



arm

Arm Holdings plc SoftBank Group Corp.

Building the future of computing on Arm

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<https://investors.arm.com>

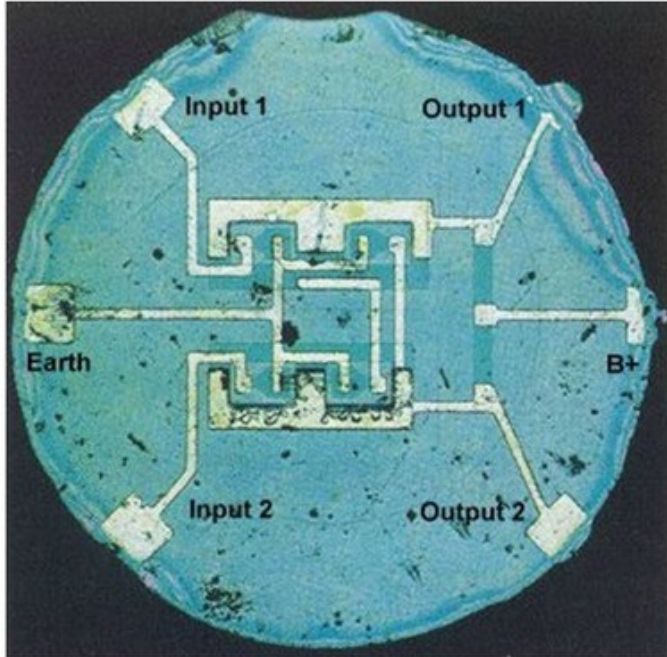
Ian Thornton, VP Investor Relations
Tokyo / March 17, 2025

Agenda

- How to design a computer chip
- Arm's products, ecosystem, and markets
- Where Arm is investing for long-term growth
- Q&A

