NetApp Financial Analyst Day 2017

Safe Harbor

Each of the presentations today will contain forward-looking statements and projections about our strategy, products, shareholder returns, as well as 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 our statements or projections for a variety of reasons, including general economic and market conditions, and matters specific to the company's business, such as transitions in the IT industry, rapid technological change, market acceptance of our data fabric strategy, customer demand for our products and services and the success of our corporate transformation. 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 filings on Form 10-K and Form 10-Q available at 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 web site 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.

The non-GAAP to GAAP reconciliation of the financial information presented is available on our website at www.netapp.com.

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NetApp Flash Modernizing Storage and Data Management

Brendon Howe
Senior Vice President of Emerging Products & Solutions

IT Imperatives Driving NetApp Product Development

Modernize storage and data management

Build a next-generation data center

Harness the power of hybrid cloud

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Fastest Growing Flash Company
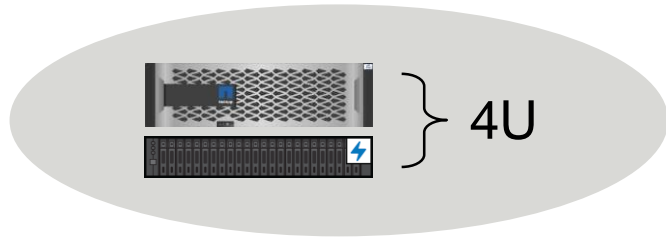
Successfully pivoting for growth

Annualized Revenue Run Rate

Almost $1.4 billion

- Q3 FY'17 revenue growth: ⬆ Y/Y ~160%

- Over 1 exabyte of cumulative flash capacity shipped

- 11th consecutive quarter of triple digit unit growth: ⬆ Y/Y ~175%

- #2 All-Flash Array vendor

- Fastest growing All-Flash Array vendor

- Flash Memory Summit 2016: 12 awards and 2 category sweeps

- Leader: Gartner Magic Quadrant for Solid State Arrays

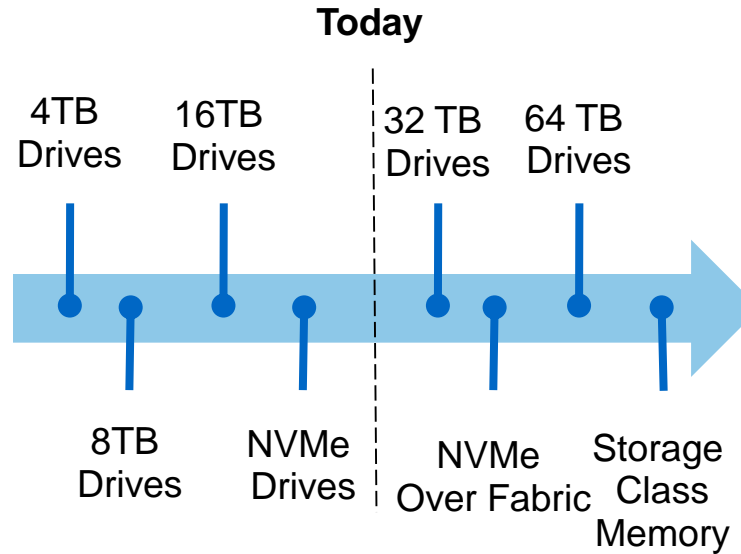- Leveraging SolidFire investment developing Next-Gen HCI Solution

NetApp

Why We're Winning

Data Center Efficiency

4U
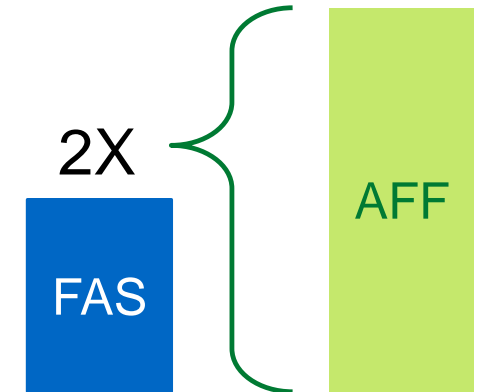
**1PB of storage
600K IOPS**

- 6 Month ROI
- 1/11th the footprint
- 1/11th the power use

Innovating to Lead

Today

4TB Drives   16TB Drives   32 TB Drives   64 TB Drives

8TB Drives   NVMe Drives   NVMe Over Fabric   Storage Class Memory

Rapid integration of new flash technologies

Winning in SAN

2X

FAS   AFF

Flash breaks long-standing SAN incumbency

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Flash Powered Nationwide Energy Savings

Challenge

Update the current IT infrastructure to address the company's rapid business growth and identify new business opportunities

Why they chose NetApp

- Reduction in complex report creation times from 5+ hours to 10 min

- Accelerated business with ability to run enterprise applications up to 20x faster

- Reduced power consumption, rack space, support costs and ability to setup and serve data in 10 minutes

Transformed the data center for efficiency and business growth	Very high performance with easy management lifting operational burden from IT	Data Fabric flexibility enables cost savings for future planning

Vital Energi designs, builds, supplies, and maintains new methods of energy generation. Founded in 2000, the company draws on a deep well of expertise to provide compelling business cases for providing systems that deliver low-carbon, renewable heat and electricity.

"NetApp All Flash FAS enables us to make better decisions, faster, so we can help customers further reduce carbon emissions and save even more money. We're blown away by the performance. There are no restrictions."

— *Jon Woan*
IT Manager
Vital Energi

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Flash Enabled Cloud Services

FICO

Challenge

Transforming to a SaaS business model, manage analytic workloads with staggering I/O requirements, improve its ease of use, and accelerate time-to-market

Why they chose NetApp

- "Scary simple" implementation: stood up a cluster in a day and can easily add workloads without downtime

- Provide guaranteed performance levels – reduced batch times from 10 hours to 1 hour

- Automation and integration with OpenStack and VMware

Maximized efficiencies and accelerated deployments	Accelerated time-to-market for next-gen products and services	Only solution to meet all requirements and scale for the future

FICO is a market leading data analytics company and has become a fixture of consumer lending in the United States.

"We tested many different solutions and found SolidFire offered us the easiest API that readily enabled our requirements for on-demand provisioning in a multitenancy environment. We also wanted to run VDI on it as well as OpenStack workloads with guaranteed performance. No one but NetApp SolidFire could deliver that."

— *Mike Trkay*
Vice President of Global Technology Services
FICO

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IT Imperatives Driving NetApp Product Development

Modernize storage and data management

Build a next-generation data center

Harness the power of hybrid cloud

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Helping customers modernize storage and data management

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