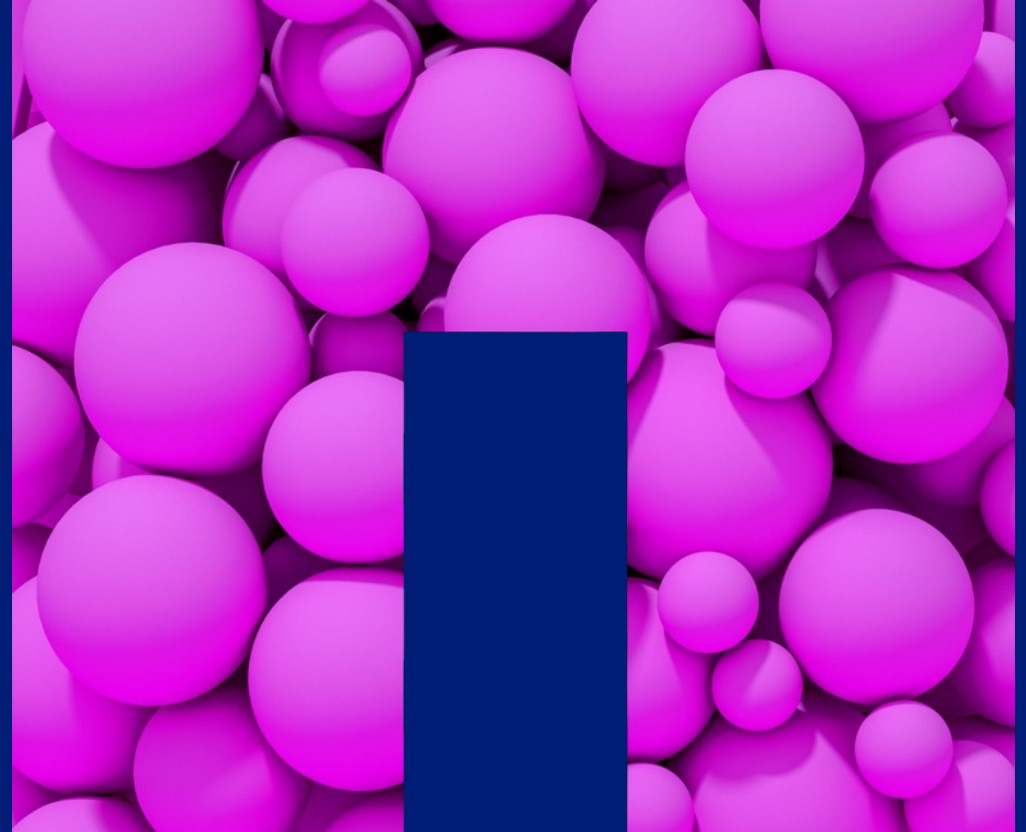


# Q4 FY24 EARNINGS RESULTS



# Safe harbor

- This presentation contains forward-looking statements and projections about our strategy, products and services, shareholder returns, and our future results, performance or achievements, financial and otherwise. These statements and projections reflect management's current expectations, estimates and assumptions based on the information currently available to us and are not guarantees of future performance.
- Actual results may differ materially from these statements for a variety of reasons, including, without limitation, our ability to keep pace with the rapid industry, technological and market trends and changes in the markets in which we operate; our ability to execute our evolved cloud strategy and introduce and gain market acceptance for our products and services; our ability to maintain our customer, partner, supplier and contract manufacturer relationships on favorable terms and conditions; global political, macroeconomic and market conditions, including inflation, rising interest rates, monetary policy shifts, recession risks, and foreign exchange volatility and the resulting impact on demand for our products; the impact due to new or ongoing armed conflicts and any sanctions posed in response; adoption or changes to laws, regulations standards or policies affecting our operations, products, services, the storage industry, or AI usage; material cybersecurity and other security breaches; the impact of supply chain disruptions on our business operations, financial performance and results of operations; changes in U.S. government spending; changes in overall technology spending by our customers; revenue seasonality; changes in laws or regulations, including those relating to privacy, data protection and information security; the timing of orders and their fulfillment; and our ability to manage our gross profit margins. These and other equally important factors that may affect our future results are described in reports and documents we file from time to time with the SEC, including the factors described under the section titled “Risk Factors” in our most recent annual report on Form 10-K and quarterly report on Form 10-Q, each available at [www.sec.gov](http://www.sec.gov). The forward-looking statements made in these presentations are being made as of the time and date of the live presentation. If these presentations are reviewed after the time and date of the live presentation, even if subsequently made available by us, on our website or otherwise, these presentations may not contain current or accurate information. Except as required by law, we disclaim any obligation to update or revise any forward-looking statement based on new information, future events or otherwise.
- This presentation includes non-GAAP financial measures. Reconciliations of these measures to the comparable GAAP measures are available in the appendix to this presentation.
- NetApp’s Investor Relations website at <https://investors.netapp.com/investor-relations> contains a significant amount of information about NetApp, including financial and other information for investors. NetApp encourages investors to visit that website from time to time as information is updated and new information is posted. The content of NetApp’s website is not incorporated by reference into this presentation, and any references to NetApp’s website are intended to be inactive textual references only.

NetApp is the

# INTELLIGENT DATA INFRASTRUCTURE COMPANY



# Across several eras in the age of data, NetApp has led in data infrastructure innovation

Increasing amount of data, complexity and cost



Adoption



Acceleration



Complexity



Simplification



1996

## Data Siloes & Unification

NetApp becomes the first vendor to **unify file & block workloads, and structured & unstructured data**

## Hybrid Cloud

NetApp creates the first **data fabric strategy** that eliminates silos & provides unified control across any environment

## Hybrid Multiclouds

NetApp becomes the **ONLY** vendor to introduce **cloud ops and data services** as key data infrastructure pillars in addition to being the **only vendor natively embedded in all major clouds**

Today

## Intelligence

NetApp delivers **silos-free infrastructure**, then harnesses **observability and AI** to enable the best data management everywhere

# Today, the disruptive forces that customers face are stronger than ever

## BUSINESS DISRUPTIONS



Customer shifts



Labor shortages



Advanced automation

## IT DISRUPTIONS



Growing cyber attacks



Modern apps & infrastructure



New approach to cloud

## SOCIETAL DISRUPTIONS



Economic uncertainty



Sustainability pressure



Data ethics

## GROWING DATA & AI

# Intelligent data infrastructure lets you turn disruption into opportunity

## BUSINESS OPPORTUNITIES



Enhanced experiences



Team productivity



Operations efficiency

## IT OPPORTUNITIES



Data resilience



High-performing apps & infrastructure



Flexible, silo-free cloud usage

## SOCIETAL OPPORTUNITIES



Cost savings



Greater sustainability



Improved compliance

## INTELLIGENT DATA INFRASTRUCTURE

**WITH  
INTELLIGENT DATA  
INFRASTRUCTURE,  
YOU CAN RISE TO  
EVERY MOMENT**

## BE THE SILO BUSTER



Deliver simplicity by managing complex workloads and eliminating infrastructure silos across apps, data, and clouds

**SIMPLICITY**

## BE THE BUSINESS DEFENDER



Keep your business running with built-in security, rapid recovery, and infrastructure observability

**SECURITY**

## BE THE BUDGET HERO



Make your on-premises and cloud infrastructure spend go further

**SAVINGS**

## BE THE AI WORKLOAD INNOVATOR



Embed intelligence into your data infrastructure to enable your AI workloads—for new levels of productivity and innovation

**SMARTS**

## BE THE SUSTAINABILITY CHAMPION



Power more sustainable operations with energy-efficient technologies, tiering, and analytics

**SUSTAINABILITY**

## BE THE APPLICATION AGILITY DRIVER



Maximize your infrastructure and applications scalability and team responsiveness

**SCALABILITY**

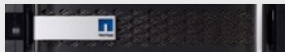
# Increase productivity and minimize risk with unified simplicity at scale

- High-performance file
- Virtual machines
- Databases
- Kubernetes
- AI/ML/modern data lakes
- Cloud storage
- Dev/test or secondary

# ONTAP

**ONLY NETAPP**

Comprehensive data management software delivering automation, efficiency, data protection, and security capabilities for file, block, and object



✓ **Consistent management and automation**

✓ **Consistent data security**

✓ **Consistent data protection**

✓ **Consistent performance**

✓ **Consistent experience**

# Peace of mind, guaranteed

Continually evolve your storage environment with confidence



**Ransomware  
Recovery  
Guarantee**

OPTIONAL PROGRAM<sup>1</sup>



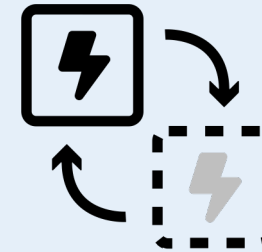
**6 Nines (99.9999%)  
Data Availability  
Guarantee**

