

COMPANY PROFILE TEMPLATE:

MBA NAME: Lorenzo Montanari **Date:** 19-12-2024

COMPANY: Nvidia

CEO Name: Jensen Huang **CXO Name:** Colette Kress (per MBA Track)

Stock Price: 130.68

Market Cap: 3.57 T

P&L – YoY:

Revenue (\$): \$61B Net Income (\$): \$30B

Business Model (Main Product(s):

- 1) Value Proposition: Nvidia provides high-performance graphics processing units (GPUs) and AI computing solutions that accelerate computing tasks across various industries, including gaming, data centers, professional visualization, and automotive sectors.
- 2) Customers Segments: Nvidia serves a diverse customer base, including gamers, AI researchers, data scientists, creative professionals, and enterprises requiring advanced computing solutions.
- 3) Competitive Advantage(s): Nvidia's strengths include technological leadership in GPU and AI technologies, a diversified revenue stream across multiple sectors, and strong financial performance
- 4) Revenue Streams: Nvidia generates revenue through the sale of GPUs and AI computing solutions, licensing of technology, and software services.

Strategy:

- 1) Markets – Where are they active? Nvidia operates globally, with significant sales in the United States, Taiwan, China, and other countries.
- 2) Growth – Where/How are they driving it? Nvidia drives growth by expanding its product offerings in AI and data center solutions, investing in research and development, and forming strategic partnerships.
- 3) Differentiators – How do they win? Nvidia wins through continuous innovation, maintaining a strong competitive position in AI and GPU technologies, and effectively addressing the needs of various customer segments.
- 4) Economic Logic – How do they make money? Nvidia makes money by selling high-performance computing hardware and software solutions, licensing its technologies, and providing related services.
- 5)

Key Competitors (if any):

- 1) Advanced Micro Devices (AMD)
- 2) Intel Corporation
- 3) Broadcom Inc.

Key Risks to Business:

Intense competition from existing and emerging players in the semiconductor industry.

Supply chain disruptions affecting production and delivery.

Regulatory challenges and geopolitical tensions impacting global operations.

News:

- 1) Trends: Nvidia's revenue nearly doubled as AI chip demand remains strong, with a 94% increase in revenue for the quarter ending in October 2024, reaching \$35.1 billion.
- 2) Other: Nvidia's stock has shown resilience and potential to outperform less profitable tech companies in the near future.

Culture/ Values:

- 1) Published Values ("The Talk") Nvidia emphasizes innovation, excellence, and a commitment to tackling complex challenges in computing.
- 2) Real Values ("The Walk") Under CEO Jensen Huang's leadership, Nvidia fosters a workaholic culture with a focus on hard work, dedication, and continuous

Alum at the Firm (Name, Email, and Role):

- 1) Neal Armstrong
- 2) N/A
- 3) PMM