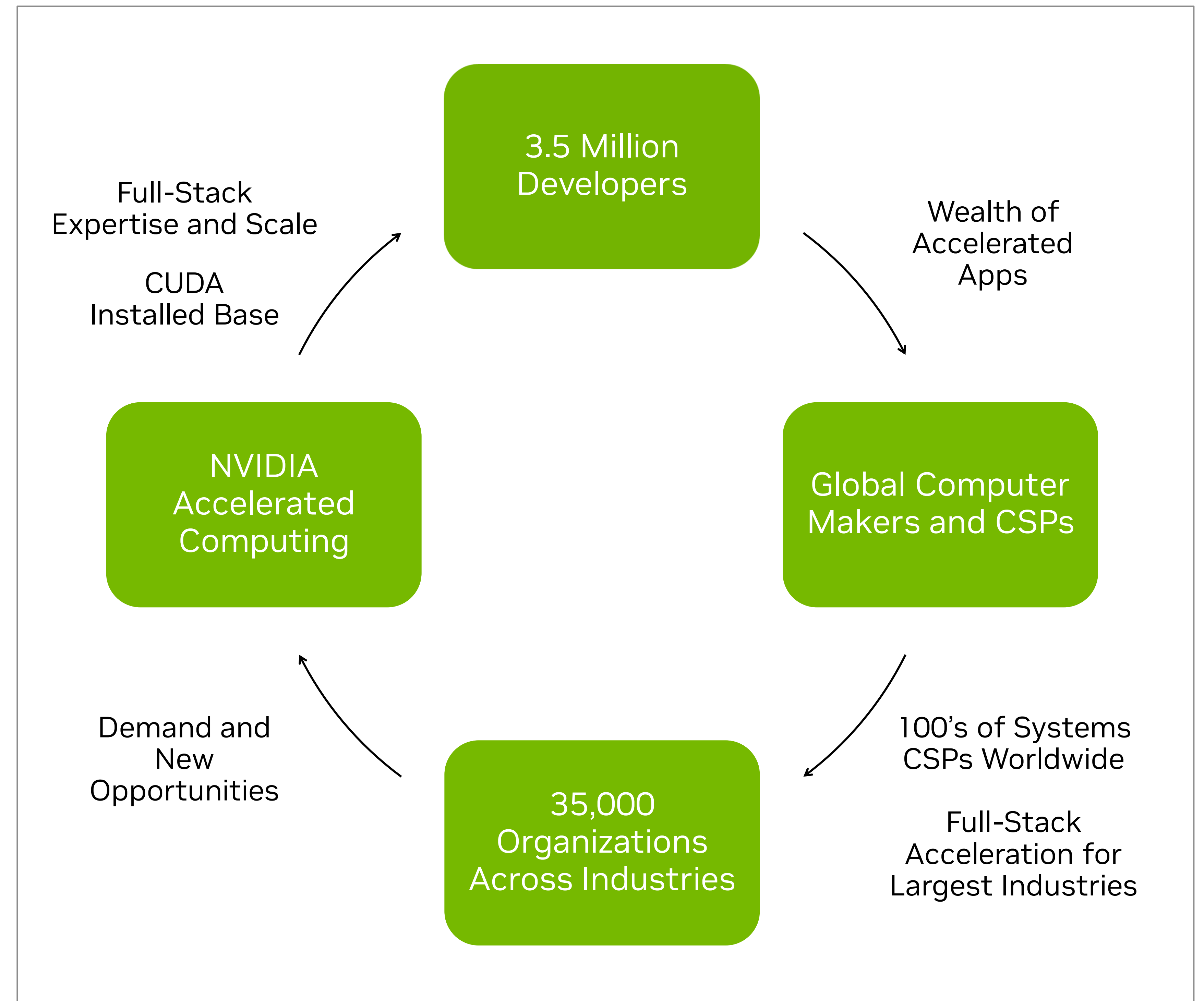
Our platform extends from PCs to supercomputing centers, enterprise data centers, cloud and edge environments.



# NVIDIA's Multi-Sided Platform and Flywheel

NVIDIA is valued by every stakeholder in the ecosystem:

- **For developers** – NVIDIA's One Architecture and large installed base give developer's software the best performance and greatest reach
- **For computer makers and CSPs** – NVIDIA's rich suite of Acceleration Platforms lets partners build one offering to address large markets including media & entertainment, healthcare, transportation, energy, financial services, manufacturing, retail, and more
- **For customers** – NVIDIA is offered by virtually every computing provider and accelerates the most impactful applications from cloud to edge
- **For NVIDIA** – Deep engagement with developers, computing providers, and customers in diverse industries enables unmatched expertise, scale, and speed of innovation across the entire accelerated computing stack – propelling the flywheel





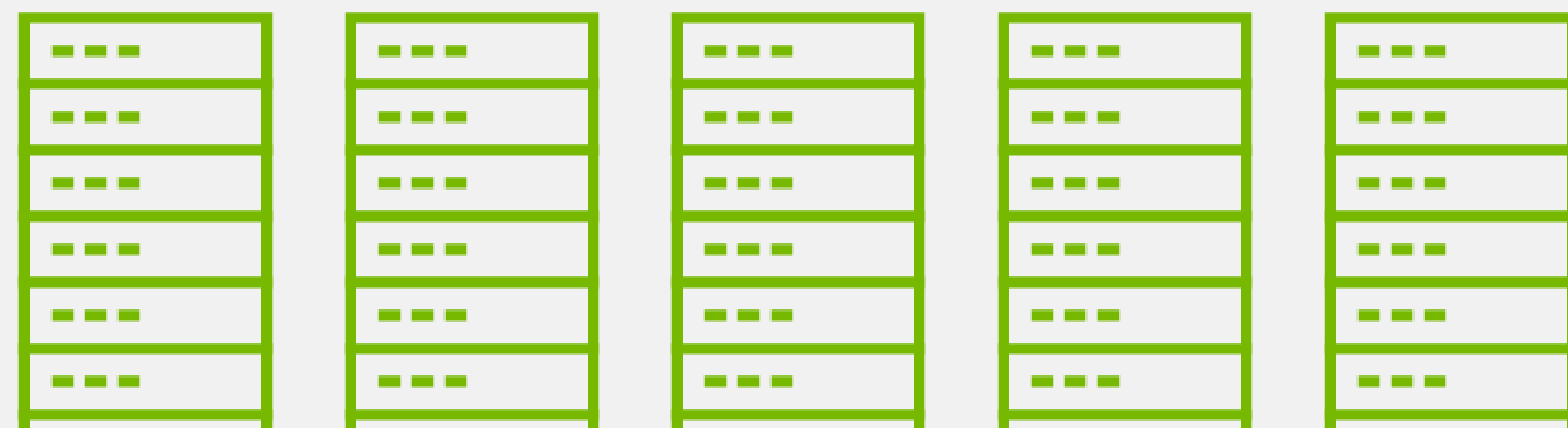
# Full-Stack & Data Center Scale Acceleration

Drive Significant Cost Savings and Workload Scaling

**Classical Computing** – 92 CPU-only servers  
\$3.3M (including, switches, cables, racks)

Application

CPU server racks

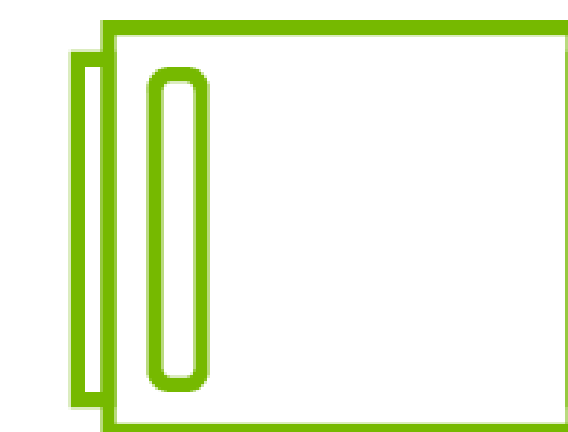


**Accelerated Computing** – 1 NVIDIA DGX A100  
\$220,000 DGX and \$100,000 NVIDIA AI software

Application  
Re-Engineered for Acceleration

CUDA-X Acceleration Libraries

Magnum IO



DGX

**10X lower cost**  
**14X better energy-efficiency**

Cost comparison example based on latest available NVIDIA A100 GPU and Intel CPU inference results in the commercially available category of the MLPerf industry benchmark; includes related infrastructure costs such as networking.



# New NVIDIA Software and Services

Enabling the World's Enterprises to Revolutionize Industries with AI

## NVIDIA AI Enterprise

The operating engine of AI for end-to-end data-driven software development.

One engine license accelerates end-to-end modern AI and data science.

One engine license unlocks wealth of data processing, AI, and robotics frameworks and applications – e.g., RAPIDS, Spark, Merlin, Monai, Metropolis, cuOpt, Morpheus, Tokkio.

Per GPU On-Prem Subscription

Per GPU-HR Cloud Consumption

## NVIDIA Omniverse

A platform for designing, building, and operating 3D and virtual world simulations.

Consists of a virtual world engine, USD connectors, and portals browsing the virtual world simulation.

Omniverse is an enterprise application that connects architects, designers, hardware and software engineers, marketers, to supply-chain and factory planners.

Per Connection On-Prem Subscription

Per GPU-HR Cloud Consumption

## NVIDIA Nemo LLM

NVIDIA-hosted cloud service for training Large Language Models to perform specific tasks – e.g., summarize legal documents, write marketing copy, analyze market sentiment, chatbot to support customers, search documents, write and document code, paraphrase

Nemo can help thousands of companies, train language AI's to do hundreds of tasks, in 10's of languages.

Per GPU On-Prem Subscription

Per GPU-HR Cloud Consumption

## NVIDIA BioNemo

NVIDIA-hosted cloud service for training and deploying large biomolecular models that understand the language of chemistry, proteins, RNA, and DNA.

BioNemo can help researchers, biotech, and pharma companies to process chemical and biological datasets to accelerate drug discovery.

Per GPU On-Prem Subscription

Per GPU-HR Cloud Consumption



# Giant Market Opportunity

Gaming & Metaverse



Financial Services



Healthcare



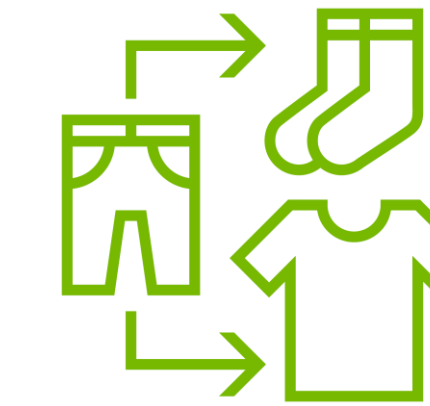
Logistics



Manufacturing



Retail



Transportation



## Gaming

Over 3B gamers and creators, a quarter of them spending over \$100/year for GPUs in desktops, laptops, cloud or consoles

### NVIDIA AI Enterprise Software

50M enterprise server installed base; per-server, per-year subscription price

### Omniverse Enterprise Software

Over 45M designers and creators; 10s of millions of digital twins – per-user/digital twin, per-year subscription price

