



# Integrated Photonics

## The Next Wave in Photonics Growth

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Chief Financial Officer

Investor Presentation  
December 2017

# Safe Harbor

This presentation contains forward-looking statements and forward-looking information within the meaning of U.S. and Canadian securities laws, including but not limited to statements relating to revenue potential, growth and/or projections such as those included at slides 8, 10, 22 and 23 of this presentation. Forward-looking statements and information can generally be identified by the use of forward-looking terminology or words, such as, "continues", "with a view to", "is designed to", "pending", "predict", "potential", "plans", "expects", "anticipates", "believes", "intends", "estimates", "projects", and similar expressions or variations thereon, or statements that events, conditions or results "can", "might", "will", "shall", "may", "must", "would", "could", or "should" occur or be achieved and similar expressions in connection with any discussion, expectation, or projection of future operating or financial performance, events or trends. Forward-looking statements and forward-looking information are based on management's current expectations and assumptions, which are inherently subject to uncertainties, risks and changes in circumstances that are difficult to predict.

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Other than any obligation to disclose material information under applicable securities laws or otherwise as may be required by law, the Corporation undertakes no obligation to revise or update any forward-looking statements after the date hereof.

# What is Photonics?

The technology of generation / transmission / detection of photons through light and other forms of radiant energy

What are Indium Phosphide (InP) and Gallium Arsenide (GaAs)?

Two materials that emit photons when charged with electrons



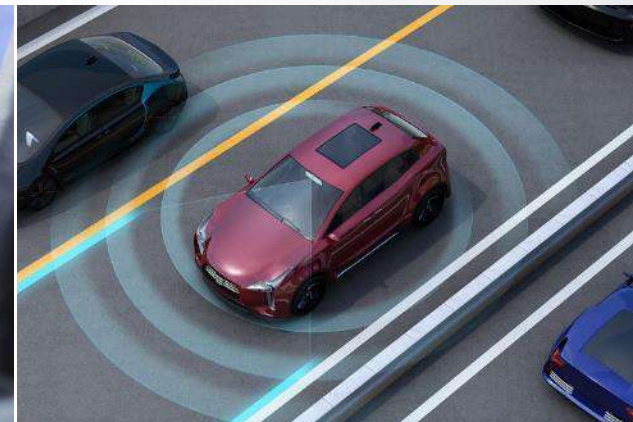
# Photonics is a part of everyone's life today

## Photonic Sensing

- Guidance & Navigation
- Test & Measurements
- LIDAR systems
- Medical & Healthcare
- Oil & Gas

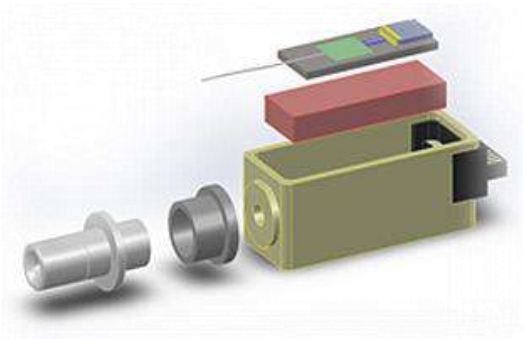
## Data Communications

- Telecommunications
- Optical communications
- Server to server
- Rack to rack
- Data center to metro



# Who is POET?

We make photonic products **smaller, faster and less expensive** for the sensing and datacom markets through disruptive innovation in chip design, integration and packaging





We are an **Integrated Photonics** device manufacturer

67 Employees

58 Patents

03 Technology Platforms

- ▶ **Indium Phosphide (InP)**  
DenseLight Semiconductor, Pte., acquired in May 2016  
Lasers, SLEDs, ELEDs, modules for optical sensing  
Hybrid Integrated Photonics Packaging (HiPP)
- ▶ **Dielectric Photonics**  
BB Photonics, acquired in June 2016  
Passive Dielectric Waveguides
- ▶ **Gallium Arsenide (GaAs)**

## Publicly Traded – TSX Venture (Canada) – PTK.V



Admin, Design,  
and Lab  
Silicon Valley,  
California

OTC QX (US)  
POETF (SEC Compliant)

