

Joint Design and Manufacturing at Celestica

Evolution, Innovation and Opportunity



Celestica Team

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Celestica JDM Success Story

1

EXPERTISE & SCALE

Bringing 25 years of experience building enterprise-class products for the world's leading OEMs...



2

CAPABILITY & EXPERIENCE

...together with 10 years of R&D investment in building our hardware platform solutions capability...



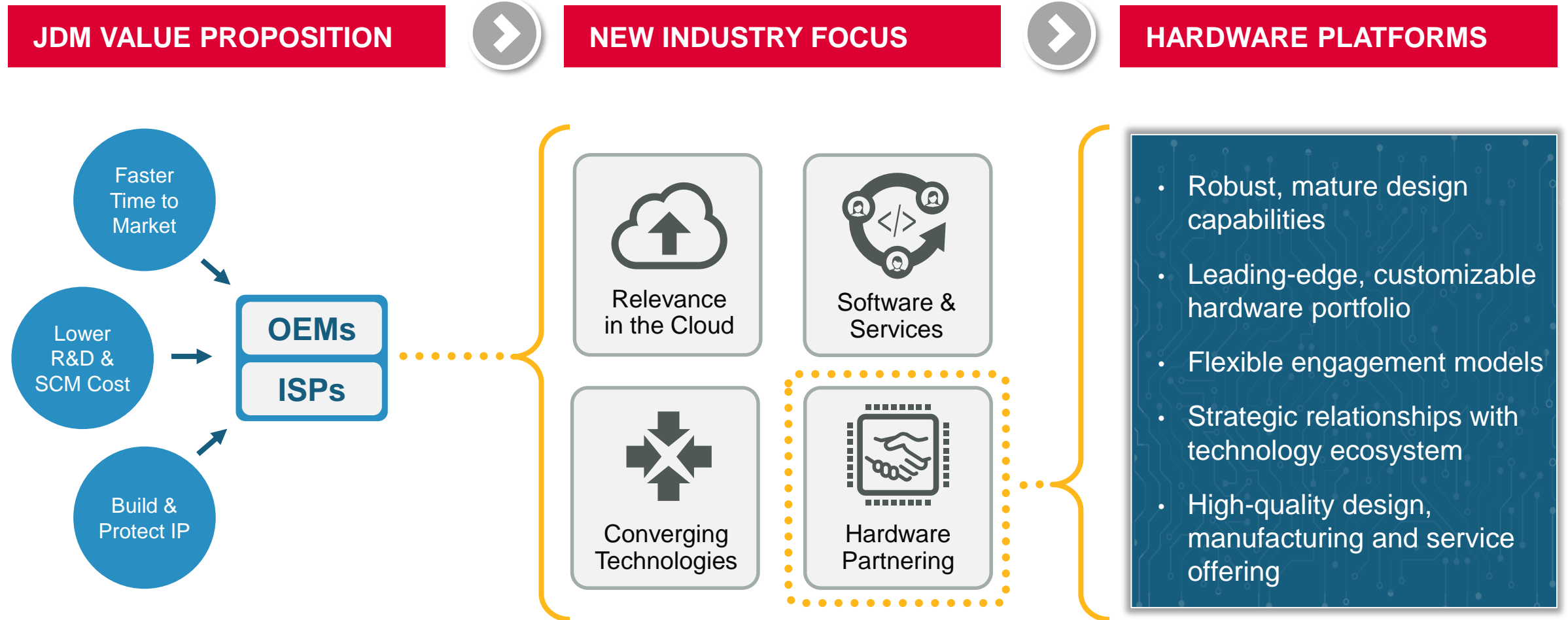
3

MARKETS & TECHNOLOGIES

...into a market where rapid technology evolution requires new entrants into the innovation stream.

Celestica JDM Evolution

Joint design evolved to Hardware Platform Solutions, meeting the need for partners to accelerate innovation



JDM at a Glance



Over 500 Engineers



Over 280 Patents



**31 Enterprise and
22 Service Provider Customers**



Launched Over 150 Programs



Shipped Over 2.5M Units

Enabled by an industry-leading roadmap and a strategically positioned JDM engineering team in China, Thailand and North America

JDM vs. ODM

- Celestica's JDM business designs, develops and manufactures products across the data center
- We started off jointly designing solutions, largely specific to customer applications
- The offering has evolved through significant R&D investments in a comprehensive, customizable platform portfolio
- We do not compete with our customers – our focus is hardware, not software

How is JDM different from the ODM model?

	ODM	CELESTICA JDM
OFFERING	Singular technology focus	Networking, Storage & Compute
APPROACH	One size fits all / volume driven	Customize and optimize / customer driven
SOLUTION	Standard offering	Customized product lifecycle solution

Innovative Solutions for Growing and Evolving Markets

A selection of our leading-edge hardware platform solutions

Partnering with 8 of top 10 Global ISPs and 4 of top 5 Storage providers in the world
Strong market position with both Proprietary Compute and x86

PORTFOLIO HIGHLIGHTS



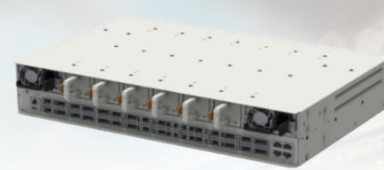
Tyr™

High performance, flexible configuration 2U server



Euclid™

All flash array NVMe over Fabric (NVMeoF) 2U system



Edgestone™

Short form factor 100GbE switch for the Edge



Silverstone™

400GbE datacenter infrastructure switch



Athena+™

2U rackmount, high performance NVMe platform



Ares™

1U OTII compliant Mobile Edge Compute (MEC) server



Cloverstone™

Modular scalable 80 port 100GbE 3U switch/router



Ivystone™

100GbE high density aggregation switch

Case Studies



Differentiated Design & Manufacturing Quality

A Case Study

Customer Challenge



- A leading global Service Provider was struggling with an off-the-shelf solution that was not meeting design quality standards
- Their existing partner was inflexible and difficult to work with
- The ODM's inability to overcome challenges prompted the customer to seek Celestica's help

Celestica Solution



- Assumed design of next-gen product
- Applied rigorous design quality standards and proven design methodologies
- Established a flexible, collaborative engagement model
- Leveraged industry-leading manufacturing facilities

Unlocking Potential



Delivered design and manufacturing flexibility and performance, bringing next-gen technology to market faster, with reduced R&D.

- Accelerated design cycle time, improving time to GA by leveraging Celestica IP
- Significantly reduced number of design cycles, reducing development costs
- Delivered leading edge, high-bandwidth switch using on-board optics

Leading OEM Transitioning to Hardware Platform Solutions

A Case Study



Customer Challenge



- A leading global OEM was trying to maximize return on R&D spend across a broadening portfolio
- Existing resources were tied up, delaying new technology development
- The customer was looking to improve supply flexibility and reduce spend

Celestica Solution



- Converted OEM from Joint Design to Hardware Platform engagement model
- Reduced R&D spend by leveraging invested solutions and reusing elements of design on subsequent generations
- Aligned our investments with ecosystem partners, ensuring roadmap supported customer requirements

Unlocking Potential



Grew customer portfolio with hardware platform solutions that improved flexibility, reduced cost, and improved time-to-market.

- Freed up 6 customer resources for redeployment
- Reduced R&D costs by >\$1M on first engagement
- Reduced time to market by 25%
- Drove supply chain flexibility and savings

Thank You



Celestica™

