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.

NetApp

NetApp and the NetApp logo and the marks listed at www.netapp.com/TM are trademarks of NetApp, Inc. Other company and product names may be trademarks of their respective owners.

■ NetApp

Harnessing the Power of the Hybrid Cloud

Mark Bregman
Senior Vice President and Chief Technology Officer

■ NetApp

IT Imperatives Driving NetApp Product Development

Modernize storage and data management

Build a next-generation data center
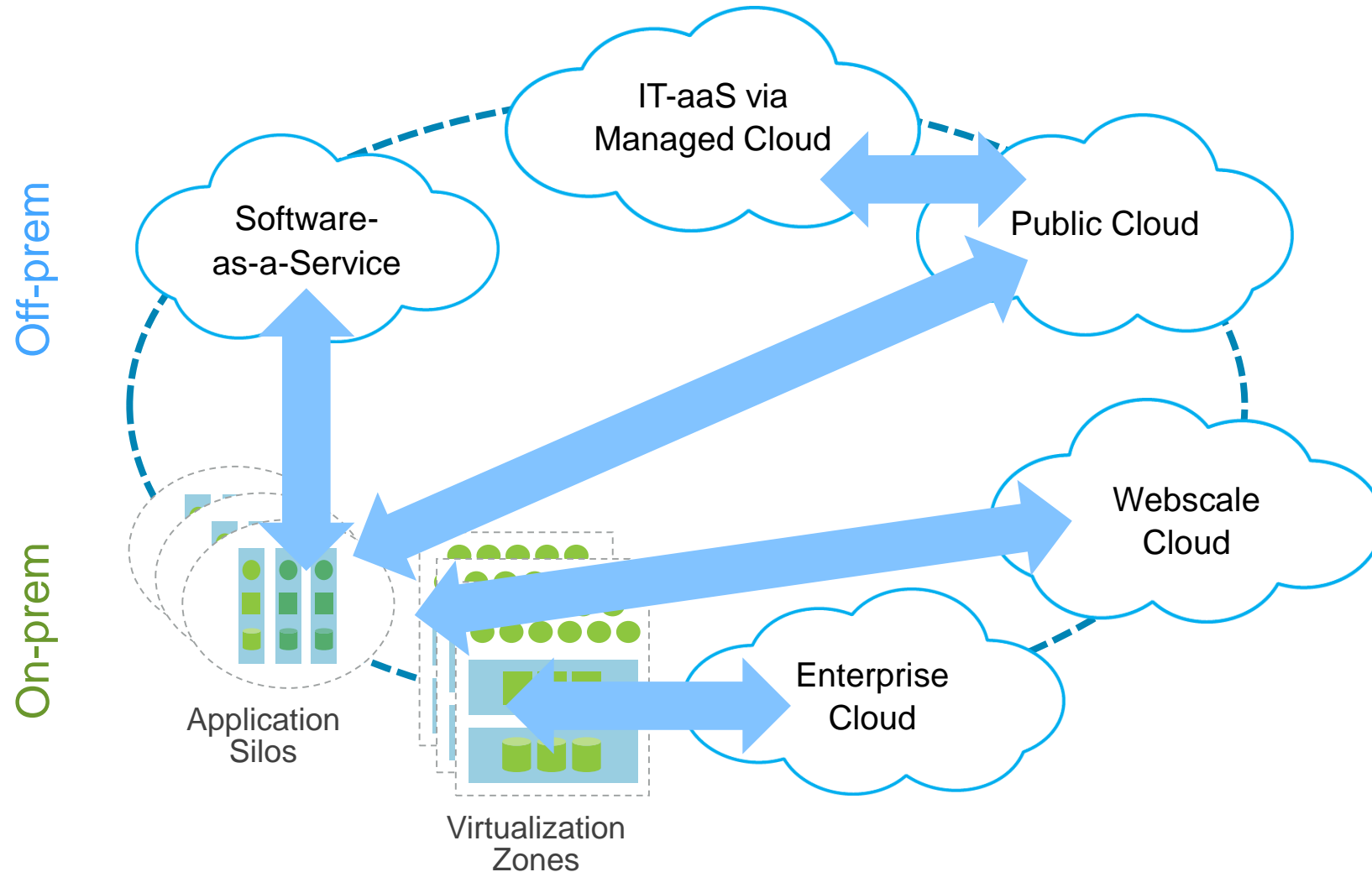
Harness the power of hybrid cloud