INCLUDED w/ ASA<sup>2</sup>



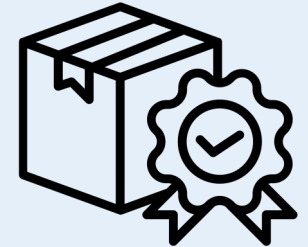
**Predictable  
Support Pricing**

INCLUDED w/ Support



**Media Replacement  
Assurance**

INCLUDED w/ Support



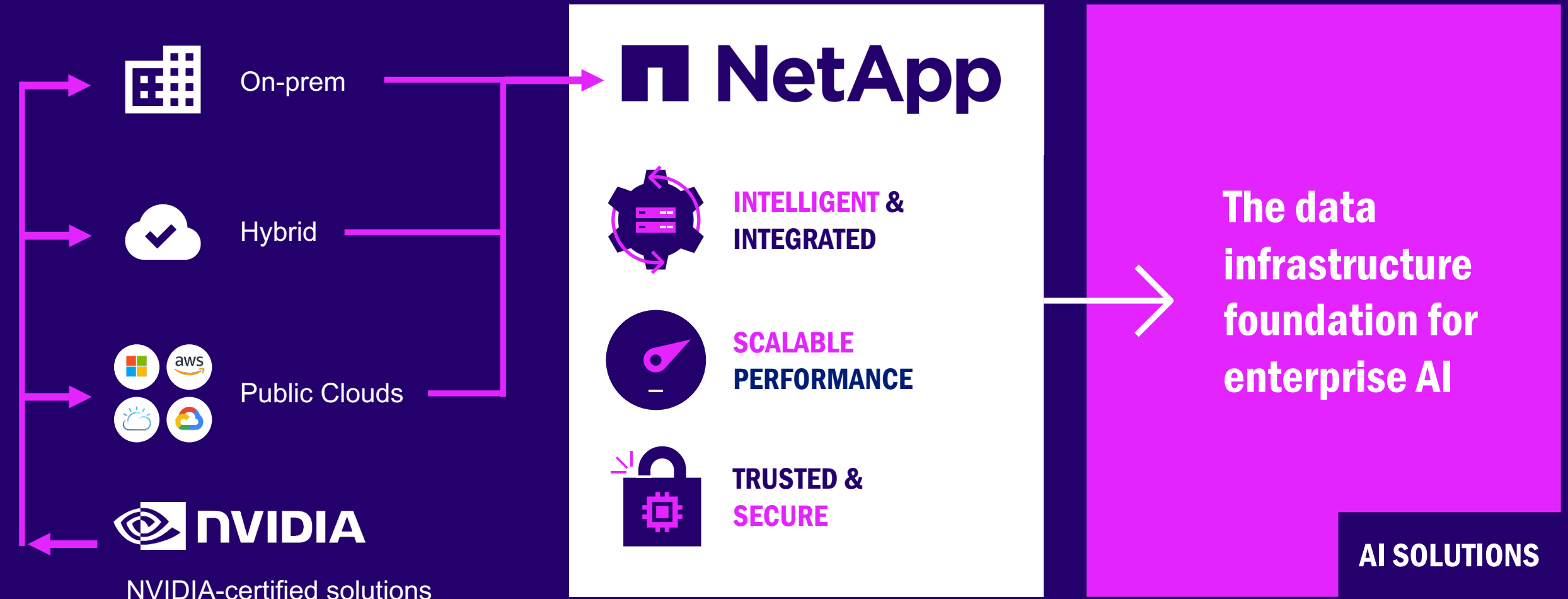
**Storage Efficiency  
Guarantee**

INCLUDED w/ ASA/AFF

**Best-in-class ownership experience to accompany NetApp AFF/FAS/ASA solution purchase**

# Your Artificial Intelligence solution: driven by NetApp

Maximize the potential of AI and secure a competitive advantage with NetApp



# Unified control across your hybrid multicloud

NetApp BlueXP



## Unified control

of storage and services for all your data wherever it lives



## Powerful AI Ops

drives operational simplicity

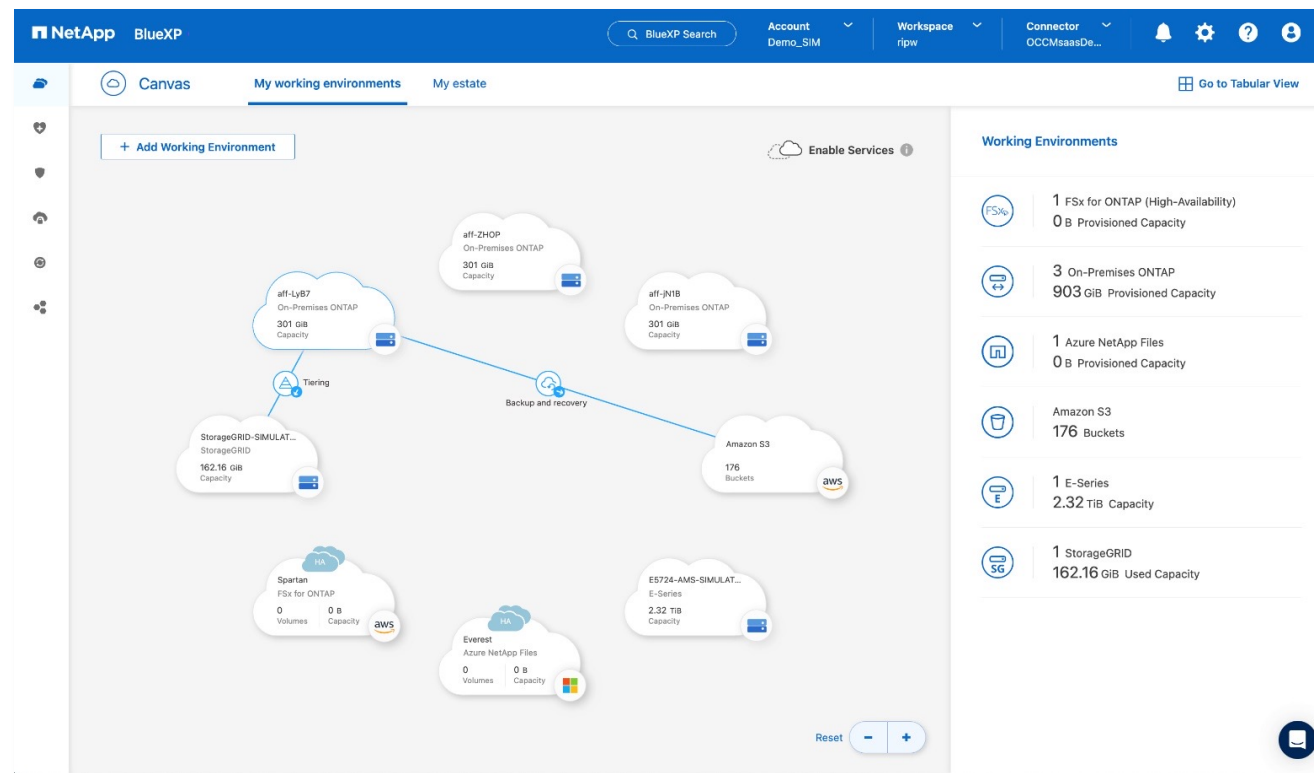


**Flexible consumption of resources** unlocks control, investment protection, and ROI



## Integrated services

maximize data protection and cyber resilience while minimizing costs



**Delivering the speed, simplicity, and security required in today's highly complex world**

# ESG FY23 highlights

MSCI  
ESG RATINGS



CCC B BB BBB A AA AAA

RATING ACTION DATE: October 20, 2023



## ENVIRONMENT

Decreased Scope 1 and Scope 2 emissions by 31% from our FY20 baseline

Joined the CDP Supply Chain program and conducted a baseline Scope 3 supplier survey

Reduced potable water consumption by 20% in FY23

Increased renewable energy use by 113% as compared to our FY20 baseline

## SOCIAL

DEI&B objectives set with executive-level accountability tied to compensation

Donated more than \$3.3M to charities in FY23

Reached over 1,000 students with data science education in the CY22-23 school year

Achieved 36% employee participation in social impact programs in FY23

## GOVERNANCE

Enhanced execution support with new ESG Operating Committee

Cybersecurity and human capital management skills evaluated for Board members

Implemented new, standard contractual clauses for transferring data across borders in our customer and supplier agreements

Expanded the Privacy Champions Program

**NETAPP MAKES  
DATA INFRASTRUCTURE INTELLIGENT  
TO TURN A WORLD OF  
DISRUPTION INTO OPPORTUNITIES  
FOR EVERY CUSTOMER**

## Q4 & FY24 Results highlights

Delivered Q4 year over year revenue and billings growth of 6% and 8% respectively\*

Grew all-flash annualized revenue run rate by 17% to an all-time high of \$3.6 billion

TCV Sales of Keystone more than doubled year over year to almost \$150 million in FY'24\*\*

Set company records for gross margin, operating margin, operating cash flow, free cash flow, and earnings per share in FY24\*





Delivered substantial innovation to help organizations meet the rising demands of artificial intelligence and cyber resilience

Awarded Google Cloud Technology Partner of the Year Infrastructure – Storage for the second year in a row

\*Billings, gross margin, operating margin, free cash flow, and EPS are Non-GAAP numbers. Refer to appendix for additional details and a reconciliation between Non-GAAP and GAAP numbers.

\*\*TCV Sales of our Keystone offering is a performance measure defined as the total non-cancellable contract value that customers committed to during a fiscal period.





# Q4 FY24 summary

	Q4 guidance (as of Feb 29, 2024)	Q4 actual	
Revenue	\$1.585B – \$1.735B	\$1.67B +5.5% y/y	
Billings*		\$1.81B +8.4% y/y	
Non-GAAP gross margin	~ 71%	71.5% +250 bps y/y	
Non-GAAP operating margin	27% – 28%	28.1% +190 bps y/y	
Non-GAAP EPS	\$1.73 – \$1.83	\$1.80 +16.9% y/y	
Non-GAAP FCF margin		34.0%	
Capital returns**		\$204M	

\* Billings is a Non-GAAP measure. Refer to appendix for additional details on the Non-GAAP measures presented in the table above and a reconciliation between Non-GAAP and GAAP numbers.

\*\* Capital returns are the sum of cash dividends and share repurchases.

