

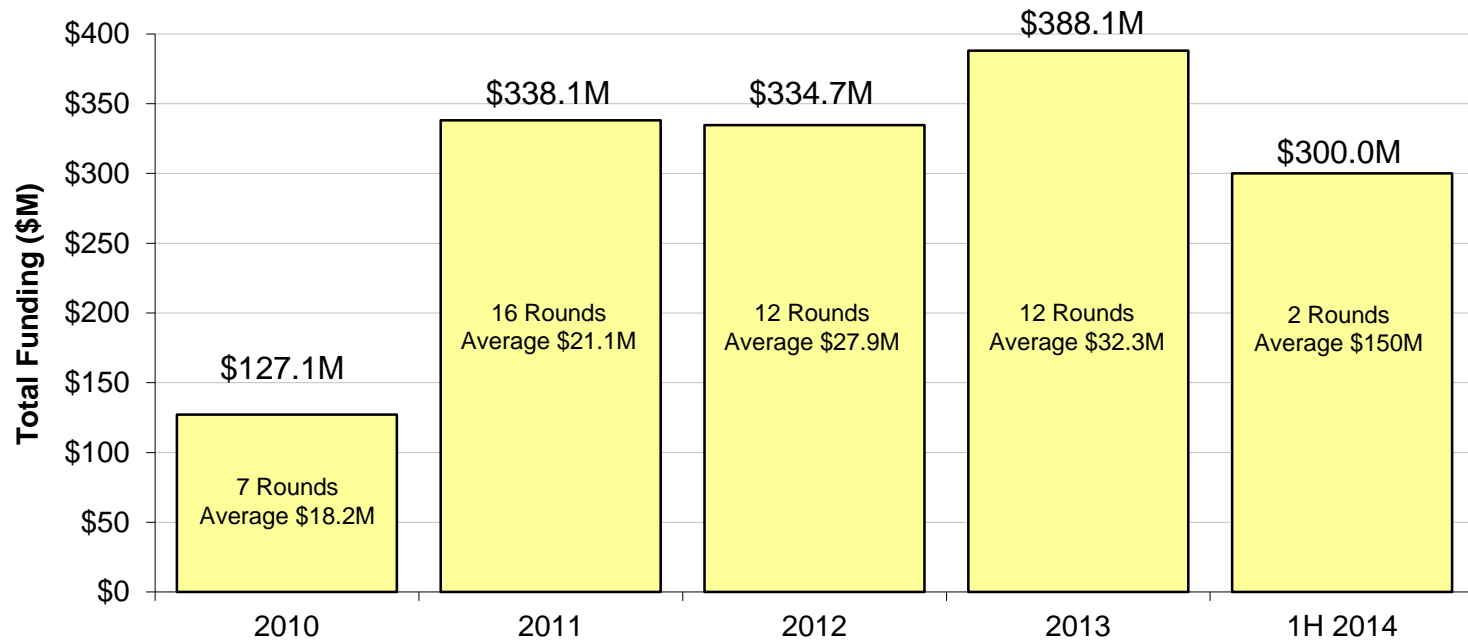
# **Flash Memory Venture Funding & M&A Insights**

**August 6, 2014**

# Flash Memory Venture Funding

Over \$1B in funding from 2011 to 2013 with \$300M is just the first 6 months of 2014...

## Flash Memory Venture Funding by Year



### Top Five Rounds

Fusion-IO, \$45M 3<sup>rd</sup>  
 Anobit, \$32M 2<sup>nd</sup>  
 Violin Memory, \$20M 2<sup>nd</sup>  
 Nimble Storage, \$16M 3<sup>rd</sup>  
 Crocus Technology, \$9.6M Later

Crocus Technology, \$55M Later  
 Violin Memory, \$40M 4<sup>th</sup>  
 Violin Memory, \$35M 3<sup>rd</sup>  
 Pure Storage, \$30M 3<sup>rd</sup>  
 SolidFire, \$25M 3<sup>rd</sup>  
 Nimble Storage, \$25M 4<sup>th</sup>

Violin Memory, \$50M 6<sup>th</sup>  
 Nimble Storage, \$40.7M 5<sup>th</sup>  
 Pure Storage, \$40M 4<sup>th</sup>  
 STT, \$36M 1<sup>st</sup>  
 Avalanche Technology, \$30M 3<sup>rd</sup>

