NeXT Computer, Inc.

Corporate Background Information
January, 1992

Founded: September 1985

Number of Employees: 570

Headquarters: 900 Chesapeake Drive
Redwood City, California 94063
(415) 366-0900

NeXT Computer, Inc. has offices and operations in the United States, Canada, the United Kingdom, France, Germany and Japan.

Manufacturing Facilities: Highly automated factory in Fremont, California

Company Mission:

NeXT Computer, Inc. designs, manufactures and markets professional workstations based on the pioneering NeXTstep object-oriented system software. NeXT computers are used by medium and large organizations to develop mission-critical custom applications and to run these applications alongside breakthrough productivity applications. The company sells its products directly and through selected retail and VAR channels in North America, Asia and Europe.

The NeXT Board of Directors:

Steven P. Jobs, chairman; Hisashi Sakamaki, director/chief executive, Business Systems Operations, Canon, Inc.

Ownership:

Steven P. Jobs, 46.1%
NeXT employees, 23.9%
Canon, Inc., 17.9%
The Perot Group, 11.3%

Stanford University and Carnegie Mellon University, 0.7%

Third-Party Products:
More than 240 shipping third-party products.

NeXT User Groups:
More than 260 NeXT User Groups, representing more than 15,000 NeXT owners worldwide. Groups are located in 28 countries, 44 states of the United States and District of Columbia and eight Canadian provinces.

Senior Management Team:

Steven P. Jobs
President and chairman; founder

Founded NeXT Computer, Inc. with five others in October, 1985 to develop innovative, personal and affordable computer solutions for the 1990s and beyond. In 1991, Jobs received the Howard Vollum Award for Science and Technology — and an award to recognize innovators — from Reed College. He received a National Medal of Technology in 1990 from the International Technology Institute, was named Entrepreneur of the Decade in 1989 by *Inc.* magazine and received the Jefferson Award for Public Service in 1987. Jobs was awarded the National Technology Medal by the President of the United States in 1985. He also serves on the board of directors of Pixar, a California-based vendor of hardware and software products for image computing and data visualization applications, and is a member of the President's Export Council.

Jobs also co-founded Apple Computer, Inc., co-designed the Apple II computer and oversaw the growth of Apple to a two billion dollar company. At the same time, he led the development of the Macintosh computer and the subsequent growth of Apple's Macintosh Division into a billion dollar division. He played a particularly important role in defining and implementing Macintosh's innovative manufacturing strategy. In recognition of his pioneering work, he was awarded the National Technology Medal by the President of the United States in February 1985.

Theo Wegbrans
President, NeXT Computer Europe

Joined NeXT in 1990 to head NeXT's overall European sales and marketing activities. In 1974, he joined Hewlett-Packard as a salesman for personal computers and calculators in Amsterdam. Within three years, he had become the sales manager for his group, and two years later was managing sales and marketing for personal computers, calculators and electronic components. In 1984, Wegbrans was named sales and marketing manager for H-P's Northern Europe business, where he established H-P's Northern European dealer channel and grew it to the leading dealer channel for H-P in Europe. Three years later, he became responsible for structuring the value-added businesses for European field operations, which included VARs, OEMs, systems integrators and software suppliers in Western and Eastern Europe as well as the Middle East and Africa. His last post with H-P was head of Workstation Distribution, based in Geneva.

Richard A. Page
Vice president and general manager, NeXT Hardware Division; founder

Was one of the first four Apple Fellows, Apple Computer, Inc.'s highest technical position, through which he explored the latest advancements in digital electronics. He was responsible for the decision to use the Motorola MC68000 family of microprocessors for Apple's Lisa and Macintosh computers, and was instrumental in the initial design of the Lisa. After Lisa, he worked on advanced product development at Apple, designing highly complex chips. His more than 15 years of experience in hardware and software design included the development of microcode for Hewlett-Packard's HP3000 minicomputer. Page holds degrees in mathematics, physics and computer science.

Marcel Gani
Chief financial officer

Responsible for all aspects of NeXT's financial management worldwide. A well-respected financial manager in the computer industry, Gani has experience in both the U.S. and Europe. Before NeXT, he was director of finance and treasurer for Cypress Semiconductor, where he was responsible for finance for Cypress and all its subsidiaries. From 1978 to 1990, he was with Intel Corporation in a number of key financial positions in the U.S. and Europe, most recently as director of internal audit. Gani earned an M.S. in computer science/applied mathematics from Ecole Polytechnique Federale in Lausanne, Switzerland and an M.B.A. with a concentration in finance from the University of Michigan in Ann Arbor.