# FY24 summary

	FY24 guidance (as of Feb 29, 2024)	FY24 actual	
Revenue	\$6.185B – \$6.335B	\$6.27B -1.5% y/y	
Billings*		\$6.25B -2.4% y/y	
Non-GAAP gross margin	71% – 72%	71.7% +450 bps y/y	
Non-GAAP operating margin	~27%	26.8% +260 bps y/y	
Non-GAAP EPS	\$6.40 – \$6.50	\$6.46 +15.6% y/y	
Non-GAAP FCF margin		24.4%	
Capital returns**		\$1.32B	

\* Billings is a Non-GAAP measure. Refer to appendix for additional details on the Non-GAAP measures presented in the table above and a reconciliation between Non-GAAP and GAAP numbers.

\*\* Capital returns are the sum of cash dividends and share repurchases.

# FY24 by quarter

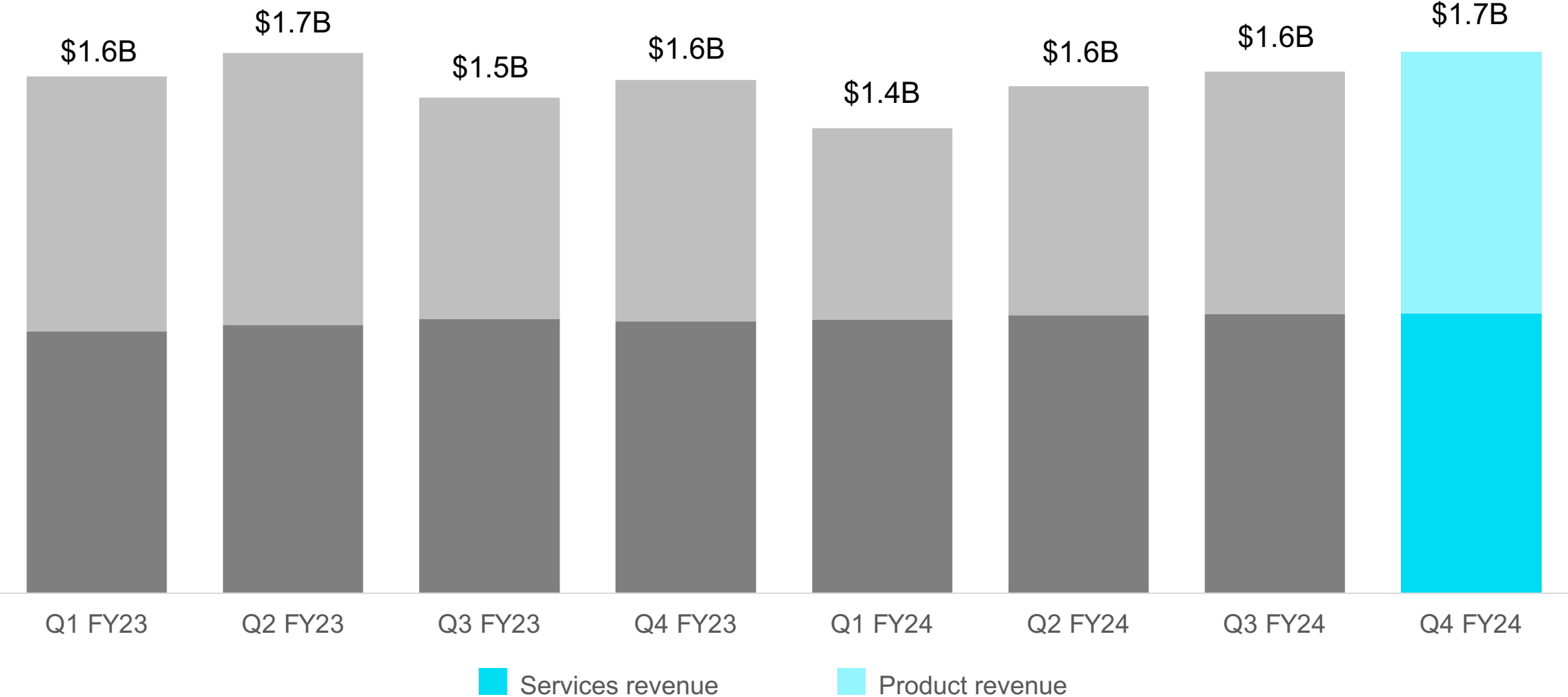
	Q1	Q2	Q3	Q4	FY24
Revenue	\$1.43B -10.1% y/y	\$1.56B -6.1% y/y	\$1.61B +5.2% y/y	\$1.67B +5.5% y/y	\$6.27B -1.5% y/y
Billings*	\$1.30B -16.7% y/y	\$1.45B -9.2% y/y	\$1.69B +7.3% y/y	\$1.81B +8.4% y/y	\$6.25B -2.4% y/y
Non-GAAP gross margin	70.7% + 400 bps y/y	72.0% +580 bps y/y	72.7% +590 bps y/y	71.5% +250 bps y/y	71.7% +450 bps y/y
Non-GAAP operating margin	21.6% -100 bps y/y	26.8% +320 bps y/y	30.2% +580 bps y/y	28.1% +190 bps y/y	26.8% +260 bps y/y
Non-GAAP EPS	\$1.15 -4.2% y/y	\$1.58 +6.8% y/y	\$1.94 +41.6% y/y	\$1.80 +16.9% y/y	\$6.46 +15.6% y/y
Non-GAAP FCF margin	29.2%	6.2%	27.9%	34.0%	24.4%
Capital returns**	\$506M	\$403M	\$203M	\$204M	\$1.32B

\* Billings is a Non-GAAP measure. Refer to appendix for additional details on the Non-GAAP measures presented in the table above and a reconciliation between Non-GAAP and GAAP numbers.

\*\* Capital returns are the sum of cash dividends and share repurchases.

