

Arcus – Routing and Switching for AI Datacenters and Edges

#NetworkDifferent

Tokyo, Japan

September 3, 2025



Arrcus Introduction

Leading Provider of Networking (Routing and Switching) for AI, Datacenters, Telco, Enterprises

Company

- Founded 2016
- San Jose, CA
- Bengaluru, India
- Tokyo, Japan
- 140+ employees

Key Investors



NVIDIA

Hitachi Ventures



Lightspeed Venture Partners,
General Catalyst, Clear Ventures,
Liberty Global Ventures, Softbank

Chairman and CEO

• Dr. Shekar Ayyar, Ph.D.

Ex-VMware (~14 years) EVP & GM, Telco Edge Cloud, Corporate Development. Previously Lucent Technologies, McKinsey & Co.

Founder and CTO

• Keyur Patel

Ex-Cisco Distinguished Engineer Routing, VPNs, Networking Protocols. Co-Chair IETF BGP and Sidrops working groups

Customers: Fortune 100, Data Center, Cloud, Telco/Service Providers

2025: Arrcus Enables **Liberty Global**'s AI-Powered Telco Vision, with Advanced Video Solution for Public Safety, Industrial Automation, and Immersive Entertainment

2025: Arrcus Enables **Actapio** with Next-Gen Networking Fabric to Build-out AI Clusters for Large Language Models

2024: Arrcus Enables **SoftBank Corp.** to Commence Field Trials of 5G MEC

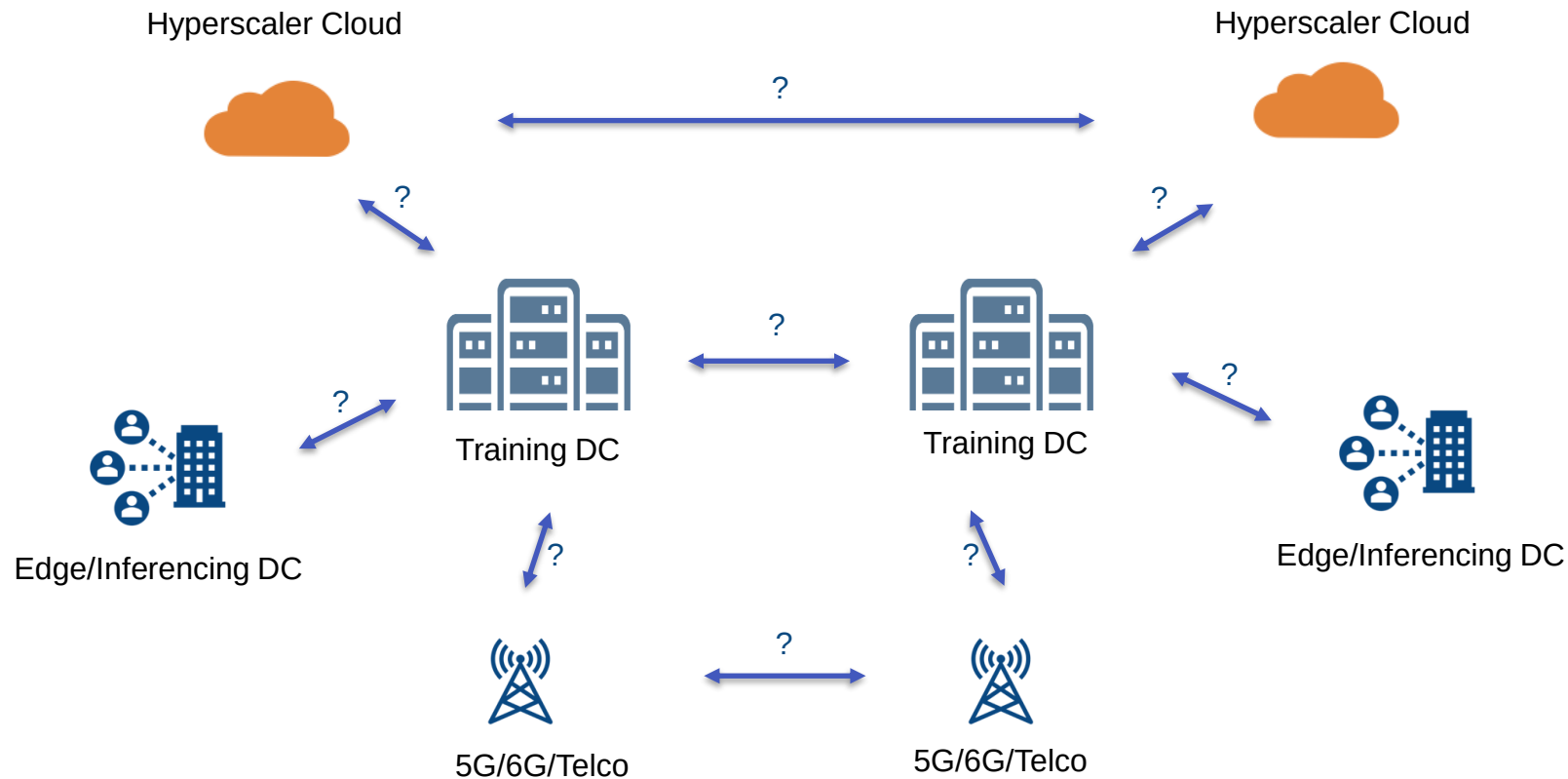
2022: **CoreSite** Deploys Arrcus Multi-Cloud Networking Solution

