

## Q1 FY20 RESULTS:

### Revenue

Net

Product

Software Maintenance

Hardware Maintenance  
& Other Services

**\$1.24B = \$644M + \$250M + \$342M**



Earnings  
Per Share

GAAP EPS

**\$0.42**

Non-GAAP EPS

**\$0.65**



Returning Cash  
to Shareholders

Share Repurchases

**\$250M**

Dividend

**\$115M**



Generating  
Cash

Free Cash Flow (+6%Y/Y)

**\$278M**

Cash from Operations

**\$310M**

## Q1 FY20 PRODUCT HIGHLIGHTS

All-Flash  
Array Business



**\$1.7B**  
RUN RATE

**- 24%**  
Year/Year

Cloud Data  
Services



**\$61M**  
ARR

**+189%**  
Year/Year

Private Cloud



**\$250M**  
RUN RATE

**+85%**  
Year/Year

#DataDriven



For full financial data, non-GAAP reconciliations and cautionary language regarding forward-looking statements, please refer to NetApp's fiscal year 2020 first quarter press release issued on August 14, 2019 available at [investors.netapp.com](https://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 SaaS 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.