# Revenues

▲ 6% Y/Y

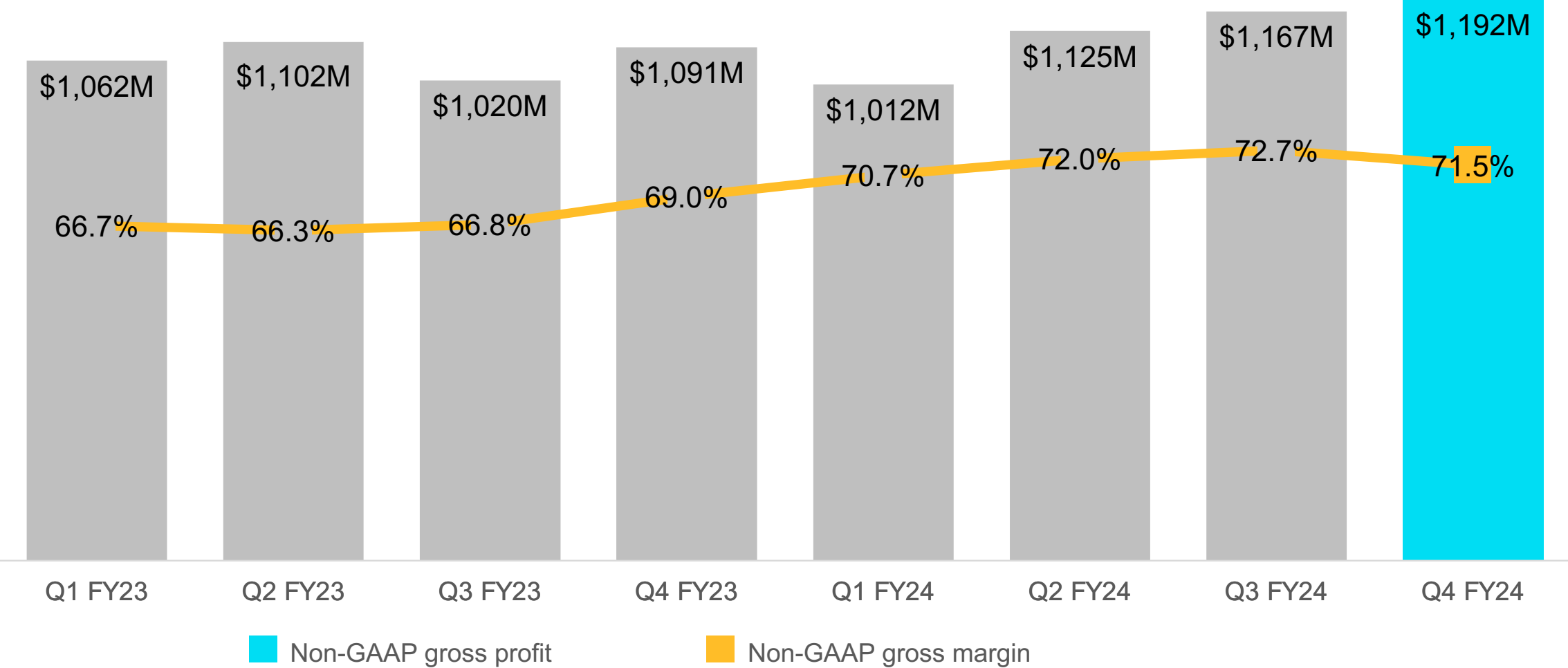


# Billings

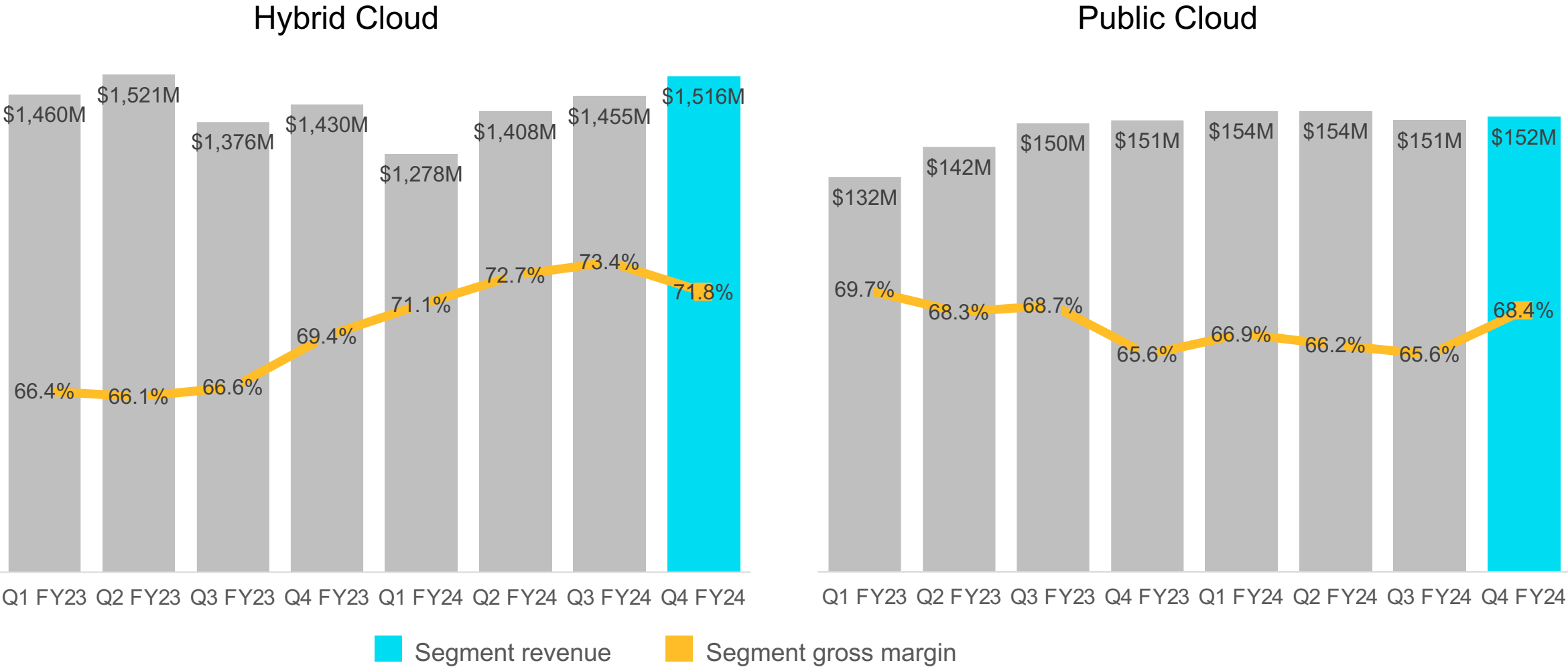


Billings is a Non-GAAP measure. Refer to appendix for additional details and a reconciliation between Non-GAAP and GAAP numbers.

# Non-GAAP gross margin



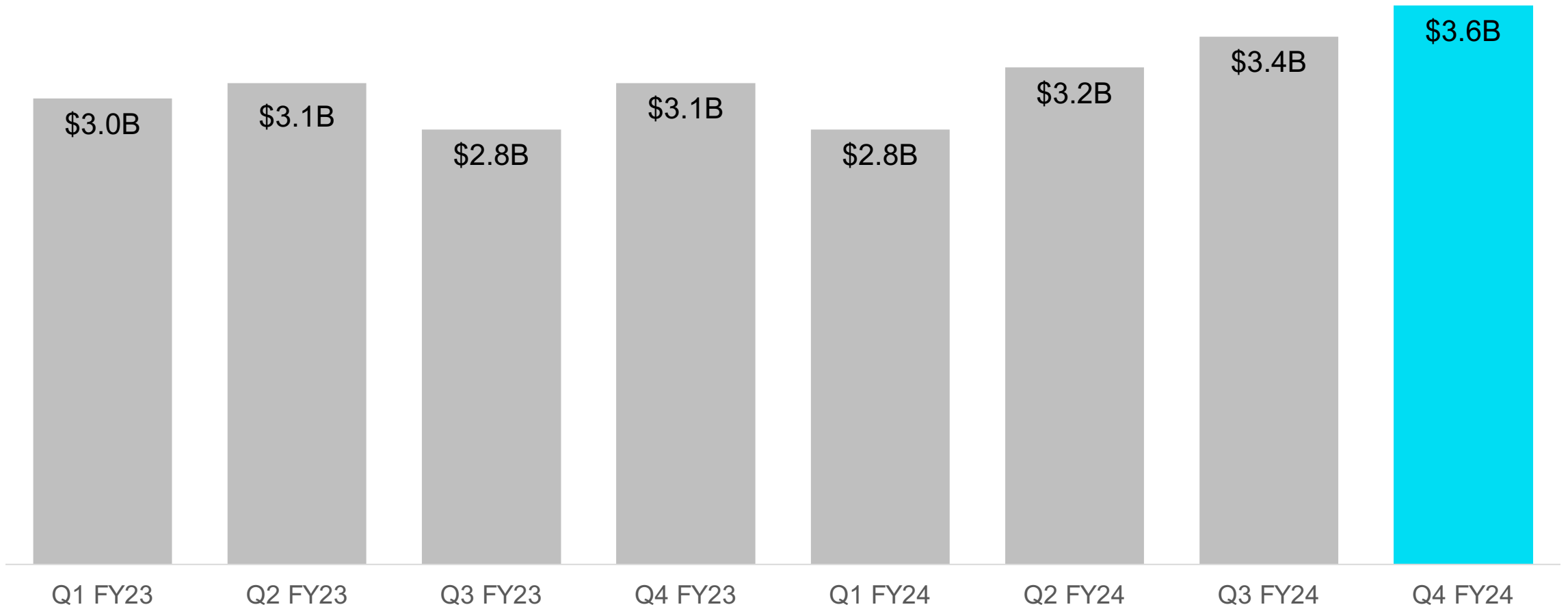
# Segment revenue and gross margin



The company has two segments for financial reporting purposes: Hybrid Cloud and Public Cloud. A reconciliation of segment gross profit, which does not include stock-based compensation or amortization of intangibles, to consolidated gross profit is included in the appendix.

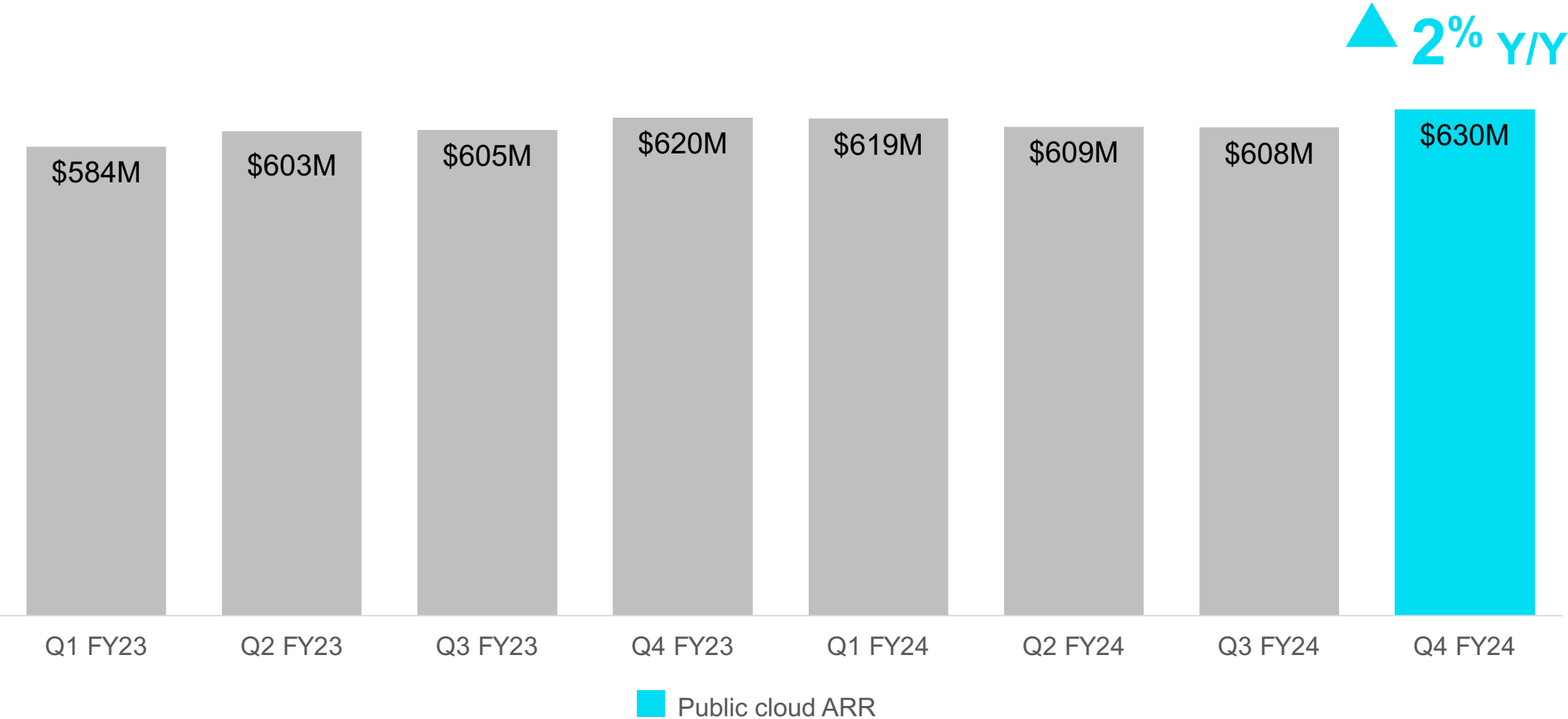
# All flash array annualized revenue run rate