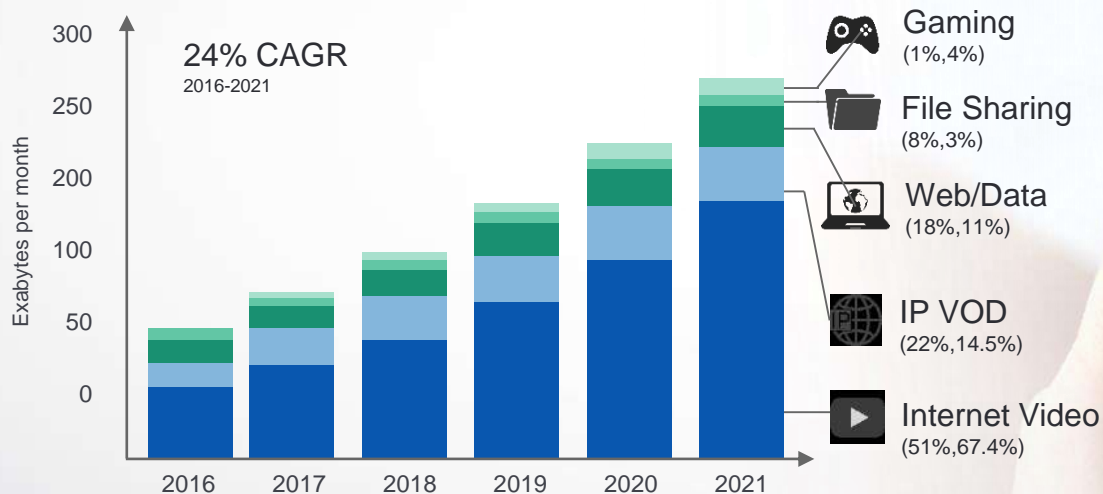
Corporate HQ  
Toronto, Canada

Design, Fabrication  
and Testing  
Changi Road, Singapore

# Investment Highlights



# Photonics market fueled by growth of the Internet



Source: Cisco VNI Global IP Traffic Forecast, 2016-2021

Old phone Kbps	Kilo=10 <sup>3</sup>
Home Mbps	Mega = 10 <sup>6</sup>
Datacenter Gbps	Giga = 10 <sup>9</sup>
Front plates Tbps	Tera = 10 <sup>12</sup>
Traffic	Peta = 10 <sup>15</sup>
Traffic Today	Exa = 10 <sup>18</sup>
Traffic Tomorrow	Zetta = 10 <sup>21</sup>   Yotta = 10 <sup>24</sup>





# Mega data centers require **new technology**

Need smaller, faster, cheaper and lower power **integrated photonic transceivers**



Mega Data Centers built by



Others

A single Mega data center (500,00 sq. ft.) is estimated to require  
~700,000 100G long reach transceivers @ \$250 ASP = \$175M

Source: Needham & Co., Research Note on AAOI, May 22, 2017

# Integrated photonic transceivers meet critical requirements of next-generation data centers



Goal	Today	Future
More bandwidth	MM with parallel >10w/port	SM fiber and WDM
Faster speed	Now 25G	100/400G*
Denser geometries	Discrete	Integrated
Greener Power	>10W/port	<2W/port
More Economical	>\$10/Gbps	<\$1/Gbps

