

### **NetApp usage of non-GAAP financial information**

To supplement NetApp's condensed consolidated financial statement information presented in accordance with generally accepted accounting principles in the United States (GAAP), NetApp provides investors with certain non-GAAP measures, including, but not limited to, historical non-GAAP operating results, non-GAAP net income, non-GAAP effective tax rate, free cash flow, billings, and historical and projected non-GAAP earnings per diluted share. NetApp also presents the hardware and software components of our GAAP product revenues. Because our revenue recognition policy under GAAP defines a configured storage system, inclusive of the operating system software essential to its functionality, as a single performance obligation, hardware and software components of our product revenues are considered non-GAAP measures. The hardware and software components of our product revenues are derived from an estimated fair value allocation of the transaction price of our contracts with customers, down to the level of the product hardware and software components. This allocation is primarily based on the contractual prices at which NetApp has historically billed customers for such respective components.

NetApp believes that the presentation of non-GAAP net income, non-GAAP effective tax rates, and non-GAAP earnings per share data, when shown in conjunction with the corresponding GAAP measures, provides useful information to investors and management regarding financial and business trends relating to its financial condition and results of operations.

NetApp believes that the presentation of free cash flow, which it defines as the net cash provided by operating activities less cash used to acquire property and equipment, to be a liquidity measure that provides useful information to management and investors because it reflects cash that can be used to, among other things, invest in its business, make strategic acquisitions, repurchase common stock, and pay dividends on its common stock. As free cash flow is not a measure of liquidity calculated in accordance with GAAP, free cash flow should be considered in addition to, but not as a substitute for, the analysis provided in the statement of cash flows.

NetApp believes that the presentation of the software and hardware components of our product revenues is meaningful to investors and management as it illustrates the significance of the Company's software and provides improved visibility into the value created by our software innovation and R&D investment.

NetApp approximates billings by adding net revenues as reported on our Condensed Consolidated Statements of Operations for the period to the change in total deferred revenue and financed unearned services revenue as reported on our Condensed Consolidated Statements of Cash Flows for the same period. Billings is a performance measure that NetApp believes provides useful information to management and investors because it approximates the amounts under purchase orders received by us during a given period that have been billed.

NetApp's management uses these non-GAAP measures in making operating decisions because it believes the measurements provide meaningful supplemental information regarding NetApp's ongoing operational performance. These non-GAAP financial measures are used to: (1) measure company performance against historical results, (2) facilitate comparisons to our competitors' operating results and (3) allow greater transparency with respect to information used by management in financial and operational decision making.

NetApp excludes the following items from its non-GAAP measures when applicable:

A. *Amortization of intangible assets.* NetApp records amortization of intangible assets that were acquired in connection with its business combinations. The amortization of intangible assets varies depending on the level of acquisition activity. Management finds it useful to exclude these charges to assess the appropriate level of various operating expenses to assist in budgeting, planning and forecasting future periods and in measuring operational performance.

B. *Stock-based compensation expenses.* NetApp excludes stock-based compensation expenses from its non-GAAP measures primarily because the amount can fluctuate based on variables unrelated to the performance of the underlying business. While management views stock-based compensation as a key element of our employee retention and long-term incentives, we do not view it as an expense to be used in evaluating operational performance in any given period.

C. *Litigation settlements.* NetApp may periodically incur charges or benefits related to litigation settlements. NetApp excludes these charges and benefits, when significant, because it does not believe they are reflective of ongoing business and operating results.

D. *Acquisition-related expenses.* NetApp excludes acquisition-related expenses, including (a) due diligence, legal and other one-time integration charges and (b) write down of assets acquired that NetApp does not intend to use in its ongoing business, from its non-GAAP measures, primarily because they are not related to our ongoing business or cost base and, therefore, are less useful for future planning and forecasting.

E. *Restructuring charges.* These charges consist of restructuring charges that are incurred based on the particular facts and circumstances of restructuring decisions, including employment and contractual settlement terms, and other related charges, and can vary in size and frequency. We therefore exclude them in our assessment of operational performance.

F. *Asset impairments.* These are non-cash charges to write down assets when there is an indication that the asset has become impaired. Management finds it useful to exclude these non-cash charges due to the unpredictability of these events in its assessment of operational performance.

G. *Gains/losses on the sale or derecognition of assets.* These are gains/losses from the sale of our properties and other transactions in which we transfer control of assets to a fourth party. Management believes that these transactions do not reflect the results of our underlying, on-going business and, therefore, are less useful for future planning and forecasting.

H. *Gains/losses on the sale of investments in equity securities.* These are gains/losses from the sale of our investment in certain equity securities. Typically, such investments are sold as a result of a change in control of the underlying businesses. Management believes that these transactions do not reflect the results of our underlying, on-going business and, therefore, are less useful for future planning and forecasting.

I. *Debt extinguishment costs.* NetApp excludes certain non-recurring expenses incurred as a result of the early extinguishment of debt. Management believes such nonrecurring costs do not reflect the results of its underlying, on-going business and, therefore, are less useful for future planning and forecasting.