Advisors

- Krish Prabhu: ex CTO, AT&T
- Roy Chestnutt: ex EVP & Chief Strategy Officer, Verizon
- Johan Wibergh: ex CTO, Vodafone
- Madalina Suceveanu: Managing Director, Mobile and Cloud, Liberty Global
- Bask Iyer: ex CIO VMWare, Dell, Juniper, Honeywell



AI Workloads Are Increasingly Distributed ... And Need a Better Network for Lossless Connectivity



Training Clusters: GPU clusters for training complex models using vast amounts of data.

Inferencing at the Edge: Trained models are deployed on edge devices for real-time inferencing.

Arrcus : Ethernet Network Fabric

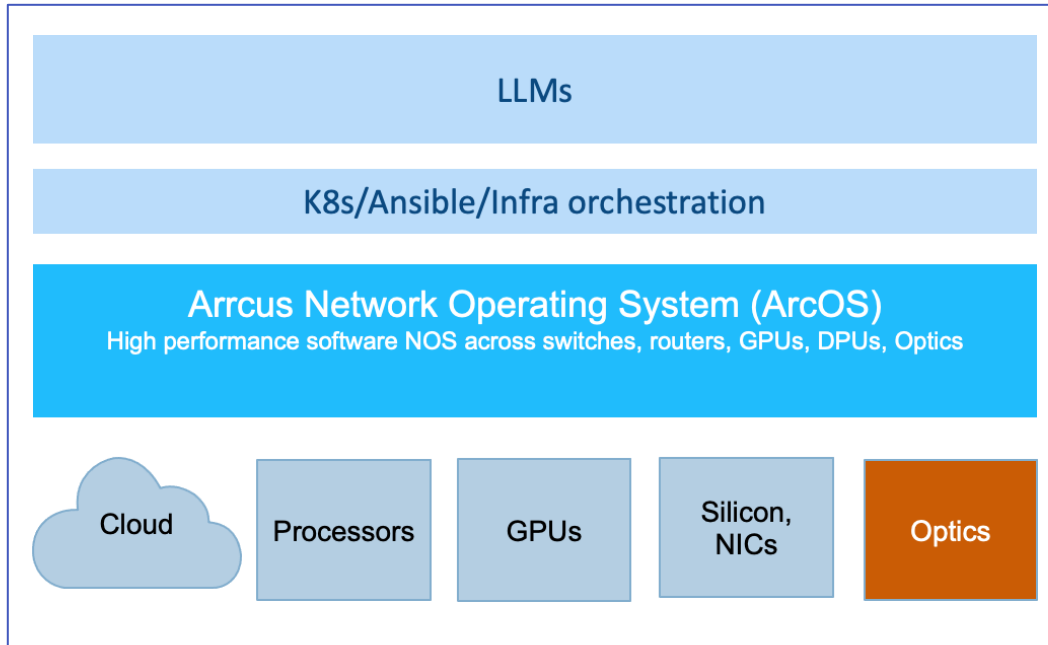
Seamlessly Enables Efficient Multi-Silicon, Multi-Cloud, 5G/6G AI