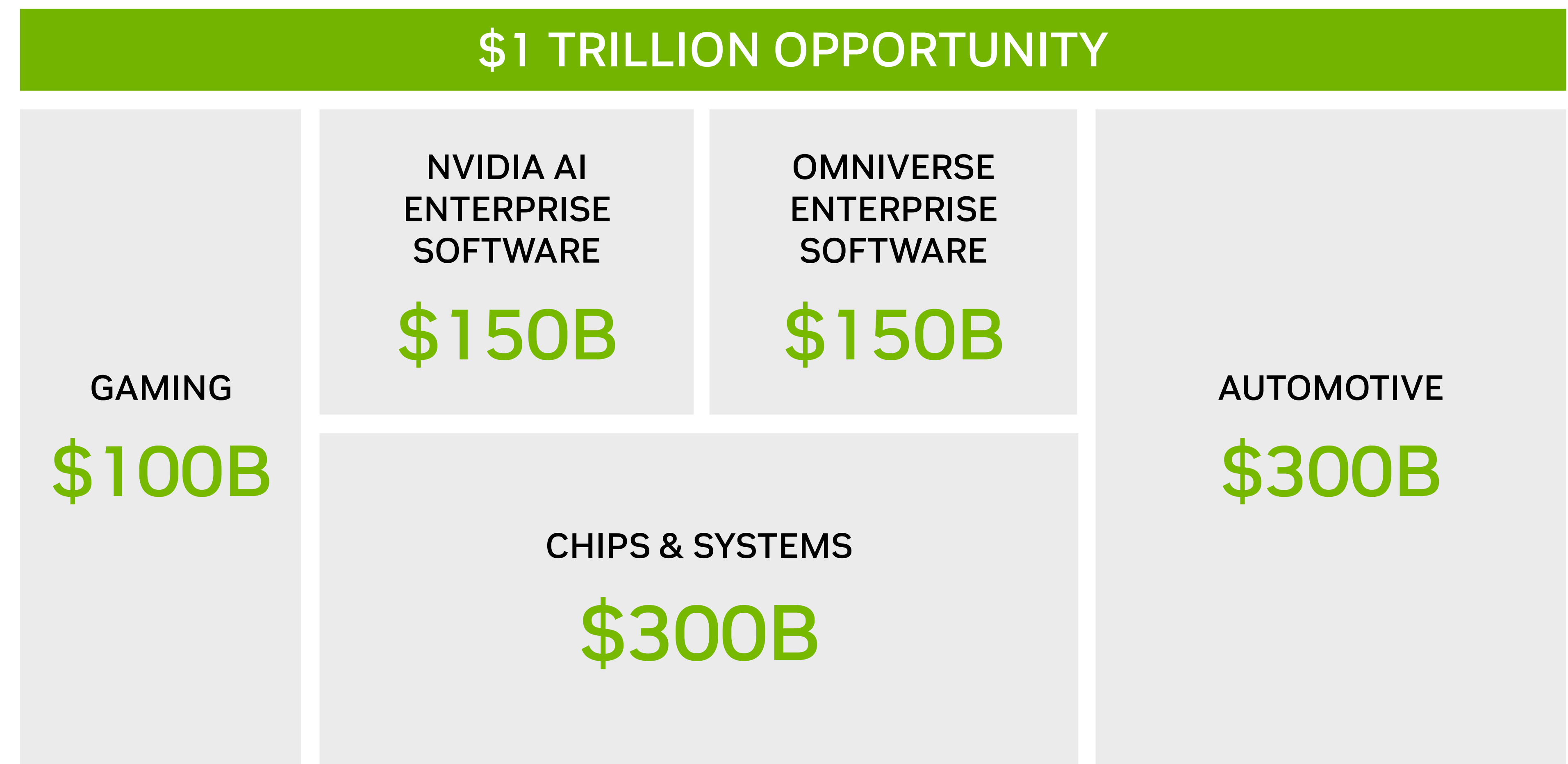
### Chips and Systems

~20M servers/year – GPUs, CPUs, DPUs, NICs, switches

### Automotive

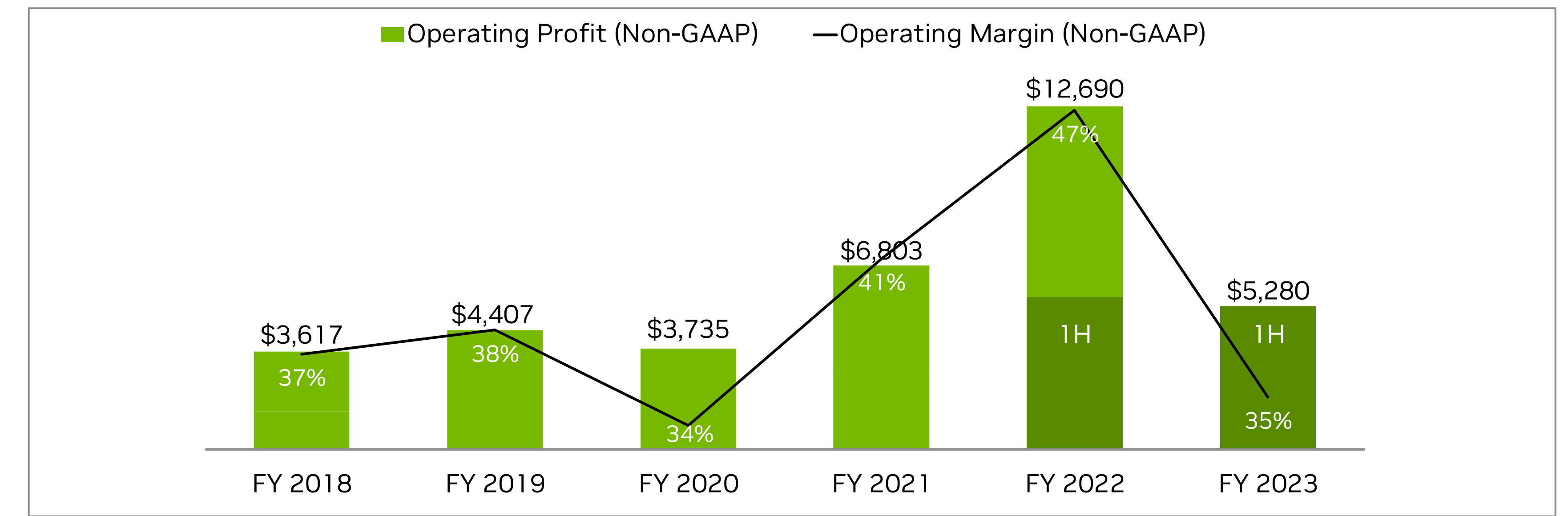
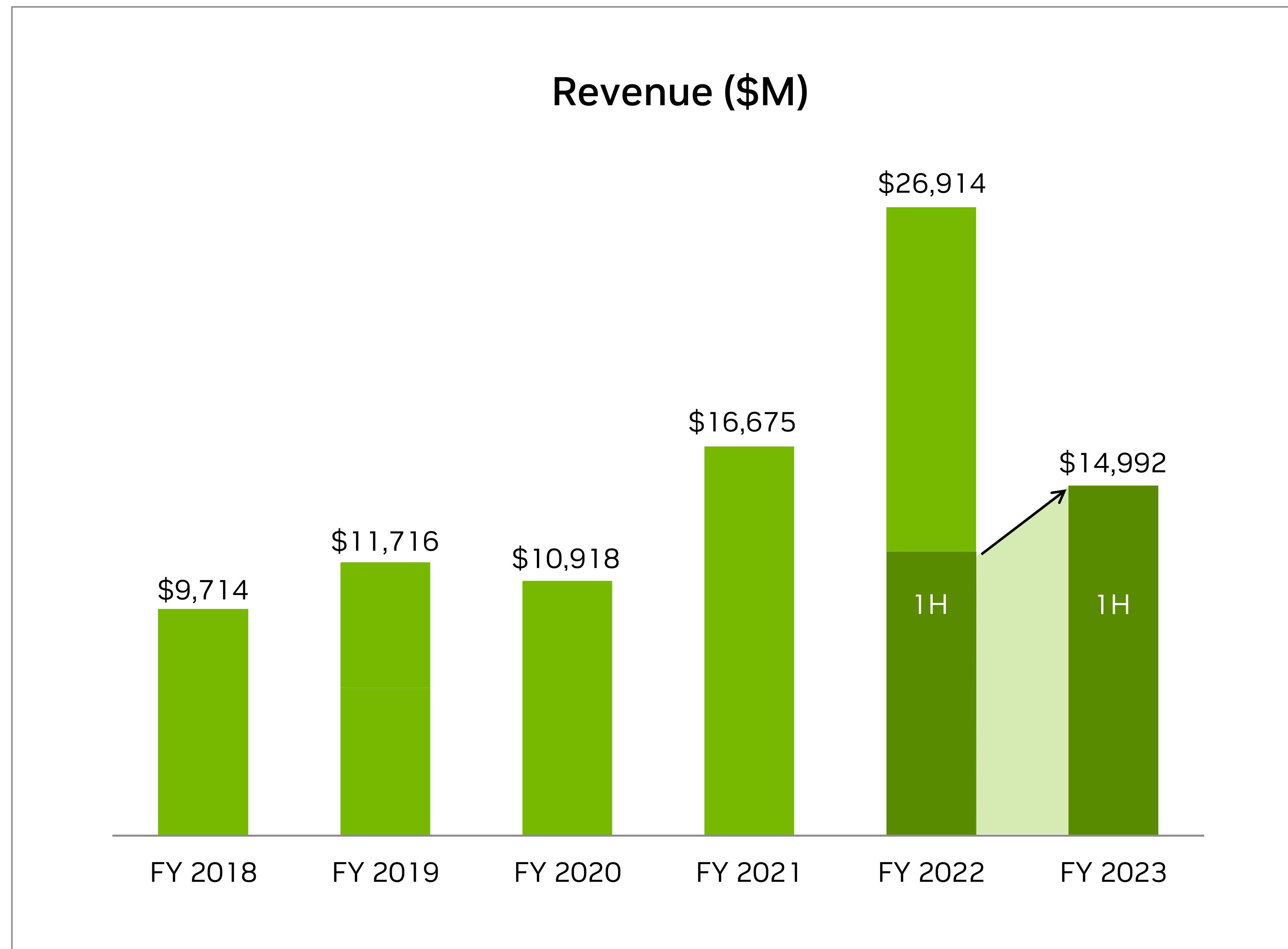
100M vehicles/year hardware opportunity; 100s of millions of AV vehicles installed base software opportunity

**\$1 TRILLION OPPORTUNITY**

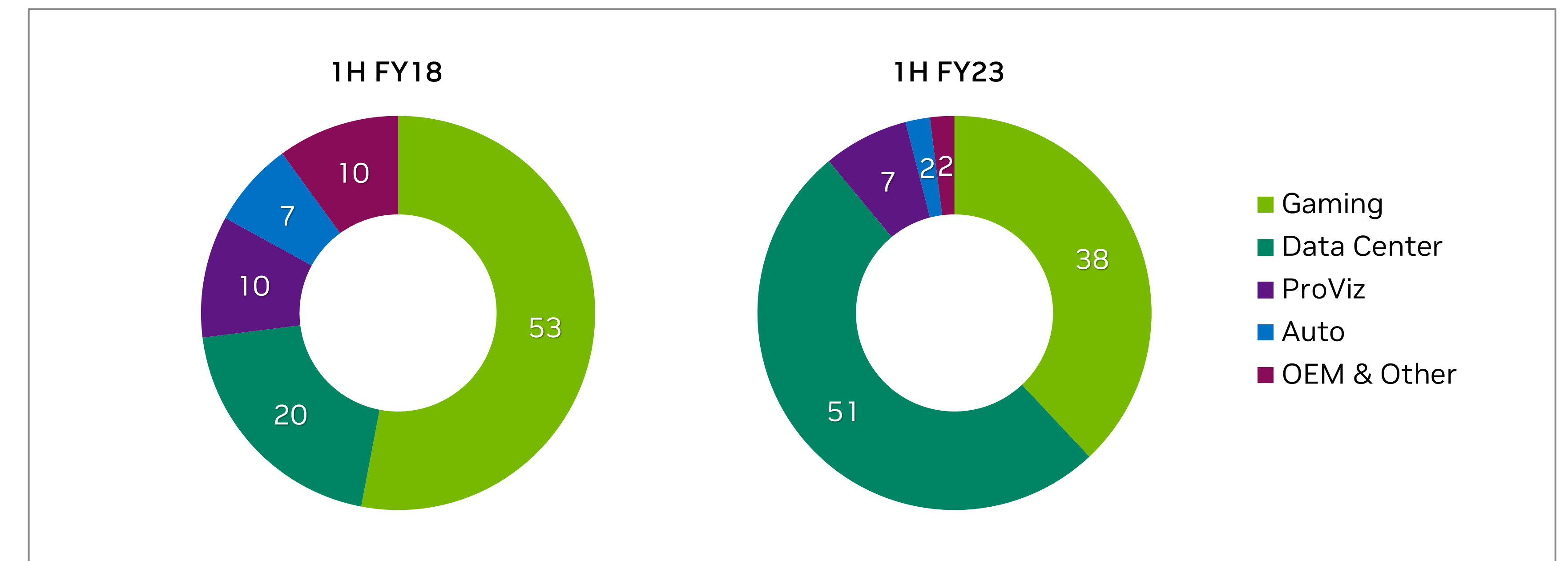




# Driving Strong & Profitable Growth



Fiscal year ends in January. Refer to Appendix for reconciliation of Non-GAAP measures. Operating margins rounded to the nearest percent.