\*Conversion to 100G already underway

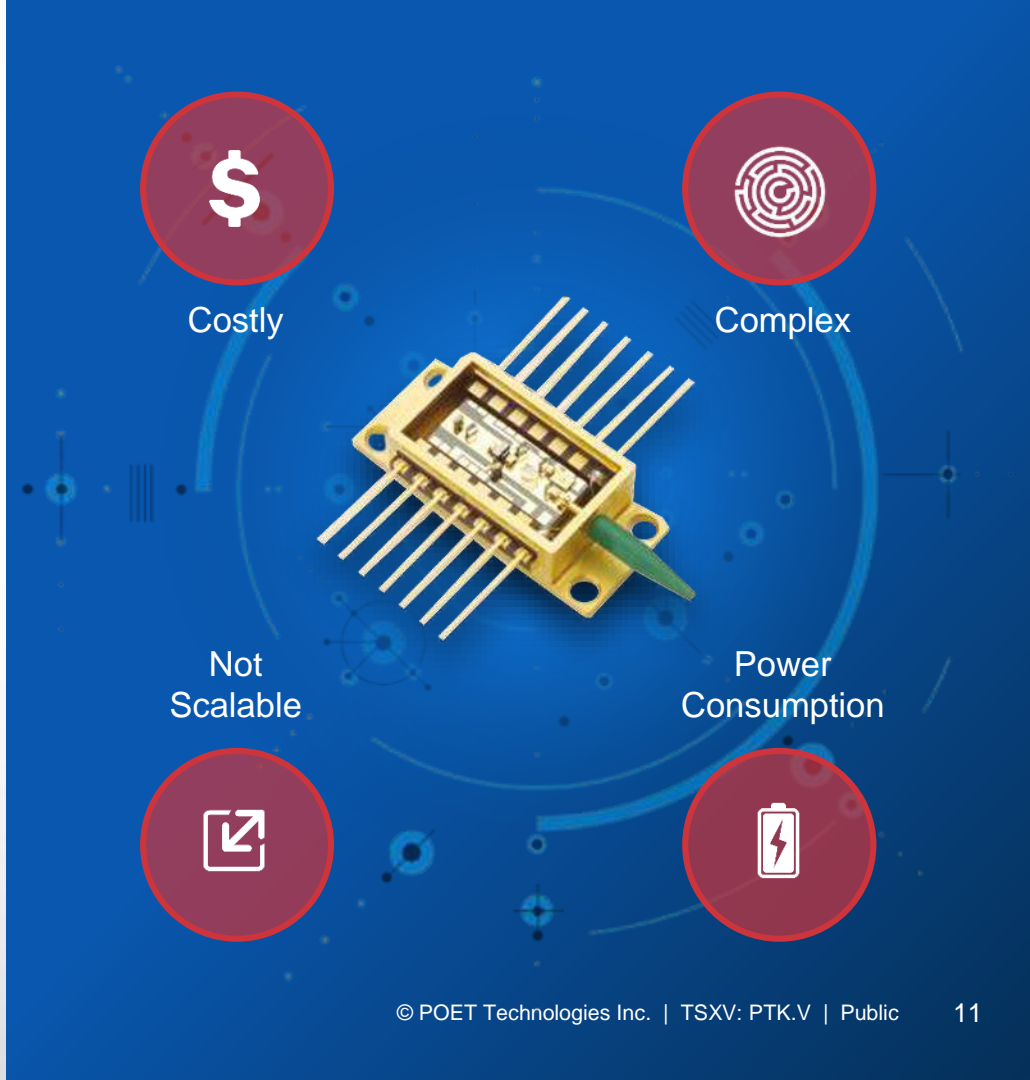
# Current conventional photonics design and packaging

## **Conventional** Optical Engine

High labor, testing and assembly costs

“Active” precision alignment of  
discrete optical components

Expensive, hermetically sealed  
packaging – “gold box”





# POET's **Integrated Photonic Engine**

Proprietary technology enables the integration of dielectric waveguides, filters, spot size converters on both active and passive device components

## Dielectric Photonics **Drive Down Costs of Optical Engine**

Ultra-low loss dielectric reduces power consumption and improves thermals

No “Active” precision alignment

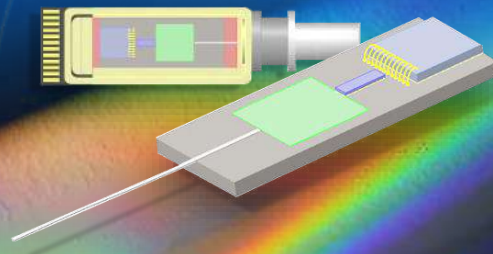
Eliminates costly components, including gold boxes, lenses and Thin Film Filters