M. Max Henry
Vice president, NeXT Asia

Came to NeXT in 1988 and was most recently executive director of developer partnerships. In 1987, he co-founded and served as executive vice president and general manager of U.S. Telestar, which was formed from U.S. West Information Systems, Inc. He joined U.S. West in 1986 and, as area vice president, Northern California, became the youngest vice president in U.S. West history. From 1983 to 1986 he worked at Wang Laboratories, Inc. in various management positions, most recently as branch manager for the Sacramento, Calif. branch. He earned a B.A. in economics from Hobart College in Geneva, New York and an M.B.A. in marketing from the University of Oregon.

Gary Moore
Vice president, law and business development

Became NeXT's general counsel in January 1988, after serving as outside counsel for the company since its inception. Before joining NeXT, he was a partner in the San Francisco law firm of McCutchen, Doyle, Brown & Enersen, where he specialized in intellectual property law and was a member of the firm's Executive Committee. He received a B.A. in history from Yale and a J.D. from Harvard Law School, where he graduated magna cum laude and served as an editor of the Harvard Law Review. Upon graduation, he received a Knox Fellowship to attend Cambridge University, where he earned a diploma in legal studies.

Todd Rulon-Miller
Vice president, sales

Joined NeXT in 1986 to build the company's field sales organization. During his career, he has distinguished himself for his ability to formulate plans and implement distribution channels including direct sales to multiple channels, OEM and VAR agreements, and sales to the federal government. Before NeXT, he spent two years at Tandem Computers, where he managed a 40-person team in charge of sales, support and service for Tandem's largest client worldwide. Earlier, he served as vice president of sales and marketing for Comarc Systems, a start-up relational database software company. From 1979 to 1983, he held significant management positions in subsidiary companies of American Express. For three years before that, Rulon-Miller was a top salesman of IBM's desktop technology. He earned a B.A. in history from Princeton University.

Guy L. (Bud) Tribble
Vice president, software engineering; founder

The original and principal architect of the Macintosh system software and Macintosh user interface. Before NeXT, he was the software manager for Apple Computer, Inc. and oversaw all system and application software design for the Macintosh and Apple II computers. He gained a great deal of experience in managing large software projects as well as getting them out on time and bug-free. In addition to his accomplishments at Apple, Tribble earned a B.A. in biophysics from the University of California, San Diego and an M.D. and Ph.D. in neurophysiology at the University of Washington. He is particularly interested in the application of next-generation software in medical education.

Phillip E. Wilson
Vice president, human resources

Joined NeXT in 1989, from Cummins Engine Company, Inc., the world's largest independent manufacturer of diesel engines, located in Columbus, Indiana. He had been vice president, personnel since August 1987. From the time he began working at Cummins in 1982 he held the positions of assistant to the president; director, special projects; director, planning; and director and executive director, personnel policy and planning. Before that, Wilson spent 10 years as a member of the administrative staff and faculty at Princeton University, first as a full-time assistant professor of English and then as assistant dean of the faculty. He earned a B.A. in English from Wabash College and an M.A. and Ph.D. in English language and literature from the University of Chicago.

George L. Crow
Executive director, analog engineering; founder

Headed analog engineering for the Macintosh Division of Apple Computer, Inc., where he was responsible for the power supply and the video electronics for the Macintosh computer. His work to create the crispest monochrome display in the industry remained unmatched almost five years after the Macintosh's introduction. Prior to Apple, he was responsible for the design of the video electronics for

Hewlett-Packard's highly regarded video terminals. He holds a B.S. in electrical engineering from the University of California, Berkeley and an M.S. in computer science from Santa Clara University.

Mike Slade
Executive director, marketing

Joined NeXT in 1991 to manage the company's corporate and product marketing activities. For 7 1/2 years before that he worked at Microsoft Corporation, most recently as director of system marketing in charge of corporate strategy and marketing for system software. While at Microsoft he launched two of the company's most successful products, Excel for Macintosh (1985) and Microsoft Works for PC (1988), and managed marketing for all of Microsoft's Macintosh products from 1988 through 1989. As marketing manager and strategist for the Entry Business Unit from 1988 to 1990, he was the architect of the growth strategy that doubled the size of the business unit and grew the product line. Slade earned a B.A. in economics from Colorado College in Colorado Springs and an M.B.A. from Stanford's Graduate School of Business.