1H FY23 financial metrics reflect a Gaming channel inventory correction and a \$1.2B charge for inventory and related reserves.



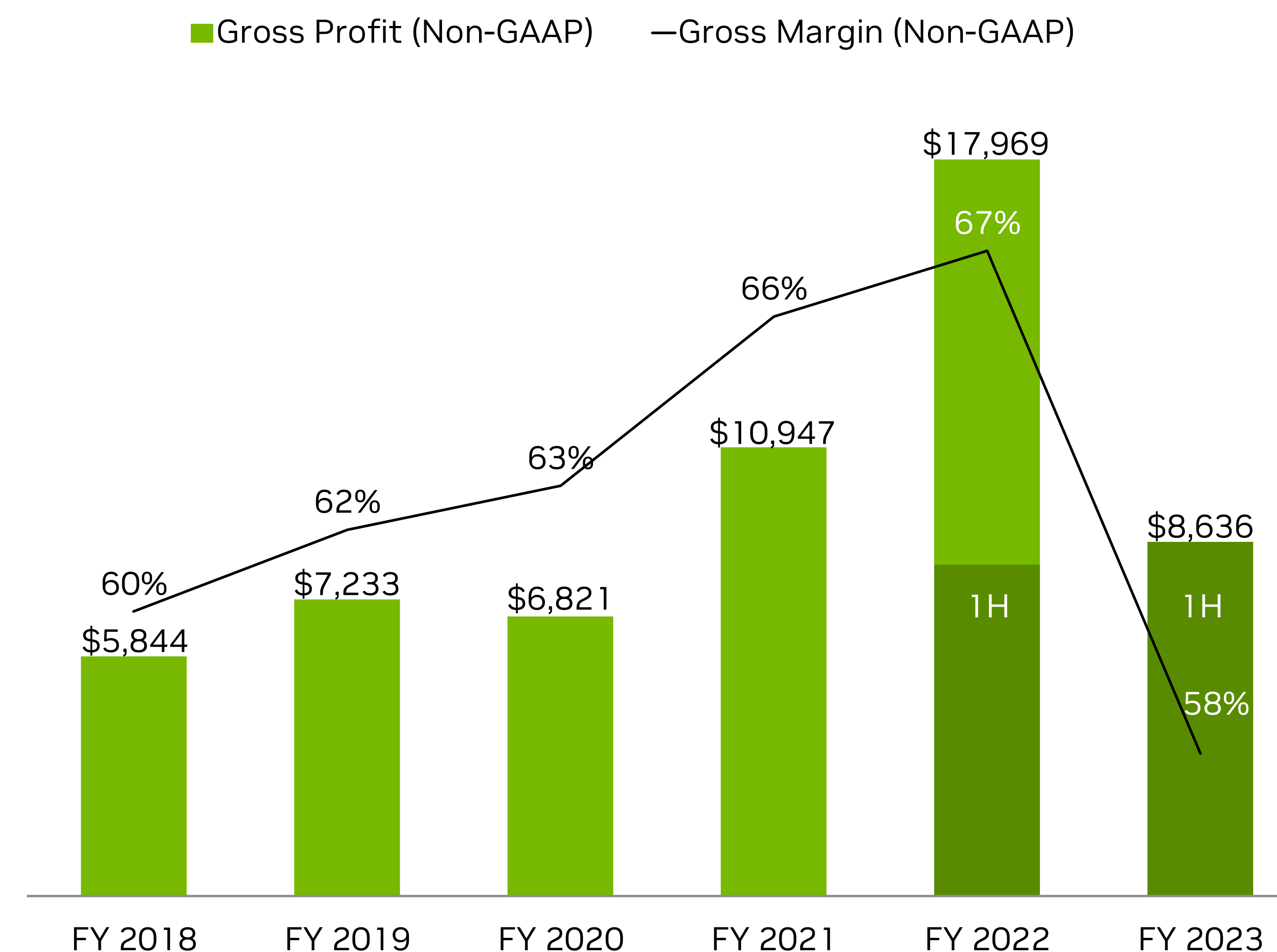
# NVIDIA Gross Margins Reflect Value of Acceleration

Accelerated computing requires full-stack and data center-scale innovation across silicon, systems, algorithms and applications.

Significant expertise and effort are required, but application speed-ups can be incredible, resulting in dramatic cost and time-to-solution savings.

For example, 10 NVIDIA HGX nodes with 80 NVIDIA A100 GPUs that cost \$4M can replace 920 nodes of CPU servers that cost over \$50M for AI inference.

NVIDIA chips carry the value of the full-stack, not just the chip.

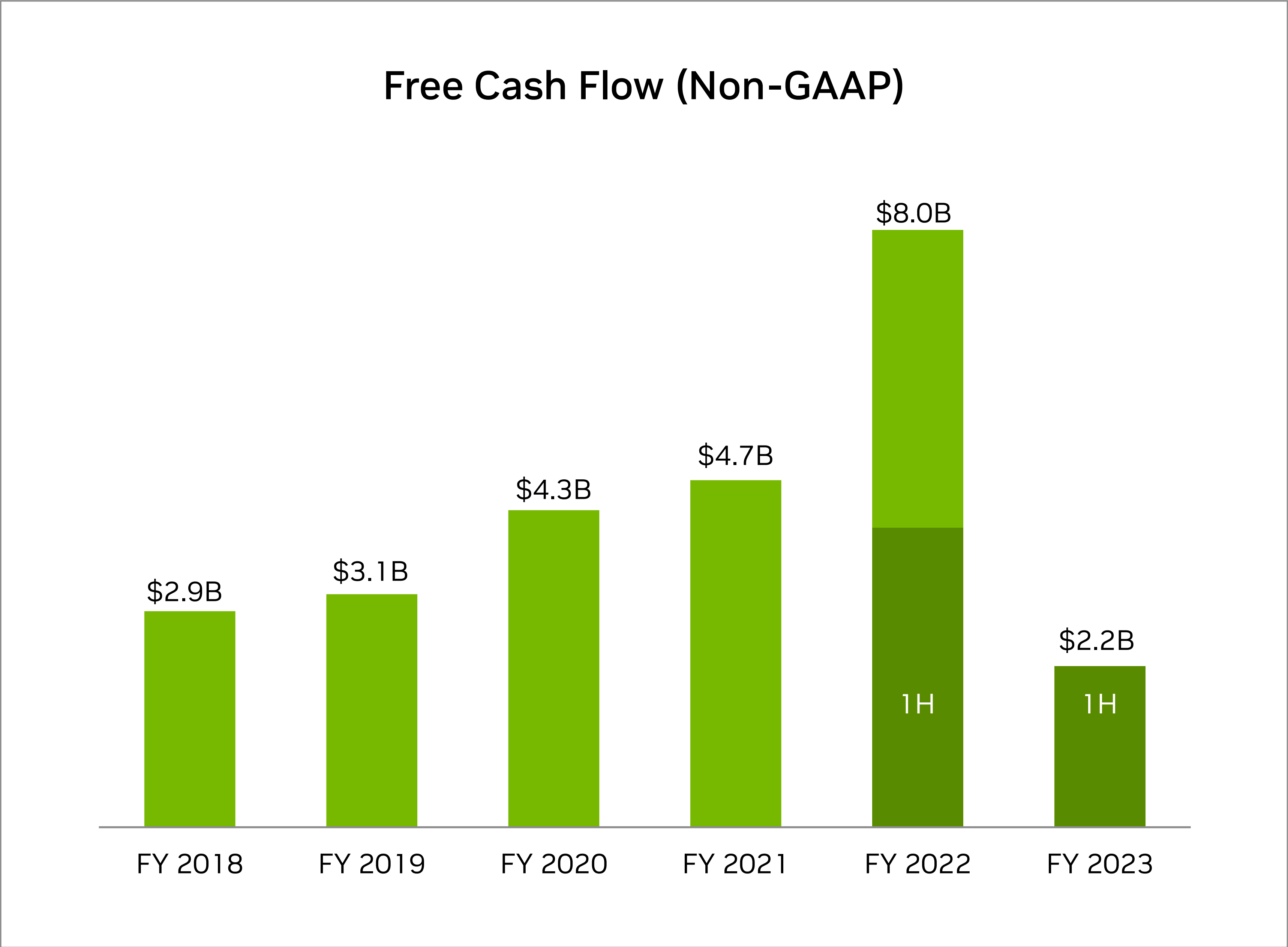


Cost comparison example based on latest available NVIDIA A100 GPU and Intel CPU inference results in the commercially available category of the MLPerf industry benchmark; includes related infrastructure costs such as networking.

1H FY23 financial metrics reflect a Gaming channel inventory correction and a \$1.2B charge for inventory and related reserves. Fiscal year ends in January. Refer to Appendix for reconciliation of Non-GAAP measures. Gross margins are rounded to the nearest percent.



# Strong Cash Flow Generation



### Capital Allocation

**Share Repurchase**  
Resumed Buybacks in Q1 FY 2023  
\$5.3B repurchased in 1H FY23; ~\$12B Remaining Authorization Through Jan 2024 as of Aug 2023

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**Dividend**  
\$400M in FY 2022  
Plan to Maintain

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**Strategic Investments**  
Growing Our Talent,  
Platform Reach & Ecosystem

Fiscal year ends in January. Refer to Appendix for reconciliation of Non-GAAP measures.