Wafer-scale packaging



# 50%\*

Reduction in BOM cost for POET Optical Engine



Scalable



Inexpensive



Low-power  
Consumption



Simple

\*Compared to conventional optics

# Integrated photonic transceivers **will dominate** the market

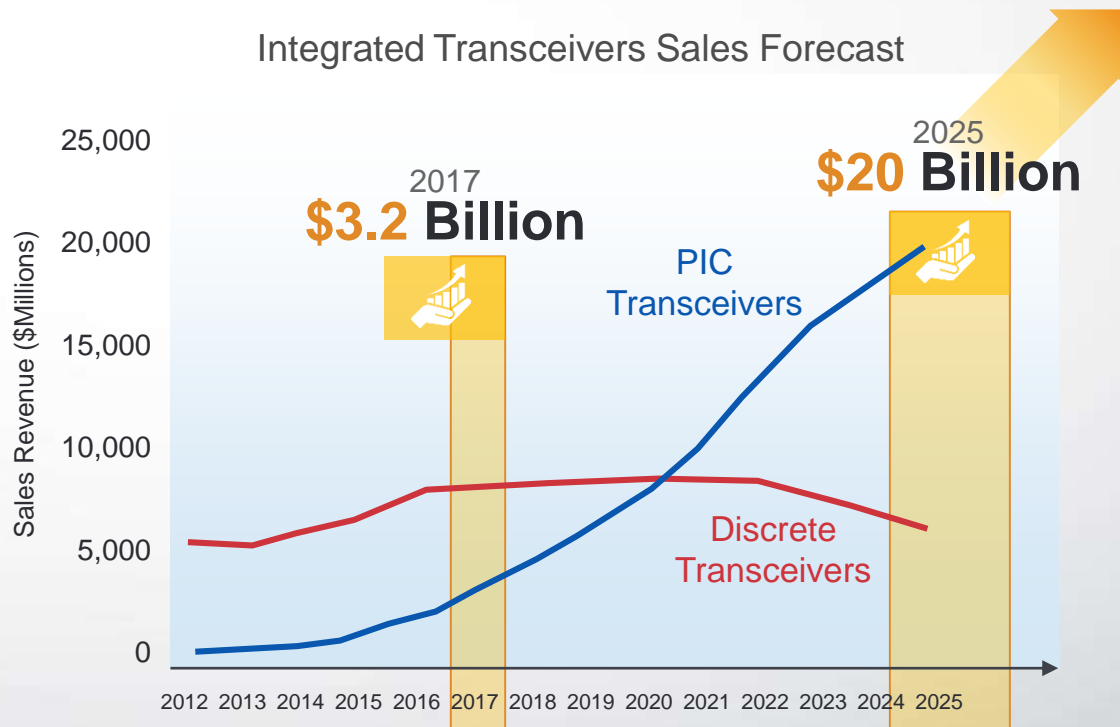
Integrated transceivers  
forecast to

**\$20 Billion**  
by 2025

from

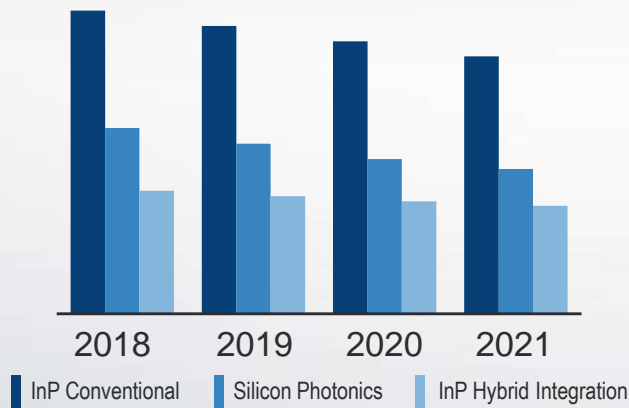
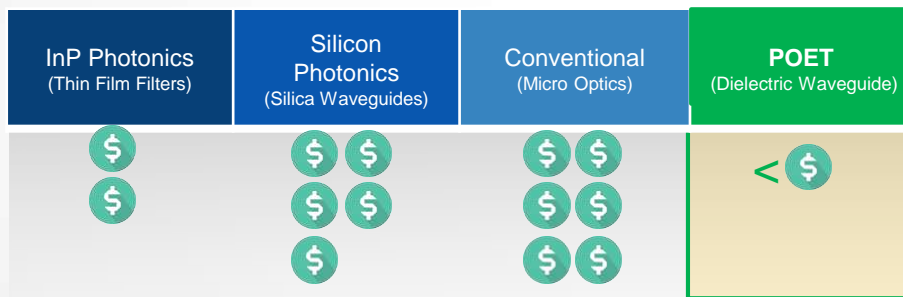
**\$3.2 Billion** today