J. *Income tax adjustments.* NetApp's non-GAAP tax provision is based upon a projected annual non-GAAP effective tax rate for the first three quarters of the fiscal year and an actual non-GAAP tax provision for the fourth quarter of the fiscal year. The non-GAAP tax provision also excludes, when applicable, (a) tax charges or benefits in the current period that relate to one or more prior fiscal periods that are a result of events such as changes in tax legislation, authoritative guidance, income tax audit settlements, statute lapses and/or court decisions, (b) tax charges or benefits that are attributable to unusual or non-recurring book and/or tax accounting method changes, (c) tax charges that are a result of a non-routine foreign cash repatriation, (d) tax charges or benefits that are a result of infrequent restructuring of the Company's tax structure, (e) tax charges or benefits that are a result of a change in valuation allowance, and (f) tax charges resulting from the integration of intellectual property from acquisitions. Management believes that the use of non-GAAP tax provisions provides a more meaningful measure of the Company's operational performance.

These non-GAAP measures are not in accordance with, or an alternative for, measures prepared in accordance with GAAP, and may be different from non-GAAP measures used by other companies. In addition, these non-GAAP measures are not based on any comprehensive set of accounting rules or principles. NetApp believes that non-GAAP measures have limitations in that they do not reflect all of the amounts associated with the Company's results of operations as determined in accordance with GAAP and that these measures should only be used to evaluate the Company's results of operations in conjunction with the corresponding GAAP measures. NetApp management compensates for these limitations by analyzing current and projected results on a GAAP basis as well as a non-GAAP basis. The presentation of non-GAAP financial information is not meant to be considered in isolation or as a substitute for the directly comparable financial measures prepared in accordance with generally accepted accounting principles in the United States. The non-GAAP financial measures are meant to supplement, and be viewed in conjunction with, GAAP financial measures.

NETAPP, INC.

SUPPLEMENTAL DATA

(In millions except net income per share, percentages, DSO, DPO and Inventory Turns)

RECONCILIATION OF SEGMENTS GROSS PROFIT TO TOTAL GROSS PROFIT\*

	FY 2020	Q1 FY'21	Q2 FY'21	Q3 FY'21	Q4 FY'21	FY 2021	Q1 FY'22	Q2 FY'22	Q3 FY'22	Q4 FY'22	FY 2022
<b>Revenues by Segment</b>											
Product	\$ 2,995	\$ 627	\$ 749	\$ 775	\$ 840	\$ 2,991	\$ 730	\$ 814	\$ 846	\$ 894	\$ 3,284
Support	2,114	577	553	571	576	2,277	578	590	586	590	2,344
Professional and Other Services	241	68	67	69	73	277	71	75	72	76	294
<b>Hybrid Cloud Segment Net Revenues</b>	<b>5,350</b>	<b>1,272</b>	<b>1,369</b>	<b>1,415</b>	<b>1,489</b>	<b>5,545</b>	<b>1,379</b>	<b>1,479</b>	<b>1,504</b>	<b>1,560</b>	<b>5,922</b>
<b>Public Cloud Segment Net Revenues</b>	<b>62</b>	<b>31</b>	<b>47</b>	<b>55</b>	<b>66</b>	<b>199</b>	<b>79</b>	<b>87</b>	<b>110</b>	<b>120</b>	<b>396</b>
<b>Net Revenues</b>	<b>\$ 5,412</b>	<b>\$ 1,303</b>	<b>\$ 1,416</b>	<b>\$ 1,470</b>	<b>\$ 1,555</b>	<b>\$ 5,744</b>	<b>\$ 1,458</b>	<b>\$ 1,566</b>	<b>\$ 1,614</b>	<b>\$ 1,680</b>	<b>\$ 6,318</b>
<b>Gross Profit by Segment</b>											
Product	\$ 1,669	\$ 322	\$ 397	\$ 414	\$ 456	\$ 1,589	\$ 404	\$ 445	\$ 442	\$ 452	\$ 1,743
Support	1,926	526	503	522	525	2,076	530	542	541	547	2,160
Professional and Other Services	53	20	17	16	18	71	20	21	26	22	89
<b>Hybrid Cloud Segment Gross Profit</b>	<b>3,648</b>	<b>868</b>	<b>917</b>	<b>952</b>	<b>999</b>	<b>3,736</b>	<b>954</b>	<b>1,008</b>	<b>1,009</b>	<b>1,021</b>	<b>3,992</b>
<b>Public Cloud Segment Gross Profit</b>	<b>27</b>	<b>18</b>	<b>31</b>	<b>38</b>	<b>47</b>	<b>134</b>	<b>56</b>	<b>62</b>	<b>78</b>	<b>82</b>	<b>278</b>
<b>Total Segments Gross Profit</b>	<b>3,675</b>	<b>886</b>	<b>948</b>	<b>990</b>	<b>1,046</b>	<b>3,870</b>	<b>1,010</b>	<b>1,070</b>	<b>1,087</b>	<b>1,103</b>	<b>4,270</b>
Amortization of Intangible Assets	(39)	(10)	(12)	(12)	(7)	(41)	(7)	(7)	(9)	(10)	(33)
Stock-based Compensation	(13)	(4)	(3)	(3)	(4)	(14)	(4)	(4)	(5)	(4)	(17)
<b>Unallocated Cost of Revenues</b>	<b>(52)</b>	<b>(14)</b>	<b>(15)</b>	<b>(15)</b>	<b>(11)</b>	<b>(55)</b>	<b>(11)</b>	<b>(11)</b>	<b>(14)</b>	<b>(14)</b>	<b>(50)</b>
<b>Gross Profit</b>	<b>\$ 3,623</b>	<b>\$ 872</b>	<b>\$ 933</b>	<b>\$ 975</b>	<b>\$ 1,035</b>	<b>\$ 3,815</b>	<b>\$ 999</b>	<b>\$ 1,059</b>	<b>\$ 1,073</b>	<b>\$ 1,089</b>	<b>\$ 4,220</b>