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Inferencing at the Edge: Trained models are deployed on edge devices for real-time inferencing.

Leveraging Best of Breed Silicon, Optics, Whiteboxes



- Faster and better access to distributed high performance compute resources
- Improved utilization of GPUs via SmartNIC offloads
- 40%+ cost reduction over Legacy Networking

Silicon, Optics



...

Whitebox



Customer Use Cases



Datacenter

Datacenter Switching and Routing (TORs, Spines, Leaves, Management Switches, Datacenter Interconnects)



Cloud

Hybrid Cloud and Multicloud Networking



Telco

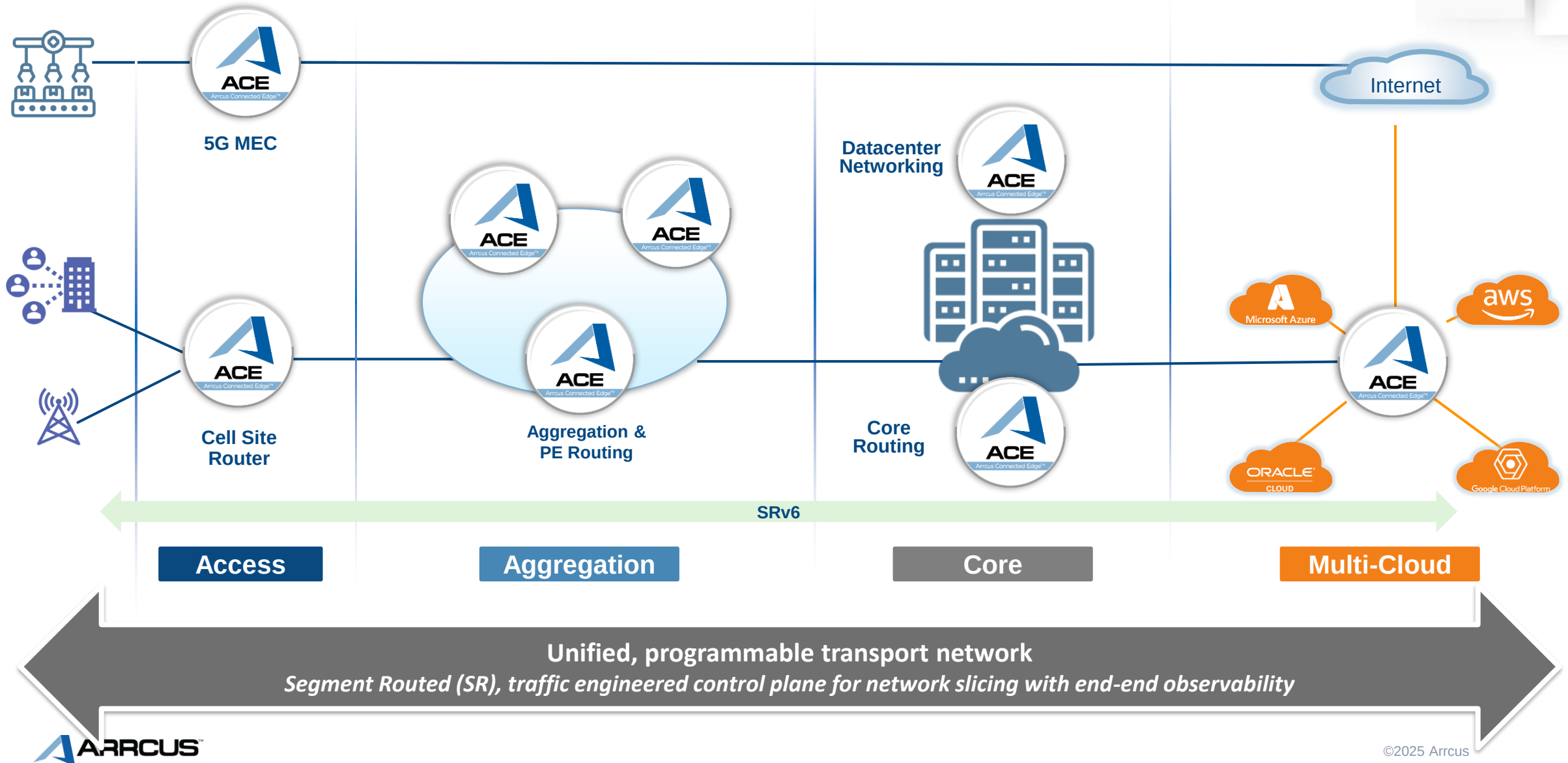
5G, 6G Service Provider Routing (SRv6 Mobile User Plane, Cell Site Routers, PE, Aggregation, Core)