▲ 17% Y/Y



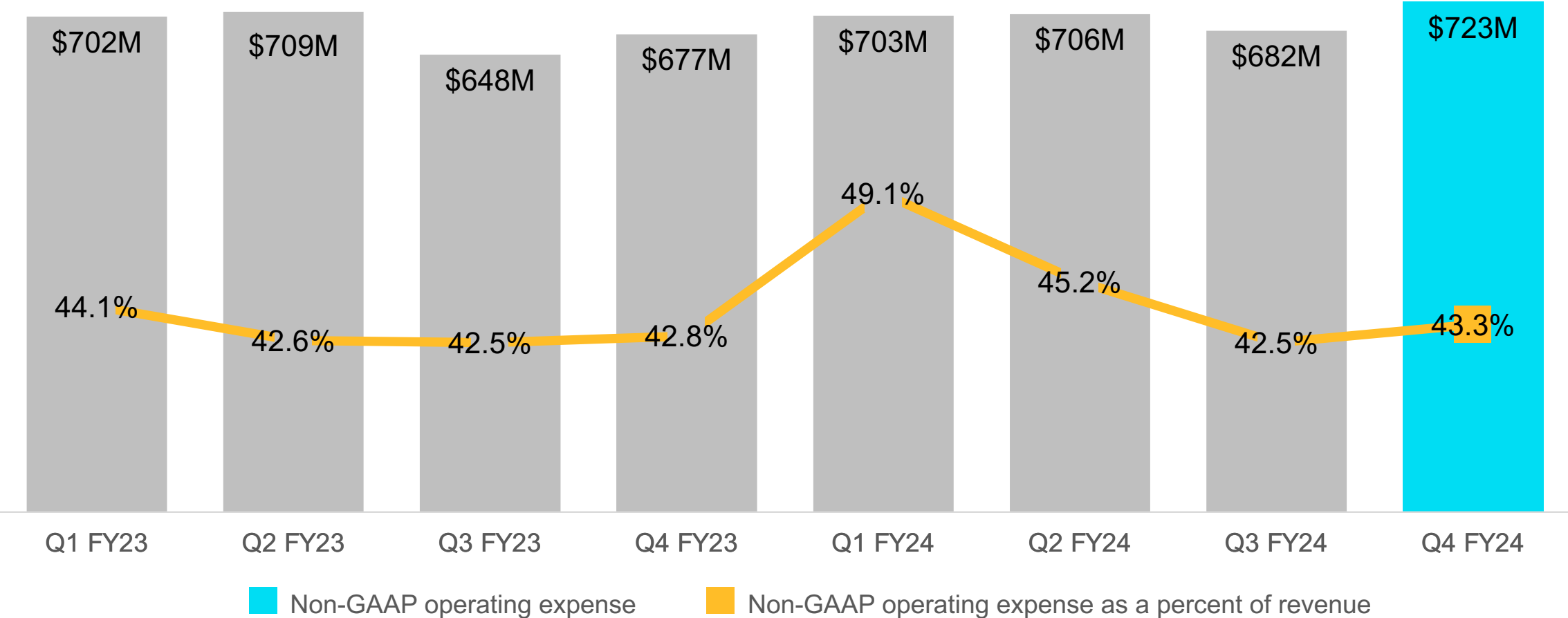
■ All flash annualized array revenue run rate

# Public cloud ARR

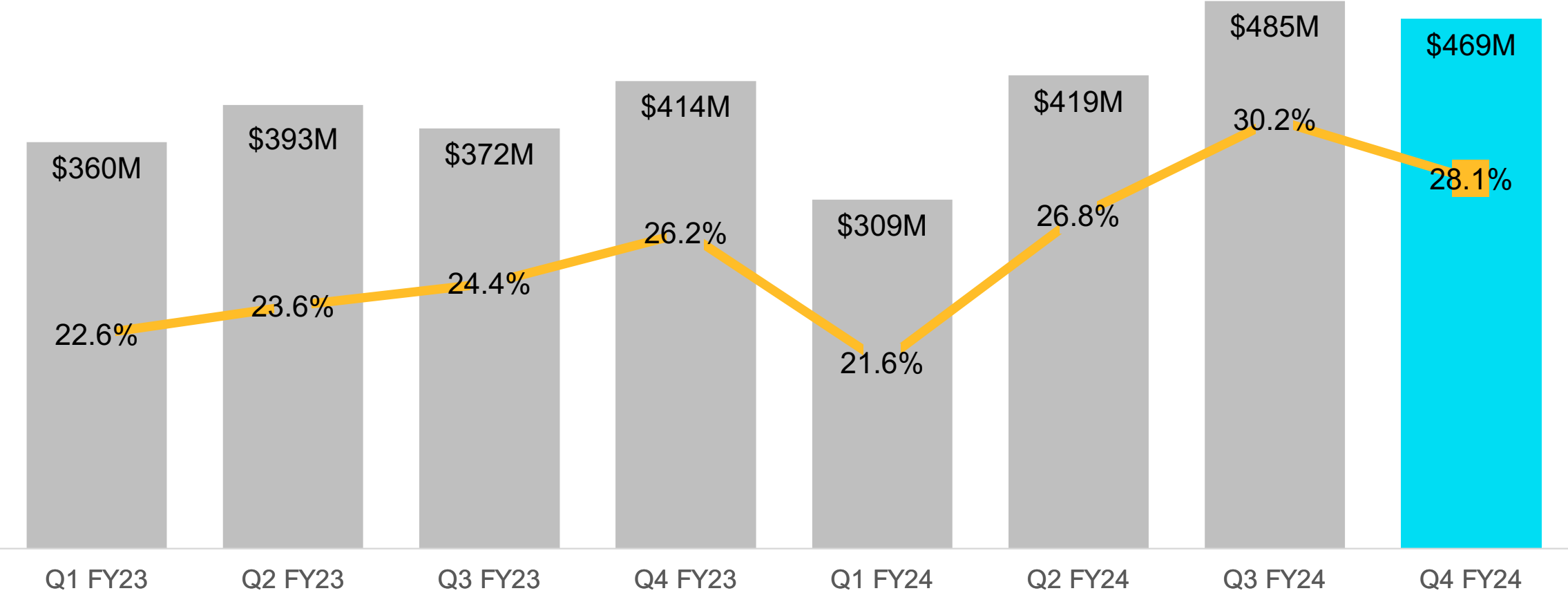


Public cloud annualized revenue run-rate is calculated as the annualized value of all Public Cloud customer commitments with the assumption that any commitment expiring during the next 12 months will be renewed with its existing term