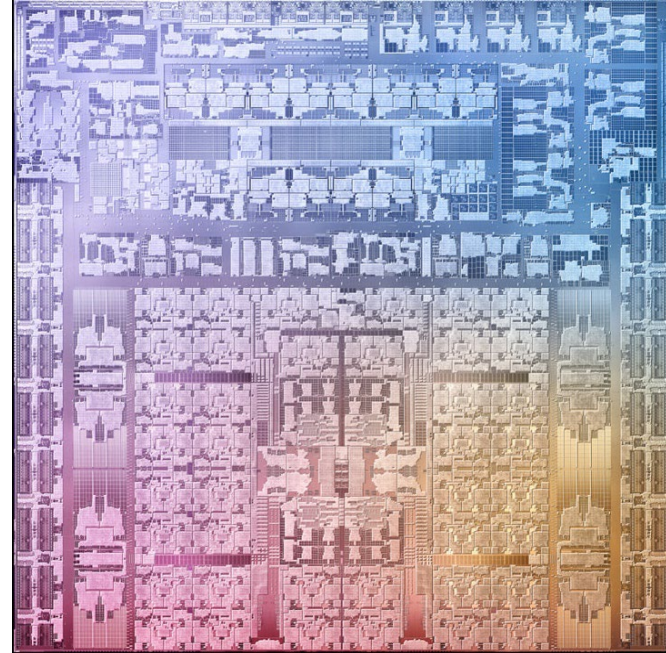
Chip design – then and now

1961



Four transistors
One engineer

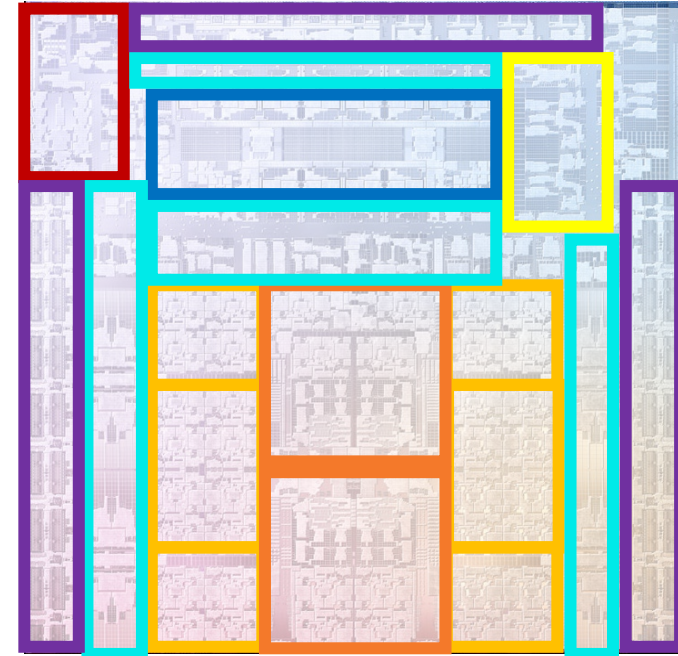
Today



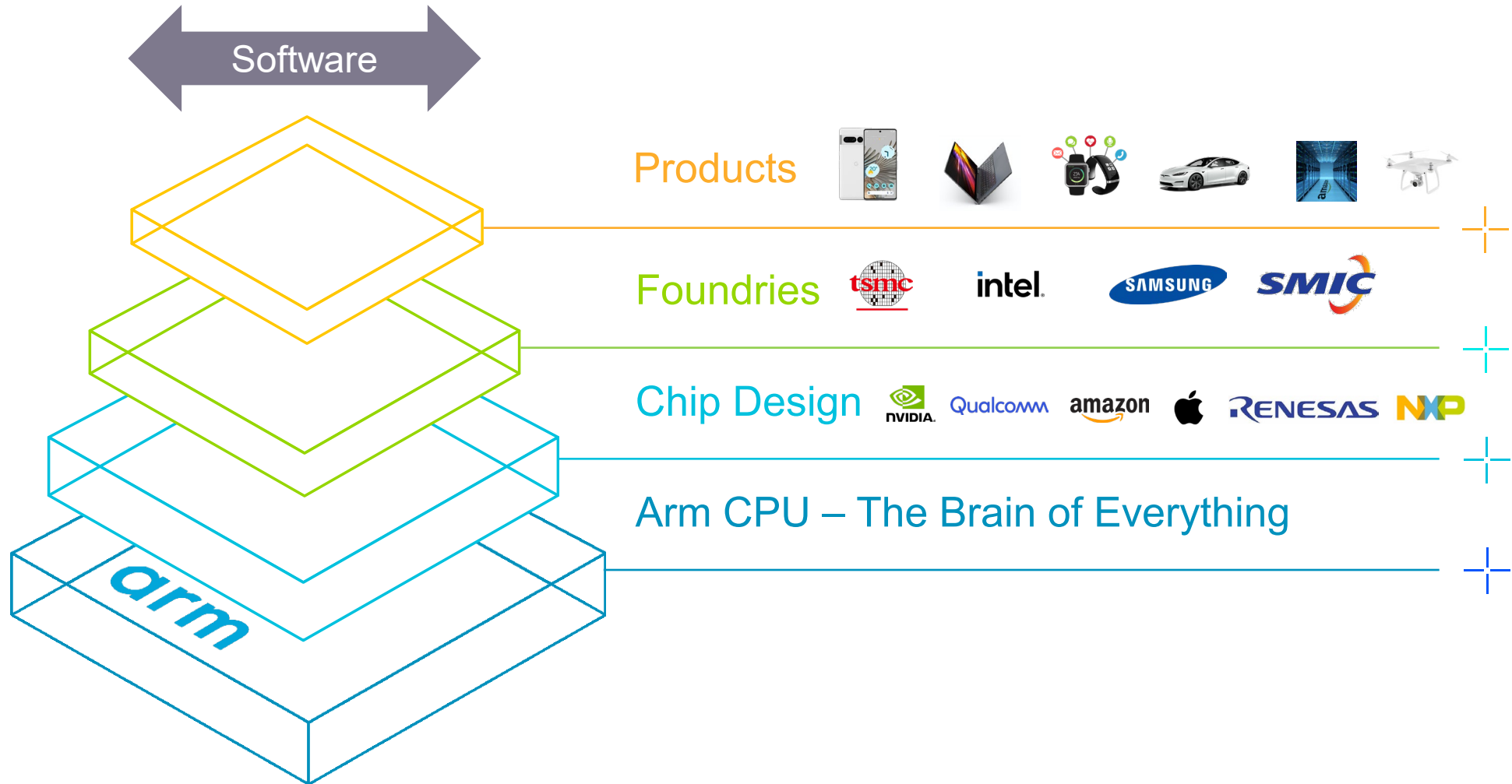
100 billion transistors
Thousands of engineers