Enterprise

AI and Edge Networking

From Edge to Core to Multi-Cloud



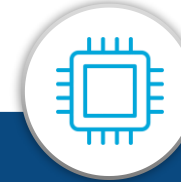
Superior Networking For Distributed AI



Single unified fabric for
the Distributed AI cloud
from Edge to DC
to Multi-cloud



Architectures
for large scale
Training clusters



Integrated support for
SmartNICs and DPUs
for Edge Inferencing



Secure Multi-cloud
connectivity with Egress
Cost Control



Open interfaces with
programmable APIs for
closed-loop automation



Hardware agnostic with
broadest support for
merchant silicon and
Accelerators

Thank You

Strategic Partnership with Arrcus

Fujitsu Limited

Corporate Executive Officer, SEVP,
Head of Network & Data Center

1Finity, Representative Director, CEO

Masaaki Moribayashi

September 3, 2025





Masaaki Moribayashi

- Global Business
- Transformational Leadership

- 1984** • **Joined NTT**
- 1998** • **NTT America (Verio) (USA)**
Director International Partnerships
- 2003** • **NTT Communications**
VP Global IP Network Group
- 2006** • **NTT Comm Asia (Hong Kong)**
President and CEO
- 2009** • **NTT Europe (UK)**
Managing Director
- 2016** • **NTT Communications**
Senior EVP
- 2019** • **NTT Ltd (UK)**
President and Board Director / SEVP Services
- 2022** • **NTT West**
President and CEO
- 2024** • **Joined Fujitsu Limited**
Corporate Executive Officer, SEVP, Head of Network & Data Center
- 2025** • **1Finity, a Fujitsu Company**
Representative Director, CEO

Evolution of AI Infrastructure



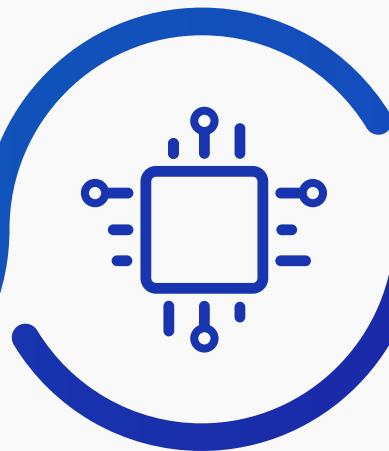
**Accelerating Social
Implementation of AI**