# Non-GAAP operating expense



# Non-GAAP operating profit

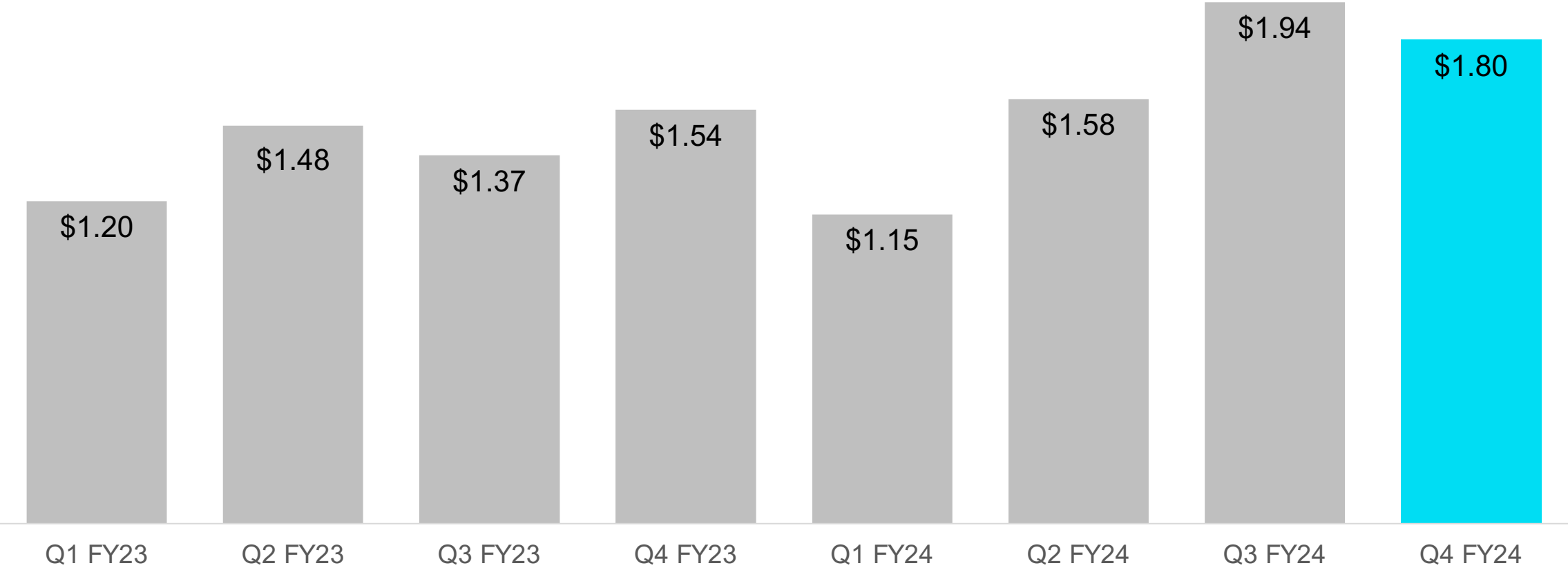


■ Non-GAAP operating profit

■ Non-GAAP operating margin

# Non-GAAP earnings per share

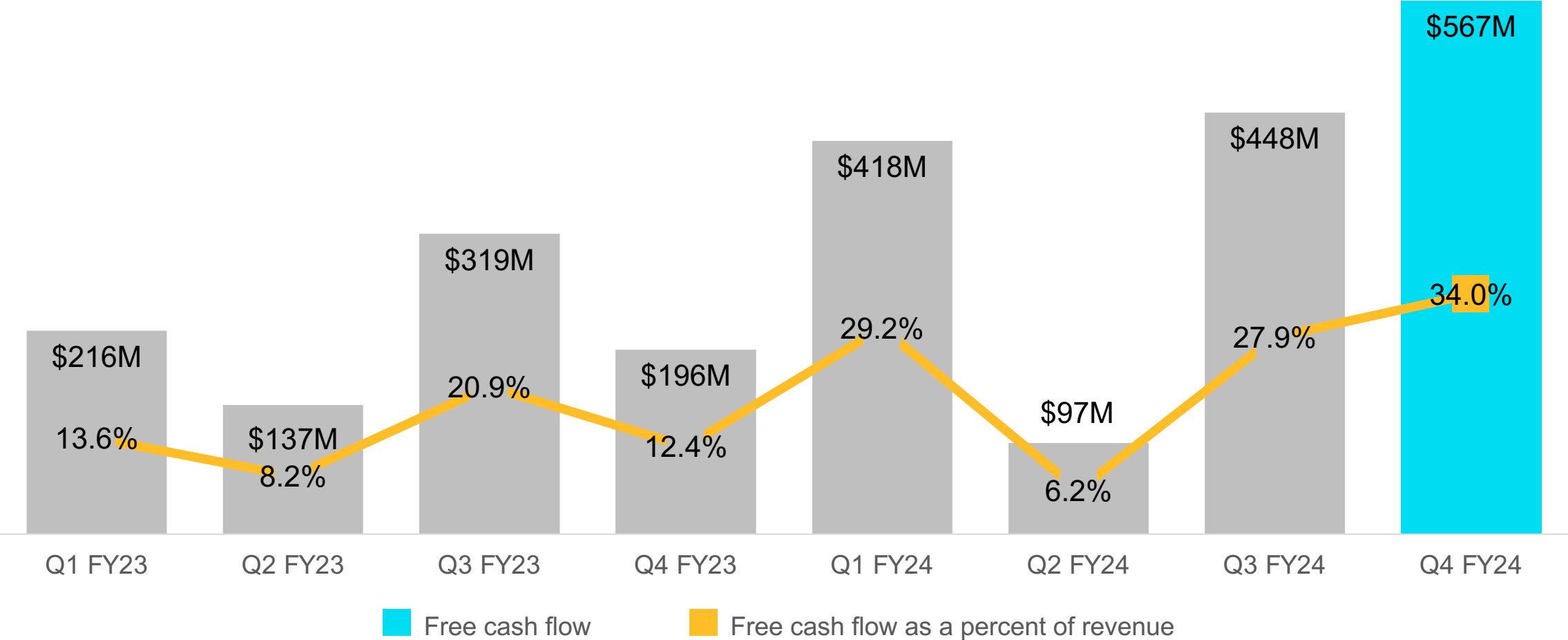
▲ 17% Y/Y



■ Non-GAAP earnings per share

Refer to appendix for a reconciliation between Non-GAAP and GAAP numbers

# Free cash flow



# Deferred revenue



# Q1 FY25 GUIDANCE

AS OF MAY 30, 2024

	Q1 Guide
Revenue	\$1.455B – \$1.605B
Gross margin*	~ 72%
Operating margin*	~ 25%
Earnings per share*	\$1.40 – \$1.50

\*Gross margin, operating margin, and EPS are Non-GAAP numbers. Refer to appendix for additional details and a reconciliation between Non-GAAP and GAAP numbers.

# FY25 GUIDANCE

AS OF MAY 30, 2024

	FY25 Guide
Revenue	\$6.45B – \$6.65B
Gross margin*	71% – 72%
Operating margin*	27% – 28%
Earnings per share*	\$6.80 – \$7.00

## Additional modeling points

Net interest income**	~ \$30M
Tax rate*	21% – 22%
Share count	1% – 2% reduction

\*Gross margin, operating margin, EPS, and tax rate are Non-GAAP numbers. Refer to appendix for additional details and a reconciliation between Non-GAAP and GAAP numbers.

\*\*Net interest income equals interest income less interest expense

# Appendix: Supplementary Tables and Non-GAAP to GAAP Reconciliations & Explanations



# Supplemental revenue and gross margin data

## RECONCILIATION OF SEGMENTS GROSS PROFIT TO TOTAL GROSS PROFIT (\$ in millions)

	Q1 FY'23	Q2 FY'23	Q3 FY'23	Q4 FY'23	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY'23	FY'24
<b>Revenues by Segment</b>										
Product	\$ 786	\$ 837	\$ 682	\$ 744	\$ 590	\$ 706	\$ 747	\$ 806	\$ 3,049	\$ 2,849
Support	598	607	616	598	611	623	631	623	2,419	2,488
Professional and Other Services	76	77	78	88	77	79	77	87	319	320
<b>Hybrid Cloud Segment Net Revenues</b>	<b>1,460</b>	<b>1,521</b>	<b>1,376</b>	<b>1,430</b>	<b>1,278</b>	<b>1,408</b>	<b>1,455</b>	<b>1,516</b>	<b>5,787</b>	<b>5,657</b>
<b>Public Cloud Segment Net Revenues</b>	<b>132</b>	<b>142</b>	<b>150</b>	<b>151</b>	<b>154</b>	<b>154</b>	<b>151</b>	<b>152</b>	<b>575</b>	<b>611</b>
<b>Net Revenues</b>	<b>1,592</b>	<b>1,663</b>	<b>1,526</b>	<b>1,581</b>	<b>1,432</b>	<b>1,562</b>	<b>1,606</b>	<b>1,668</b>	<b>6,362</b>	<b>6,268</b>
<b>Gross Profit by Segment</b>										
Product	391	420	317	410	326	431	467	494	1,538	1,718
Support	555	562	572	549	564	573	582	574	2,238	2,293
Professional and Other Services	24	23	28	33	19	19	19	20	108	77
<b>Hybrid Cloud Segment Gross Profit</b>	<b>970</b>	<b>1,005</b>	<b>917</b>	<b>992</b>	<b>909</b>	<b>1,023</b>	<b>1,068</b>	<b>1,088</b>	<b>3,884</b>	<b>4,088</b>
<b>Public Cloud Segment Gross Profit</b>	<b>92</b>	<b>97</b>	<b>103</b>	<b>99</b>	<b>103</b>	<b>102</b>	<b>99</b>	<b>104</b>	<b>391</b>	<b>408</b>
<b>Total Segments Gross Profit</b>	<b>1,062</b>	<b>1,102</b>	<b>1,020</b>	<b>1,091</b>	<b>1,012</b>	<b>1,125</b>	<b>1,167</b>	<b>1,192</b>	<b>4,275</b>	<b>4,496</b>
Amortization of Intangible Assets	(11)	(10)	(11)	(10)	(9)	(8)	(9)	(8)	(42)	(34)
Stock-based Compensation	(5)	(5)	(8)	(6)	(7)	(7)	(7)	(8)	(24)	(29)
<b>Unallocated Cost of Revenues</b>	<b>(16)</b>	<b>(15)</b>	<b>(19)</b>	<b>(16)</b>	<b>(16)</b>	<b>(15)</b>	<b>(16)</b>	<b>(16)</b>	<b>(66)</b>	<b>(63)</b>
<b>Gross Profit</b>	<b>\$ 1,046</b>	<b>\$ 1,087</b>	<b>\$ 1,001</b>	<b>\$ 1,075</b>	<b>\$ 996</b>	<b>\$ 1,110</b>	<b>\$ 1,151</b>	<b>\$ 1,176</b>	<b>\$ 4,209</b>	<b>\$ 4,433</b>
<b>Hybrid Cloud Segment Gross Margin</b>	<b>66.4%</b>	<b>66.1%</b>	<b>66.6%</b>	<b>69.4%</b>	<b>71.1%</b>	<b>72.7%</b>	<b>73.4%</b>	<b>71.8%</b>	<b>67.1%</b>	<b>72.3%</b>
<b>Public Cloud Segment Gross Margin</b>	<b>69.7%</b>	<b>68.3%</b>	<b>68.7%</b>	<b>65.6%</b>	<b>66.9%</b>	<b>66.2%</b>	<b>65.6%</b>	<b>68.4%</b>	<b>68.0%</b>	<b>66.8%</b>

# Reconciliation of net revenues to billings (Non-GAAP)

**RECONCILIATION OF NET REVENUES  
TO BILLINGS (NON-GAAP)  
(In millions)**

	Q1 FY'23	Q2 FY'23	Q3 FY'23	Q4 FY'23	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY'23	FY'24
Net revenues	\$ 1,592	\$ 1,663	\$ 1,526	\$ 1,581	\$ 1,432	\$ 1,562	\$ 1,606	\$ 1,668	\$ 6,362	\$ 6,268
Change in deferred revenue and financed unearned services revenue*	(32)	(61)	46	93	(133)	(108)	81	146	46	(14)
Billings	\$ 1,560	\$ 1,602	\$ 1,572	\$ 1,674	\$ 1,299	\$ 1,454	\$ 1,687	\$ 1,814	\$ 6,408	\$ 6,254

\* As reported on our Condensed Consolidated Statements of Cash Flows

*Some items may not add or recalculate due to rounding*

Billings - NetApp approximates billings by adding net revenues as reported on our consolidated statements of operations for the period to the change in total deferred revenue and financed unearned services revenue as reported on our consolidated statements of cash flows.