Gross Margin by Segment

Product	55.7%	51.4%	53.0%	53.4%	54.3%	53.1%	55.3%	54.7%	52.2%	50.6%	53.1%
Support	91.1%	91.2%	91.0%	91.4%	91.1%	91.2%	91.7%	91.9%	92.3%	92.7%	92.2%
Professional and Other Services	22.0%	29.4%	25.4%	23.2%	24.7%	25.6%	28.2%	28.0%	36.1%	28.9%	30.3%
<b>Hybrid Cloud Segment Gross Margin</b>	<b>68.2%</b>	<b>68.2%</b>	<b>67.0%</b>	<b>67.3%</b>	<b>67.1%</b>	<b>67.4%</b>	<b>69.2%</b>	<b>68.2%</b>	<b>67.1%</b>	<b>65.4%</b>	<b>67.4%</b>
<b>Public Cloud Segment Gross Margin</b>	<b>43.5%</b>	<b>58.1%</b>	<b>66.0%</b>	<b>69.1%</b>	<b>71.2%</b>	<b>67.3%</b>	<b>70.9%</b>	<b>71.3%</b>	<b>70.9%</b>	<b>68.3%</b>	<b>70.2%</b>

\*Effective July 30, 2021, our Chief Operating Decision Maker, who is our Chief Executive Officer, realigned internal reporting for the purposes of evaluating performance and allocating resources. This resulted in the creation of two reportable segments for financial reporting purposes: Public Cloud and Hybrid Cloud.

	FY 2020	Q1 FY'21	Q2 FY'21	Q3 FY'21	Q4 FY'21	FY 2021	Q1 FY'22	Q2 FY'22	Q3 FY'22	Q4 FY'22	FY 2022
<b>Software and recurring Support and public cloud revenue</b>											
Product - Software	\$1,454	\$311	\$417	\$428	\$480	\$1,636	\$414	\$475	\$507	\$530	\$1,926
Support	\$2,114	\$577	\$553	\$571	\$576	\$2,277	\$578	\$590	\$586	\$590	\$2,344
Public Cloud	\$62	\$31	\$47	\$55	\$66	\$199	\$79	\$87	\$110	\$120	\$396
<b>Software and recurring Support and public cloud revenue*</b>	<b>\$3,630</b>	<b>\$919</b>	<b>\$1,017</b>	<b>\$1,054</b>	<b>\$1,122</b>	<b>\$4,112</b>	<b>\$1,071</b>	<b>\$1,152</b>	<b>\$1,203</b>	<b>\$1,240</b>	<b>\$4,666</b>

\*Software and recurring Support and cloud revenue is a non-GAAP measure because it includes the software component of our product revenues, but not the hardware component.

Geographic Mix

	% of FY 2020 Revenue	% of Q1 FY 2021 Revenue	% of Q2 FY 2021 Revenue	% of Q3 FY 2021 Revenue	% of Q4 FY 2021 Revenue	% of FY 2021 Revenue	% of Q1 FY 2022 Revenue	% of Q2 FY 2022 Revenue	% of Q3 FY 2022 Revenue	% of Q4 FY 2022 Revenue	% of FY 2022 Revenue
Americas	53%	54%	55%	53%	53%	54%	54%	55%	56%	54%	55%
Americas Commercial	41%	43%	40%	43%	44%	43%	43%	43%	47%	45%	45%
U.S. Public Sector	12%	12%	15%	10%	9%	11%	11%	12%	9%	9%	10%
EMEA	32%	29%	30%	32%	32%	31%	31%	29%	32%	32%	31%
Asia Pacific	15%	16%	15%	15%	15%	15%	15%	15%	12%	14%	14%

**Pathways Mix**

	% of FY 2020 Revenue	% of Q1 FY 2021 Revenue	% of Q2 FY 2021 Revenue	% of Q3 FY 2021 Revenue	% of Q4 FY 2021 Revenue	% of FY 2021 Revenue	% of Q1 FY 2022 Revenue	% of Q2 FY 2022 Revenue	% of Q3 FY 2022 Revenue	% of Q4 FY 2022 Revenue	% of FY 2022 Revenue
Direct	21%	22%	25%	24%	23%	23%	23%	24%	21%	24%	23%
Indirect	79%	78%	75%	76%	77%	77%	77%	76%	79%	76%	77%

