Everywhere

The Ubiquitous IoT Network for Low Power “Things”

October 6, 2021

SEMTECH

Today's Presenters

Mohan Maheswaran
President and Chief Executive Officer

Alistair Fulton
Vice President and General Manager,
Wireless and Sensing Products Group

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Forward Looking Statements

This presentation will contain “forward-looking statements” within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, as amended, based on the Company’s current expectations, estimates and projections about its operations, industry, financial condition, performance, results of operations, and liquidity. Forward-looking statements are statements other than historical information or statements of current condition and relate to matters such as future financial and operational performance, the anticipated impact of specific items on future earnings, and the Company’s plans, objectives and expectations. Forward-looking statements involve known and unknown risks and uncertainties that could cause actual results and events to differ materially from those projected. Potential factors that could cause actual results to differ materially from those in the forward-looking statements include, but are not limited to, the following: the uncertainty surrounding the impact and duration of the COVID-19 pandemic on global economic conditions and on the Company's business and results of operations; export restrictions and laws affecting the Company's trade and investments; competitive changes in the marketplace including, but not limited to, the pace of growth or adoption rates of applicable products or technologies; the Company’s reliance on a limited number of suppliers and subcontractors for components and materials; the Company's ability to forecast and achieve anticipated net sales and earnings estimates in light of periodic economic uncertainty, including impacts arising from Asian, European and global economic dynamics; and the additional factors identified in Semtech Corporation’s Form 10-K for the fiscal year ended January 31, 2021 under the heading “Risk Factors” and in the Company’s Quarterly Reports on Form 10-Q, in other filings with the Securities and Exchange Commission. Investors are cautioned not to place undue reliance on any forward-looking information contained herein, which reflect management’s analysis only as of the date hereof. Except as required by law, the Company assumes no obligation to publicly release the results of any update or revision to any forward-looking statement that may be made to reflect new information, events or circumstances after the date hereof or to reflect the occurrence of unanticipated or future events, or otherwise.

Agenda

LoRa® OVERVIEW

Mohan Maheswaran

- What Is LoRa?
- Vision
- Positioning
- Market Opportunity

LoRa DEEP DIVE

Alistair Fulton

- LoRa Ecosystem
- Key Use Cases
- Growth Drivers

Q&A

What Is LoRa®?

A Long Range, Low Power, Bi-Directional, Secure, Wireless Communication Platform

Very Long Range

Typically 15-30 miles of range outdoors

Satellite connectivity demonstrated > 500 miles

Deep indoor coverage (non line of sight)

Ultra-Low Power

Up to 10+ year lifetime

10x lower power vs. cellular or Wi-Fi

Multi-Network

Public or private

Star, Mesh or Point-2-Point configuration

Tower-based macro gateways

Building-based pico gateways

Low Cost

Unlicensed spectrum

Low cost end-nodes

Low cost gateways

Open LoRaWAN® standard - LoRa Alliance®

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LoRa® Everywhere

The Ubiquitous Network For Low Power ‘Things’

Smart Cities & Utilities

- Grid Management
- Meters
- Gas & Water Resource Management
- Public Safety
- Lighting
- Waste Management
- Disaster Management