# Reconciliation of Non-GAAP to GAAP gross profit and gross margin

**RECONCILIATION OF NON-GAAP TO GAAP  
GROSS PROFIT AND GROSS MARGIN  
(\$ in millions)**

	Q1 FY'23	Q2 FY'23	Q3 FY'23	Q4 FY'23	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY'23	FY'24
NET REVENUES	\$ 1,592	\$ 1,663	\$ 1,526	\$ 1,581	\$ 1,432	\$ 1,562	\$ 1,606	\$ 1,668	\$ 6,362	\$ 6,268
<b>GROSS PROFIT</b>	<b>\$ 1,046</b>	<b>\$ 1,087</b>	<b>\$ 1,001</b>	<b>\$ 1,075</b>	<b>\$ 996</b>	<b>\$ 1,110</b>	<b>\$ 1,151</b>	<b>\$ 1,176</b>	<b>\$ 4,209</b>	<b>\$ 4,433</b>
Adjustments:										
Amortization of intangible assets	11	10	11	10	9	8	9	8	42	34
Stock-based compensation	5	5	8	6	7	7	7	8	24	29
<b>NON-GAAP GROSS PROFIT</b>	<b>\$ 1,062</b>	<b>\$ 1,102</b>	<b>\$ 1,020</b>	<b>\$ 1,091</b>	<b>\$ 1,012</b>	<b>\$ 1,125</b>	<b>\$ 1,167</b>	<b>\$ 1,192</b>	<b>\$ 4,275</b>	<b>\$ 4,496</b>
<b>Gross margin-GAAP</b>	<b>65.7%</b>	<b>65.4%</b>	<b>65.6%</b>	<b>68.0%</b>	<b>69.6%</b>	<b>71.1%</b>	<b>71.7%</b>	<b>70.5%</b>	<b>66.2%</b>	<b>70.7%</b>
Adjustments	1.0%	0.9%	1.2%	1.0%	1.1%	1.0%	1.0%	1.0%	1.0%	1.0%
<b>Gross margin-Non-GAAP</b>	<b>66.7%</b>	<b>66.3%</b>	<b>66.8%</b>	<b>69.0%</b>	<b>70.7%</b>	<b>72.0%</b>	<b>72.7%</b>	<b>71.5%</b>	<b>67.2%</b>	<b>71.7%</b>

# Reconciliation of Non-GAAP to GAAP operating expenses

**RECONCILIATION OF NON-GAAP TO GAAP  
OPERATING EXPENSES**  
(\$ in millions)

	Q1 FY'23	Q2 FY'23	Q3 FY'23	Q4 FY'23	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY'23	FY'24
<b>OPERATING EXPENSES</b>	\$ 791	\$ 805	\$ 829	\$ 766	\$ 818	\$ 806	\$ 785	\$ 810	\$ 3,191	\$ 3,219
Adjustments:										
Amortization of intangible assets	(6)	(7)	(6)	(7)	(6)	(6)	(5)	(6)	(26)	(23)
Stock-based compensation	(62)	(73)	(85)	(68)	(80)	(86)	(82)	(80)	(288)	(328)
Restructuring charges	(11)	(11)	(87)	(11)	(26)	(5)	(13)	-	(120)	(44)
Acquisition-related expense	(10)	(5)	(3)	(3)	(3)	(3)	(3)	(1)	(21)	(10)
<b>NON-GAAP OPERATING EXPENSES</b>	\$ 702	\$ 709	\$ 648	\$ 677	\$ 703	\$ 706	\$ 682	\$ 723	\$ 2,736	\$ 2,814
 NET REVENUES	\$ 1,592	\$ 1,663	\$ 1,526	\$ 1,581	\$ 1,432	\$ 1,562	\$ 1,606	\$ 1,668	\$ 6,362	\$ 6,268
 <b>GAAP OPERATING EXPENSES AS A PERCENTAGE OF NET REVENUES</b>	<b>49.7%</b>	<b>48.4%</b>	<b>54.3%</b>	<b>48.5%</b>	<b>57.1%</b>	<b>51.6%</b>	<b>48.9%</b>	<b>48.6%</b>	<b>50.2%</b>	<b>51.4%</b>
Adjustments	(5.6%)	(5.8%)	(11.9%)	(5.6%)	(8.0%)	(6.4%)	(6.4%)	(5.2%)	(7.2%)	(6.5%)
<b>NON-GAAP OPERATING EXPENSES AS A PERCENTAGE OF NET REVENUES</b>	<b>44.1%</b>	<b>42.6%</b>	<b>42.5%</b>	<b>42.8%</b>	<b>49.1%</b>	<b>45.2%</b>	<b>42.5%</b>	<b>43.3%</b>	<b>43.0%</b>	<b>44.9%</b>

# Reconciliation of Non-GAAP to GAAP operating margin

## RECONCILIATION OF NON-GAAP TO GAAP OPERATING MARGIN (\$ in millions)

	Q1 FY'23	Q2 FY'23	Q3 FY'23	Q4 FY'23	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY'23	FY'24
<b>INCOME FROM OPERATIONS</b>	\$ 255	\$ 282	\$ 172	\$ 309	\$ 178	\$ 304	\$ 366	\$ 366	\$ 1,018	\$ 1,214
Adjustments:										
Amortization of intangible assets	17	17	17	17	15	14	14	14	68	57
Stock-based compensation	67	78	93	74	87	93	89	88	312	357
Restructuring charges	11	11	87	11	26	5	13	-	120	44
Acquisition-related expense	10	5	3	3	3	3	3	1	21	10
<b>NON-GAAP INCOME FROM OPERATIONS</b>	<b>\$ 360</b>	<b>\$ 393</b>	<b>\$ 372</b>	<b>\$ 414</b>	<b>\$ 309</b>	<b>\$ 419</b>	<b>\$ 485</b>	<b>\$ 469</b>	<b>\$ 1,539</b>	<b>\$ 1,682</b>
<b>NET REVENUES</b>	\$ 1,592	\$ 1,663	\$ 1,526	\$ 1,581	\$ 1,432	\$ 1,562	\$ 1,606	\$ 1,668	\$ 6,362	\$ 6,268
<b>OPERATING MARGIN - GAAP</b>	<b>16.0%</b>	<b>17.0%</b>	<b>11.3%</b>	<b>19.5%</b>	<b>12.4%</b>	<b>19.5%</b>	<b>22.8%</b>	<b>21.9%</b>	<b>16.0%</b>	<b>19.4%</b>
Adjustments	6.6%	6.7%	13.1%	6.6%	9.1%	7.4%	7.4%	6.2%	8.2%	7.5%
<b>OPERATING MARGIN - NON GAAP</b>	<b>22.6%</b>	<b>23.6%</b>	<b>24.4%</b>	<b>26.2%</b>	<b>21.6%</b>	<b>26.8%</b>	<b>30.2%</b>	<b>28.1%</b>	<b>24.2%</b>	<b>26.8%</b>

# Reconciliation of Non-GAAP to GAAP net income per share

## RECONCILIATION OF NON-GAAP TO GAAP NET INCOME PER SHARE

	Q1 FY'23	Q2 FY'23	Q3 FY'23	Q4 FY'23	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY'23	FY'24
<b>NET INCOME PER SHARE</b>	<b>\$ 0.96</b>	<b>\$ 3.41</b>	<b>\$ 0.30</b>	<b>\$ 1.13</b>	<b>\$ 0.69</b>	<b>\$ 1.10</b>	<b>\$ 1.48</b>	<b>\$ 1.37</b>	<b>\$ 5.79</b>	<b>\$ 4.65</b>
Adjustments:										
Amortization of intangible assets	0.08	0.08	0.08	0.08	0.07	0.07	0.07	0.07	0.31	0.27
Stock-based compensation	0.30	0.35	0.42	0.34	0.40	0.44	0.42	0.42	1.42	1.68
Restructuring charges	0.05	0.05	0.40	0.05	0.12	0.02	0.06	-	0.55	0.21
Acquisition-related expense	0.04	0.02	0.01	0.01	0.01	0.01	0.01	-	0.10	0.05
Gain on sale of equity investment	(0.14)	-	-	-	-	-	-	-	(0.15)	-
Litigation settlements	-	-	-	-	-	(0.02)	-	-	-	(0.02)
Income tax effects	(0.08)	(0.05)	(0.15)	0.05	(0.14)	(0.04)	(0.10)	(0.06)	(0.23)	(0.35)
Income tax (benefits) expenses from integration of acquired companies	-	-	-	(0.12)	-	-	-	-	(0.12)	-
Resolution of income tax matters	-	-	0.32	-	-	-	-	-	0.31	-
Income tax benefit from intra-entity intellectual property transfer	-	(2.38)	-	-	-	-	-	-	(2.38)	-
<b>NON-GAAP NET INCOME PER SHARE</b>	<b>\$ 1.20</b>	<b>\$ 1.48</b>	<b>\$ 1.37</b>	<b>\$ 1.54</b>	<b>\$ 1.15</b>	<b>\$ 1.58</b>	<b>\$ 1.94</b>	<b>\$ 1.80</b>	<b>\$ 5.59</b>	<b>\$ 6.46</b>
Diluted Shares	224	220	219	217	216	211	211	212	220	213