**Non-GAAP Income from Operations, Income before Income Taxes & Effective Tax Rate**

	FY 2020	Q1 FY'21	Q2 FY'21	Q3 FY'21	Q4 FY'21	FY 2021	Q1 FY'22	Q2 FY'22	Q3 FY'22	Q4 FY'22	FY 2022
Non-GAAP Income from Operations	\$1,123	\$213	\$291	\$322	\$358	\$1,184	\$336	\$374	\$404	\$382	\$1,496
% of Net Revenues	20.8%	16.3%	20.6%	21.9%	23.0%	20.6%	23.0%	23.9%	25.0%	22.7%	23.7%
Non-GAAP Income Before Income Taxes	\$1,132	\$195	\$278	\$311	\$339	\$1,123	\$324	\$360	\$389	\$361	\$1,434
Non-GAAP Effective Tax Rate	16.6%	16.4%	15.1%	19.6%	20.9%	18.3%	18.8%	18.9%	15.2%	10.2%	15.7%

**Non-GAAP Net Income**

	FY 2020	Q1 FY'21	Q2 FY'21	Q3 FY'21	Q4 FY'21	FY 2021	Q1 FY'22	Q2 FY'22	Q3 FY'22	Q4 FY'22	FY 2022
Non-GAAP Net Income	\$944	\$163	\$236	\$250	\$268	\$917	\$263	\$292	\$330	\$324	\$1,209
Non-GAAP Weighted Average Common Shares Outstanding, Diluted	233	222	224	227	229	226	229	229	229	228	229
Non-GAAP Net Income per Share, Diluted	\$4.05	\$0.73	\$1.05	\$1.10	\$1.17	\$4.06	\$1.15	\$1.28	\$1.44	\$1.42	\$5.28

**Select Balance Sheet Items**

	Q1 FY'21	Q2 FY'21	Q3 FY'21	Q4 FY'21	Q1 FY'22	Q2 FY'22	Q3 FY'22	Q4 FY'22	FY 2022
Deferred Revenue and Financed Unearned Services Revenue	\$3,620	\$3,651	\$3,828	\$4,003	\$3,904	\$3,866	\$3,969	\$4,232	
DSO (days)	45	51	49	55	41	38	45	67	
DPO (days)	90	69	62	74	73	78	73	93	
Inventory Turns	13	17	19	18	17	13	13	12	

*Days sales outstanding (DSO) is defined as accounts receivable divided by net revenues, multiplied by the number of days in the quarter*

*Days payables outstanding (DPO) is defined as accounts payable divided by cost of revenues, multiplied by the number of days in the quarter*

*Inventory turns is defined as annualized cost of revenues divided by net inventories*

**Select Cash Flow Statement Items**

	FY 2020	Q1 FY'21	Q2 FY'21	Q3 FY'21	Q4 FY'21	FY 2021	Q1 FY'22	Q2 FY'22	Q3 FY'22	Q4 FY'22	FY 2022
Net Cash Provided by (used in) Operating Activities	\$1,060	\$240	\$161	\$373	\$559	\$1,333	\$242	\$298	\$260	\$411	\$1,211
Purchases of Property and Equipment	\$124	\$52	\$40	\$32	\$38	\$162	\$51	\$46	\$61	\$68	\$226
Free Cash Flow	\$936	\$188	\$121	\$341	\$521	\$1,171	\$191	\$252	\$199	\$343	\$985
Free Cash Flow as % of Net Revenues	17.3%	14.4%	8.5%	23.2%	33.5%	20.4%	13.1%	16.1%	12.3%	20.4%	15.6%

*Free cash flow is a non-GAAP measure and is defined as net cash provided by operating activities less purchases of property and equipment.*

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

**NETAPP, INC.**  
**RECONCILIATION OF NON-GAAP TO GAAP**  
**INCOME STATEMENT INFORMATION**  
(In millions, except net income per share amounts)

