



Nucleus of the communications revolution

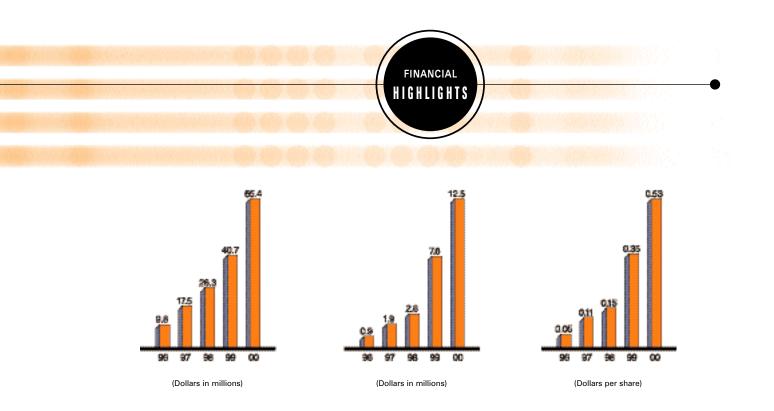


ABOUT THE COMPANY

**PLX Technology, Inc. is the leading supplier of high-speed interconnect silicon and software to the communications industry.** The PLX solution provides a competitive edge to our customers through an integrated combination of high performance silicon, hardware and software design tools, and partnerships. These innovative solutions enable our customers to develop communication equipment with industry leading performance, scalability and reliability. The combination of PLX product features and support programs allows customers to bring their designs to market faster. Our interconnected family of products form the heart of the next generation of communications equipment — we are the nucleus of the communications revolution.

Founded in 1986, PLX Technology (Nasdaq: PLXT) has been developing products based on the Peripheral Component Interconnect (PCI) standard since 1994. We invite you to visit our Investor Relations section at www.plxtech.com.

This annual report contains forward-looking statements regarding our intentions, expectations, hopes, beliefs, prospects, plans and predictions of the Company's future. These statements may differ from actual future events or outcomes. You are referred to documents filed by PLX with the Securities and Exchange Commission, including the 10-K for the year ended December 31, 2000, which identify important risk factors that could cause actual results to differ materially from those contained in the forward-looking statements.



### **Consolidated Statements of Operations Data**

(In thousands, except per share data)

Years	2000*	1999*	1998	
Net revenues	\$65,351	\$40,699	\$26,276	
Net income	\$12,548	\$ 7,571	\$ 2,766	
Net income per common share (diluted)	\$ 0.53	\$ 0.35	\$ 0.15	
Shares used in per share calculation	23,550	21,849	18,405	

#### **Consolidated Balance Sheets Data**

(In thousands)

At Year End	2000	1999	1998
Cash and investments	\$ 53,107	\$40,590	\$ 5,638
Working capital	\$ 22,862	\$32,827	\$ 6,116
Total assets	\$ 113,479	\$52,055	\$ 11,766
Stockholders equity	\$ 73,198	\$46,402	\$ 7,755

\*Data represents pro-forma information, which excludes the effect of any acquisition related costs.

TO OUR SHAREHOLDERS

2000 was an outstanding year for PLX in terms of financial performance, design-win results, and development of exciting new products. PLX made substantial investments and instituted important changes to take advantage of exciting new market opportunities for interconnect silicon in our target market: communications infrastructure equipment. As a result, PLX is well positioned for strong growth.

PLX is a leading supplier of interconnect silicon and software to the communications infrastructure equipment market. Our products accelerate the flow of information through line cards, adapters, system controller modules and backplanes. We have penetrated a wide variety of systems including routers, switches, wireless base stations, media gateways, concentrators, servers and enterprise storage.

In the 90's, the PCI architecture emerged as the dominant interconnect standard for communications equipment. PLX recognized this trend early and established a leadership position by creating a broad PCI chip and software portfolio. PLX also realized that our customers need to get their products to market quickly using minimal engineering resources. To meet this need, we developed an industry-leading set of development tools, software, and partnerships combined with extensive field and factory technical support. We have excelled in providing these complete solutions, and our customers have rewarded us. Over the past four years we have increased revenues at an average rate of 61% per year to reach \$65M in 2000. Many of our largest customers are leaders in communications equipment including Cisco, IBM, Lucent, Nortel, and Marconi.