*surpassing current discrete-  
based devices in 2021*



Source: Oculi, llc

# Dielectric Photonics is a distinct competitive advantage for POET



**Sustainable cost advantage**  
over other solutions

Dielectric waveguides can be integrated or embedded into several components of the optical engine, dramatically **lowering cost** and **increasing performance**

Transceivers built with POET Dielectric Photonics devices have BOM costs **~40% lower than competitive products**





# POET Integrated Photonic Engine Solution

## The next wave of innovation

Integration at every possible level to create the lowest cost optical engine for a range of transceivers targeted at the datacom market

**100Gbps**

Supports QUAD 25Gbs channels

**200Gbps**

Supports EIGHT 25Gbps channels

**400Gbps**

Supports EIGHT 50Gbps channels

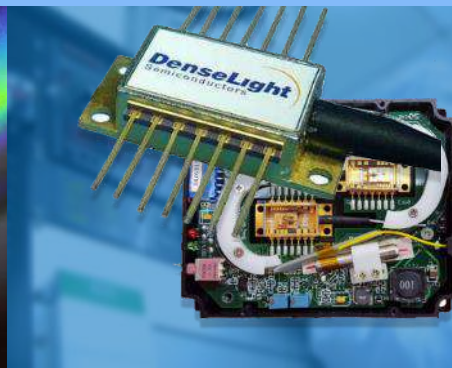
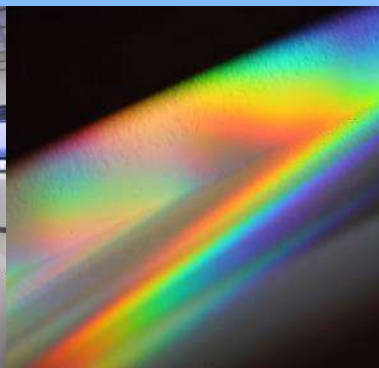


## Light Sources and Detectors

In-house source of lasers, detectors and based on Indium Phosphide platform technology

4 inch “state of the art” InP manufacturing capabilities

Developing suites of laser products for 100/200/400G transceiver optical engines





# Proprietary Dielectric Waveguide Technology

Waveguides function  
as mux-demux and  
spot size converters

Eliminates need for “active”  
optical alignment

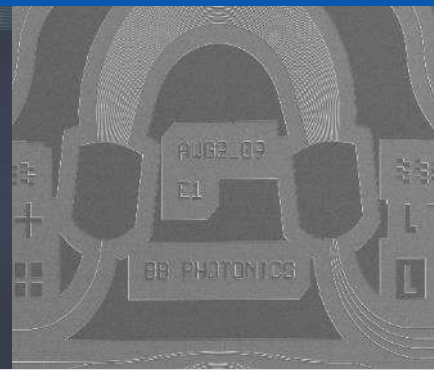
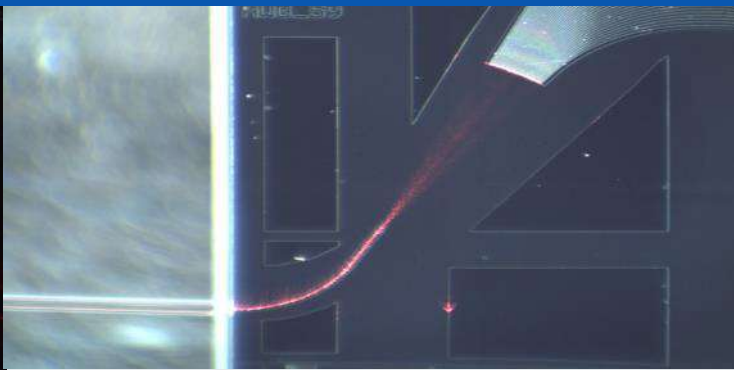
Allows coupling of devices inside  
transceiver without lenses, prisms  
and mirrors