	FY 2020	Q1 FY'21	Q2 FY'21	Q3 FY'21	Q4 FY'21	FY 2021	Q1 FY'22	Q2 FY'22	Q3 FY'22	Q4 FY'22	FY 2022
<b>NET INCOME</b>	\$ 819	\$ 77	\$ 137	\$ 182	\$ 334	\$ 730	\$ 202	\$ 224	\$ 252	\$ 259	\$ 937
Adjustments:											
Amortization of intangible assets	39	10	15	15	9	49	9	10	13	14	46
Stock-based compensation	153	54	49	46	48	197	53	62	64	66	245
Asset impairment	10	-	-	-	-	-	-	-	-	-	-
Litigation settlements	-	-	5	-	-	5	2	-	-	-	2
COVID-19 charges	3	-	-	-	-	-	-	-	-	-	-
Restructuring charges	21	5	37	-	-	42	22	7	-	4	33
Acquisition-related expense	-	8	3	3	2	16	1	1	6	5	13
Gain on sale or derecognition of assets	(38)	-	-	-	(156)	(156)	-	-	-	-	-
Debt extinguishment costs	-	14	-	-	-	14	-	-	-	-	-
Gain on sale of equity investment	-	-	(6)	-	-	(6)	-	-	-	-	-
Income tax effects	(13)	(16)	(9)	(13)	18	(20)	(26)	(13)	(5)	(24)	(68)
Income tax expenses from integration of acquired companies	-	11	5	17	13	46	-	1	-	-	1
Resolution of income tax matters	(50)	-	-	-	-	-	-	-	-	-	-
<b>NON-GAAP NET INCOME</b>	\$ 944	\$ 163	\$ 236	\$ 250	\$ 268	\$ 917	\$ 263	\$ 292	\$ 330	\$ 324	\$ 1,209
<b>COST OF REVENUES</b>	1,789	431	483	495	520	1,929	459	507	541	591	2,098
Adjustments:											
Amortization of intangible assets	(39)	(10)	(12)	(12)	(7)	(41)	(7)	(7)	(9)	(10)	(33)
Stock-based compensation	(13)	(4)	(3)	(3)	(4)	(14)	(4)	(4)	(5)	(4)	(17)
<b>NON-GAAP COST OF REVENUES</b>	\$ 1,737	\$ 417	\$ 468	\$ 480	\$ 509	\$ 1,874	\$ 448	\$ 496	\$ 527	\$ 577	\$ 2,048
<b>COST OF PRODUCT REVENUES</b>	\$ 1,368	\$ 316	\$ 360	\$ 369	\$ 387	\$ 1,432	\$ 329	\$ 372	\$ 407	\$ 446	\$ 1,554
Adjustments:											
Amortization of intangible assets	(39)	(10)	(7)	(7)	(2)	(26)	(2)	(2)	(2)	(3)	(9)
Stock-based compensation	(3)	(1)	(1)	(1)	(1)	(4)	(1)	(1)	(1)	(1)	(4)
<b>NON-GAAP COST OF PRODUCT REVENUES</b>	\$ 1,326	\$ 305	\$ 352	\$ 361	\$ 384	\$ 1,402	\$ 326	\$ 369	\$ 404	\$ 442	\$ 1,541
<b>COST OF SERVICES REVENUES</b>	\$ 421	\$ 115	\$ 123	\$ 126	\$ 133	\$ 497	\$ 130	\$ 135	\$ 134	\$ 145	\$ 544
Adjustments:											
Amortization of intangible assets	-	-	(5)	(5)	(5)	(15)	(5)	(5)	(7)	(7)	(24)
Stock-based compensation	(10)	(3)	(2)	(2)	(3)	(10)	(3)	(3)	(4)	(3)	(13)
<b>NON-GAAP COST OF SERVICES REVENUES</b>	\$ 411	\$ 112	\$ 116	\$ 119	\$ 125	\$ 472	\$ 122	\$ 127	\$ 123	\$ 135	\$ 507
<b>GROSS PROFIT</b>	\$ 3,623	\$ 872	\$ 933	\$ 975	\$ 1,035	\$ 3,815	\$ 999	\$ 1,059	\$ 1,073	\$ 1,089	\$ 4,220
Adjustments:											
Amortization of intangible assets	39	10	12	12	7	41	7	7	9	10	33
Stock-based compensation	13	4	3	3	4	14	4	4	5	4	17
<b>NON-GAAP GROSS PROFIT</b>	\$ 3,675	\$ 886	\$ 948	\$ 990	\$ 1,046	\$ 3,870	\$ 1,010	\$ 1,070	\$ 1,087	\$ 1,103	\$ 4,270
<b>SALES AND MARKETING EXPENSES</b>	\$ 1,585	\$ 429	\$ 432	\$ 436	\$ 447	\$ 1,744	\$ 451	\$ 465	\$ 461	\$ 480	\$ 1,857
Adjustments:											
Amortization of intangible assets	-	-	(3)	(3)	(2)	(8)	(2)	(3)	(4)	(4)	(13)
Stock-based compensation	(66)	(25)	(24)	(21)	(22)	(92)	(26)	(29)	(30)	(30)	(115)
COVID-19 charges	(3)	-	-	-	-	-	-	-	-	-	-
<b>NON-GAAP SALES AND MARKETING EXPENSES</b>	\$ 1,516	\$ 404	\$ 405	\$ 412	\$ 423	\$ 1,644	\$ 423	\$ 433	\$ 427	\$ 446	\$ 1,729

<b>RESEARCH AND DEVELOPMENT EXPENSES</b>	\$	847	\$	233	\$	212	\$	215	\$	221	\$	881	\$	210	\$	216	\$	220	\$	235	\$	881
Adjustment:																						
Stock-based compensation		(53)		(19)		(15)		(15)		(15)		(64)		(15)		(19)		(19)		(22)		(75)
<b>NON-GAAP RESEARCH AND DEVELOPMENT EXPENSES</b>	\$	794	\$	214	\$	197	\$	200	\$	206	\$	817	\$	195	\$	197	\$	201	\$	213	\$	806
<b>GENERAL AND ADMINISTRATIVE EXPENSES</b>	\$	263	\$	61	\$	67	\$	63	\$	66	\$	257	\$	66	\$	76	\$	65	\$	72	\$	279
Adjustments:																						
Stock-based compensation		(21)		(6)		(7)		(7)		(7)		(27)		(8)		(10)		(10)		(10)		(38)
Litigation settlements		-		-		(5)		-		-		(5)		(2)		-		-		-		(2)
<b>NON-GAAP GENERAL AND ADMINISTRATIVE EXPENSES</b>	\$	242	\$	55	\$	55	\$	56	\$	59	\$	225	\$	56	\$	66	\$	55	\$	62	\$	239