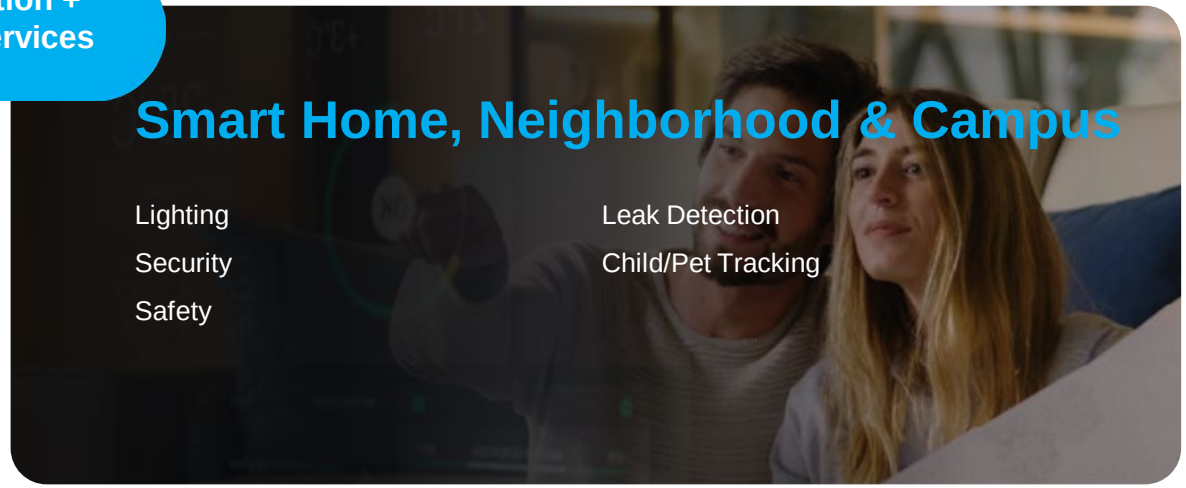
Industrial IoT & Logistics

- Cold Chain
- Asset Management
- Transport
- Manufacturing

Application + Cloud Services

Smart Agriculture

- Farming
- Irrigation
- Waste Management
- Pest Control

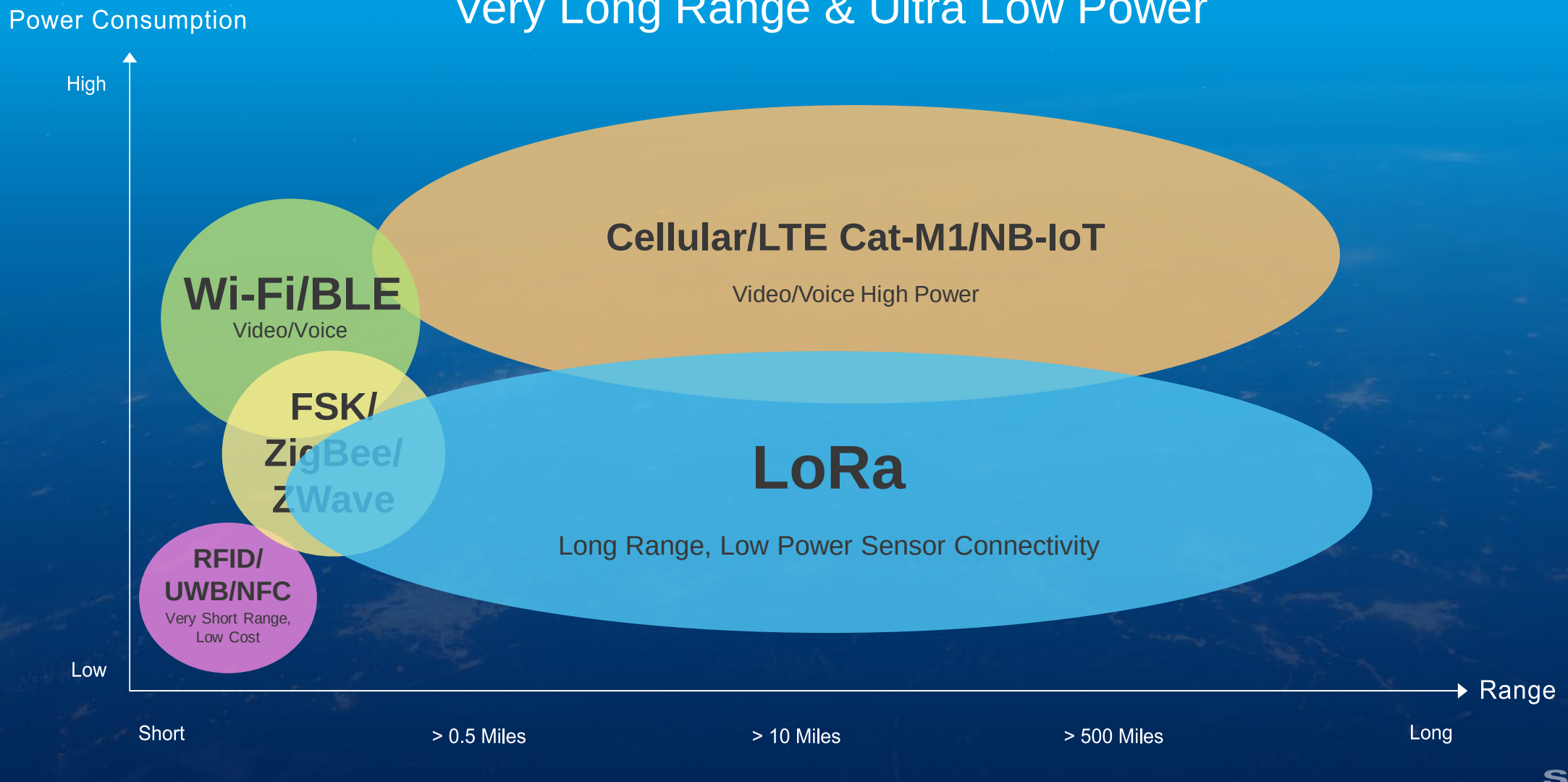


Smart Home, Neighborhood & Campus

- Lighting
- Security
- Safety
- Leak Detection
- Child/Pet Tracking

LoRa® Fills a Technology Gap in the IoT

Very Long Range & Ultra Low Power



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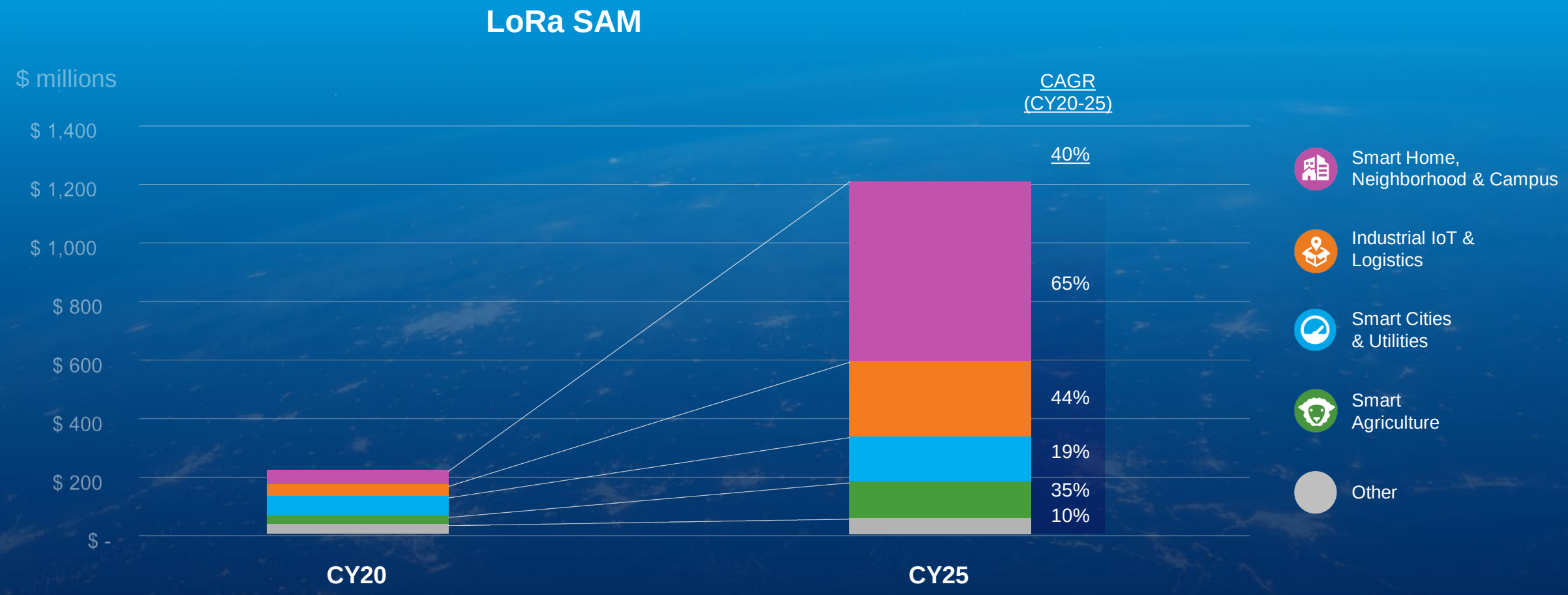
LoRa® Growth Opportunity