# Our Market Platforms at a Glance



## Gaming

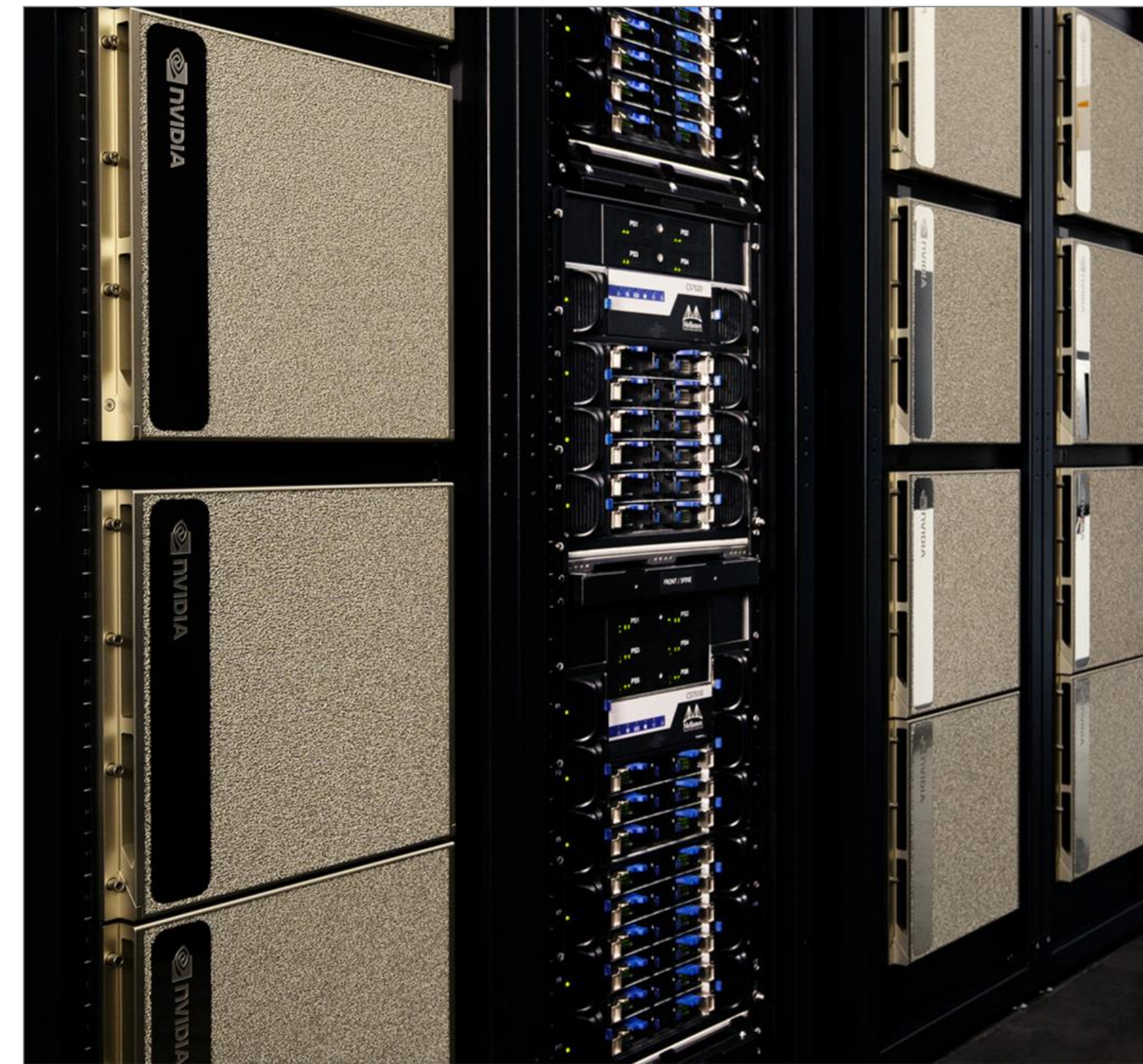
46% of FY22 revenue

**FY22 Revenue \$12.5B**

5-yr CAGR 25%

GeForce GPUs for PC gaming

GeForce NOW cloud gaming



## Data Center

40% of FY22 revenue

**FY22 Revenue \$10.6B**

5-yr CAGR 66%

DGX/HGX/EGX/IGX systems

GPU | CPU | DPU | Networking

NVIDIA AI software



## Professional Visualization

8% of FY22 revenue

**FY22 Revenue \$2.1B**

5-yr CAGR 20%

Quadro/NVIDIA RTX GPUs

for workstations

Omniverse software



## Automotive

2% of FY22 revenue

**FY22 Revenue \$0.6B**

5-yr CAGR 3%

DRIVE Hyperion sensor architecture with

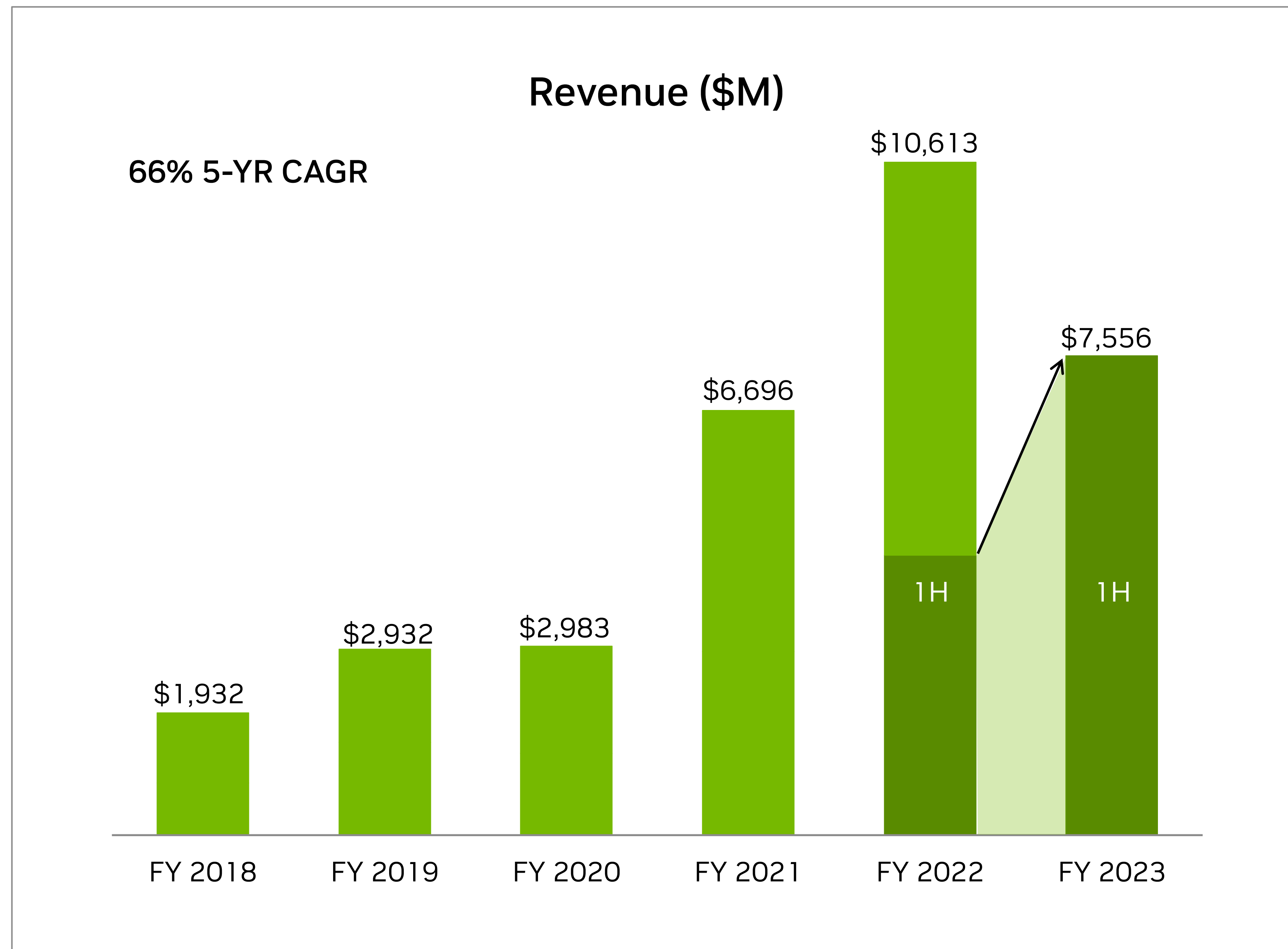
AGX compute, DRIVE AV & IX full stack

software for ADAS, AV & AI cockpit



# Data Center

The leading computing platform for AI, HPC & graphics



**Leader in AI & HPC**

- #1 in AI training and inference
- Used by all hyperscale & major cloud computing providers and 35,000 organizations
- Powers 357 of the TOP500 supercomputers

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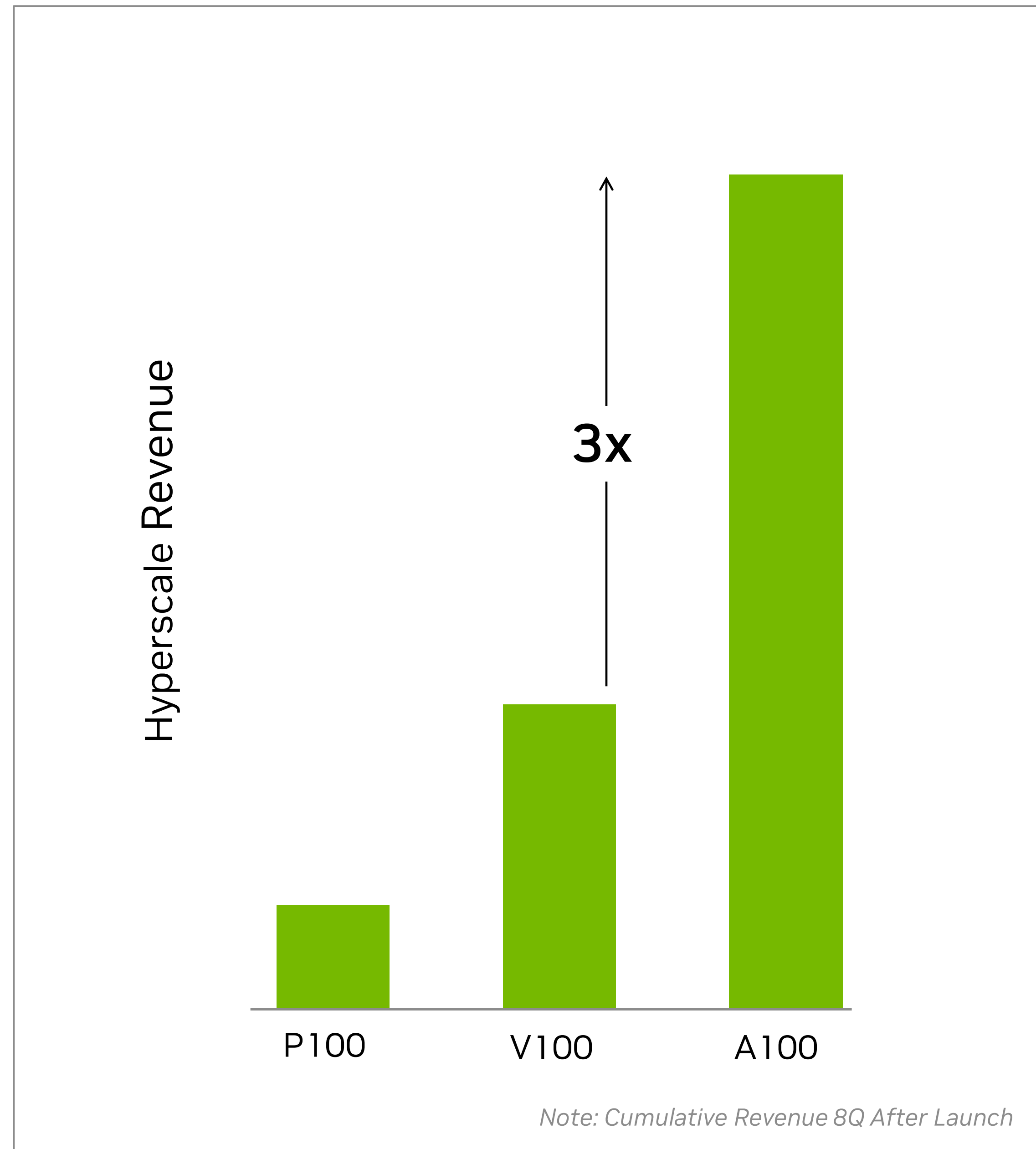
**Growth Drivers**

- Rapid AI adoption across industries
- Rising computation requirements for modern AI
- Three chip strategy – GPU | CPU | DPU
- Data-center scale innovation
- Full-stack AI | Software
- Omniverse