In 2000, we maintained our revenue growth momentum by adding well over 500 new design wins, and adding more than 1000 new designs in process. Although not all design wins and designs in process reach volume production, the results are a leading indicator of future growth for PLX.

This year PLX made product development investments to take advantage of the market need for higher performance system interconnect architectures. Many of our customers are developing new systems that make use of the higher performance and reliability extensions to PCI. These include wider 64-bit buses, faster 66MHz clock rates, and increased system availability with CompactPCI. In response, PLX started development of a new family of PCI controllers based on these new extensions to the standard. We expect to start shipping products from this new family in early 2001. The customer interest in these new products has been invigorating, confirming the continued, intense, industry-wide design activity around the PCI standard. Another major market trend is our customers' search for a breakthrough system interconnect architecture that can deliver major improvements in performance, scalability, and reliability. We identified a company that had developed an ideal solution: Sebring Systems. Sebring had created an innovative technology for building high performance, highly scalable and highly fault tolerant systems based on inexpensive switch fabric chips.

We acquired Sebring in May of 2000 and taped out the first switch fabric controller silicon in December.

PLX is exceptionally well-positioned for future growth. We have a leadership position in our market, a strong and growing base of design wins, a solid financial foundation, new leadership products, and market trends that favor our technology and strengths.

We are proud of our accomplishments and want to thank our shareholders, customers, employees, partners, and suppliers for their continued commitment to PLX.

Michael J. Salameh President

D. James Guzy Chairman of the Board

## Driving the Internet

COMMUNICATION

## FASTER LINE SPEEDS

## MORE POWERFUL PROCESSORS

**EASE OF EXPANSION** 

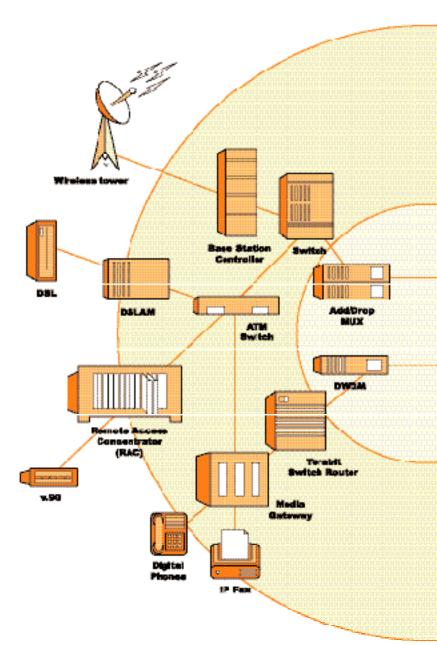
The exponential growth of the communications infrastructure has created new market opportunities for silicon that interconnects communications equipment.

New systems are expected to provide higher **performance**, more **scalability**, and higher **availability**. Line speeds are increasing in every market segment to accommodate more users desiring an instantaneous flow of information. Meanwhile, the analysis and manipulation of the data has become more sophisticated, as the communications equipment looks deeper into the payload to determine the appropriate routing path.

A single subsystem cannot provide enough performance or integration on its own. Systems are expected to scale more elegantly both within the chassis and between many expansion subsystems to handle the complex, high-speed data at line speeds.

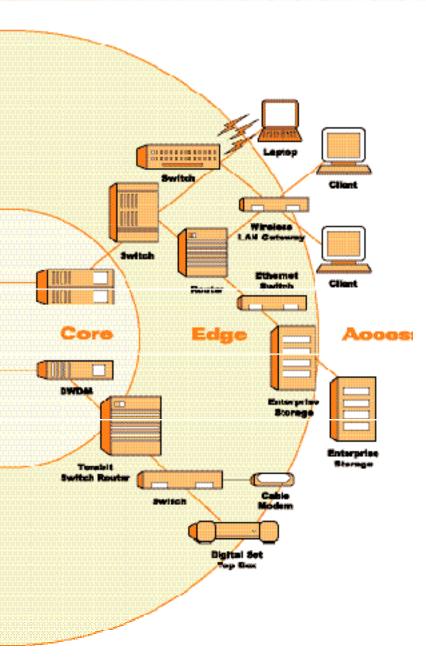
At the same time, users' expectation of reliability is raising the bar to levels that challenge every component and subsystem in the information path.

