



Hyve Participates in TD SYNEX 2025 Investor Day

Steve Ichinaga, President, Hyve Solutions

0:05

Good morning.

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My name is Steve Ichinaga and I am President of Hyve Solutions.

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I joined SYNEX back in 1984, SYNEX and now TD SYNEX was and continues to be a high energy company that encourages innovation.

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So back in 2009, a small team and I started to focus on direct sales to a new category of customers known as cloud service providers.

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And partnering with these innovative customers has been an amazing experience and I'm very excited to join my colleagues here today to share more about Hyve Solutions.

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So I'd like to start with where we are today, where we are going and why we are well positioned for the future.

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So to put it simply, we deliver design, manufacturing and supply chain services to support hyperscale infrastructure.

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And we do this through both ODM and CM capabilities and our supporting services.

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So starting with some key data points and facts, currently we have 2,000 employees full time, including more than 400 design engineers.

Hyve Solutions excerpt from 2025 TD SYNEX Investor Day.



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And additionally, we work with over 1,000 contingent workers.

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And this model that provides flexibility to grow operations efficiently.

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In total, over 70% of our workforce is based in the United States.

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Which we believe is a key differentiator.

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Our global team is spread across eight locations in four countries, the United States, UK, Taiwan and China.

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In the United States, we have facilities in California, Washington, Nevada, Mississippi and South Carolina.

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Our manufacturing capabilities are spread across four locations with the largest two in the US. We have design centers in California and Taiwan.

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And collectively we have approximately 2,000,000 square feet of space and growing and the vast majority of the space is split between production and warehouse facilities.

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Our global reach enables us to support and deliver products and services to customers efficiently around the world.

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We have 15 years of experience delivering custom solutions to our hyperscale customers, which



we do through an end-to-end business model that includes design, manufacturing, assembly, deployment and support.

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And finally, we're very proud of the fact that we've made and continue to make investments in liquid cooling and US based surface mount technology.

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We've also invested in more engineering talent and facility power to drive innovation and value for our customers.

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So there's a lot of reasons why we're excited about our growth prospects and the demand drivers for our business, but I want to call a few out in particular.

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So first, as you can see in the chart on the left, we've seen pronounced growth in Capex spend among hyperscalers.

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So to put it simply, our customers are spending more money on technology.

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And as you look to forecasted growth, there are strong expectations for continued growth, which we don't expect to change in the near term.

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In a 10-year period.

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Forecasted capex spend will grow by nearly five times.

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And in the near term, we're seeing promising growth. On the right-hand side, you'll see for fiscal 25, all hyperscalers are projected to grow capex spend by at least double digits year over year.



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So ultimately, spend is growing and with much of the investment in the US. Hyve stands to benefit significantly from this as we are the only publicly traded US hyperscale ODM infrastructure provider. We offer a secure supply chain with vertical integration, and we do it within the United States.

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And as we all know, tariffs are driving the headlines right now.

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Our customers are highly focused on these new far-reaching tariffs and our focus is now leveraging what we have built over the past several years, a US vertically integrated and secure supply chain.

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And this is a key differentiator that sets us apart from our peers and gives our customers a supply chain optimized for today's realities.

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So now let's talk about how our capabilities come together for our customers.

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As it pertains to racks, we provide distinct offerings to original design manufacturing, which we call ODM and contract manufacturing or CM.

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So ODM is when we design a custom solution to meet the specific needs of our largest customers, and this would include custom motherboards, chassis and rack solutions.

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Most customers have unique requirements, often around security which require customization.

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Now CM is when we build a product for a customer that has largely been designed upfront by



the customer or another ODM and we provide additional improvements to the design or assembly of the product.

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In addition, we provide software tools that validate BOMs, load drivers and provide test automation and asset file transfer.

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Data center support, including spare part shipments direct to data centers globally along with data center infrastructure required to expand compute and network footprints.

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Supply chain continuity via strategic procurement of key components, which provides both supply and price stability and outsource supply chain services acting on behalf of our customers.

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So typically these services are unique to Hyve Solutions, and they're not replicated by other CMs or ODM partners within the accounts we service.

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Each of these offerings are supported and enabled by our end-to-end capabilities across manufacturing, testing, QC and beyond.

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So this ensures we can provide comprehensive value add support for our customers to meet their evolving needs.

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Customer focus is at the center of everything we do.

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The needs of our customers evolve quickly, and we must be agile and forward-looking to anticipate and serve their needs.



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When people think about Hyve Solutions, they think about hyperscalers, which is correct.

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Our business is built and designed for the hyperscale customer.

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However, we're also focused on delivering our capabilities to the next wave of CSPs.

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When we build hyperscale capabilities for hyperscalers, we typically cover the needs of that next wave.

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And while hyperscalers are poised to dominate the AI landscape, we do believe there's an opportunity for a handful of disruptors that combined could represent a meaningful share of the market.

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We are well positioned to capture this opportunity alongside the hyperscale volume.

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When we talk about building our business to serve hyperscalers, people ask me what that means and it's what you see on the right side of the page.

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In this industry, the single most important thing we can be is dynamic and we have that embedded agility in our DNA.

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We have grown up with our customers.

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We understand what they need - speed, quality and the ability to adapt quickly to the revolving needs.

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Our customer base is constantly innovating in all areas- design, supply chain, manufacturing, delivery and support and we are confident that no matter where our customers go, we will meet their needs.

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Part of our ability to meet customers where they are is dependent upon continued investments that we're making and that's why we are hyper focused on investments and strategies that will help us win.

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First, we're going to do what we do well, maintain best in class collaboration, early engagement and partnership with both our customers and our technology partners.

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We're going to expand our breadth of services to ensure we can deliver comprehensive solutions, and we will invest in new innovative customers and silicon vendors who focus on inference, which we believe to be the growth engine for AI.

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And we'll expand our US based SMT production capacity through additional sites and production lines.

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As we prepare for the heightened AI infrastructure build out, we're expanding into next generation AI network switch design.

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Today we have a solid share of turnkey networking rack deliveries to our customers.

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Adding our own switch further demonstrates our full vertical integration of products.



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Finally, we're in the process of expanding our mass production facilities to accommodate higher powered AI racks that require liquid cooling.

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This along with our liquid cooled enabled lab and NPI environments allows us to stay ahead of the growing requirements around AI.

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Collectively, these strategies and investments will allow us to further enhance our value proposition to our customers and set our business up for long term growth.

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To summarize, we're at a very critical moment with extraordinary opportunity.

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The AI revolution is fundamentally reshaping the physical infrastructure that powers our digital world.

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Our vision is to be the leader in this space, driving above market growth.

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We are confident in our strategy to grow our capabilities, reach new customers and deliver meaningful outcomes for hyperscalers and nextwave CSPs.

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We are differentiated through our experience model, US vertical integration and secure supply chain, making us the preferred hyperscale infrastructure partner, especially in today's environment.

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Combined, I'm confident that these factors will enable our business to achieve meaningful growth and provide lasting value for shareholders.



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And now with that, I will now pass the mic to Sergio Ferrace to talk about our digital journey.

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Thank you.