■ NetApp

IT Imperatives Driving NetApp Product Development
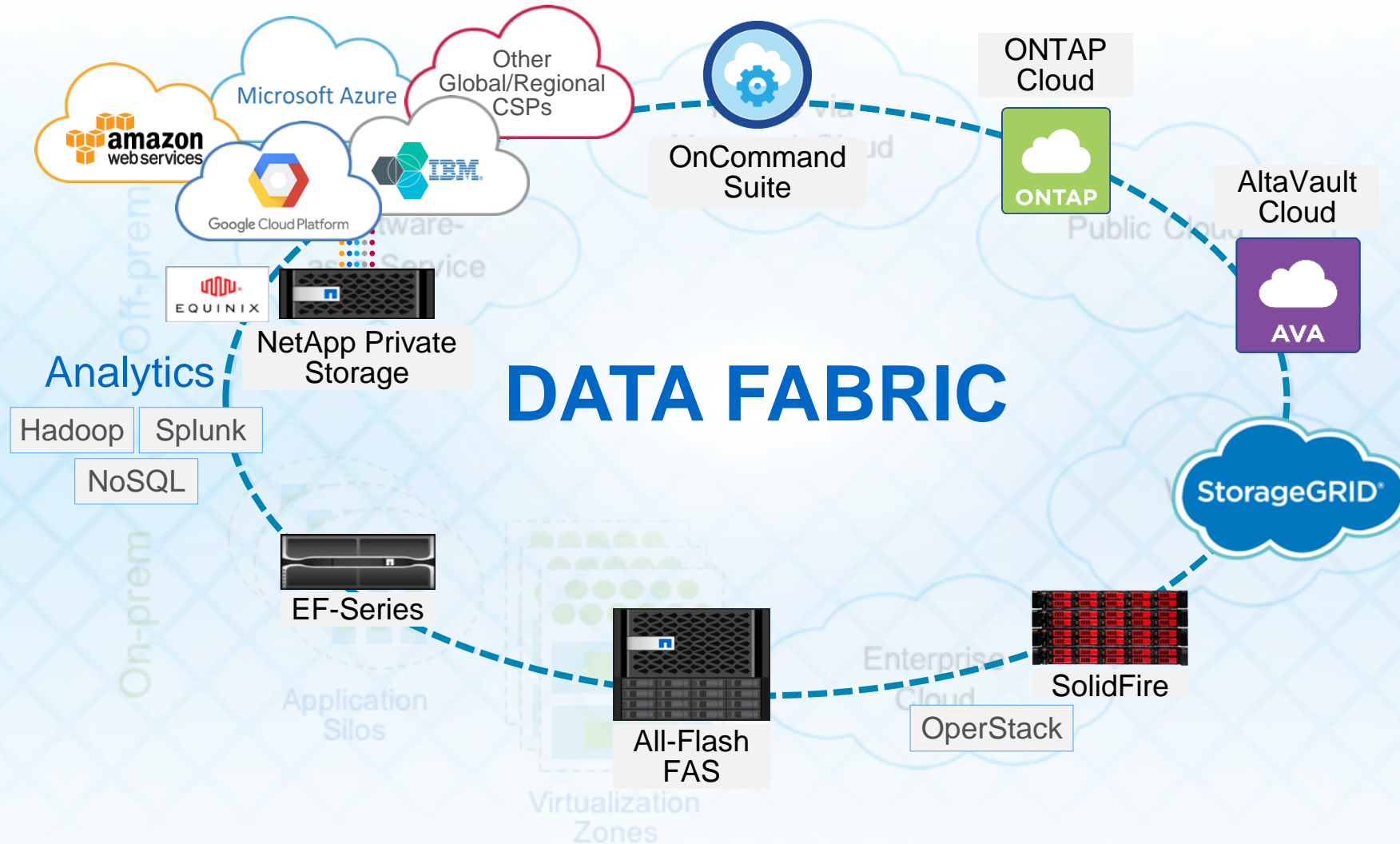
Modernize storage and data management

