Q3 FY20 RESULTS:

Revenue

Net

Product

Software Maintenance

Hardware Maintenance & Other Services

\$1.40B=\$787M + \$263M + \$354M



Earnings Per Share

GAAP EPS

\$1.21

Non-GAAP EPS

\$1.16



Returning Cash to Shareholders

Share Repurchases

\$500M

Dividen

\$108M



Generating Cash

Free Cash Flow (-8% Y/Y)

\$388M

Cash from Operations

\$420M

Q3 FY20 PRODUCT HIGHLIGHTS

All-Flash Array Business Cloud Data Services

Private Cloud







\$2.3B

RUN RATE

\$83M

\$344M

ARR

RUN RATE

+7%
Quarter/Quarter

146% Year/Year

FLAT Year/Year

#DataDriven



For full financial data, non-GAAP reconcilations and cautionary language regarding forward-looking statements, please refer to NetApp's fiscal year 2020 third quarter press release issued on February IZ, 2020 available at investors.netapp.com.

AFA annual run rate is determined by products and services revenue for the current period, multiplied by 4. CDS annual recurring revenue is determined by SeaS revenue for the last month of the quarter, multiplied by 12. Private Cloud run rate is determined by products and services revenue for the current period, multiplied by 4.