

Q3 FY18 FINANCIAL HIGHLIGHTS

Revenue

Net **\$1.52B** = Product **\$920M** + Software Maintenance **\$237M** + Hardware Maintenance & Other Services **\$366M**



Earnings Per Share

GAAP EPS

-\$1.89

Non-GAAP EPS

\$0.99



Returning Cash to Shareholders

Share Repurchases

\$150M

Dividend

\$53M



Generating Cash

Free Cash Flow (+104% Y/Y)

\$388M

Cash from Operations

\$420M

Q3 FY18 PRODUCT HIGHLIGHTS

All-Flash Array Business



+50%
Year/Year

Product Revenue Mix



26%
Year/Year

#DataDriven

For full financial data, non-GAAP reconciliations and cautionary language regarding forward-looking statements, please refer to NetApp's fiscal year 2018 third quarter press release issued on February 14, 2018 available at investors.netapp.com

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

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

NetApp