Source: Omdia

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Q&A

Connecting IoT Sensors to the Cloud

Flexible & Secure

Connecting IoT Sensors to the Cloud

Easy to Develop • Easy to Deploy

Software Tools

Developer Resources

Cloud Services

Connecting IoT Sensors to the Cloud

Low Power • Long Range

Connecting IoT Sensors to the Cloud

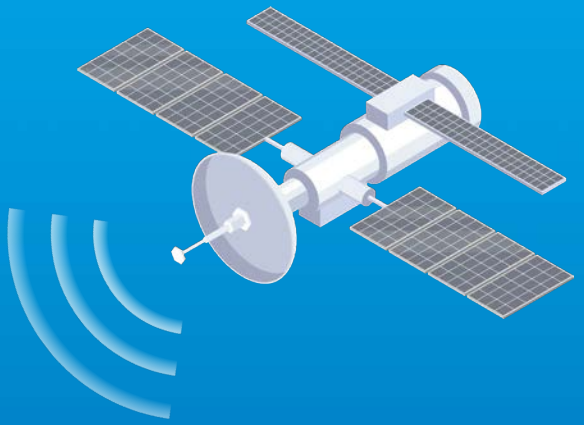
Global Coverage

160+ LoRaWAN network operators globally

2.5 Million deployed gateways

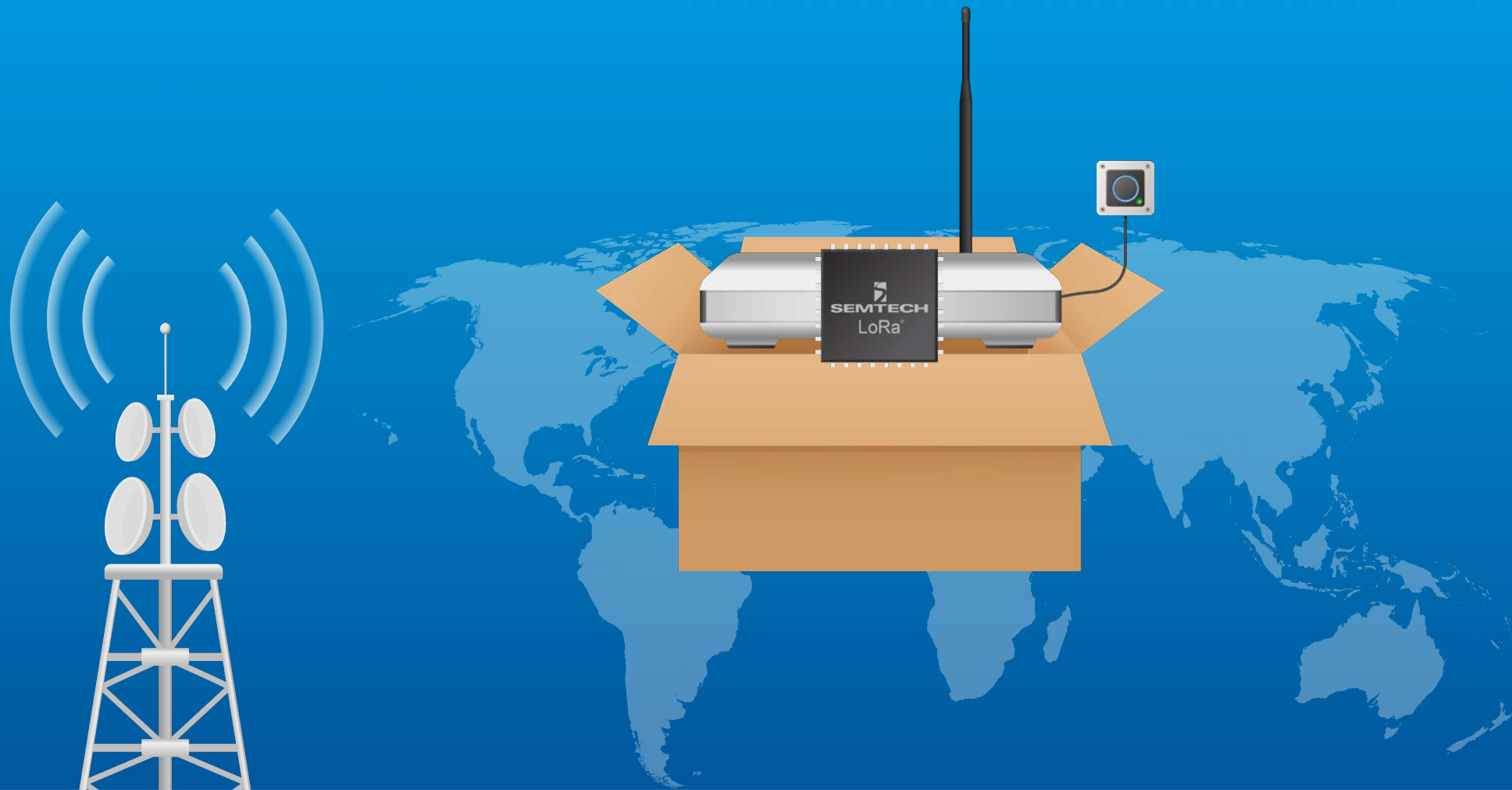
~5 Billion Endpoints supported

Global LoRa satellite coverage



Connecting IoT Sensors to the Cloud

Public or Private Networks



LoRa Edge™ Geolocation Platform

Track Everything, Everywhere

LoRa Edge™ Geolocation Platform

Cloud Integrations

IoT – A Combination of Two Worlds

Physical / Analog World

Cloud / Digital World

Aggregation & Analytics

Insights & Actions

Connecting IoT Sensors to the Cloud

Large and Growing LoRa® Ecosystem

Connecting IoT Sensors to the Cloud

The Ubiquitous IoT Network for Low Power “Things”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Connecting IoT Sensors to the Cloud

The Internet of Things

Hardware Providers

Network Providers

Cloud Platforms

Solution Providers

End Customers

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Large and Growing Ecosystem

LoRa Alliance®

Hardware Providers | Network Providers | Cloud Platforms | Solution Providers | End Customer

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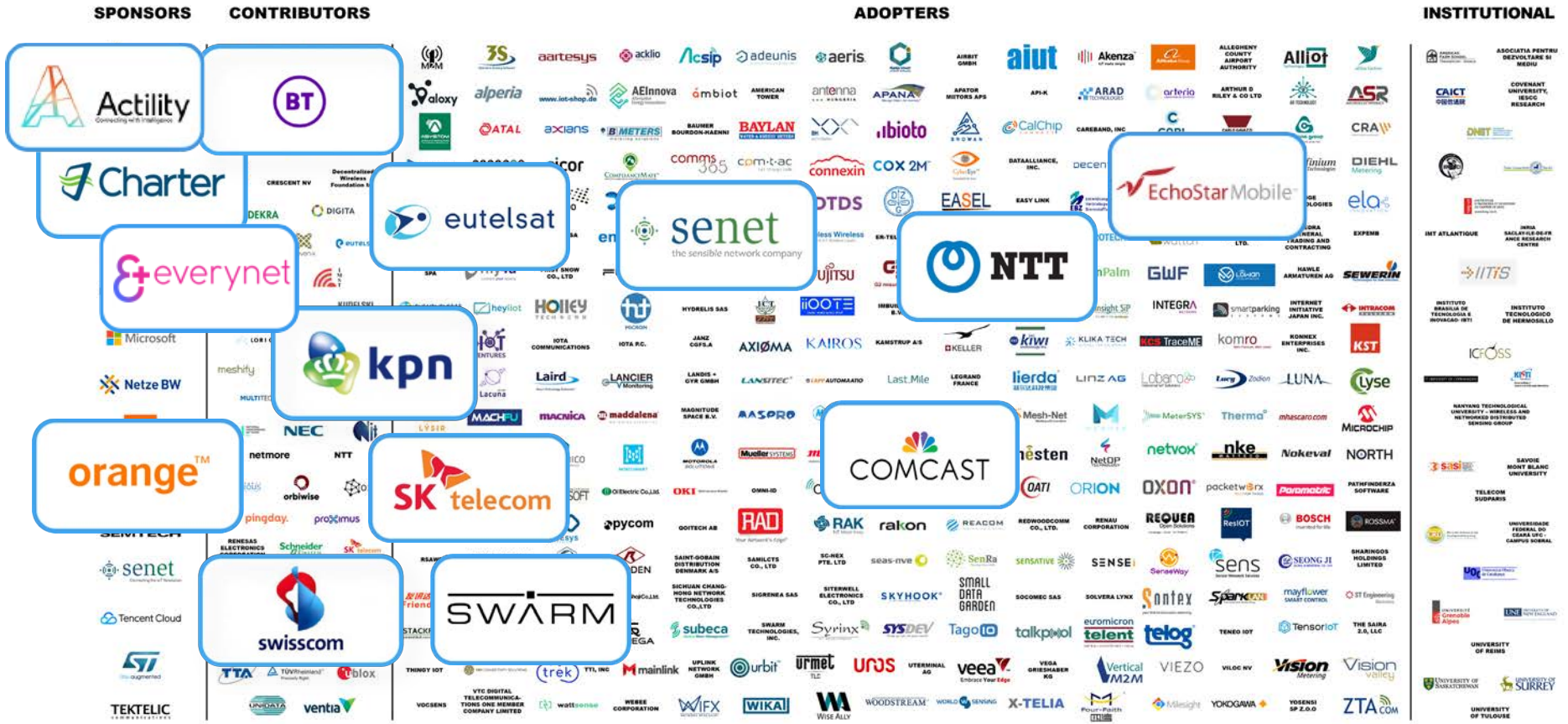

