

# NetApp Q2 FY17 Financial Summary



## REVENUE

NET REVENUE	Product Revenue	Software Maintenance Revenue	Hardware Maintenance & Other Services Revenue
<b>\$1.34B</b>	<b>\$710M</b>	<b>\$242M</b>	<b>\$388M</b>

## EPS

### GAAP EPS

**\$0.38**

### NON-GAAP EPS

**\$0.60**

## RETURNING CASH TO SHAREHOLDERS

Share Repurchases

**\$117M**

Dividend

**\$52M**

## GENERATING CASH

Free Cash Flow

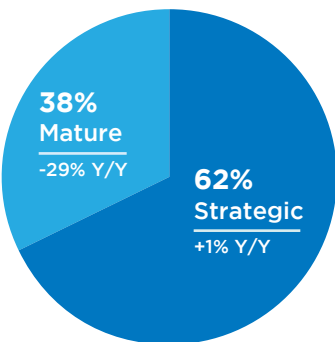
**\$102M**  
+3% Y/Y

Cash From Operations



**\$158M**

## PRODUCT HIGHLIGHTS


### PRODUCT REVENUE MIX



### ALL-FLASH ARRAY BUSINESS

Run Rate	<b>+\$1B</b>
Quarter/Quarter	 <b>~40%</b>
Year/Year	 <b>~200%</b>

### CLUSTERED DATA ONTAP

% FAS Systems Shipped With cDOT	<b>86%</b>
Systems Shipped Year/Year	 <b>14%</b>
% Installed Base Systems Running cDOT	<b>36%</b>

For full financial data, non-GAAP reconciliations and cautionary language regarding forward-looking statements, please refer to NetApp's fiscal year 2017 second quarter news release issued on November 16, 2016 available at [investors.netapp.com](http://investors.netapp.com)

Strategic product revenue includes: cDOT, Branded E-Series, SolidFire, Altavault, and optional add-on software product net revenues

Mature product revenue includes: 7-mode OnTap, add-on hardware and related OS, and E-OEM product net revenues

AFA annual run rate is determined by products and services revenue for the current period, multiplied by 4