A system-on-chip contains multiple blocks of IP

- **Main processor** for running the operating system, applications and user interface
- **Graphics processor** for generating images
- **Accelerators** for frequently-used compute workloads, e.g. image processing, encryption, vision
- **Radio controllers** for mobile, wifi, Bluetooth, GPS
- **Hardware controllers** for the display, memory, image sensors, power supply, etc
- **Interconnect** to network all the internal functional blocks together
- **Input/Output** interfaces for USB, Ethernet, etc



Arm is the Foundation of the Semiconductor Industry



Arm is Building the Future of Computing

- + Arm is the world's most pervasive CPU architecture
- + Everything today is a computer
– CPUs needed everywhere
- + Strong growth, highly profitable and cash generative company

310+ Billion

Arm-based chips shipped since inception



28.6 Billion

Arm-based chips reported as shipped in FYE24



+20%

Y/Y revenue growth
(mid-point of latest guidance)



Arm's Unparalleled Ecosystem of Developers

>50%

Arm's market share of chips with CPUs



1.5Bn

Ecosystem hours



+20M

Developers on Arm, for Arm



30M+

Developer hours

1st decade of Armv9



android 



vmware®

WINDRV

All major technology companies are Arm's customers

Most have been Arm's customers for over 20 years

Alphabet

amazon

AMD



AVAGO
TECHNOLOGIES

FUJITSU



GlobalFoundries™

intel

Infineon

Microsoft

nVIDIA

NXP

MARVELL®

MEDIATEK

QUALCOMM®

RENESAS

REALTEK

SAMSUNG



tsmc

Arm technology is used everywhere

Smartphones



Data center



Automotive



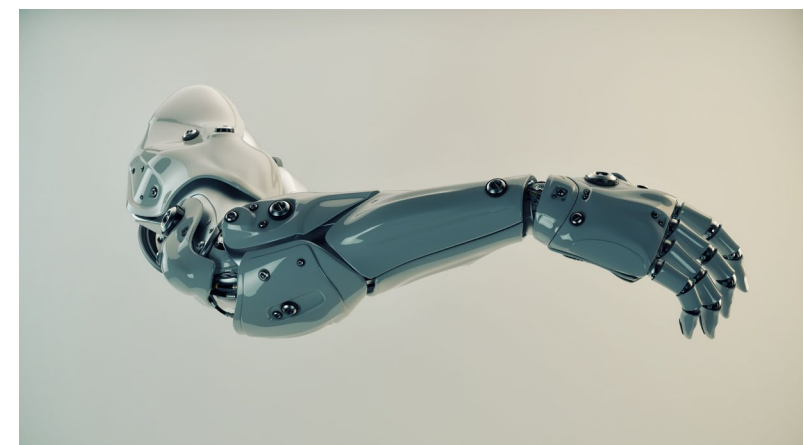
PCs & Consumer Electronics



Networking & Comms



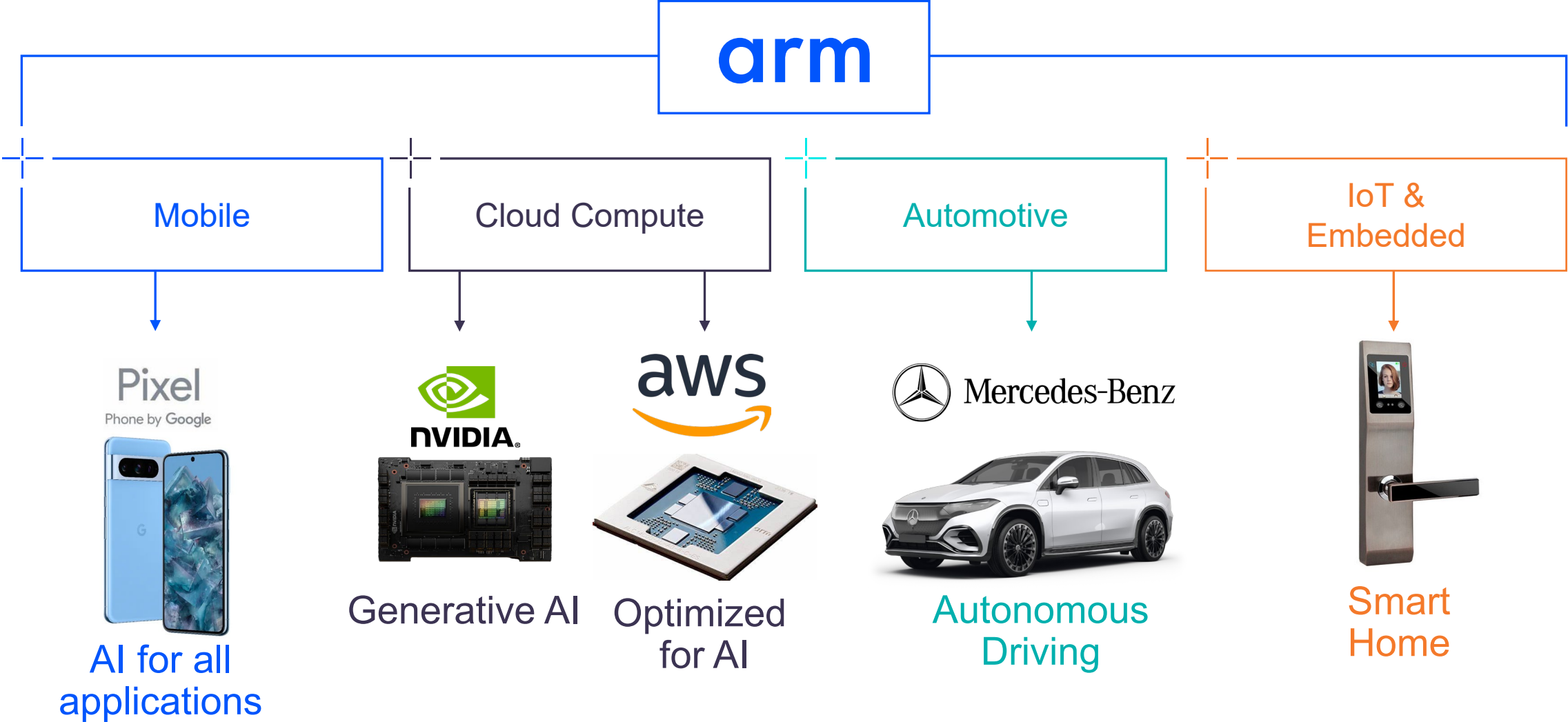
IoT & Embedded



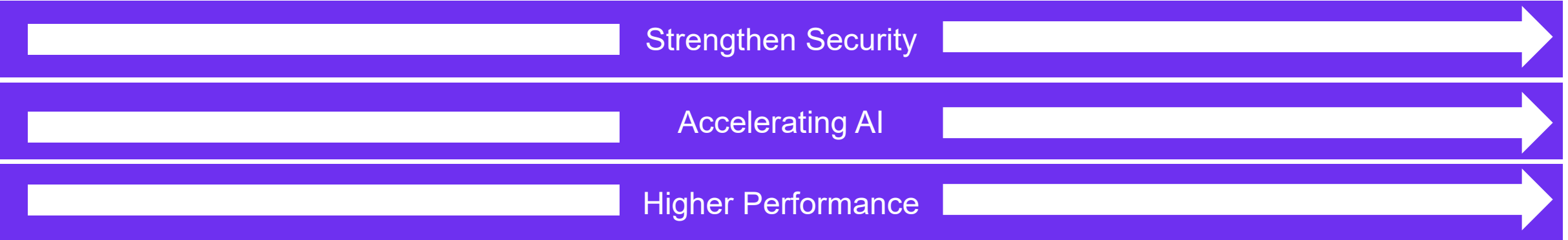
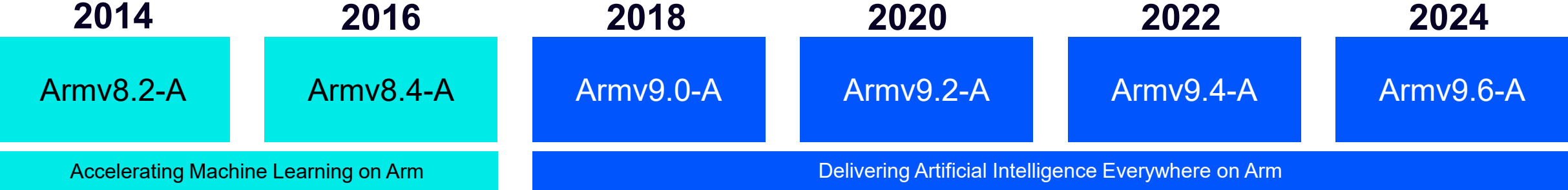
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Arm is investing in new technologies today to enable long-term revenue growth