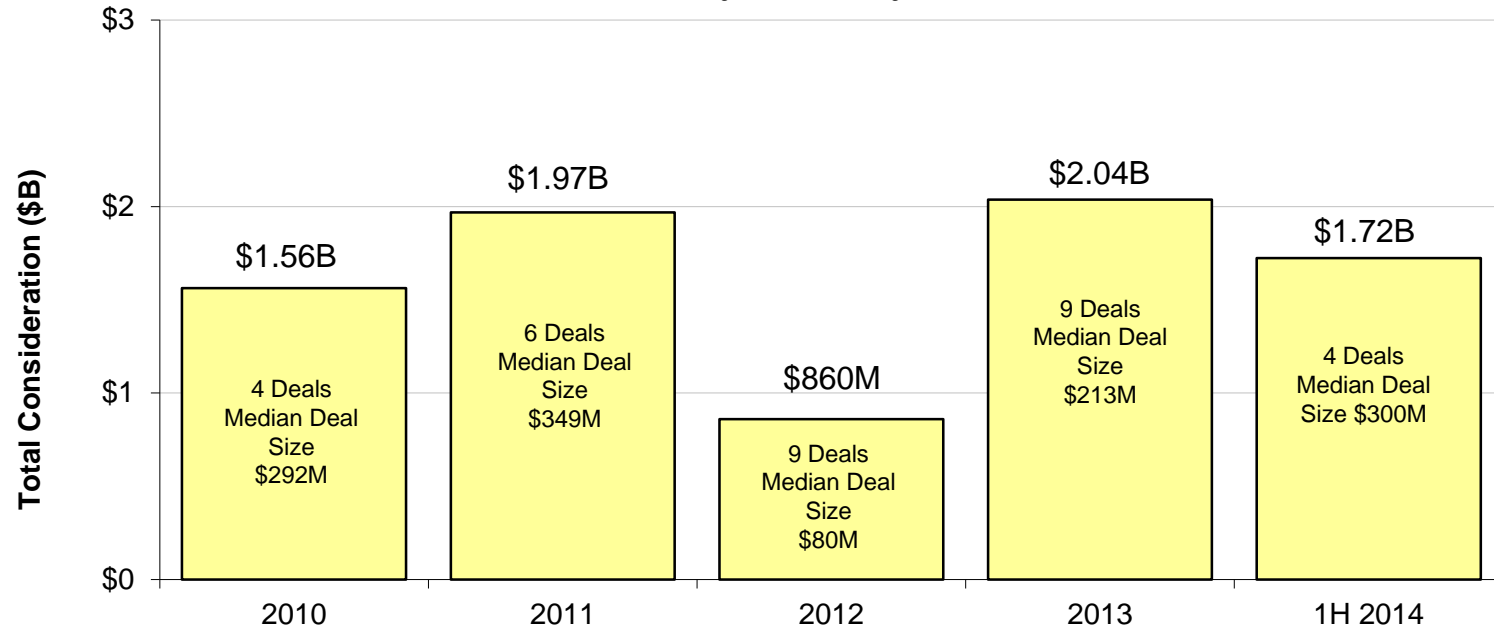
Pure Storage, \$150M 5<sup>th</sup>  
 Skyera, \$52M 2<sup>nd</sup>  
 Crocus Technology, \$45M Later  
 Tegile, \$35M 3<sup>rd</sup>  
 SolidFire, \$31M 4<sup>th</sup>

Tintri, \$75M 5<sup>th</sup>  
 Pure Storage, \$225M 6<sup>th</sup>

# Flash Memory M&A Transactions

M&A has been equally hot...

## Flash Memory M&A by Year



## Top Deals

<p>Micron/Numonyx, \$1.3B</p> <p>Microchip Technology/Silicon Storage Technology, \$292M</p>	<p>Silver Lake Partners/SMART Modular Technologies, \$645M</p> <p>Apple/Anobit, \$500M</p> <p>LSI/SandForce, \$370M</p> <p>SanDisk/Pliant, \$327M</p>	<p>EMC/XtremIO, \$430M</p> <p>IBM/Texas Memory Systems, \$250M</p> <p>NetApp/CacheIQ, \$90M</p> <p>SanDisk/FlashSoft, \$70M</p>	<p>Western Digital/Virident Systems, \$645M</p> <p>Cisco/WhipTail, \$415M</p> <p>Western Digital/STEC, \$340M</p> <p>SanDisk/SMART Storage Systems, \$307M</p> <p>Fusion-io/NextGen, \$119M</p>	<p>SanDisk/Fusion-io, \$1.1B</p> <p>Seagate/LSI, \$450M</p> <p>EMC/DSSD, \$150M</p>
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# Flash Market Consolidation

There has been a high level of consolidation in caching software followed by SSDs.....

Buyer	Software	Systems	Sub-Systems	Hybrid	SSDs/ Controllers
Apple					Anobit (2011)
Cisco	Whiptail (2013)				
EMC	DSSD (2014)	XtremIO (2012)			
IBM		Texas Memory (2012)			
Intel	NeveX (2012)				
NetApp		CacheIO (2012)			
Toshiba		OCZ (2013)			OCZ (2013)
Samsung	NVELO (2012)				
SanDisk	Flashsoft (2012) Fusion-io (2014)		Fusion-io (2014)	Fusion-io (2014) Schooner (2012)	SMART Storage (2013) Pliant (2011)
Seagate			LSI (2014)		LSI/ (2014)
Violin Memory		GridIron (2013)			
Western Digital	Velobit (2013)		Virident (2013)		STEC (2013)

# Flash Memory Venture Market Map

There is still a healthy number of start-ups looking to shake up the industry....

## Systems



kaminario.

NIMBUS DATA



SOLIDFIRE



## Memory/Controllers



avalanche technology  
Spin Programmable Storage Solutions

(non-volatile magnetic)



## Software



pernixdata

Pd Proximal Data  
And Hybrid Cache



## Sub-Systems



## Hybrid



redu<>io



# SASI Insights

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“Everything is Awesome!!!”

- There is plenty of venture fuel left in the tank
- Expect more funding at both ends of the IT spectrum
- Later stage rounds will dominate with fewer A rounds
- M&A likely to remain hot for the next 12 to 18 months
- Expect some fantastic exits and some fantastic failures
- Yep, there is a bubble here but do not expect a loud pop