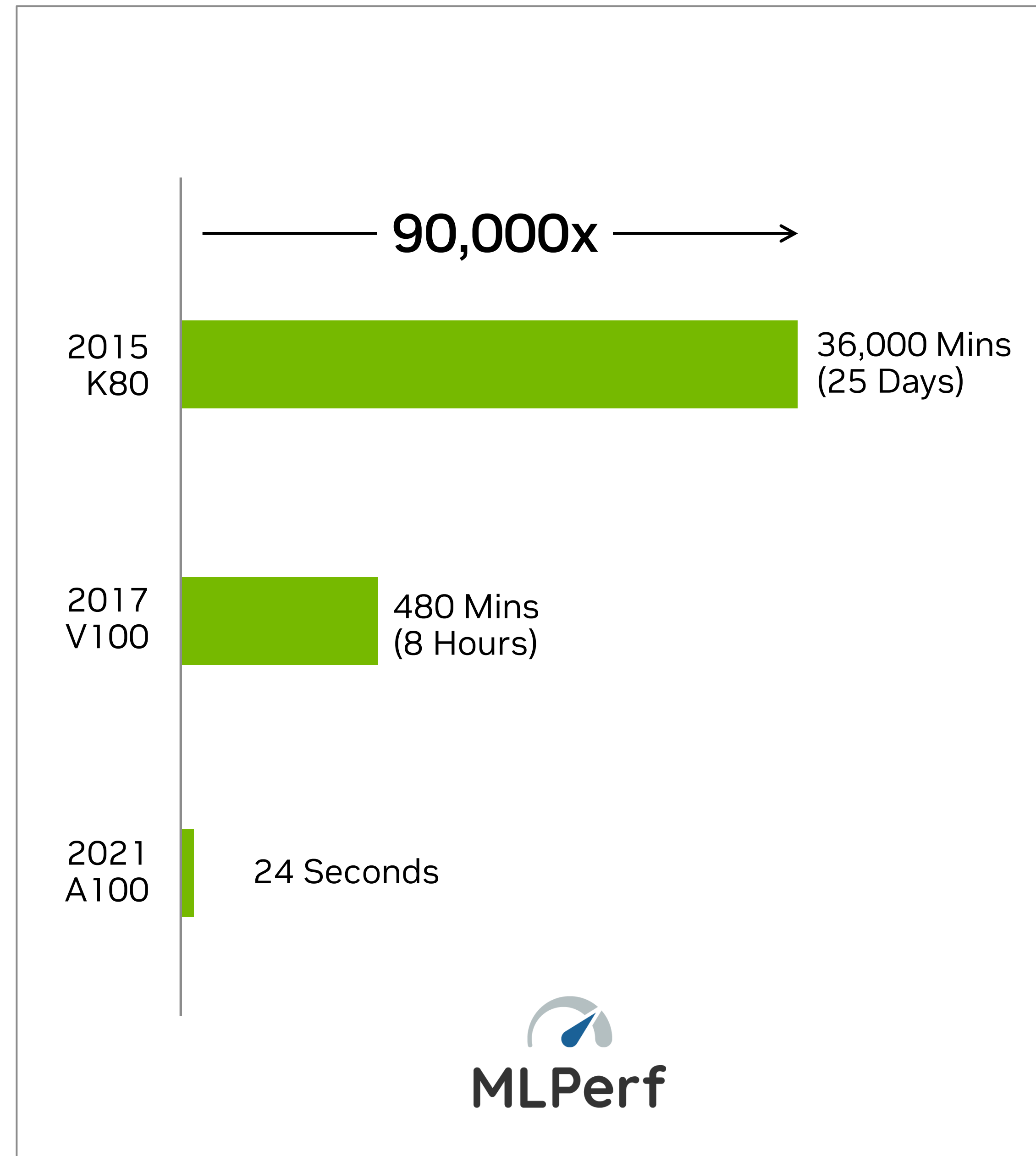


# Data Center

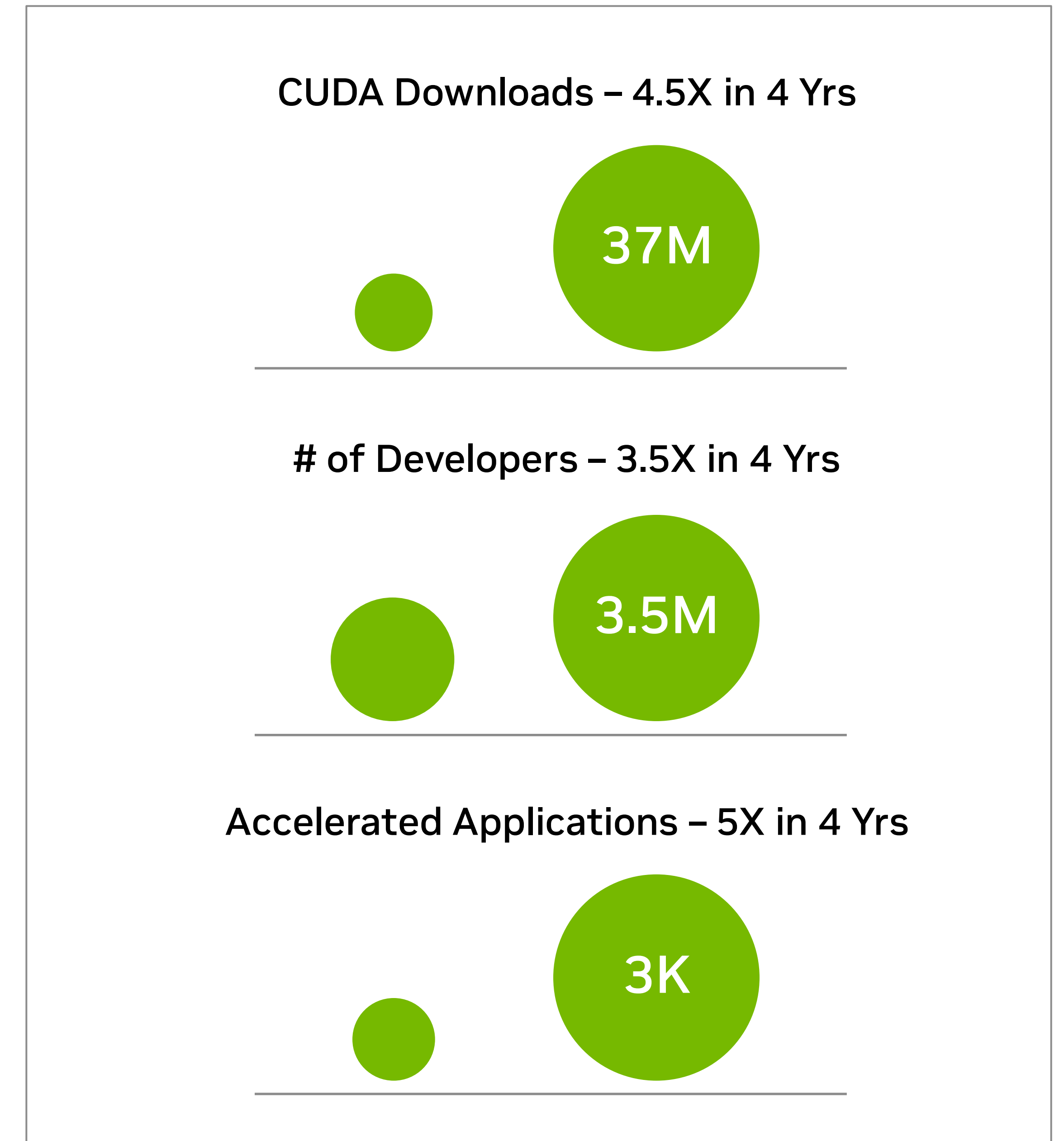
Strong growth fueled by AI performance leadership and huge developer ecosystem



Accelerating Adoption with Every Architecture



#1 in AI Training & Inference Performance

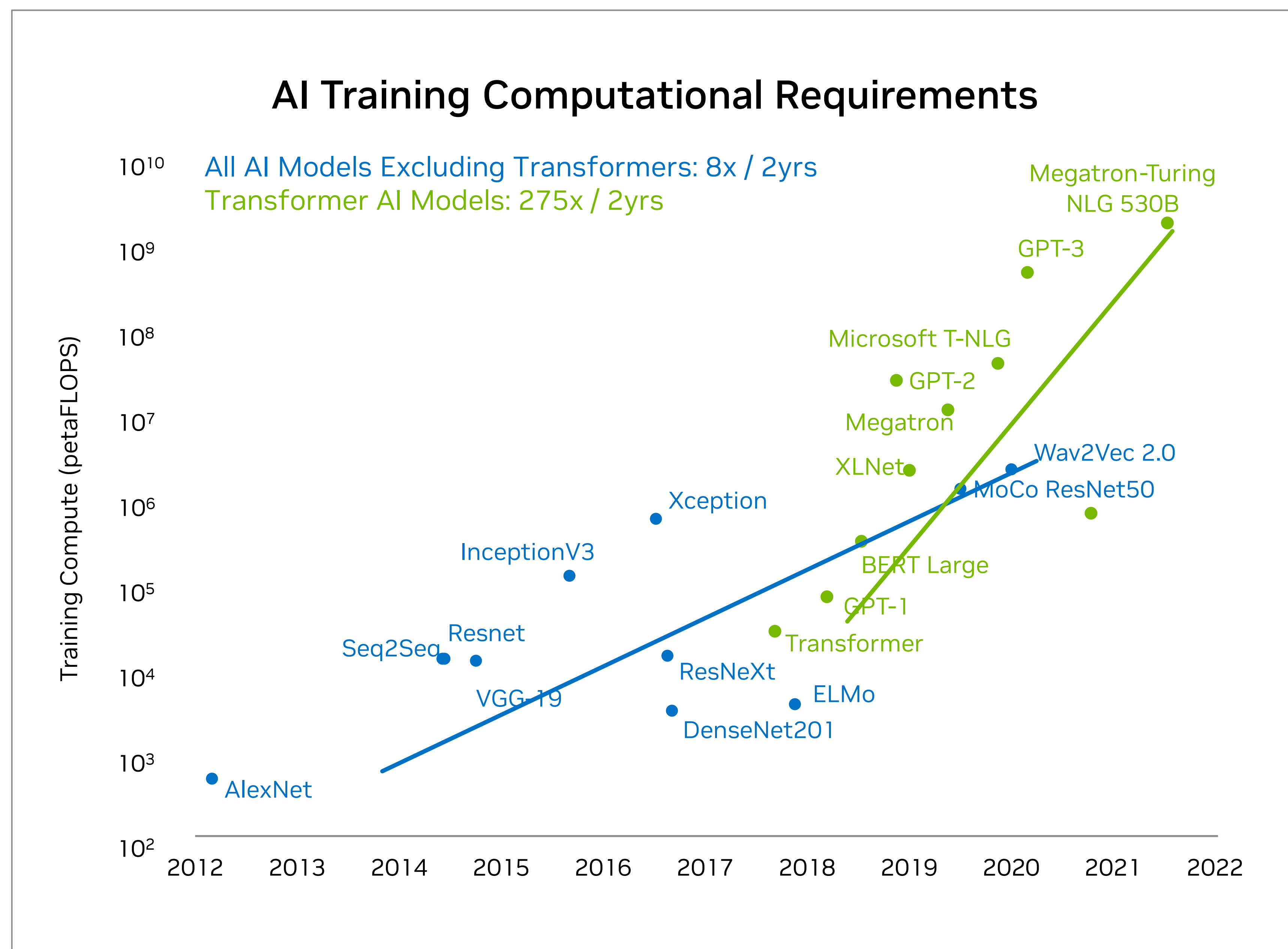


The Largest Accelerated Computing Ecosystem



# Modern AI is a Data Center Scale Computing Workload

Data centers are becoming AI factories: data as input, intelligence as output



Large Language Models, based on the Transformer architecture, are one of today's most important advanced AI technologies, involving up to trillions of parameters that learn from text.