Investing in AI – From the Data Center to the Edge



Investing in Armv9 – Increasing capability drives increasing royalty



**Products announced:
2017-2020**

- Cortex-A77
- Cortex-A78
- Cortex-A55
- Cortex-A78AE
- Neoverse-N1

2019-2020

- Cortex-X1
- Neoverse-V1

2021-2022

- Cortex-X2
- Cortex-A710
- Cortex-A715
- Cortex-A510
- Neoverse-N2

2022-2024

- Cortex-X3
- Cortex-X4
- Cortex-X925
- Cortex-A720
- Cortex-A520
- Neoverse N3
- Neoverse V3
- Neoverse V3AE

2025+

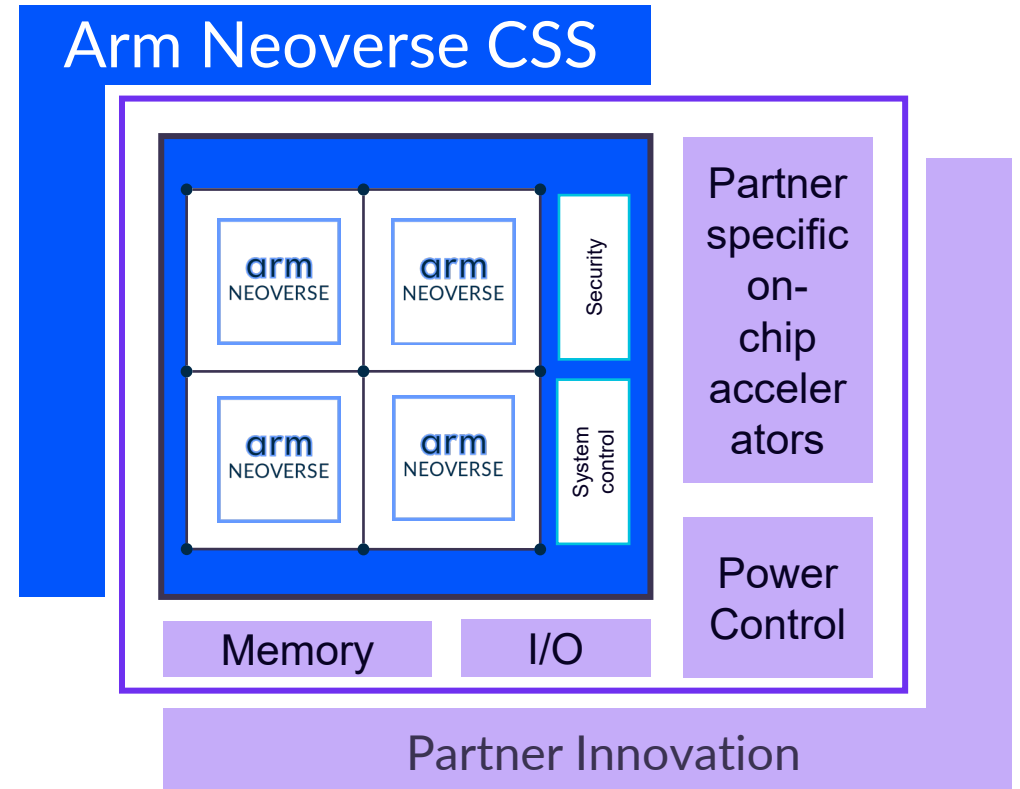
First products announced this year

2026+

Products in development

Investing in CSS – A better starting point for a chip design

- + Compute Subsystem (CSS) is based on Arm latest CPU and systems technology
- + It is pre-integrated, optimised for high-performance, energy-efficiency and size. It has been fully tested.
- + Delivers fastest time to market for a new chip design