Passive devices  
fabricated and tested  
at wafer scale

Lowest cost compared to incumbent technologies

Embedded Dielectrics

Integration into optical bench for even lower  
cost and higher performance





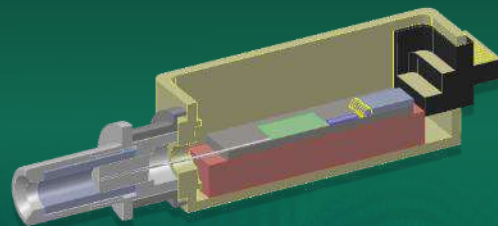
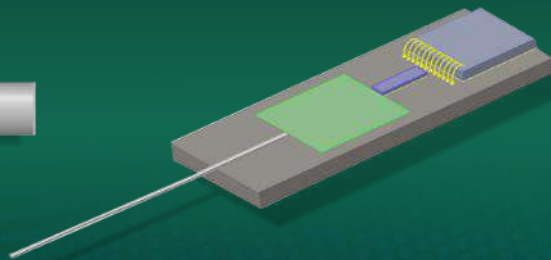
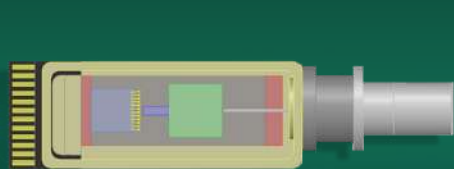


## Hybrid Integrated Photonics Packaging (HiPP)

Packaging represents 70% of BOM cost of conventional optical engine

HiPP offers

- ✓ Higher power
- ✓ Higher coupling efficiency
- ✓ Better light performance
- ✓ Better thermal management
- ✓ Dramatically lower BOM cost
- ✓ Lower fabrication cost
- ✓ Lower testing cost
- ✓ Scalability



# POET WDM Optical Engine in Transceiver Assembly

100G LAN WDM4 Transceiver Optical Engine

Scalable to 400Gbps

Single Mode Fiber (SMF) with Wavelength  
Division Multiplexing (WDM)