AI advanced services
by reasoning process



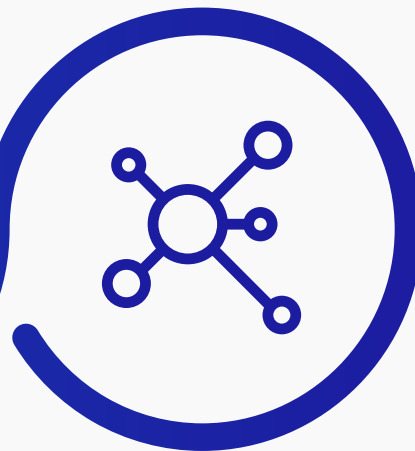
**Growing need for
AI infrastructure
evolution**

AI data traffic
drastically increases



**Expand computing
capabilities**

Requires massive
data processing and
computing power

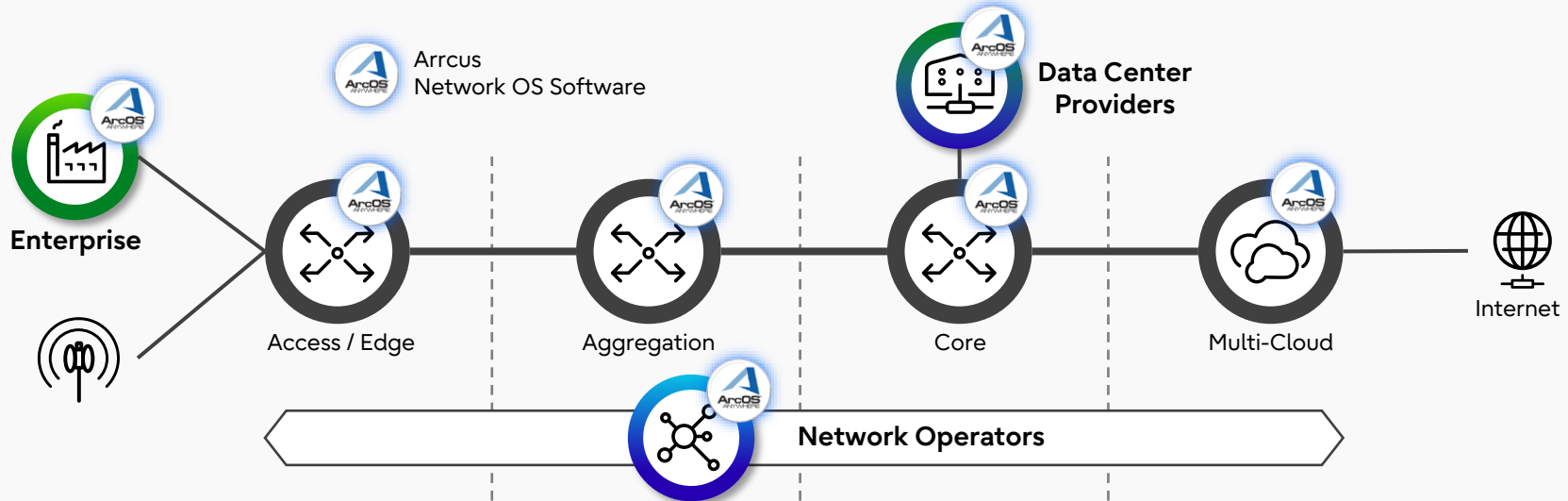


**The importance of
network also
increases**

Low latency, high
speed, high capacity
and data routing
optimization

Why Arrcus?

- Innovative Network OS Software for Next-Generation Networks
 - Connect and manage across data centers, clouds, 5G and 6G networks and edge environments with the unified OS software
- Hardware flexibility to apply the best silicon
- Reduce costs by applying white boxes and automating software deployment



Purpose of Strategic Partnership

FUJITSU 1FINITY

FUJITSU

- Deliver total solutions by integrating AI, computing and network as Service provider of next-generation infrastructure
- It can be packaged with new advanced technologies such as MONAKA and quantum computers.