In the midst of this market demand for extraordinary improvement in performance, scalability, and reliability, the time-to-market window for new products is shrinking. In an already strained product development cycle, design resources





## **MORE DEVICES PER BOX**



**CARRIER-CLASS RELIABILITY** 

are limited. At the same time, compatibility with the existing communications system hardware and software infrastructure is an absolute requirement.

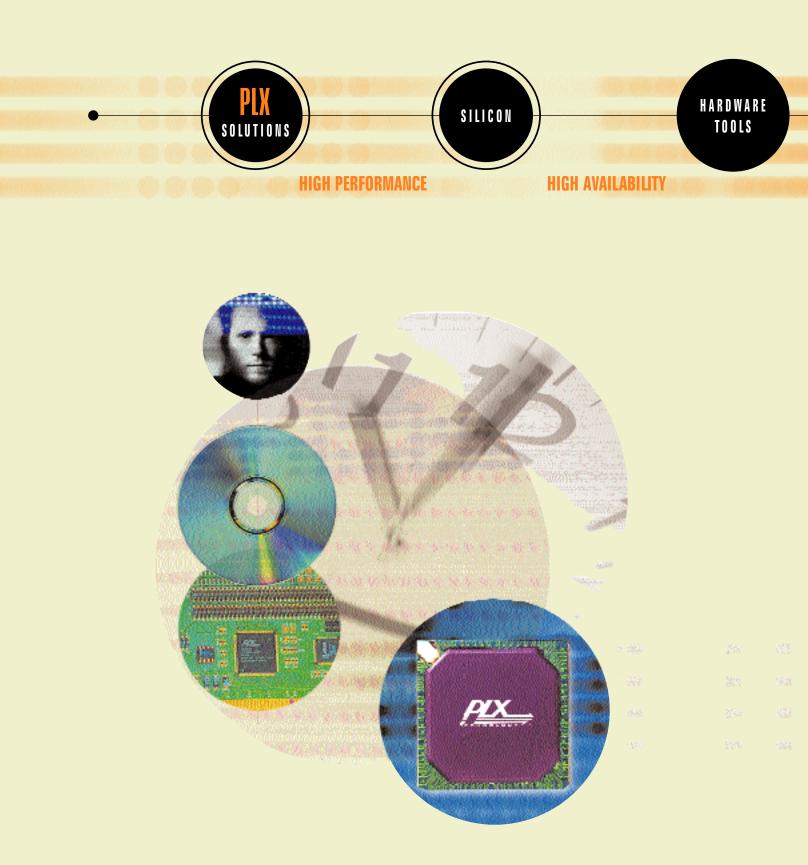
PLX is well aware of the complex market demands and constraints our customers face. We provide complete solutions of interconnect silicon, software, and development tools combined with worldwide technical support.

Our market-ready solutions provide the increased **performance**, **scalability**, **and high availability** benefits necessary for the next generation of communications equipment including routers, switches, wireless base stations, media gateways, concentrators, servers and enterprise storage systems.

Recognizing that compatibility is paramount, PLX maintains compatibility both with previous generations of our own products and with existing standards. The use of time-tested, ready-toroll, rapidly deployable standard products offer a major **time-to-market advantage**.

Combining our feature-rich standard products with our hardware and software development platforms, PLX provides an exceptional value to our customers whose communications systems form the Internet infrastructure.

## Accelerating the Communications Infrastructure



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SOFTWARE TOOLS

## PARTNERSHIPS

## **SCALABILITY**

## COMPATIBILITY

PLX has taken a leadership position in the communications equipment market through a unique combination of elements — Silicon, Hardware and Software Tools, and Partnerships.

Our silicon products offer important benefits such as **high performance**, **flexibility**, **ease of design**, and **compatibility** with the existing infrastructure.

Our hardware Rapid Development Kits (RDK) allow customers to evaluate our products prior to making their vendor choice. Once they have determined that PLX is the right solution provider, the development platforms allow their hardware development and software porting activities to begin long before their own systems are available.

Our Software Development Kits (SDK) include operating system and driver ports, as well as added value development tools such as our ground-breaking PLXMon<sup>®</sup> debug monitor.

Our unique partner program offers additional thirdparty support for important tasks such as hardware design, simulation, software porting, and debug.

And finally, PLX has been recognized by our customers as having a superior, world-class technical field organization.