Eliminates costly fibers using WDM

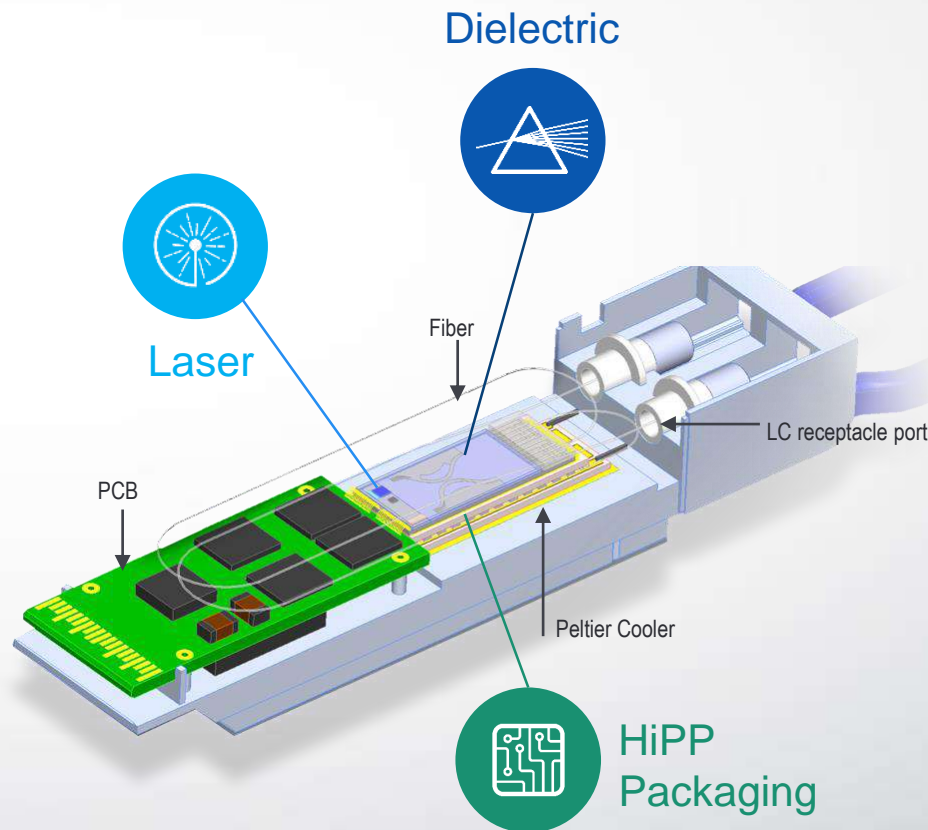
Longer reach (10m – 2km) than PSM4

Integrated with proprietary dielectric photonic  
technology for lowest-cost integration and packaging

Sustainable cost advantage compared to all  
incumbent technologies

Low Loss, Low Power

Potential to reach  
economic goal of  
**\$1/Gbps cost**



# POET Optical Engines address top two transceiver market segments

## Ethernet Data Centers

<1km reach both within and between data centers



## Wide Area Networks

(Metro – intermediate) served by 1km - 10km links

## Serviceable Available Markets (SAM)



Ethernet Data Centers



Wide Area Networks



Products

2017

2018

2019

## Discrete Devices for Merchant Market and Internal Use for Optical Engines

CW DFB Lasers (1310, 1550, 1650)



Monitor PD, 10G APD



Discrete Laser Components

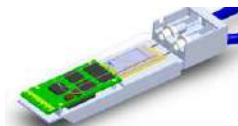
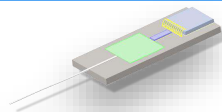


Lasers

## Sub-assemblies & Optical Engines

Receive Optical Engines (ROSA)

Transmit / Receive Optical Engines (TXRX)



# September '17 Product Announcements



## Introduces High-Power 1310nm Distributed Feedback (DFB) Lasers for 100G Silicon Photonics Applications

Augments portfolio with DFB solutions for Data Communications, Test and Measurement, Optical Time Domain Reflectometry (OTDR), Photonic Sensing (Spectroscopy) and Biomedical Sensing applications

SAN JOSE, CA, September 5, 2017 – POET Technologies Inc. ("POET") (OTCQX: POETF; TSX Venture: PTK), a designer, developer and manufacturer of optoelectronic devices, including light sources, passive wave guides and Photonic Integrated Circuits (PIC) for the data communication and telecom markets...



## Announces Sampling of Avalanche Photodiodes and PIN Photodiodes for the 10G Datacom & Telecom Markets

Detector portfolio to include Monitor Photodiodes and Photodiode arrays for 100G Datacom Applications

SAN JOSE, CA, September 6, 2017 – POET Technologies Inc. ("POET") (OTCQX: POETF; TSX Venture: PTK), a designer, developer and manufacturer of optoelectronic devices, including light sources, passive wave guides, and Photonic Integrated Circuits (PIC) for the data communication and telecom markets, today announced its wholly-owned subsidiary, DenseLight Semiconductors, an innovator of high performance laser solutions for optical sensing applications...



## Announces New Family of External Cavity Narrow Linewidth Lasers

New "Constellation Series" provides enhanced performance, lower Relative Intensity Noise (RIN) and industry leading external cavity wavelength tuning capability

SAN JOSE, CA, September 7, 2017 – POET Technologies Inc. ("POET") (OTCQX: POETF; TSX Venture: PTK), a designer, developer and manufacturer of optoelectronic devices, including light sources, passive wave guides and Photonic Integrated Circuits (PIC) for the data communication and telecom markets, today announced that its wholly-owned subsidiary, DenseLight Semiconductors, an innovator of high performance...

