

# NetApp Q3 FY17 Financial Summary



## REVENUE



NET REVENUE	PRODUCT REVENUE	SOFTWARE MAINTENANCE REVENUE	HARDWARE MAINTENANCE & OTHER SERVICES REVENUE
<b>\$1.40B</b>	<b>\$784M</b>	<b>\$240M</b>	<b>\$380M</b>

## EPS



GAAP EPS

**\$0.52**

NON-GAAP EPS

**\$0.82**

## RETURNING CASH TO SHAREHOLDERS



Share Repurchases

**\$284M**

Dividend

**\$52M**

## GENERATING CASH



Free Cash Flow

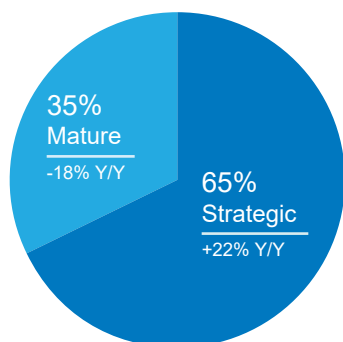
**\$190M**  
-39% Y/Y

Cash From Operations

**\$235M**

## PRODUCT HIGHLIGHTS

### PRODUCT REVENUE MIX



### ALL-FLASH ARRAY BUSINESS

Run Rate	<b>Almost \$1.4B</b>
Quarter/Quarter	<b>↑ ~30%</b>
Year/Year	<b>↑ 160%</b>

### CLUSTERED DATA ONTAP

% FAS Systems Shipped With cDOT	<b>Over 90%</b>
Systems Shipped Year/Year	<b>↑ 24%</b>
% Installed Base Systems Running cDOT	<b>~40%</b>

For full financial data, non-GAAP reconciliations and cautionary language regarding forward-looking statements, please refer to NetApp's fiscal year 2017 third quarter news release issued on February 15, 2017 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