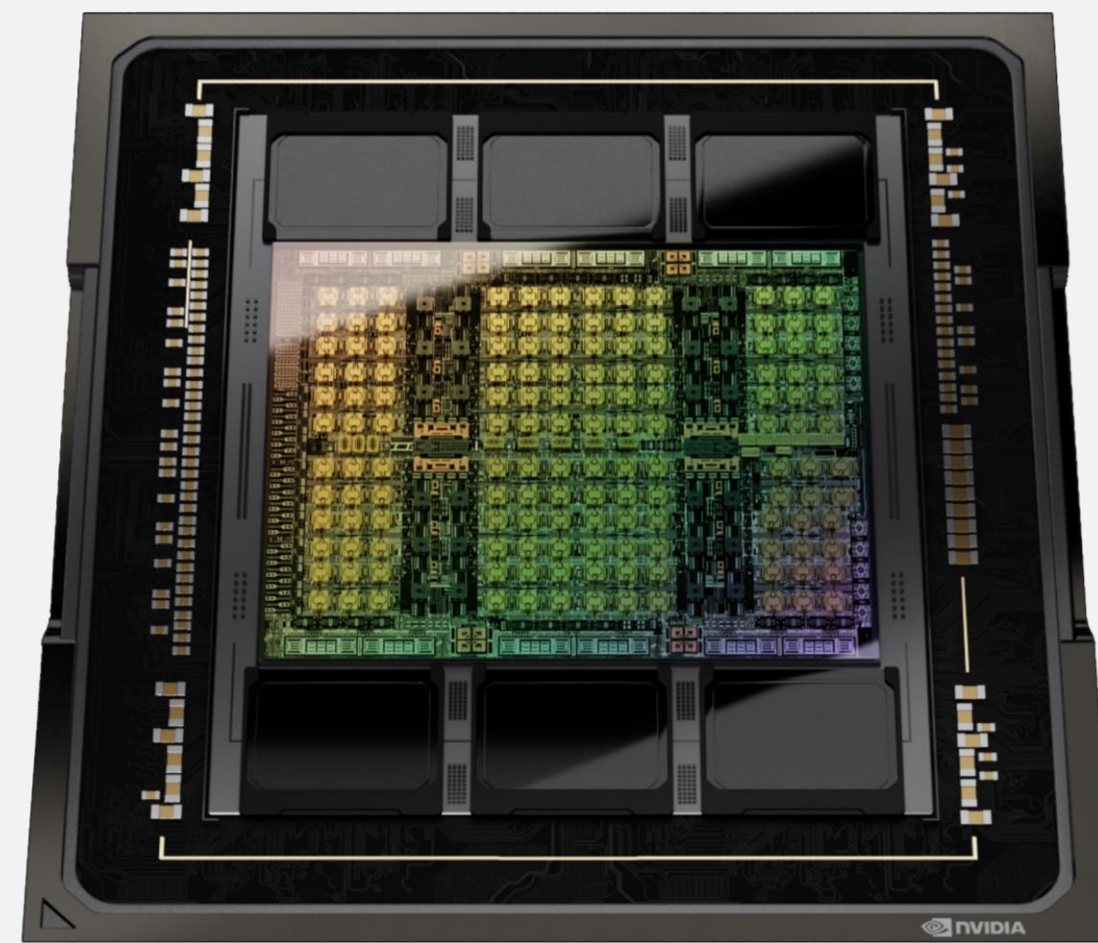
Developing them is an expensive, time-consuming process that demands deep technical expertise, distributed data center-scale infrastructure, and a full-stack accelerated computing approach.



# Wave of New Data Center Products

Ramping new architectures for GPU, CPU and DPU

## H100 GPU



World's Most Advanced Chip

80B Transistors

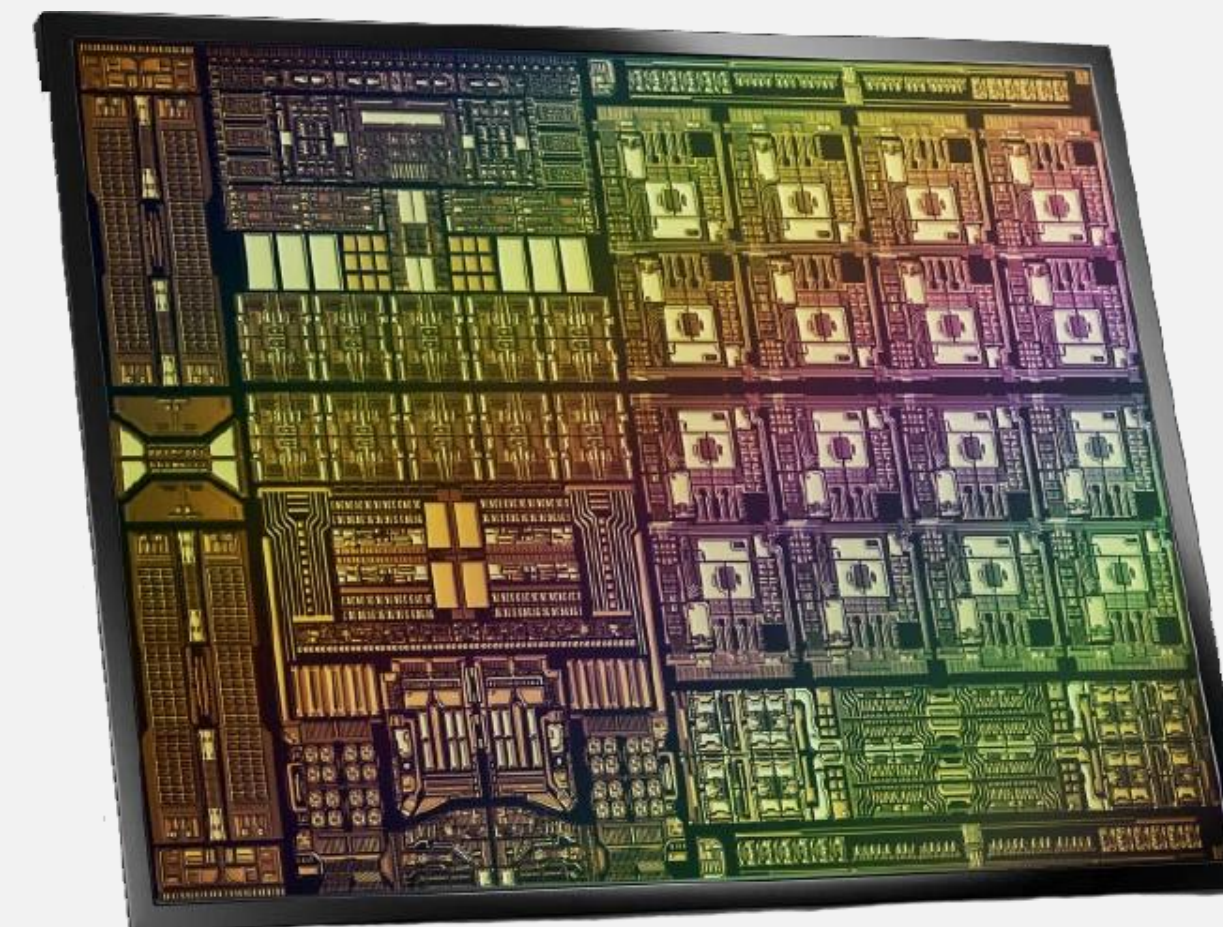
Transformer Engine – 6X Perf

Confidential Computing

4<sup>th</sup> Gen NVLink – 7X PCIe Gen5

2H FY23

## Bluefield-3 DPU



First 400 Gb/s DPU

Line-rate processing of software-defined networking, storage, and cybersecurity

VMware vSphere 8 integration

Zero-trust security

~600 infrastructure software partners

1H FY23

## Grace CPU Superchip



High Performance CPU for HPC and AI

144 Cores | 740 SPECrate<sup>®</sup>2017\_int\_base est.

1TB/s Memory Bandwidth

2X Perf/Watt Over Traditional Servers

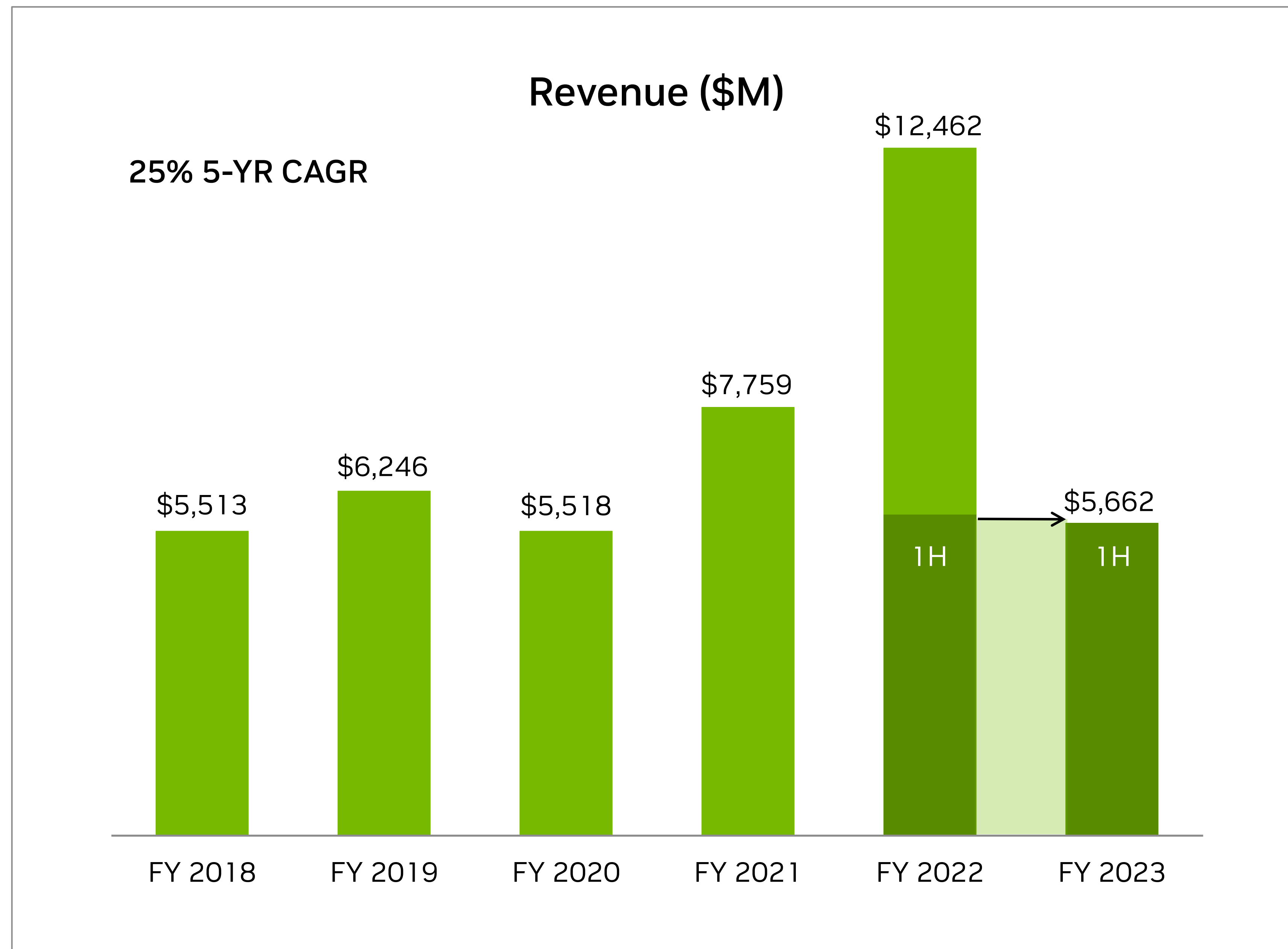
Runs NVIDIA Computing Stacks

1H FY24



# Gaming

GeForce — the world's largest gaming platform



**Leader in PC Gaming**

Strong #1 market position with over 80% share  
15 of the Top 15 most popular GPUs on Steam  
Leading performance & innovation  
200M+ gamers on GeForce