Note: GAAP and Non-GAAP Net Income Per Share were computed using the Diluted number of shares  
Some items may not add or recalculate due to rounding

# Reconciliation of net cash provided by (used in) operating activities to free cash flow (Non-GAAP)

**RECONCILIATION OF NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES  
TO FREE CASH FLOW (NON-GAAP)**  
(In millions)

	Q1 FY'23	Q2 FY'23	Q3 FY'23	Q4 FY'23	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY'23	FY'24
Net cash provided by (used in) operating activities	\$ 281	\$ 214	\$ 377	\$ 235	\$ 453	\$ 135	\$ 484	\$ 613	\$ 1,107	\$ 1,685
Purchases of property and equipment	(65)	(77)	(58)	(39)	(35)	(38)	(36)	(46)	(239)	(155)
Free cash flow	\$ 216	\$ 137	\$ 319	\$ 196	\$ 418	\$ 97	\$ 448	\$ 567	\$ 868	\$ 1,530
NET REVENUES	\$ 1,592	\$ 1,663	\$ 1,526	\$ 1,581	\$ 1,432	\$ 1,562	\$ 1,606	\$ 1,668	\$ 6,362	\$ 6,268
<b>FREE CASH FLOWS AS A PERCENTAGE OF NET REVENUES</b>	<b>13.6%</b>	<b>8.2%</b>	<b>20.9%</b>	<b>12.4%</b>	<b>29.2%</b>	<b>6.2%</b>	<b>27.9%</b>	<b>34.0%</b>	<b>13.6%</b>	<b>24.4%</b>

Free cash flow is calculated as net cash provided by operating activities less purchases of property and equipment.

# Reconciliation of Non-GAAP guidance to GAAP - first quarter fiscal 2025

NETAPP, INC.  
RECONCILIATION OF NON-GAAP GUIDANCE TO GAAP  
FIRST QUARTER FISCAL 2025  
(Unaudited)

	<u>First Quarter Fiscal 2025</u>
Gross Margin - Non-GAAP Guidance	~72%
Adjustment:	
Cost of revenues adjustments	(1)%
Gross Margin - GAAP Guidance	<u>~71%</u>

	<u>First Quarter Fiscal 2025</u>
Operating Margin - Non-GAAP Guidance	~25%
Adjustments:	
Amortization of intangible assets	(1)%
Stock-based compensation expense	(6)%
Operating Margin - GAAP Guidance	<u>~18%</u>

# Reconciliation of Non-GAAP guidance to GAAP - first quarter fiscal 2025, continued

NETAPP, INC.  
RECONCILIATION OF NON-GAAP GUIDANCE TO GAAP  
FIRST QUARTER FISCAL 2025  
(Unaudited)

	<u>First Quarter Fiscal 2025</u>
Net Income Per Share - Non-GAAP Guidance	\$1.40 - \$1.50
Adjustments:	
Amortization of intangible assets	(\$0.07)
Stock-based compensation expense	(\$0.42)
Income tax effects	\$0.07
Net Income Per Share - GAAP Guidance	<u>\$0.98 - \$1.08</u>

# Reconciliation of Non-GAAP guidance to GAAP – fiscal 2025

NETAPP, INC.  
RECONCILIATION OF NON-GAAP GUIDANCE TO GAAP  
FISCAL 2025  
(Unaudited)

	<u>Fiscal 2025</u>
Gross Margin - Non-GAAP Guidance	71% - 72%
Adjustment:	
Cost of revenues adjustments	(1)%
Gross Margin - GAAP Guidance	<u>70% - 71%</u>
	<u>Fiscal 2025</u>
Operating Margin - Non-GAAP Guidance	27% - 28%
Adjustments:	
Amortization of intangible assets	(1)%
Stock-based compensation expense	(6)%
Operating Margin - GAAP Guidance	<u>20% - 21%</u>

# Reconciliation of Non-GAAP guidance to GAAP – fiscal 2025, continued

NETAPP, INC.  
RECONCILIATION OF NON-GAAP GUIDANCE TO GAAP  
FISCAL 2025  
(Unaudited)

	Fiscal 2025
Net Income Per Share - Non-GAAP Guidance	\$6.80 - \$7.00
Adjustments:	
Amortization of intangible assets	(\$0.26)
Stock-based compensation expense	(\$1.87)
Income tax effects	\$0.29
Net Income Per Share - GAAP Guidance	\$4.96 - \$5.16
	Fiscal 2025
Effective Tax Rate - Non-GAAP Guidance	21% - 22%
Adjustment:	
Income tax effects	3%
Effective Tax Rate - GAAP Guidance	24% - 25%

# Reconciliation of Non-GAAP guidance to GAAP - fourth quarter fiscal 2024

NETAPP, INC.  
RECONCILIATION OF NON-GAAP GUIDANCE TO GAAP  
FOURTH QUARTER FISCAL 2024  
(Unaudited)

	<u>Fourth Quarter Fiscal 2024</u>
Gross Margin - Non-GAAP Guidance	~71%
Adjustment:	
Cost of revenues adjustments	(1)%
Gross Margin - GAAP Guidance	<u>~70%</u>

	<u>Fourth Quarter Fiscal 2024</u>
Product Margin - Non-GAAP Guidance	~60%
Adjustments:	
Cost of product revenue adjustment	-
Product Margin - GAAP Guidance	<u>~60%</u>

	<u>Fourth Quarter Fiscal 2024</u>
Operating Margin - Non-GAAP Guidance	27% - 28%
Adjustments:	
Amortization of intangible assets	(1)%
Stock-based compensation expense	(5)%
Operating Margin - GAAP Guidance	<u>21% - 22%</u>

# Reconciliation of Non-GAAP guidance to GAAP - fourth quarter fiscal 2024, continued

NETAPP, INC.  
RECONCILIATION OF NON-GAAP GUIDANCE TO GAAP  
FOURTH QUARTER FISCAL 2024  
(Unaudited)

	<u>Fourth Quarter Fiscal 2024</u>
Net Income Per Share - Non-GAAP Guidance	\$1.73 - \$1.83
Adjustments:	
Amortization of intangible assets	(\$0.07)
Stock-based compensation expense	(\$0.44)
Income tax effects	\$0.03
Net Income Per Share - GAAP Guidance	<u>\$1.25 - \$1.35</u>

	<u>Fourth Quarter Fiscal 2024</u>
Effective Tax Rate - Non-GAAP Guidance	~20%
Adjustment:	
Income tax effects	4%
Effective Tax Rate - GAAP Guidance	<u>~24%</u>

*Some items may not add or recalculate due to rounding*

# Reconciliation of Non-GAAP guidance to GAAP – fiscal 2024

NETAPP, INC.  
RECONCILIATION OF NON-GAAP GUIDANCE TO GAAP  
FISCAL 2024  
(Unaudited)

	Fiscal 2024
Gross Margin - Non-GAAP Guidance	71% - 72%
Adjustment:	
Cost of revenues adjustments	(1)%
Gross Margin - GAAP Guidance	70% - 71%

	Fiscal 2024
Product Margin - Non-GAAP Guidance	60%
Adjustment:	
Cost of product revenue adjustment	-
Product Margin - GAAP Guidance	60%

	Fiscal 2024
Operating Margin - Non-GAAP Guidance	~27%
Adjustments:	
Amortization of intangible assets	(1)%
Stock-based compensation expense	(6)%
Restructuring charges	(1)%
Operating Margin - GAAP Guidance	~19%

# Reconciliation of Non-GAAP guidance to GAAP – fiscal 2024, continued

NETAPP, INC.  
RECONCILIATION OF NON-GAAP GUIDANCE TO GAAP  
FISCAL 2024  
(Unaudited)

	Fiscal 2024										
Net Income Per Share - Non-GAAP Guidance	\$6.40 - \$6.50										
Adjustments:											
Amortization of intangible assets	(\$0.27)										
Stock-based compensation expense	(\$1.70)										
Restructuring charges	(\$0.21)										
Acquisition-related expenses	(\$0.04)										
Litigation settlements	\$0.02										
Income tax effects	\$0.32										
Net Income Per Share - GAAP Guidance	\$4.52 - \$4.62										
<table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 70%;"></th> <th style="text-align: center; border-bottom: 1px solid black;">Fiscal 2024</th> </tr> </thead> <tbody> <tr> <td>Effective Tax Rate - Non-GAAP Guidance</td> <td style="text-align: center;">~20%</td> </tr> <tr> <td>Adjustment:</td> <td></td> </tr> <tr> <td style="padding-left: 20px;">Income tax effects</td> <td style="text-align: center;">2%</td> </tr> <tr> <td>Effective Tax Rate - GAAP Guidance</td> <td style="text-align: center; border-top: 1px solid black;">~22%</td> </tr> </tbody> </table>			Fiscal 2024	Effective Tax Rate - Non-GAAP Guidance	~20%	Adjustment:		Income tax effects	2%	Effective Tax Rate - GAAP Guidance	~22%
	Fiscal 2024										
Effective Tax Rate - Non-GAAP Guidance	~20%										
Adjustment:											
Income tax effects	2%										
Effective Tax Rate - GAAP Guidance	~22%										



# THE INTELLIGENT DATA INFRASTRUCTURE COMPANY