Build a next-generation data center

Harness the power of hybrid cloud

NetApp

Data Lives and Moves Among Multiple Clouds and Locations
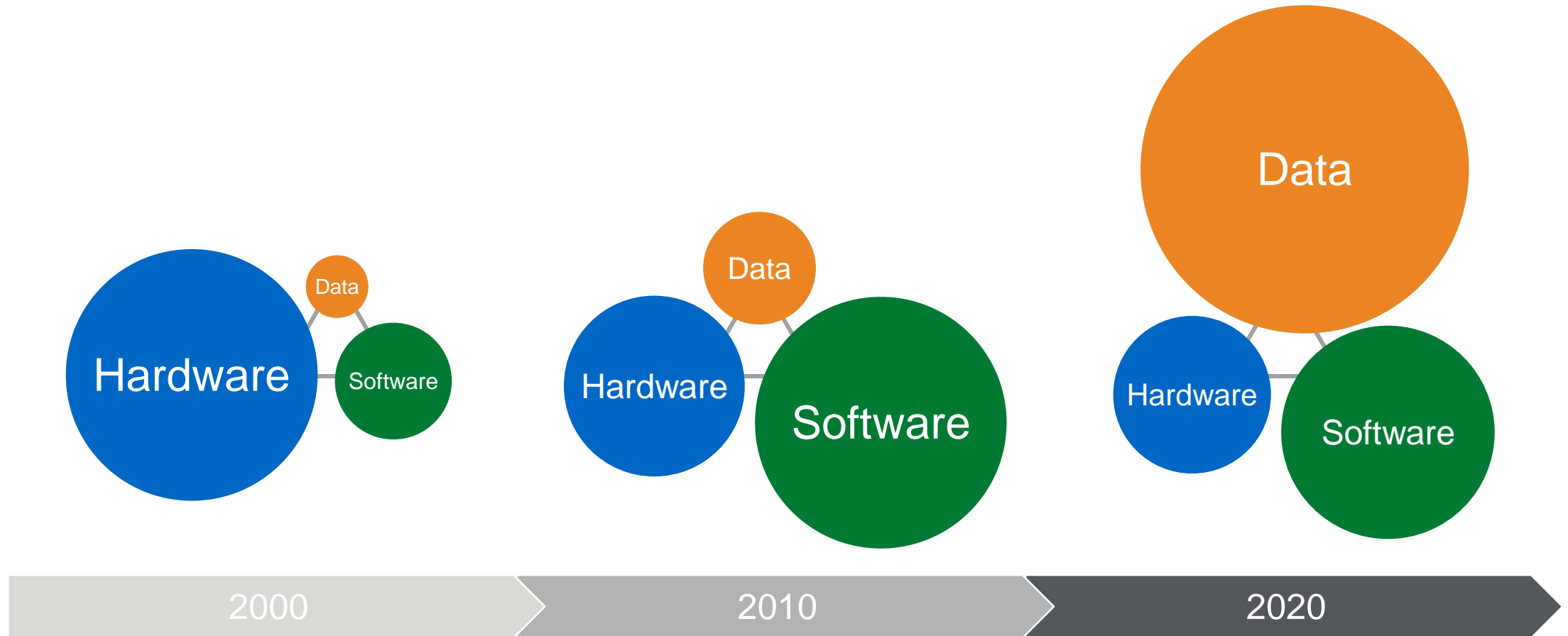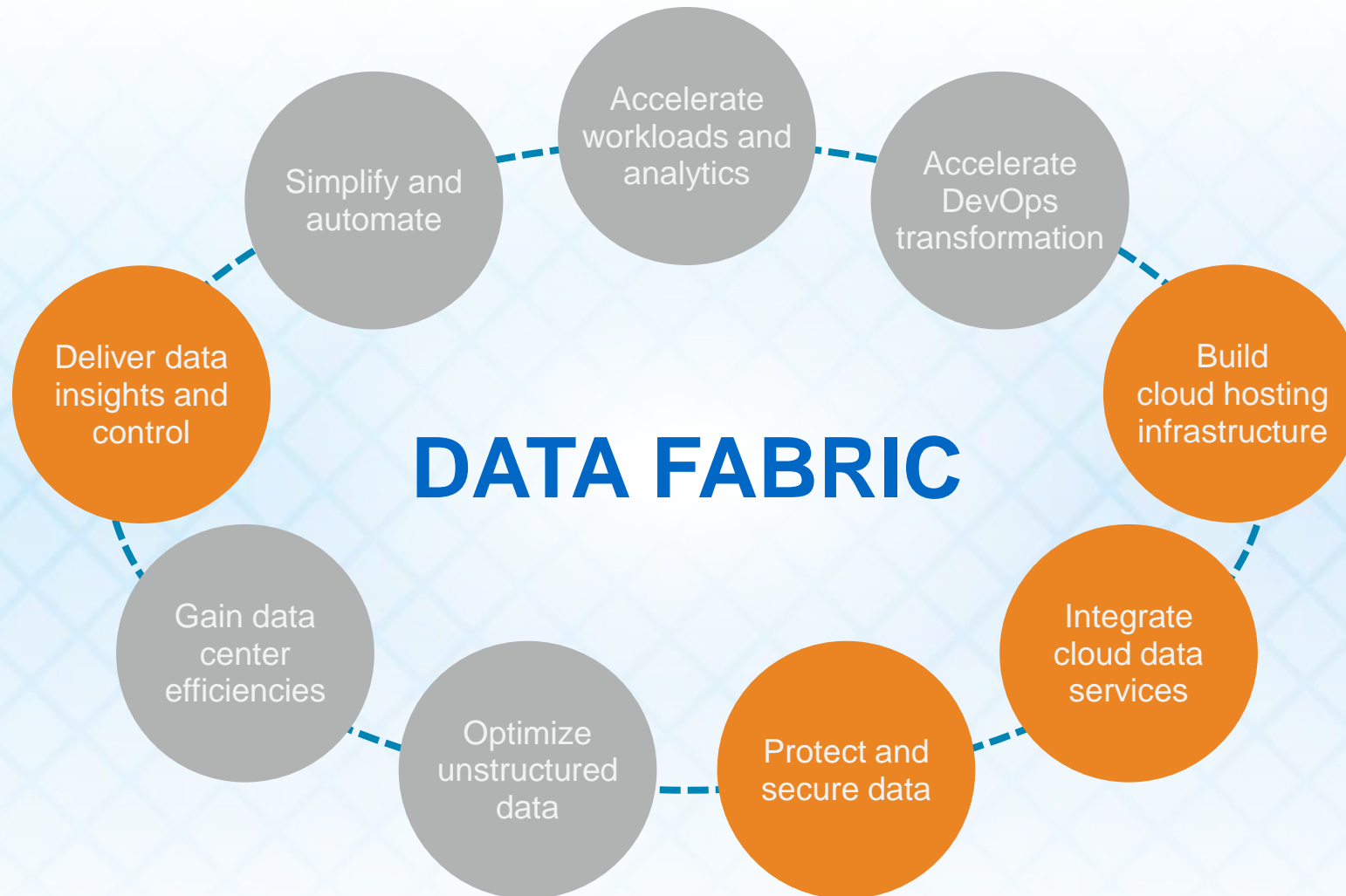
NetApp