# POET capitalization and key statistics

Total common shares outstanding	259,923,853
Warrants Outstanding (\$0.52 CAD)	34,800,000
Share price	\$0.26 CAD*
Market cap	\$66.5M CAD*
TTM revenue (9/30/17)	\$2.5M USD
TTM gross margin (9/30/17)	48%
Cash and short-term investment (9/30/17)	\$7.5M USD



PTK.V



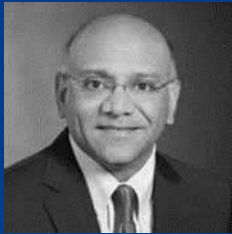
POETF



\*As of 12/1/17



# Management Team



**Dr. Suresh Venkatesan**  
CEO

25 years semiconductor industry experience  
Motorola, Freescale & GLOBALFOUNDRIES

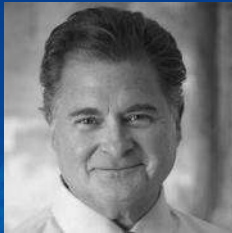
Technology Development &  
Commercialization



**David E. Lazovsky**  
Executive Chairman

Founder, CEO and Director of Intermolecular  
(NASDAQ: IMI)

20 years of semiconductor industry  
experience - IMI and Applied Materials



**Thomas R. Mika**  
CFO

25 years semiconductor industry experience,  
Tegal Corporation (NASDAQ: TGAL)

CEO and CFO leading IPO, several follow-on  
financings and restructurings



**Dr. William "Bill" Ring**  
SVP

20 years semiconductor industry experience:  
HP, Tyco, BB Photonics

Optical technology, product and business  
development



**Rajan Rajgopal**  
GM and President, Denselight

Over 28 years of industry experience  
Former VP at Global Foundries and Micron



**Dr. Yee-Loy Lam**  
CTO Denselight

Co-founder of Denselight Semiconductors  
Professor Nanyang Technological University  
Specialist in optoelectronics, fiber-optics  
sensors and photonics systems applications

# Board of Directors



**David E. Lazovsky**  
Executive Chairman

Founder, CEO and Director of Intermolecular  
(NASDAQ: IMI)

20 years of semiconductor industry  
experience - IMI and Applied Materials



**Jean-Louis Melinge**  
Director

Partner with ARCH Venture Partners  
Managing Director, YADAIS  
Former CEO, Kotura

Leading expert in silicon photonics and optical components



**John F. O'Donnell**  
Director

Counsel to Stikeman Keeley Spiegel  
Pasternack LLP

Canadian attorney with 43 years of  
experience specializing in corporate and  
securities law



**Todd A. DeBonis**  
Director

CEO of Pixelworks (NASDAQ: PXLW)

Semiconductor veteran with over 27 years of  
expertise in sales, marketing and corporate  
development



**Chris Tsiofas**  
Director

Partner at Toronto Chartered Professional  
Accountancy firm Myers Tsiofas Norheim LLP

25 years of experience on both financial and  
operational issues



**Mohandas Warrior**  
Director

President & CEO of Alfalight, 2004-2016

15 years at Motorola Semiconductors (Freescale)  
leading test and assembly operations

# Commercialization Strategy



- ✓ Engage with a **commercial partner** to **accelerate** the introduction of **dielectric optical engine** to the datacom transceiver market
- ✓ Continue to **leverage and invest** in Singapore-based DenseLight manufacturing facility to **effectively manage** all aspects of production for optical engine and sensing products
- ✓ Employ integration and packaging know-how across an **expanded sensing** product line
- ✓ **Pursue** complementary **ecosystem alliances** and/or acquisition opportunities
- ✓ Secure **strategic partner** to complete development of breakthrough **monolithic** devices
  - *first ever combination of a laser, detector and electronic circuit on a single GaAs chip*



The background of the image is a deep blue gradient. On the left, there is a faint, glowing purple and white grid pattern that resembles a circuit board or a digital mesh. A bright, wavy light effect flows from the bottom left towards the center. The text "POET Technologies" is centered in the upper half. The word "POET" is in a large, bold, white sans-serif font, with the letter "O" highlighted in red. Four red arrows originate from the center of the red "O": one points straight up, one straight down, one diagonally up and to the right, and one diagonally down and to the left. The word "Technologies" is in a smaller, white sans-serif font to the right of "POET".

**POET** Technologies