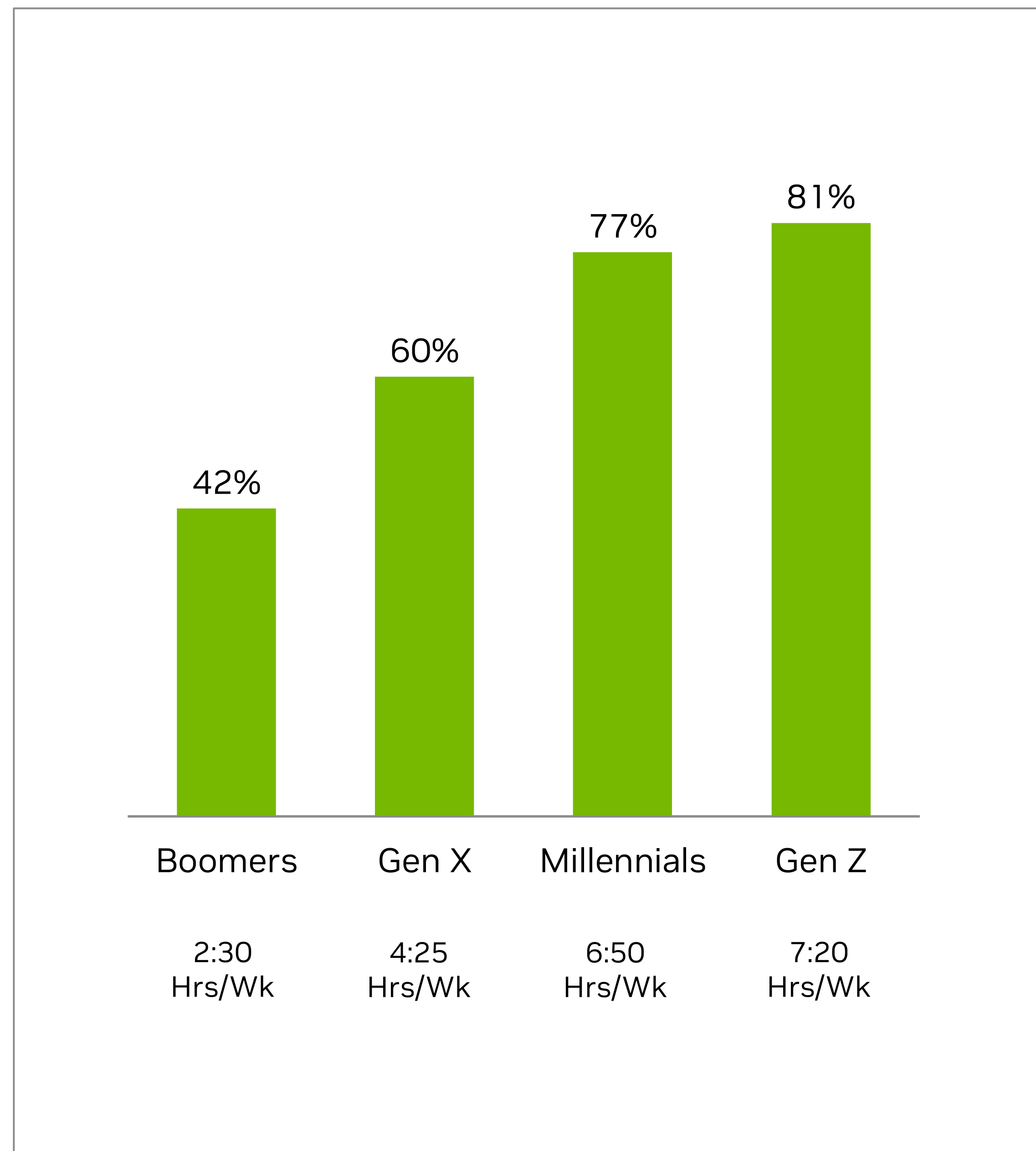
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**Growth Drivers**

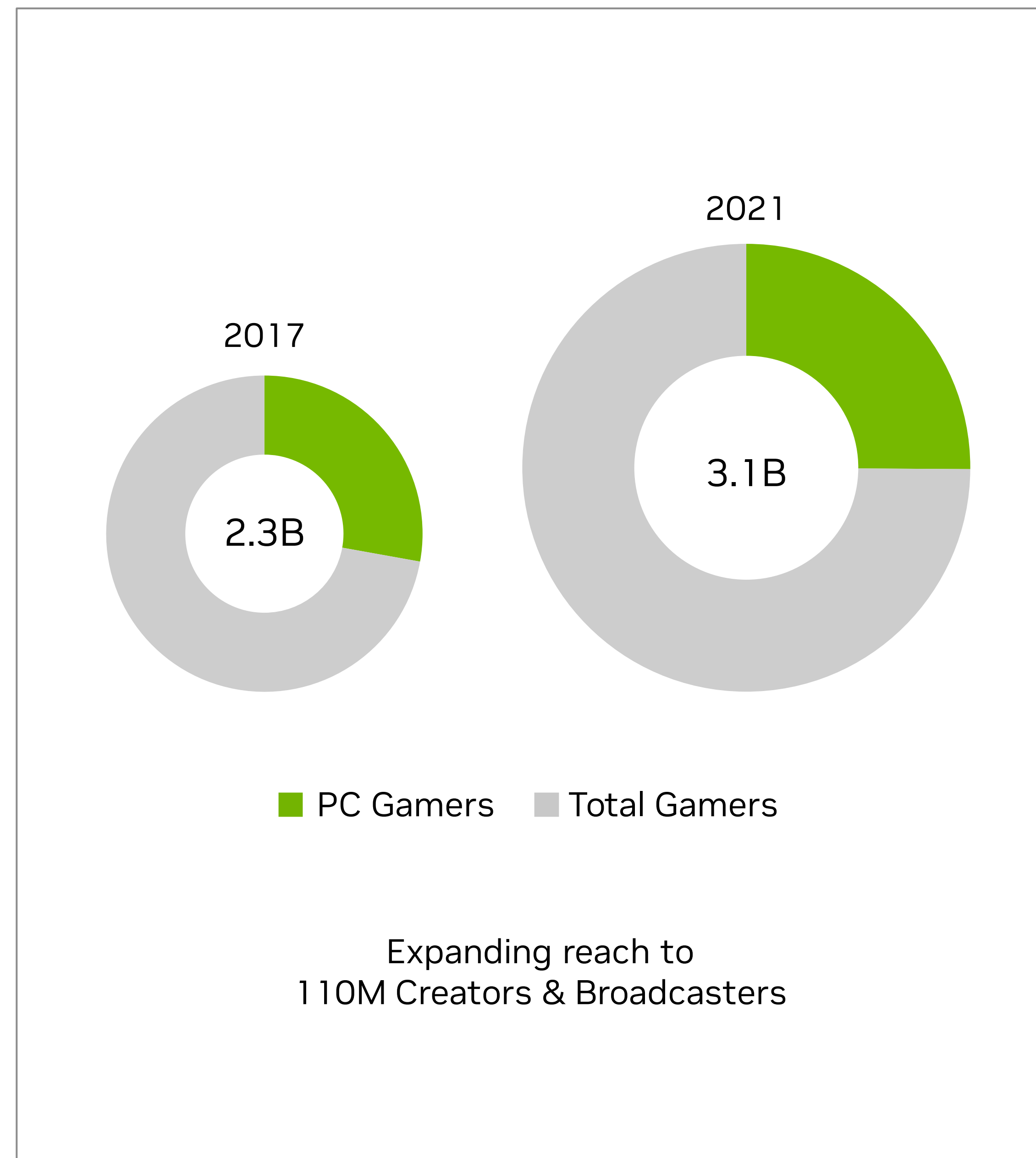
Rising adoption of NVIDIA RTX  
Expanding universe of gamers & creators  
Gaming laptops & game consoles  
GeForce NOW Cloud gaming