## FASTER TIME-TO-MARKET

Serving as the backbone of the next generation of communications systems is the PLX adaptive switch fabric—the GigaBridge<sup>®</sup>. While the PLX I/O Accelerators will bring together the subsystems of the next generation of communications platforms, the GigaBridge switch fabric allows high performance, scalable and highly reliable communication to flow within the box and between shelves. The GigaBridge provides this benefit while remaining compatible with the current PCI infrastructure.

The current portfolio of products from PLX are based on the Peripheral Component Interconnect (PCI) standard. The PCI bus has become ubiquitous in the communications infrastructure market. As an active participant on the PCI trade organizations, PLX has become a leader by making early investments in the technology and providing solutions that offer substantial value to our customers.

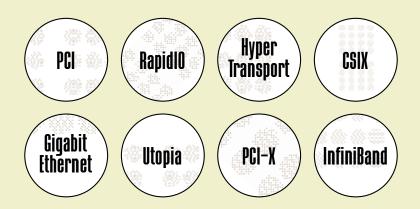
PLX enables our customers to address their own needs for high performance, highly scalable, and highly available solutions, while overcoming the constraints of shrinking time-to-market windows and limited design resources.

# THE **FUTURE**

When systems demand high performance, highly reliable, stable, compatible and complete interconnect solutions, PLX is the obvious choice. We have become the interconnection product leader by identifying trends early, driving the adoption of standards to accelerate the trends, and providing innovative products in a timely manner that satisfy real customer needs. We intend to continue this legacy of rapid innovation as new standards are proposed and deployed.

Communications subsystems are expected to handle an insatiable customer appetite for bandwidth while performing more sophisticated analysis of the data being routed. New interconnect standards, such as RapidIO, HyperTransport, and InfiniBand have been defined to address specific bottlenecks in a system. Communications standards such as Gigabit Ethernet, CSIX and Utopia are increasingly being deployed to deliver data more quickly in ever-increasing amounts. And extensions to the PCI, such as PCI-X, are on the horizon to provide a migration path for the vast existing infrastructure.

PLX will extend its industry-leading role in the definition and deployment of new interconnection standards by maintaining our responsive approach to the market. When customers need to route data from one place to another, PLX will continue to be the vendor of choice for their interconnection solution.



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## CORPORATE INFORMATION

#### Directors

D. James Guzy Chairman of the Board

Michael J. Salameh President

Timothy C. Draper Director Founder and Managing Director Draper Fisher Jurvetson

Eugene Flath Director Special General Partner Applied Technology Investors

John H. Hart Director Fellow 3Com Corporation

Young K. Sohn Director President and Chief Executive Officer Oak Technology

#### Officers

Michael J. Salameh President

Larry Chisvin Vice President, Marketing

Michael Franz Vice President, Engineering

Rafael Torres Vice President, Chief Financial Officer

Ray M. Holzworth Vice President, Operations

Michael A. Hopwood Vice President, Sales

#### **Corporate Headquarters**

PLX Technology, Inc. 870 Maude Ave. Sunnyvale, California 94085 Phone: (408) 774-9060 Website: www.plxtech.com

#### Subsidiaries

PLX Technology (Europe) Ltd. United Kingdom

PLX Technology Japan KK Japan

#### Independent Accountants

Ernst & Young LLP San Jose, California

#### Legal Counsel

Morrison & Foerster LLP Palo Alto, California

#### **Transfer Agent**

Boston Equiserve 150 Royall Street Canton, Massachusetts 02021

Stockholders may call (781) 575-3400 with any questions regarding transfer of ownership of PLX stock.

#### **Common Stock**

Nasdaq symbol: PLXT

#### **Common Stock Trading**

	2000		19	1999	
Fiscal Quarter	High	Low	High	Low	
First Quarter	\$40.75	\$15.50	\$ —	\$ —	
Second Quarter	43.81	14.50	50.00	10.75	
Third Quarter	51.25	23.06	46.00	17.50	
Fourth Quarter	30.62	4.34	26.00	13.75	

#### **Annual Meeting**

The annual meeting will be held at Corporate Headquarters on May 22, 2001 at 10:00 a.m.

#### **Corporate information**

To obtain the latest information on PLX Technology, including press releases and financial literature requests, visit the Investor Relations section of our website at www.plxtech.com.

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