Large and Growing Ecosystem

LoRa Alliance®

Hardware Providers | Network Providers | Cloud Platforms | Solution Providers | End Customer

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Large and Growing Ecosystem

LoRa® Delivers Real-World Impact

Smart Cities
& Utilities

Industrial IoT
& Logistics

Smart Home,
Neighborhood
& Campus

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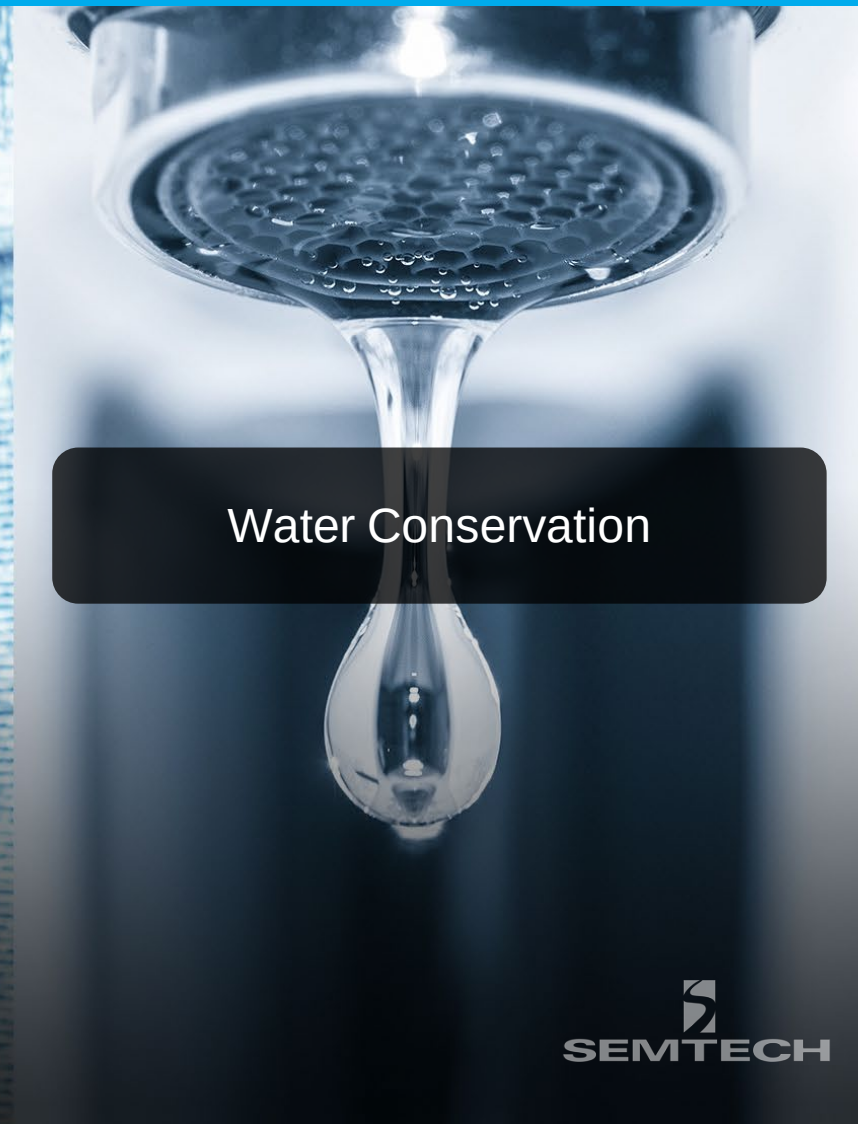
Smart Cities & Utilities

Smart Energy Management

Comprehensive Safety Systems



Water Conservation

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Smart Cities & Utilities

- 900 billion gallons of water wasted each year in household water leaks
- Potential to reduce worldwide CO_2 emissions by 5%

Source: epa.gov/watersense/statistics-and-facts#:~:text=Water Stats,gallons of water annually nationwide, record-evolution.de and Semtech internal

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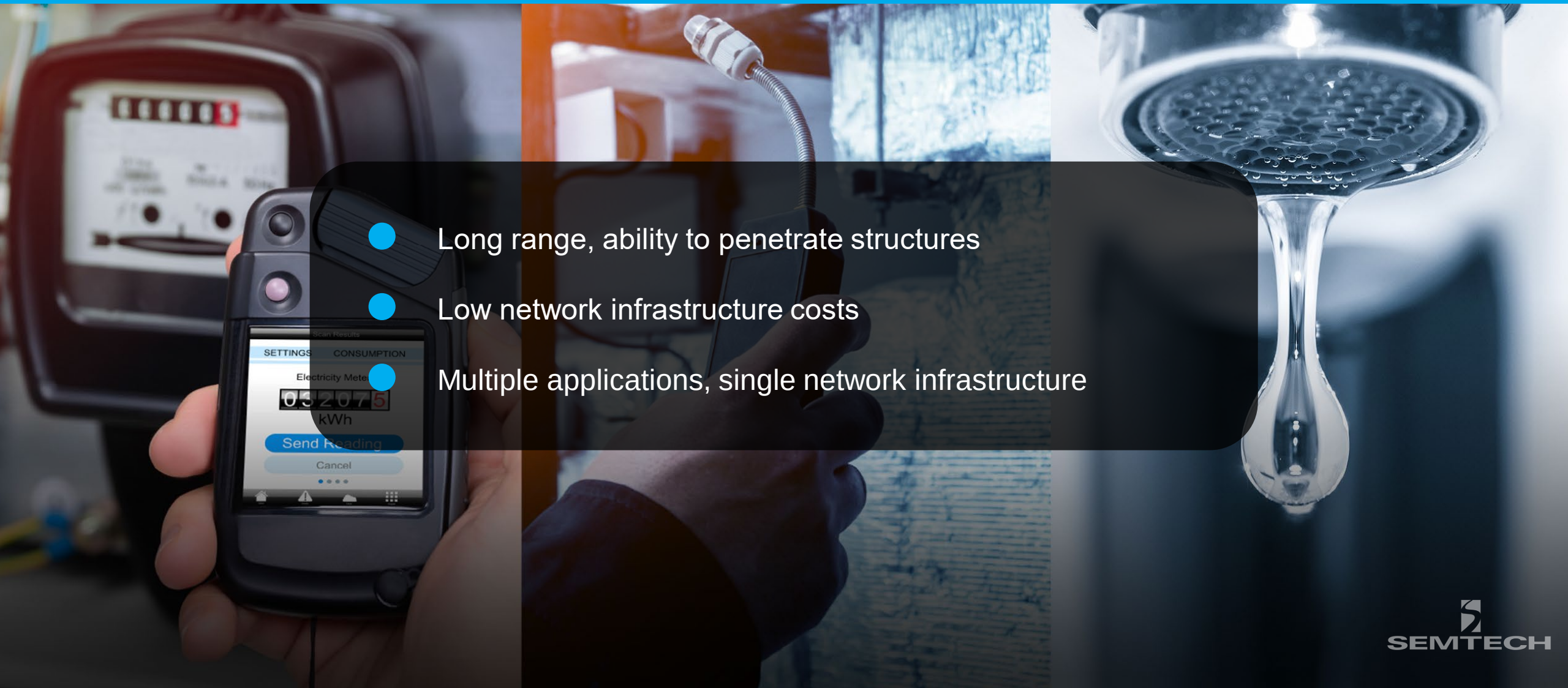
Smart Cities & Utilities