1FINITY

- Establish as a new business domain in addition to the existing photonics and mobile business for network operators
- Expand business portfolio and provide network solutions to enterprise customers

ARRCUS
NETWORK DIFFERENT™

- Developed a joint Go-To-Market (GTM) plan with Fujitsu and 1Finty
- Fujitsu and 1Finty are granted exclusive sales rights* in Japan domestic market

Win-Win

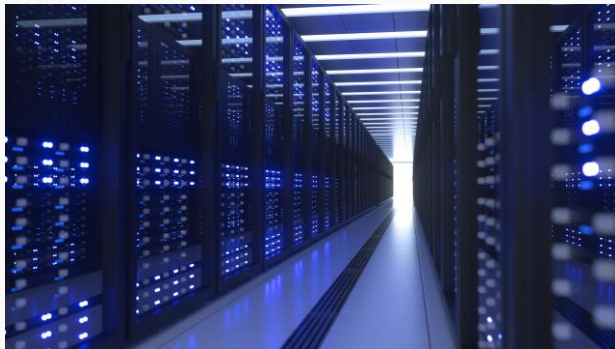
(* Excludes existing engagements)

Customer Segmentation / Use Cases



Mobile Network Operators

- SRv6 Mobile User Plane
- Cell Site Router



Data Center Providers

- AI Datacenter Networking
- Spine-Leaf Switching Network



Enterprises

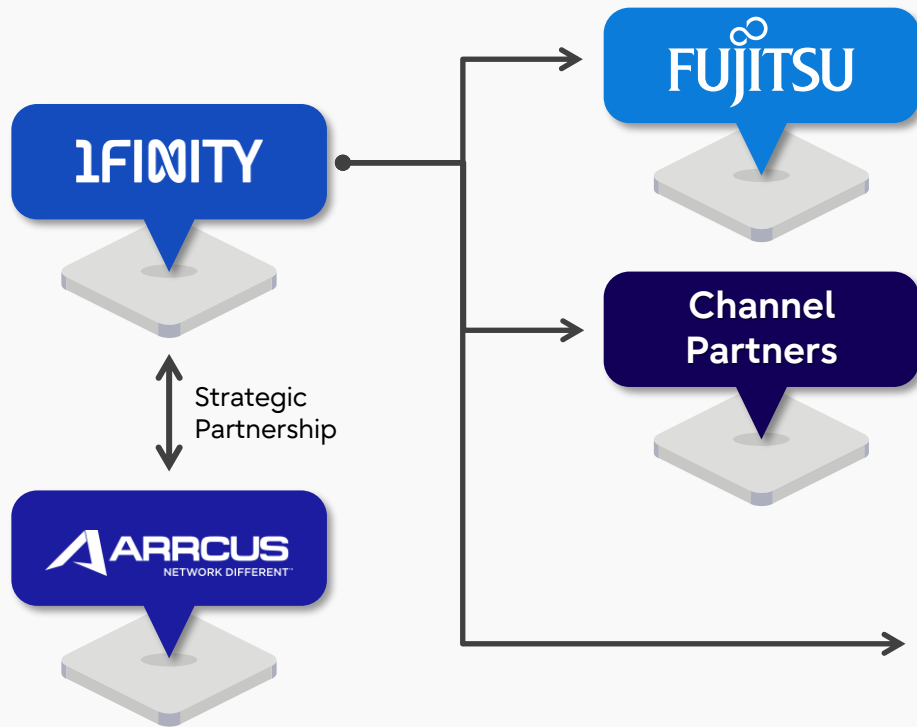
- Service Provider Routing
- Multi-cloud Networking