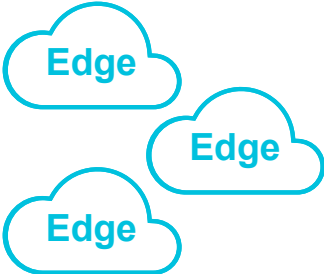


Investing in CSS – A better starting point for a chip design

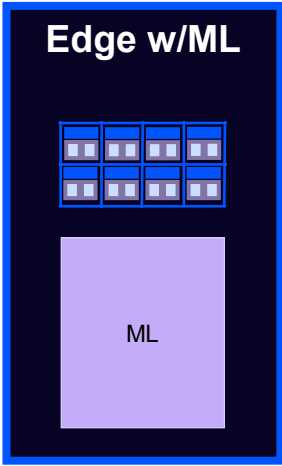
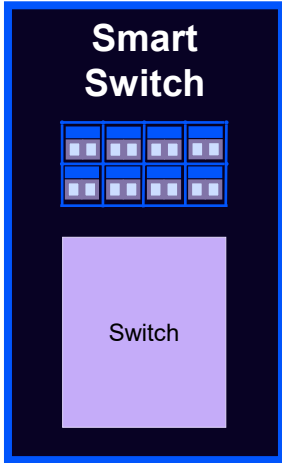
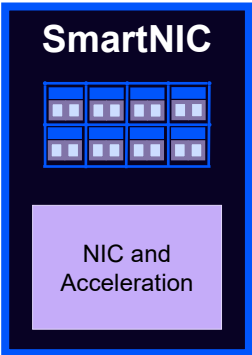
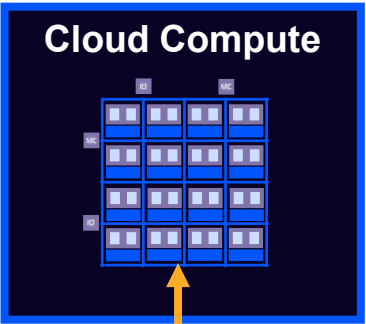
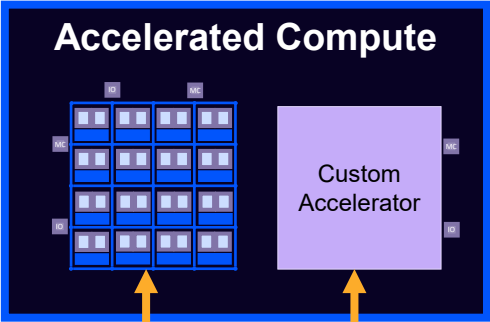
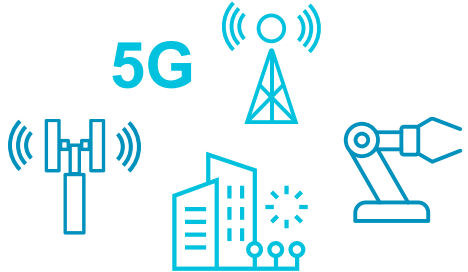
Scale-Out Cloud



Networking and Infrastructure



5G Infrastructure



Investing in Ecosystem – Accelerates entry into new areas

Arm's CSS combined with products and services from other companies enables any company to develop Arm-based chips