- Long range, ability to penetrate structures
- Low network infrastructure costs
- Multiple applications, single network infrastructure

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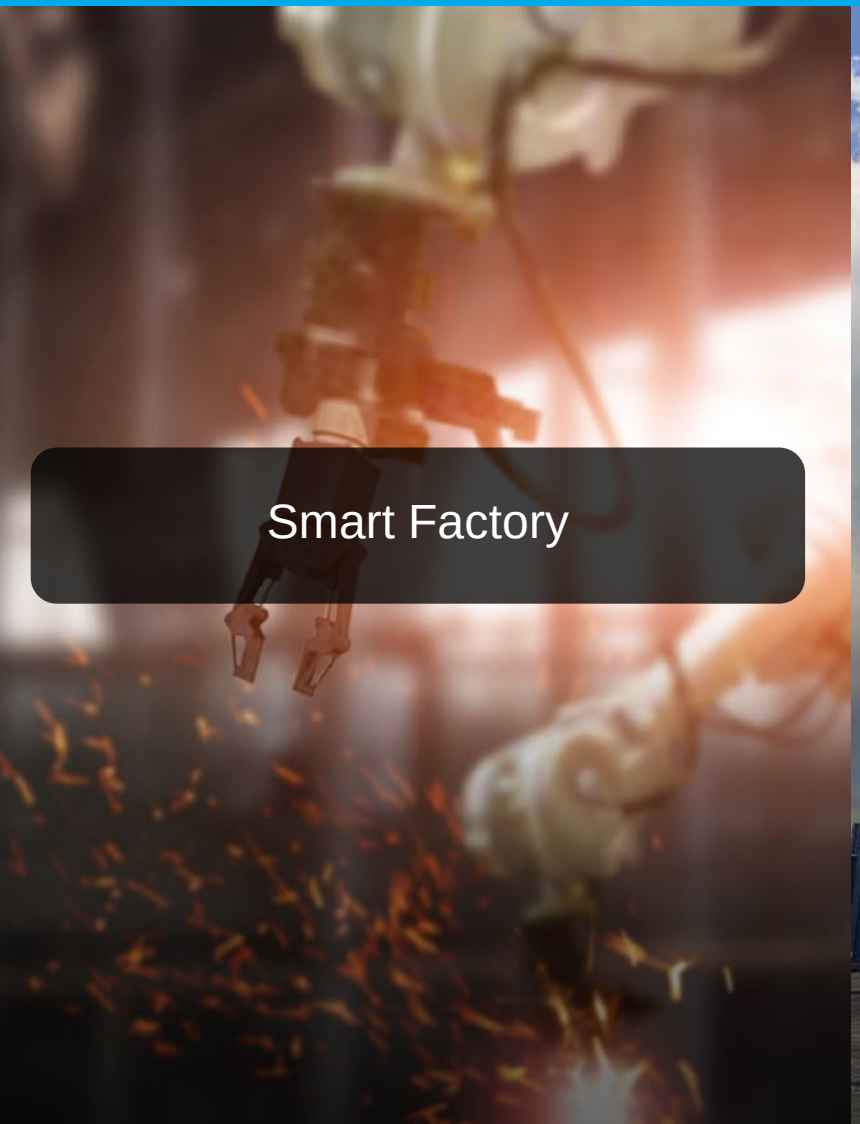
Industrial IoT & Logistics



Industrial IoT & Logistics

- 2 billion tons of waste globally each year
- 1.2 trillion gallons of industrial & waste water
- 1.3 billion tons of lost and spoiled food

Source:datatopics.worldbank.org/what-a-waste/trends_in_solid_waste_management.html, US Environmental Protection Agency and unep.org/thinkeatsave/get-informed/worldwide-food-waste

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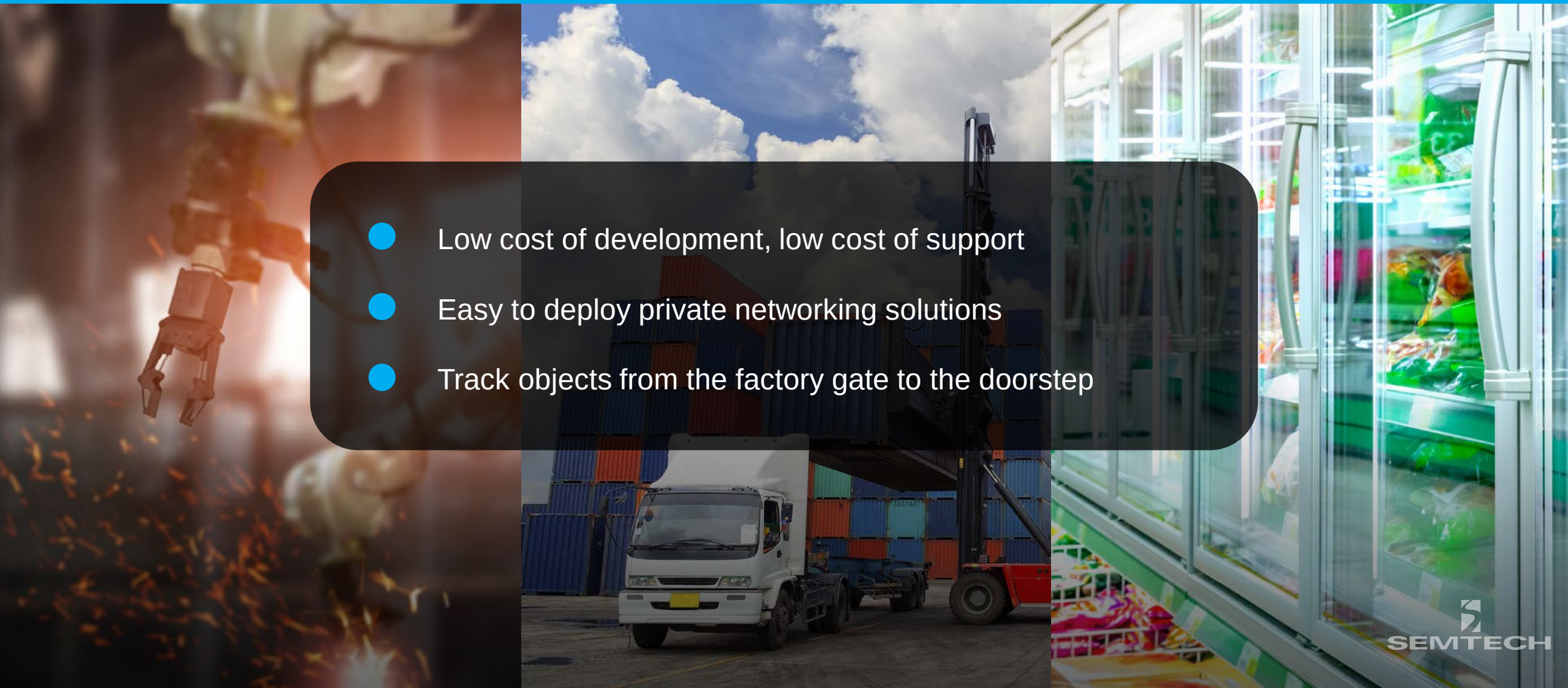
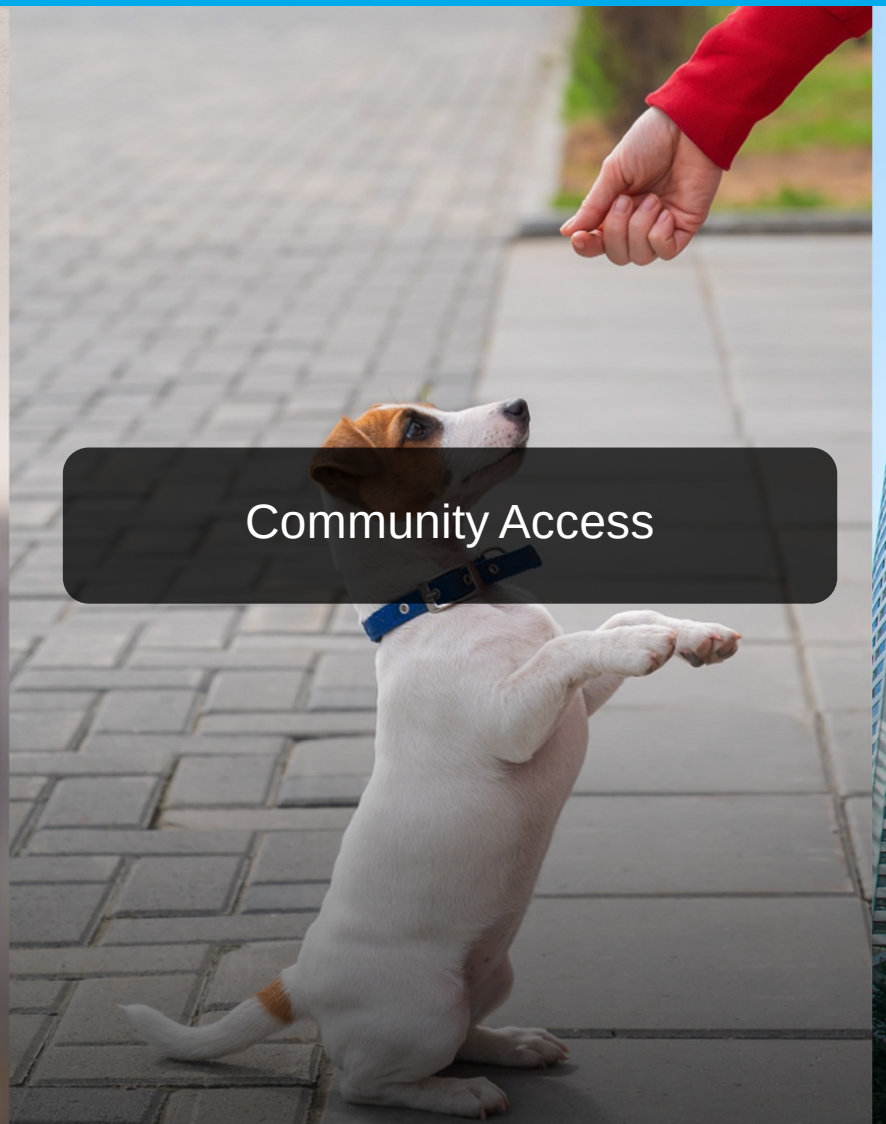
Industrial IoT & Logistics