Litigation settlements	-	-	5	-	-	5	2	-	-	-	2
COVID-19 charges	3	-	-	-	-	-	-	-	-	-	-
Restructuring charges	21	5	37	-	-	42	22	7	-	4	33
Acquisition-related expense	-	8	3	3	2	16	1	1	6	5	13
Gain on sale or derecognition of assets	(38)	-	-	-	(156)	(156)	-	-	-	-	-
Debt extinguishment costs	-	14	-	-	-	14	-	-	-	-	-
Gain on sale of equity investment	-	-	(6)	-	-	(6)	-	-	-	-	-
<b>NON-GAAP INCOME BEFORE INCOME TAXES</b>	<b>\$ 1,132</b>	<b>\$ 195</b>	<b>\$ 278</b>	<b>\$ 311</b>	<b>\$ 339</b>	<b>\$ 1,123</b>	<b>\$ 324</b>	<b>\$ 360</b>	<b>\$ 389</b>	<b>\$ 361</b>	<b>\$ 1,434</b>
<b>PROVISION (BENEFIT) FOR INCOME TAXES</b>	<b>\$ 125</b>	<b>\$ 27</b>	<b>\$ 38</b>	<b>\$ 65</b>	<b>\$ 102</b>	<b>\$ 232</b>	<b>\$ 35</b>	<b>\$ 56</b>	<b>\$ 54</b>	<b>\$ 13</b>	<b>\$ 158</b>
Adjustments:											
Income tax effects	13	16	9	13	(18)	20	26	13	5	24	68
Income tax expenses from integration of acquired companies	-	(11)	(5)	(17)	(13)	(46)	-	(1)	-	-	(1)
Resolution of income tax matters	50	-	-	-	-	-	-	-	-	-	-
<b>NON-GAAP PROVISION FOR INCOME TAXES</b>	<b>\$ 188</b>	<b>\$ 32</b>	<b>\$ 42</b>	<b>\$ 61</b>	<b>\$ 71</b>	<b>\$ 206</b>	<b>\$ 61</b>	<b>\$ 68</b>	<b>\$ 59</b>	<b>\$ 37</b>	<b>\$ 225</b>
<b>NET INCOME PER SHARE</b>	<b>\$ 3.52</b>	<b>\$ 0.35</b>	<b>\$ 0.61</b>	<b>\$ 0.80</b>	<b>\$ 1.46</b>	<b>\$ 3.23</b>	<b>\$ 0.88</b>	<b>\$ 0.98</b>	<b>\$ 1.10</b>	<b>\$ 1.14</b>	<b>\$ 4.09</b>
Adjustments:											
Amortization of intangible assets	0.17	0.05	0.07	0.07	0.04	0.22	0.04	0.04	0.06	0.06	0.20
Stock-based compensation	0.66	0.24	0.22	0.20	0.21	0.87	0.23	0.27	0.28	0.29	1.07
Asset impairment	0.04	-	-	-	-	-	-	-	-	0.00	0.00
Litigation settlements	-	-	0.02	-	-	0.02	0.01	-	-	-	0.01
COVID-19 charges	0.01	-	-	-	-	-	-	-	-	-	-
Restructuring charges	0.09	0.02	0.17	-	-	0.19	0.10	0.03	-	0.02	0.14
Acquisition-related expense	-	0.04	0.01	0.01	0.01	0.07	0.00	0.00	0.03	0.02	0.06
Gain on sale or derecognition of assets	(0.16)	-	-	-	(0.68)	(0.69)	-	-	-	-	-
Debt extinguishment costs	-	0.06	-	-	-	0.06	-	-	-	-	-
Gain on sale of equity investment	-	-	(0.03)	-	-	(0.03)	-	-	-	-	-
Income tax effects	(0.06)	(0.07)	(0.04)	(0.06)	0.08	(0.09)	(0.11)	(0.06)	(0.02)	(0.11)	(0.30)
Income tax expenses from integration of acquired companies	-	0.05	0.02	0.07	0.06	0.20	-	0.00	-	-	0.00
Resolution of income tax matters	(0.21)	-	-	-	-	-	-	-	-	-	-
<b>NON-GAAP NET INCOME PER SHARE</b>	<b>\$ 4.05</b>	<b>\$ 0.73</b>	<b>\$ 1.05</b>	<b>\$ 1.10</b>	<b>\$ 1.17</b>	<b>\$ 4.06</b>	<b>\$ 1.15</b>	<b>\$ 1.28</b>	<b>\$ 1.44</b>	<b>\$ 1.42</b>	<b>\$ 5.28</b>