Arm Total Design

FOUNDRY PARTNERS



DESIGN SERVICE PROVIDERS & OEMs











3RD PARTY IP, EDA, & FIRMWARE PROVIDER



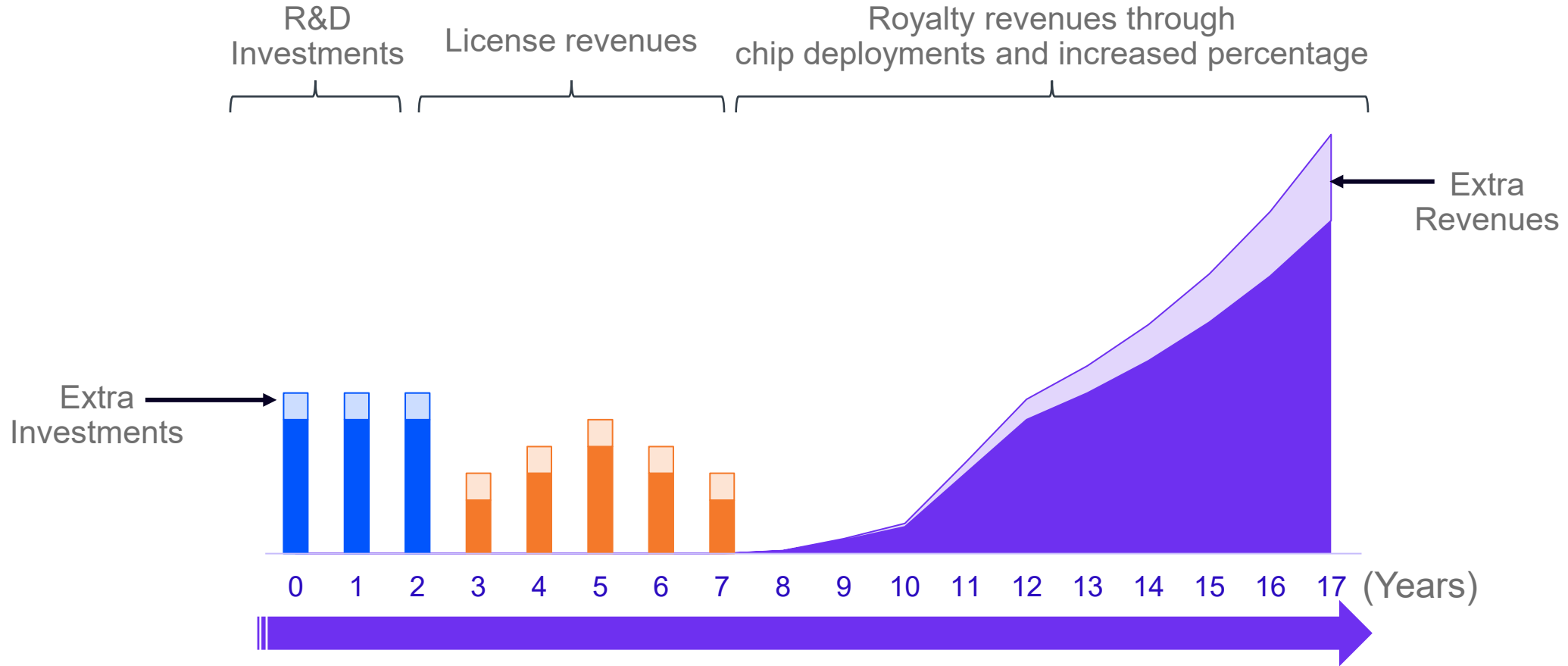
Investing in Ecosystem – Accelerates entry into new areas

Arm Total Designs partners are developing chiplets and test chips based on CSS to demonstrate what can be achieved.

| | | | |
|--|---|---|--|
|  <p>(주)에이디테크놀로지 ADTechnology</p> |  <p>ALPHAWAVE SEMI</p> |  <p>ALCOR MICRO</p> |  <p>FARADAY</p> |
| + Neoverse CSS V3 Chiplet for AI on Samsung Foundry | + Neoverse N3 Chiplet for Networking / data centers on TSMC | + Neoverse CSS V3 Chiplet for Edge Servers on TSMC | + Neoverse CSS V3 Test chip on Intel Foundry |
|  <p>Jaguar Micro</p> |  <p>NOVATEK</p> |  <p>REALTEK</p> |  <p>socionextTM</p> |
| + Neoverse N2 Chiplet for DPUs on TSMC | + Neoverse N2 Test chip for AI on TSMC | + Neoverse CSS N- Series Networking & Edge Chiplet | + Neoverse CSS V3 Chiplet on TSMC |