- Low cost of development, low cost of support
- Easy to deploy private networking solutions
- Track objects from the factory gate to the doorstep

Smart Home, Neighborhood & Campus

Home Safety & Security



Community Access

Smart Building

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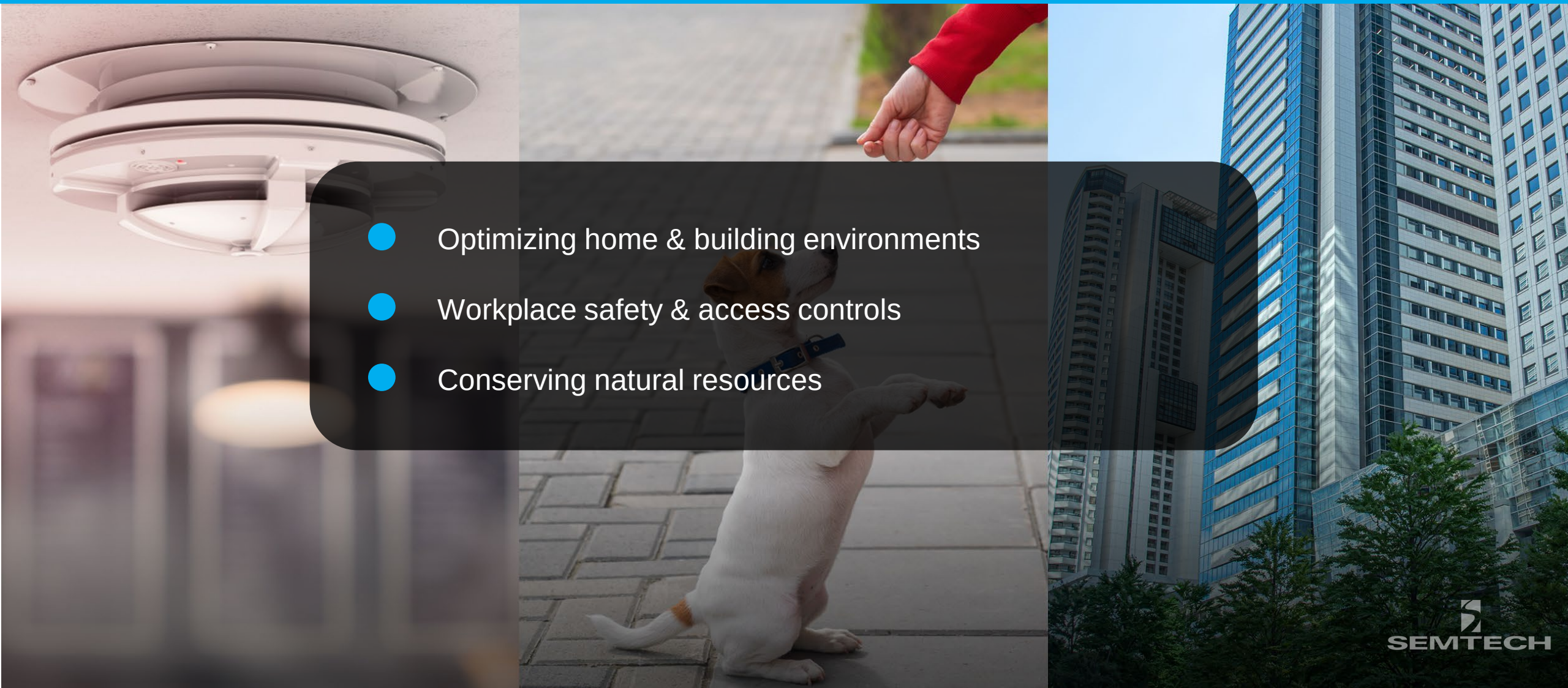
Smart Home, Neighborhood & Campus



- Optimizing home & building environments
- Workplace safety & access controls
- Conserving natural resources