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

	FY 2020	Q1 FY'21	Q2 FY'21	Q3 FY'21	Q4 FY'21	FY 2021	Q1 FY'22	Q2 FY'22	Q3 FY'22	Q4 FY'22	FY 2022
<b>Gross margin-GAAP</b>	66.9%	66.9%	65.9%	66.3%	66.6%	66.4%	68.5%	67.6%	66.5%	64.8%	66.8%
Cost of revenues adjustments	1.0%	1.1%	1.1%	1.0%	0.7%	1.0%	0.8%	0.7%	0.9%	0.8%	0.8%
<b>Gross margin-Non-GAAP</b>	67.9%	68.0%	66.9%	67.3%	67.3%	67.4%	69.3%	68.3%	67.3%	65.7%	67.6%
GAAP cost of revenues	\$ 1,789	\$ 431	\$ 483	\$ 495	\$ 520	\$ 1,929	\$ 459	\$ 507	\$ 541	\$ 591	\$ 2,098
Cost of revenues adjustments:											
Amortization of intangible assets	(39)	(10)	(12)	(12)	(7)	(41)	(7)	(7)	(9)	(10)	(33)
Stock-based compensation	(13)	(4)	(3)	(3)	(4)	(14)	(4)	(4)	(5)	(4)	(17)
Non-GAAP cost of revenues	\$ 1,737	\$ 417	\$ 468	\$ 480	\$ 509	\$ 1,874	\$ 448	\$ 496	\$ 527	\$ 577	\$ 2,048
Net revenues	\$ 5,412	\$ 1,303	\$ 1,416	\$ 1,470	\$ 1,555	\$ 5,744	\$ 1,458	\$ 1,566	\$ 1,614	\$ 1,680	\$ 6,318

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

	FY 2020	Q1 FY'21	Q2 FY'21	Q3 FY'21	Q4 FY'21	FY 2021	Q1 FY'22	Q2 FY'22	Q3 FY'22	Q4 FY'22	FY 2022
<b>Product gross margin-GAAP</b>	54.3%	49.6%	51.9%	52.4%	53.9%	52.1%	54.9%	54.3%	51.9%	50.1%	52.7%
Cost of product revenues adjustments	1.4%	1.8%	1.1%	1.0%	0.4%	1.0%	0.4%	0.4%	0.4%	0.4%	0.4%
<b>Product gross margin-Non-GAAP</b>	55.7%	51.4%	53.0%	53.4%	54.3%	53.1%	55.3%	54.7%	52.2%	50.6%	53.1%
GAAP cost of product revenues	\$ 1,368	\$ 316	\$ 360	\$ 369	\$ 387	\$ 1,432	\$ 329	\$ 372	\$ 407	\$ 446	\$ 1,554
Cost of product revenues adjustments:											
Amortization of intangible assets	(39)	(10)	(7)	(7)	(2)	(26)	(2)	(2)	(2)	(3)	(9)
Stock-based compensation	(3)	(1)	(1)	(1)	(1)	(4)	(1)	(1)	(1)	(1)	(4)
Non-GAAP cost of product revenues	\$ 1,326	\$ 305	\$ 352	\$ 361	\$ 384	\$ 1,402	\$ 326	\$ 369	\$ 404	\$ 442	\$ 1,541
Product revenues	\$ 2,995	\$ 627	\$ 749	\$ 775	\$ 840	\$ 2,991	\$ 730	\$ 814	\$ 846	\$ 894	\$ 3,284

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

	FY 2020	Q1 FY'21	Q2 FY'21	Q3 FY'21	Q4 FY'21	FY 2021	Q1 FY'22	Q2 FY'22	Q3 FY'22	Q4 FY'22	FY 2022
<b>Services gross margin-GAAP</b>	82.6%	83.0%	81.6%	81.9%	81.4%	81.9%	82.1%	82.0%	82.6%	81.6%	82.1%
Cost of services revenues adjustments	0.4%	0.4%	1.0%	1.0%	1.1%	0.9%	1.1%	1.1%	1.4%	1.3%	1.2%
<b>Services gross margin-Non-GAAP</b>	83.0%	83.4%	82.6%	82.9%	82.5%	82.8%	83.2%	83.1%	84.0%	82.8%	83.3%
GAAP cost of services revenues	\$ 421	\$ 115	\$ 123	\$ 126	\$ 133	\$ 497	\$ 130	\$ 135	\$ 134	\$ 145	\$ 544
Cost of services revenues adjustments:											
Amortization of intangible assets	-	-	(5)	(5)	(5)	(15)	(5)	(5)	(7)	(7)	(24)
Stock-based compensation	(10)	(3)	(2)	(2)	(3)	(10)	(3)	(3)	(4)	(3)	(13)
Non-GAAP cost of services revenues	\$ 411	\$ 112	\$ 116	\$ 119	\$ 125	\$ 472	\$ 122	\$ 127	\$ 123	\$ 135	\$ 507
Services revenues	\$ 2,417	\$ 676	\$ 667	\$ 695	\$ 715	\$ 2,753	\$ 728	\$ 752	\$ 768	\$ 786	\$ 3,034

**RECONCILIATION OF NON-GAAP TO GAAP  
EFFECTIVE TAX RATE**

	FY 2020	Q1 FY'21	Q2 FY'21	Q3 FY'21	Q4 FY'21	FY 2021	Q1 FY'22	Q2 FY'22	Q3 FY'22	Q4 FY'22	FY 2022
<b>GAAP effective tax rate</b>	13.2%	26.0%	21.7%	26.3%	23.4%	24.1%	14.8%	20.0%	17.6%	4.8%	14.4%
Adjustments:											
Income tax effects	(1.1%)	1.0%	(3.8%)	0.2%	0.5%	(1.0%)	4.1%	-0.8%	-2.5%	0.1 )	1.4%
Income tax expenses from integration of acquired companies	- %	(10.6%)	(2.9%)	(6.9%)	(3.0%)	(4.8%)	- %	(0.4%)	- %	- %	(0.1%)
Resolution of income tax matters	4.4%	- %	- %	- %	- %	- %	- %	- %	- %	- %	- %
<b>Non-GAAP effective tax rate</b>	16.6%	16.4%	15.1%	19.6%	20.9%	18.3%	18.8%	18.9%	15.2%	10.2%	15.7%

