

NetApp Q4 FY17 Financial Summary



REVENUE



NET REVENUE	PRODUCT REVENUE	SOFTWARE MAINTENANCE REVENUE	HARDWARE MAINTENANCE & OTHER SERVICES REVENUE
\$1.48B	\$852M	\$242M	\$387M

EPS



GAAP EPS

\$0.68

NON-GAAP EPS

\$0.86

RETURNING CASH TO SHAREHOLDERS



Share Repurchases

\$129M

Dividend

\$51M

GENERATING CASH



Free Cash Flow

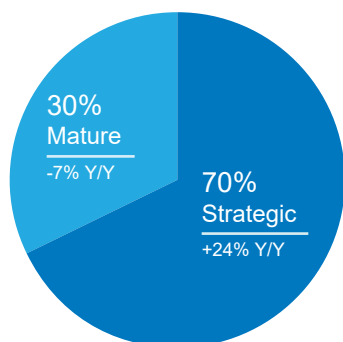
\$327M
+5% Y/Y

Cash From Operations

\$365M

PRODUCT HIGHLIGHTS

PRODUCT REVENUE MIX



ALL-FLASH ARRAY BUSINESS

Run Rate	\$1.7B
Quarter/Quarter	↑ ~25%
Year/Year	↑ Almost 140%

CLUSTERED DATA ONTAP

% FAS Systems Shipped With cDOT	95%
Systems Shipped Year/Year	-2%
% Installed Base Systems Running cDOT	Almost 50%

For full financial data, non-GAAP reconciliations and cautionary language regarding forward-looking statements, please refer to NetApp's fiscal year 2017 fourth quarter press release issued on May 24, 2017 available at 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