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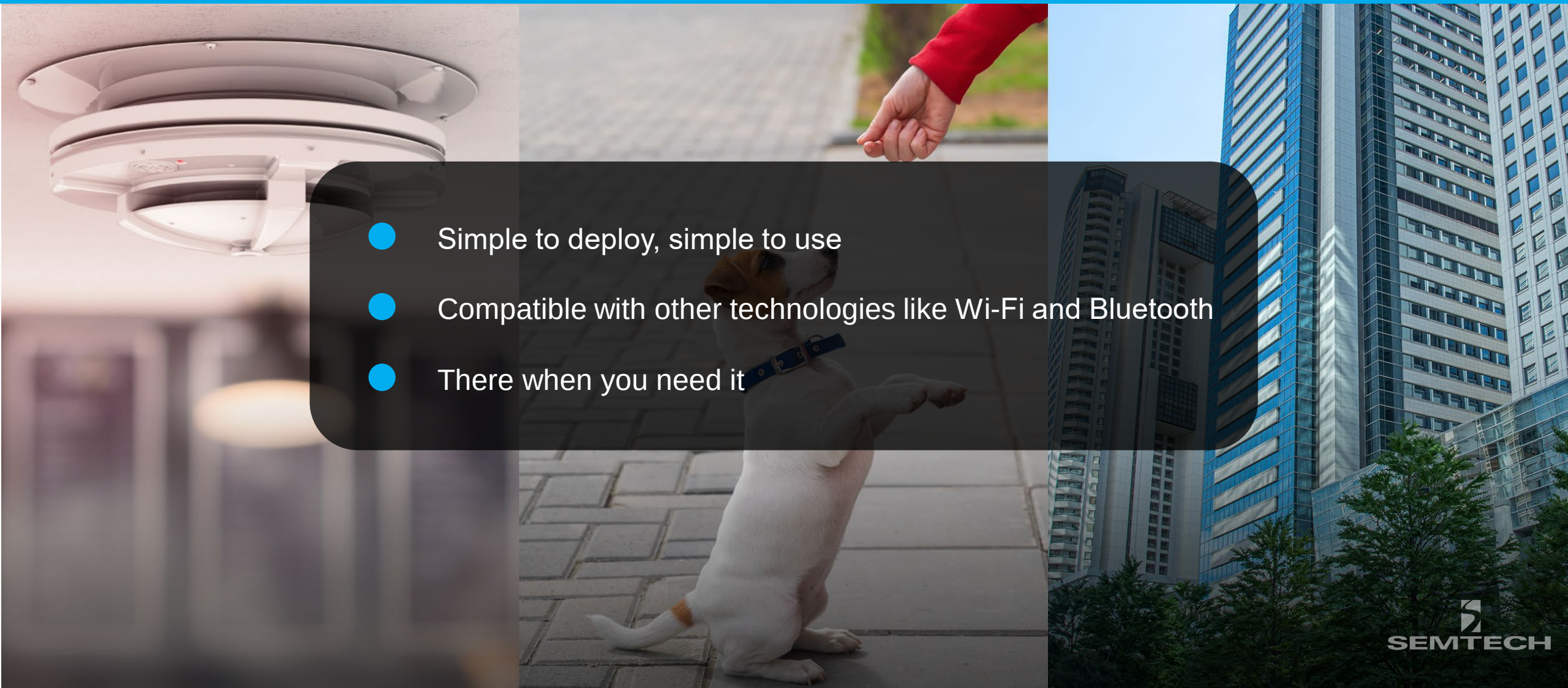
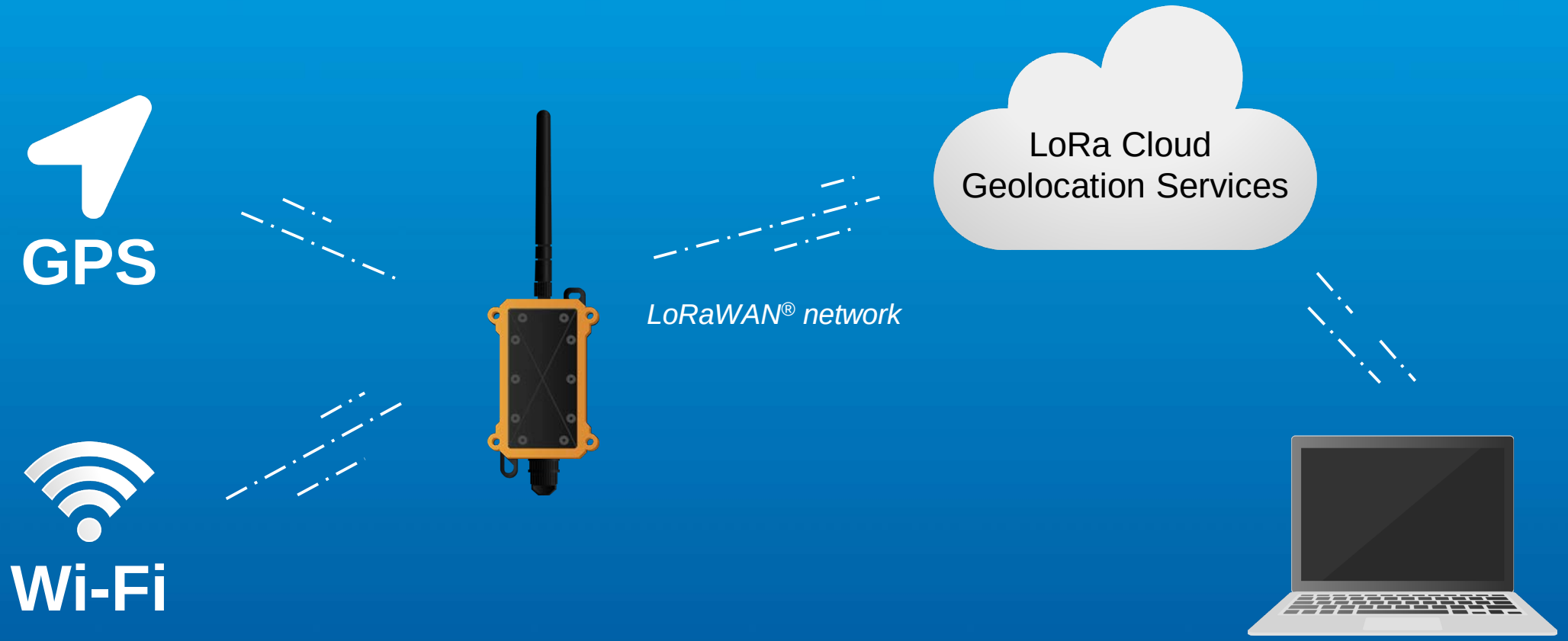
Smart Home, Neighborhood & Campus



- Simple to deploy, simple to use
- Compatible with other technologies like Wi-Fi and Bluetooth
- There when you need it

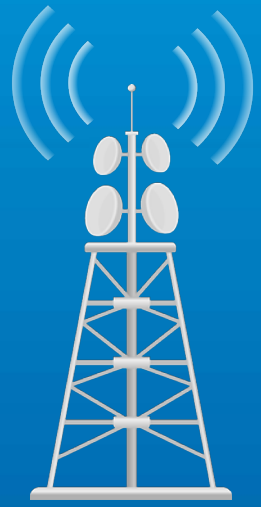
LoRa Edge™

Industry-first, Low-power, Highly-integrated, Multi-technology Geolocation Platform