*SRv6: Segment Routing over IPv6

Expected market size of about \$14B in 2030

Delivery Models

FUJITSU 1FINITY



Fujitsu and 1Finity offer total solutions

Fujitsu and 1Finity provide operation services after deploying products



Sell through Channel Partners

Leverage Channel Partner Services with Arrcus products



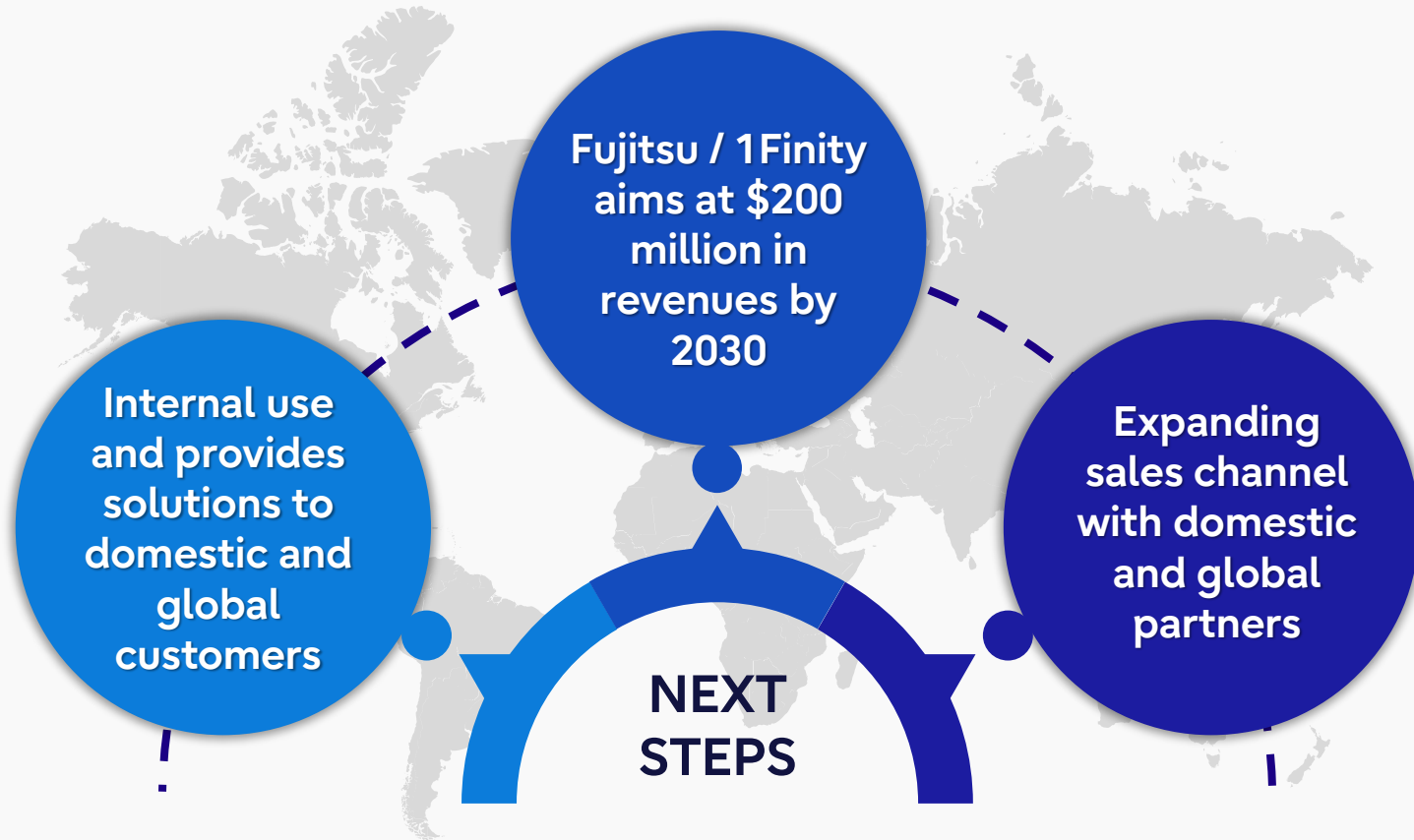
Software License Only

System integration, maintenance and operation performed by the customers



*These delivery models are examples; we will be able to adapt flexibly to customer requirements.

Next Steps



Thank you