# Strong Gaming Fundamentals




New generation, more gamers




Expanding universe of gamers and creators


### 340+ RTX Games and Applications




#1 Video App



#1 Photo App



#1 3D App



#1 Broadcast App

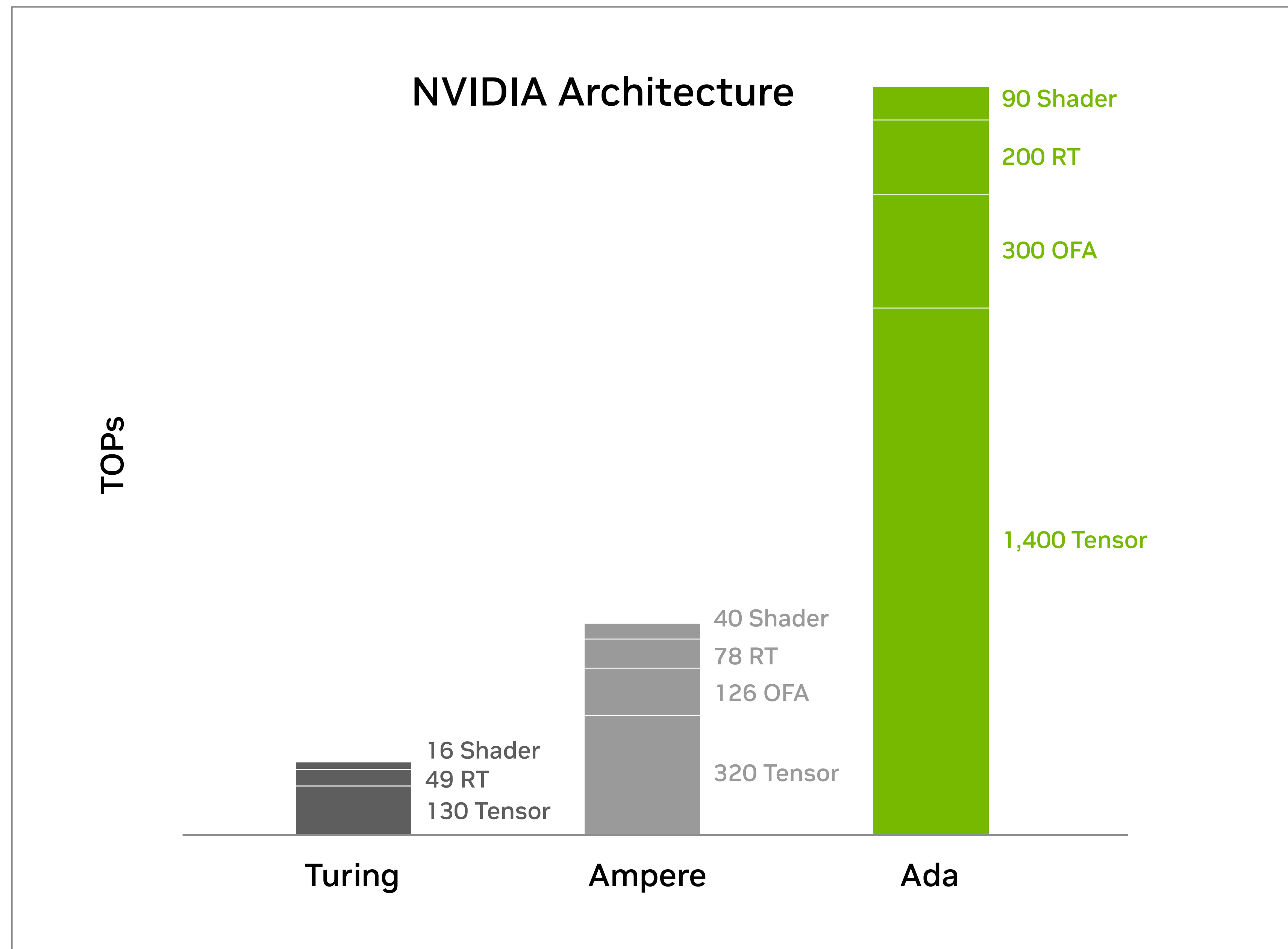
Robust NVIDIA ecosystem

Source: NewZoo and NVIDIA internal analysis



# The Next Generation: Ada Lovelace

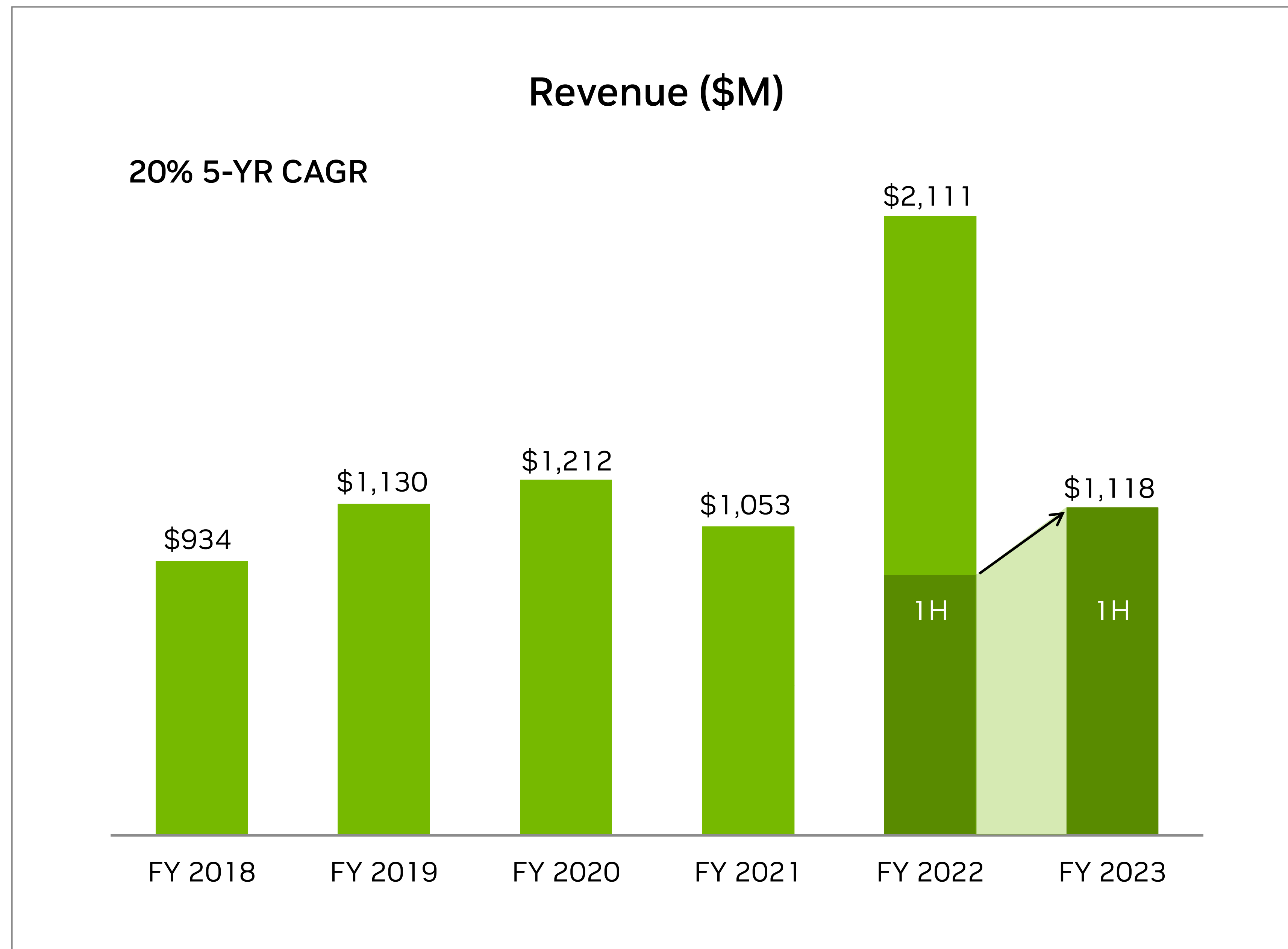
A quantum leap for gamers | Paves the way for fully simulated worlds





# Professional Visualization

## Workstation graphics



### Leader in Workstation Graphics

90%+ market share in graphics  
for workstations

45M Designers and Creators

Strong software ecosystem with over 70  
supported applications

### Growth Drivers

Ray Tracing and AI revolutionizing design

Expanding universe of designers and creators

Collaborative 3D design / Omniverse

Hybrid work environments



# Automotive

## Autonomous Vehicles (AV) & AI Cockpit

### Revenue (\$M)

#### Our next billion-dollar business

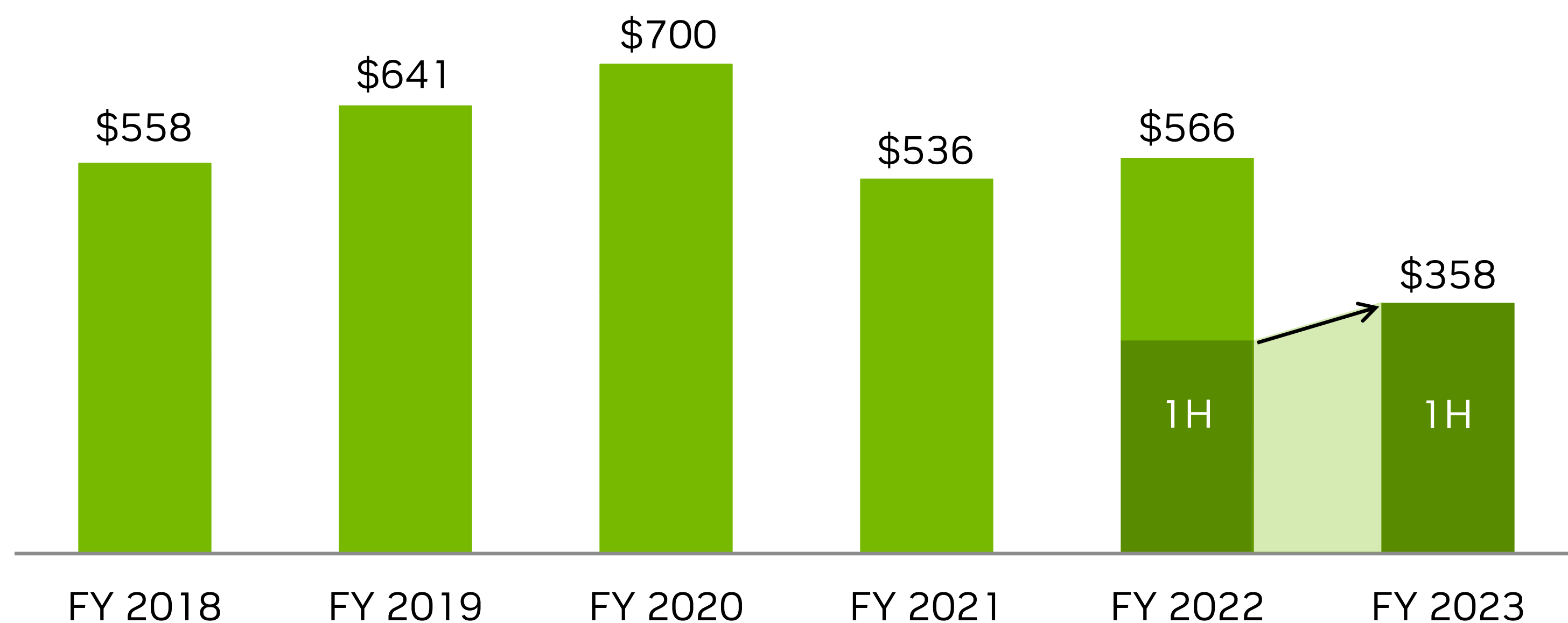
Over \$11B design win pipeline across 40 customers

#### Leadership Position in All Segments

20 of 30  
Passenger EV

7 of 10  
Trucking

8 of 10  
Robotaxi



### Leader in Autonomous Driving

Historical revenue driven largely by infotainment

Future growth primarily fueled by NVIDIA DRIVE, our AV and AI cockpit platform with full software stack

Over \$11B design win pipeline through FY2028 based on DRIVE Orin, which started ramp in FY2023

Next-generation DRIVE Thor to ramp in FY2025

### Growth Drivers

Adoption of centralized car computing and software-defined vehicle architectures

AV software and services:

Mercedes Benz FY2025 SOP\*

Jaguar Land Rover FY2026 SOP

\*SOP = Start of Production



# Summary

Accelerated Computing Essential for the Next Era – AI | Graphics | Simulation

NVIDIA Innovates at Data Center Scale – GPU | CPU | DPU | Full Stack

New Software & Services – NVIDIA AI | Omniverse | Nemo LLM | BioNemo LLM

Wave of New Chips – Ada Lovelace | Hopper | Grace | Orin

Strong Revenue, Operating Profit & Cash Flow Growth

\$1T Market Opportunity



The background features a complex pattern of thin, overlapping lines in shades of green and white against a black background. The lines are arranged in a way that suggests depth and movement, with some lines appearing to curve and others to intersect, creating a sense of a three-dimensional, crystalline or fiber-like structure.

# Reconciliation of Non-GAAP to GAAP Financial Measures



# Reconciliation of Non-GAAP to GAAP Financial Measures

Gross Margin (\$ in Millions & Margin Percentage)	Non-GAAP	Acquisition-Related and Other Costs	Stock-Based Compensation	IP-Related Costs	GAAP
		(A)	(B)		
FY 2018	\$5,844	—	(21)	(1)	\$5,822
	60.2%	—	(0.3)	—	59.9%
FY 2019	\$7,233	—	(27)	(35)	\$7,171
	61.7%	—	(0.2)	(0.3)	61.2%
FY 2020	\$6,821	—	(39)	(14)	\$6,768
	62.5%	—	(0.4)	(0.1)	62.0%
FY 2021	\$10,947	(425)	(88)	(38)	\$10,396
	65.6%	(2.6)	(0.5)	(0.2)	62.3%
FY 2022	\$17,969	(344)	(141)	(9)	\$17,475
	66.8%	(1.4)	(0.5)	—	64.9%
1H FY22	\$8,083	(173)	(57)	(9)	\$7,844
	66.4%	(1.3)	(0.5)	(0.1)	64.5%
1H FY23	\$8,636	(214)	(76)	—	\$8,346
	57.6%	(1.4)	(0.5)	—	55.7%

A. Consists of amortization of intangible assets and inventory step-up

B. Stock-based compensation charge was allocated to cost of goods sold



# Reconciliation of Non-GAAP to GAAP Financial Measures (contd.)

Operating Margin (\$ in Millions & Margin Percentage)	Non-GAAP	Acquisition Termination Cost	Acquisition-Related and Other Costs (A)	Stock-Based Compensation (B)	Other (3)	GAAP
FY 2018	\$3,617	—	(13)	(391)	(3)	\$3,210
	37.2%	—	(0.2)	(4.0)	—	33.0%
FY 2019	\$4,407	—	(2)	(557)	(44)	\$3,804
	37.6%	—	—	(4.7)	(0.4)	32.5%
FY 2020	\$3,735	—	(31)	(844)	(14)	\$2,846
	34.2%	—	(0.3)	(7.7)	(0.1)	26.1%
FY 2021	\$6,803	—	(836)	(1,397)	(38)	\$4,532
	40.8%	—	(5.0)	(8.4)	(0.2)	27.2%
FY 2022	\$12,690	—	(636)	(2,004)	(9)	\$10,041
	47.2%	—	(2.5)	(7.4)	—	37.3%
1H FY22	\$5,628	—	(325)	(894)	(9)	\$4,400
	46.3%	—	(2.7)	(7.3)	(0.1)	36.2%
1H FY23	\$5,280	(1,353)	(324)	(1,227)	(9)	\$2,367
	35.2%	(9.0)	(2.2)	(8.2)	—	15.8%

A. Consists of amortization of acquisition-related intangible assets, inventory step-up, transaction costs, compensation charges, and other costs

B. Stock-based compensation charge was allocated to cost of goods sold, research and development expense, and sales, general and administrative expense

C. Comprises of IP-related costs, legal settlement costs, and contributions



## Reconciliation of Non-GAAP to GAAP Financial Measures (contd.)

(\$ in Millions)	Free Cash Flow	Purchases Related to Property and Equipment and Intangible Assets	Principal Payments on Property and Equipment	Net Cash Provided by Operating Activities
FY 2018	\$2,909	593	—	\$3,502
FY 2019	\$3,143	600	—	\$3,743
FY 2020	\$4,272	489	—	\$4,761
FY 2021	\$4,677	1,128	17	\$5,822
FY 2022	\$8,049	976	83	\$9,108
1H FY 2022	\$4,035	481	40	\$4,556
1H FY 2023	\$2,171	794	36	\$3,001