IoT – A Combination of Two Worlds

Physical / Analog World



The IoT Divide

Cloud / Digital World

Aggregation & Analytics

Insights & Actions


LoRa®
The Missing Link The IoT
Has Been Waiting For
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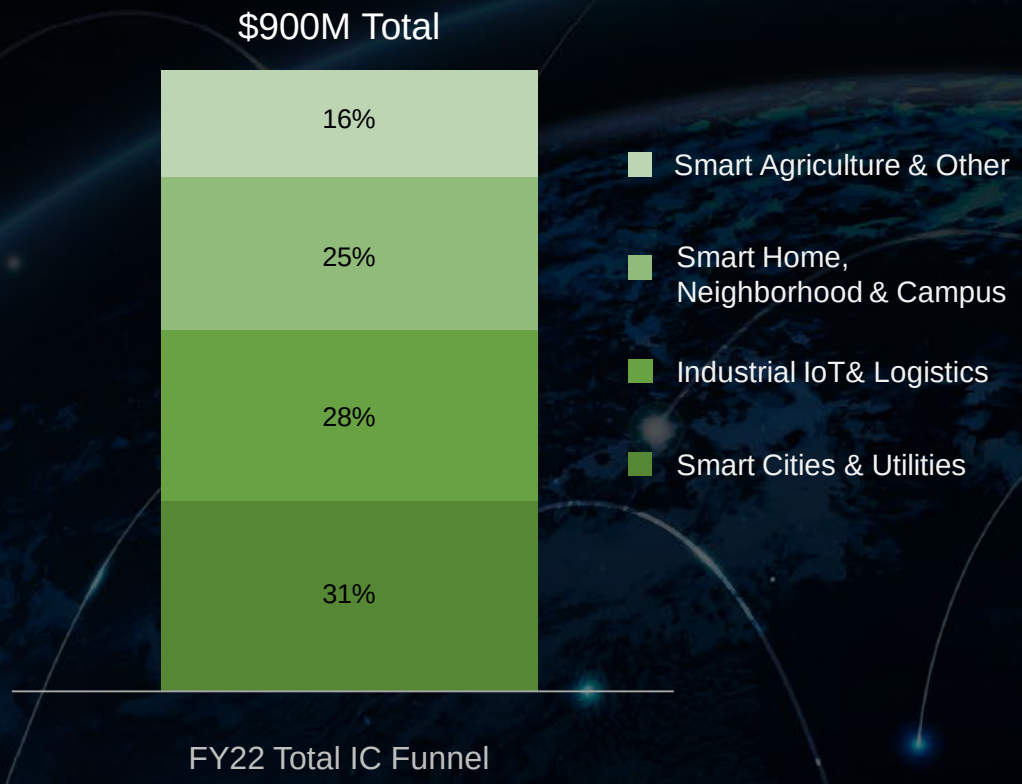
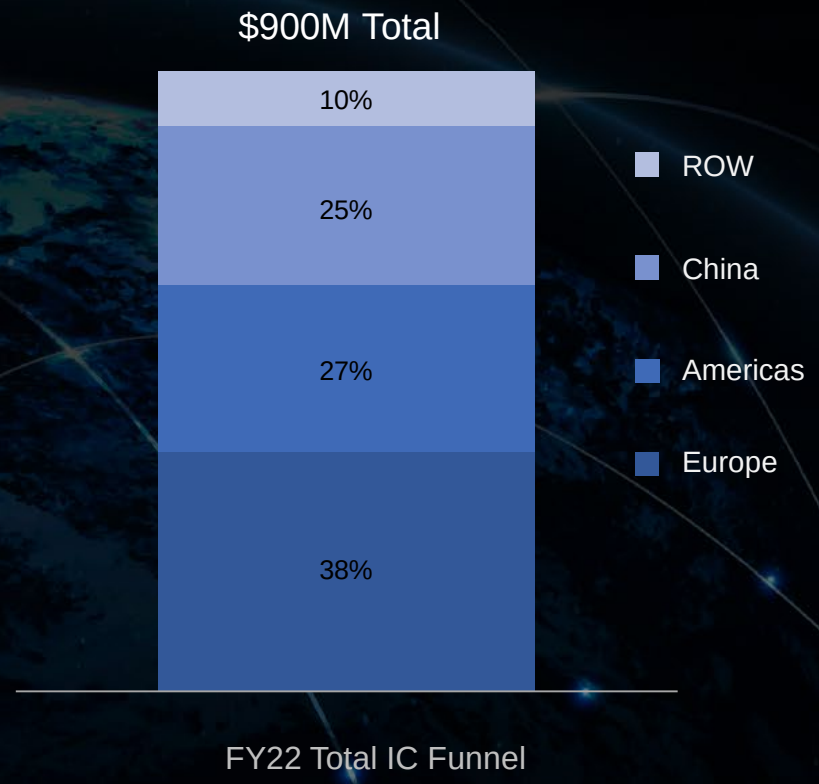
LoRa® IC Opportunity Funnel

FY22 Opportunity Funnel By Segment



FY22 Opportunity Funnel By Region



Source: Omdia

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The Future

A Path to $500M by FY26

Continued Growth in LoRa® IC Adoption	Increased Reach through LoRa IP Licensing	Recurring LoRa Cloud™ Service Revenues

Goal: the de facto standard LPWAN for the IoT

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Key Takeaways

- LoRa® is the wireless technology the IoT has been waiting for
- Some of the biggest names in IoT are driving the evolution, adoption and success of LoRa
- LoRa is key part of solving the social and environmental challenges caused by climate change
- On track to grow LoRa revenue at a 40% CAGR and expect to reach $500M annual run rate by FY26

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What Customers Say

SAS

VP, IoT Solutions

Jason Mann

“SAS' IoT solutions leverage the flexibility of LoRa® devices and the LoRaWAN® standard, along with our ecosystem of partners including Microsoft Azure, to drive **real-time insights across multiple IoT use cases**. Together we are solving an increasing number of environmental and climate related challenges by enabling predictive methods to **safeguard communities, people and resources**.”

What Customers Say

MachineQ

part of Comcast

VP & GM

Steve Salata

"The simplicity and security of LoRa®, combined with the strength of MachineQ's fully integrated platform-as-a-service, remove the complexity of IoT device connectivity, deployment and management and **make it easy for IoT developers to focus on innovation**."

What Customers Say

Helium

COO

Frank Mong

"Semtech's LoRa® technology enabled the Helium blockchain and its ecosystem to build **the world's largest public IoT network** powered by people and drive a paradigm shift for decentralized wireless infrastructure because of its **superior range and lower power** over other wireless protocols."

What Customers Say

InVue

VP Display Merchandise

Kyle Baker

“LoRaWAN® checked all the critical boxes for our InVue LIVE retail IoT platform **in a way that other wireless technologies could not**. With a broad community of adopters, a growing footprint of public network operators, and strong application support from Semtech, LoRaWAN emerged as an obvious choice for InVue.”

What Customers Say

Digital Matter

CEO

Ken Everett

“Digital Matter’s latest Yabby Edge platform has leveraged LoRaWAN® and Semtech’s LoRa® device and Cloud-based platform to provide **seamless indoor to outdoor tracking and logistics services at substantially lower power consumption and lower total bill-of materials cost** compared to other geolocation technologies. In addition, LoRa has enabled industry-leading battery life while providing some of the most accurate positioning data.”

What Customers Say

Microsoft

GM / Partner, Azure IoT Engineering

Tony Shakib

“More and more enterprise customers are looking to harness the power of the IoT with Azure to transform their businesses but find it challenging to connect wide area sensor networks in a cost effective and secure way. LoRaWAN® is **one of the key technologies** that address this gap, providing a flexible toolkit **to connect and locate millions of low power IoT devices** regardless of where they are.”

Q&A

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Thank You

Contact us if there are any questions

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