Harnessing the Power of the Hybrid Cloud

IT Priorities in the Data Driven Economy

The relative importance of hardware, software, and data as IT business drivers over time

NetApp

Harnessing the Power of the Hybrid Cloud

Accelerate workloads and analytics

Simplify and automate

Accelerate DevOps transformation

Deliver data insights and control

DATA FABRIC

Build cloud hosting infrastructure

Gain data center efficiencies

Optimize unstructured data

Protect and secure data

Integrate cloud data services

NetApp®

Meeting Evolving Customer Needs with Integrated Services

NetApp Private
Storage

AVA

AltaVault
Cloud

NetApp Data Fabric Solution
for Cloud Backup

2014 ————————————————————————————— 2017

StorageGRID
Webscale

ONTAP
Cloud

NetApp Cloud Sync
Service

NetApp Cloud Control
for Microsoft Office 365
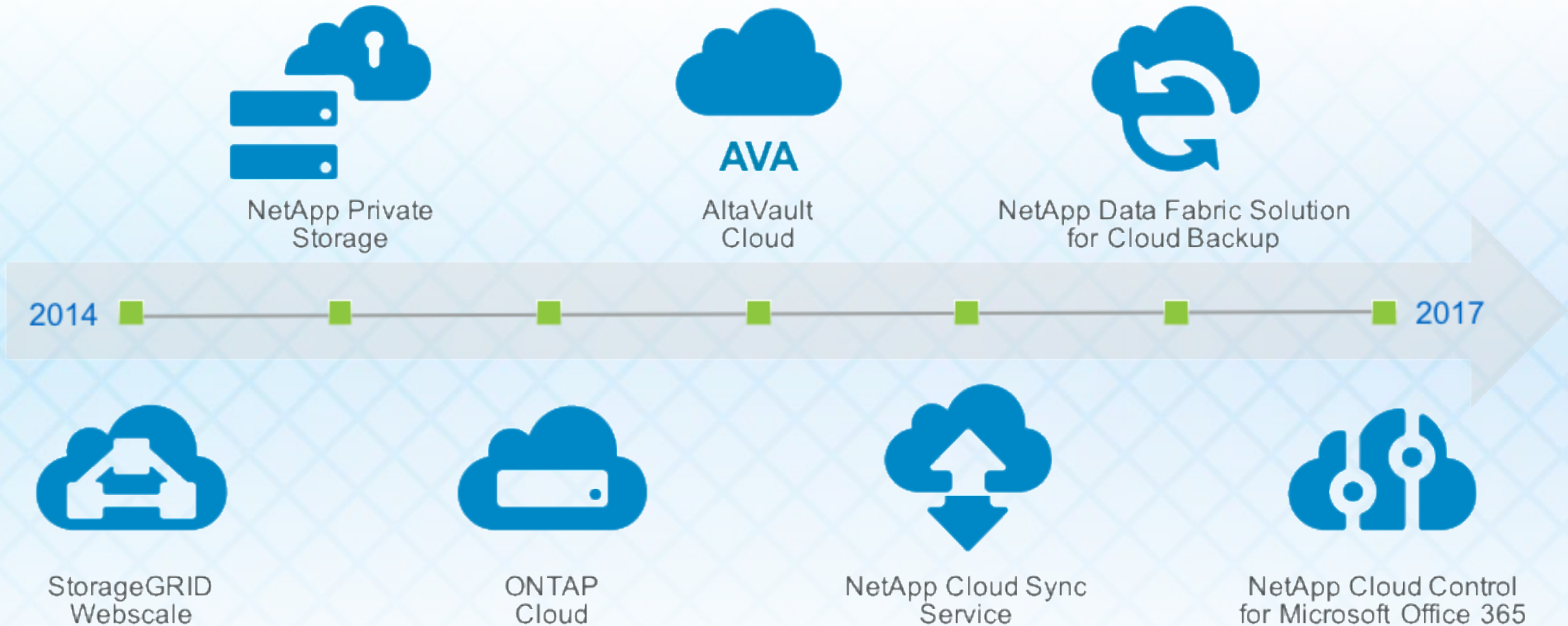
■ **NetApp**®

Extending Hybrid Cloud Strategy

Challenge

Help customers better manage growth of unstructured data, long retention requirements, and global accessibility

Why they chose NetApp

- NPS as a service allows customers to access dedicated storage in DARZ data center

- Maintain choice of cloud while meeting stringent data protection regulations

- Dynamic scaling

As a global platform for IT and technological innovation, DARZ acts as a full-service IT provider with its own high-security data center. The company also markets modular services in the public and private cloud as well as colocation.

Efficient, highly scalable object-storage environment for large repositories	Boosts collaboration with globally dispersed archived data available from any device or location	Optimizes data security while meeting long-term data durability requisites

"With StorageGRID Webscale, we can give our customers an innovative hybrid cloud approach for preserving and leveraging the value of their vast data repositories and archives."

— *Lars Göbel*
Director of Sales and IT Services
DARZ

NetApp

Comprehensive Hybrid Cloud Management

Challenge

Alleviate performance, capacity, and management challenges of existing infrastructure supporting critical applications and VDI; and move disaster recovery into the cloud

Why they chose NetApp

- NetApp evaluation units beat Pure Storage POC

- High performance and ability to fail over to AWS cloud

- AFF performance and functionality dovetailed with Randstad desktop virtualization model for highly variable workloads

Consistently higher performance supports power users

Optimize virtual desktop environment and integrate seamlessly with AWS cloud

Facilitate easy, comprehensive hybrid cloud management

Randstad is a global provider of HR services. As one of the world's largest staffing organizations, Randstad provides temporary, temporary-to-hire and permanent placement services through its network of branches and onsite locations.

"It wasn't just a question of NetApp making a sale. They really understood our needs and were committed not only to delivering what we needed but also to helping and supporting us on our journey to the cloud."

— *David Leybourne*
IT Director of Infrastructure
Randstad UK

ONTAP Cloud users
have more than doubled in
the past year

NetApp®

Open Partner Ecosystem

NetApp

Helping customers harness the power of the hybrid cloud

NetApp