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

	FY 2020	Q1 FY'21	Q2 FY'21	Q3 FY'21	Q4 FY'21	FY 2021	Q1 FY'22	Q2 FY'22	Q3 FY'22	Q4 FY'22	FY 2022
Net cash provided by (used in) operating activities	\$ 1,060	\$ 240	\$ 161	\$ 373	\$ 559	\$ 1,333	\$ 242	\$ 298	\$ 260	\$ 411	\$ 1,211
Purchases of property and equipment	\$ (124)	\$ (52)	\$ (40)	\$ (32)	\$ (38)	\$ (162)	\$ (51)	\$ (46)	\$ (61)	\$ (68)	\$ (226)
<b>Free cash flow</b>	\$ 936	\$ 188	\$ 121	\$ 341	\$ 521	\$ 1,171	\$ 191	\$ 252	\$ 199	\$ 343	\$ 985

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

	FY 2020	Q1 FY'21	Q2 FY'21	Q3 FY'21	Q4 FY'21	FY 2021	Q1 FY'22	Q2 FY'22	Q3 FY'22	Q4 FY'22	FY 2022
Net revenues	\$ 5,412	\$ 1,303	\$ 1,416	\$ 1,470	\$ 1,555	\$ 5,744	\$ 1,458	\$ 1,566	\$ 1,614	\$ 1,680	\$ 6,318
Change in deferred revenue and financed unearned services revenue*	\$ 54	\$ (158)	\$ 40	\$ 128	\$ 183	\$ 193	\$ (82)	\$ (15)	\$ 143	\$ 338	\$ 384
<b>Billings</b>	\$ 5,466	\$ 1,145	\$ 1,456	\$ 1,598	\$ 1,738	\$ 5,937	\$ 1,376	\$ 1,551	\$ 1,757	\$ 2,018	\$ 6,702

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

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

**NETAPP, INC.**  
**RECONCILIATION OF NON-GAAP GUIDANCE TO GAAP**  
**FIRST QUARTER FISCAL 2023**  
**(Unaudited)**

	<b>First Quarter Fiscal 2023</b>
Gross Margin - Non-GAAP Guidance	~67%
Adjustment:	
Cost of revenues adjustments	(1)%
Gross Margin - GAAP Guidance	~66%

	<b>First Quarter Fiscal 2023</b>
Operating Margin - Non-GAAP Guidance	~21%
Adjustments:	
Amortization of intangible assets	(1)%
Stock-based compensation expense	(4)%
Operating Margin - GAAP Guidance	~16%

**NETAPP, INC.**  
**RECONCILIATION OF NON-GAAP GUIDANCE TO GAAP**  
**FIRST QUARTER FISCAL 2023**  
**(Unaudited)**

	<b>First Quarter Fiscal 2023</b>
Net Income Per Share - Non-GAAP Guidance	\$1.05 - \$1.15
Adjustments:	
Amortization of intangible assets	(\$0.08)
Stock-based compensation expense	(\$0.30)
Income tax effects	\$0.05
Net Income Per Share - GAAP Guidance	\$0.72 - \$0.82

	<b>First Quarter Fiscal 2023</b>
Effective Tax Rate - Non-GAAP Guidance	21% - 22%
Adjustment:	
Income tax effects	3%
Effective Tax Rate - GAAP Guidance	24% - 25%

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

**NETAPP, INC.**  
**RECONCILIATION OF NON-GAAP GUIDANCE TO GAAP**  
**FISCAL 2023**  
**(Unaudited)**

	<b>Fiscal 2023</b>
Gross Margin - Non-GAAP Guidance	66% - 67%
Adjustment:	
Cost of revenues adjustments	(1)%
Gross Margin - GAAP Guidance	65% - 66%

	<b>Fiscal 2023</b>
Operating Margin - Non-GAAP Guidance	23% - 24%
Adjustments:	
Amortization of intangible assets	(1)%
Stock-based compensation expense	(4)%
Operating Margin - GAAP Guidance	18% - 19%

**NETAPP, INC.**  
**RECONCILIATION OF NON-GAAP GUIDANCE TO GAAP**  
**FISCAL 2023**  
**(Unaudited)**

	<b>Fiscal 2023</b>
Net Income Per Share - Non-GAAP Guidance	\$5.40 - \$5.60
Adjustments:	
Amortization of intangible assets	(\$0.30)
Stock-based compensation expense	(\$1.33)
Income tax effects	\$0.19
Net Income Per Share - GAAP Guidance	\$3.96 - \$4.16

	<b>Fiscal 2023</b>
Effective Tax Rate - Non-GAAP Guidance	21% - 22%
Adjustment:	
Income tax effects	3%
Effective Tax Rate - GAAP Guidance	24% - 25%

	<b>Fiscal 2023</b>
Net cash provided by operating activities	> \$1,400
Adjustment:	
Purchases of property and equipment	~ 300
Free cash flow	> \$1,100

*Public Cloud annualized revenue run rate (ARR) 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 terms.*

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