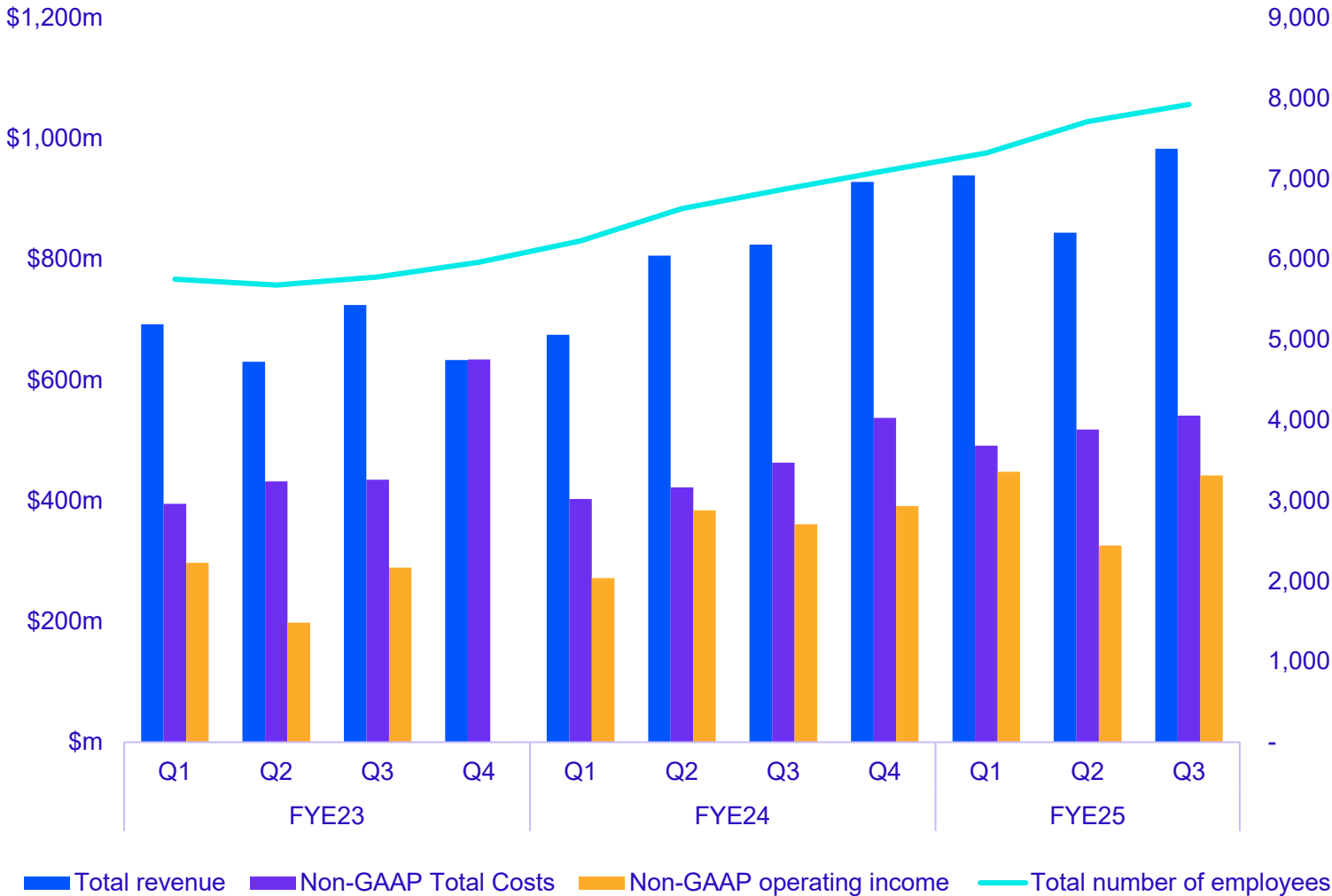
Arm has also partnered with +60 companies to develop Chiplet System Architecture to make each chiplet reusable between different chip designs.

Increased investment today can yield higher future revenues



The more Arm invests in R&D today; the higher the potential return in the future

Increasing revenues today allows for increasing R&D investment



- Revenue and headcount have grown at a 17% CAGR for past two years
- >80% of employees are engineers
- Non-GAAP operating margin grown from 44% in Q3 FYE24 to 45% in Q3 FYE25

Revenue Growth from Rising Complexity, Volume Expansion



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The future is built on Arm