

GTM execution for sustained growth

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President



Agenda



**Strong competitive position
& business momentum**

**Set to drive revenue growth
with focused go-to-market
plan**

Building on momentum exiting FY24

Record highs

All Flash¹

\$3.6B

17%

Y/Y growth²

Keystone³

almost

\$150M

>100%

Y/Y growth²

Cloud Storage⁴

\$291M

38%

Y/Y growth²

(1) AFA annualized net revenue run rate was determined by products and services revenue for Q4 FY24, multiplied by 4, (2) FY24 vs FY23, (3) TCV Sales of our Keystone offering is a performance measure defined as the total non-cancellable contract value that customers committed to during FY24, (4) First party and marketplace cloud storage services revenue for FY24.

Turning disruption into opportunity for every customer



Accelerating NetApp growth with a vibrant and committed partner ecosystem

Hyperscalers



Alliances



Global Partners



Top AI Partners



Top Partners



NetApp is a recognized market leader and innovator¹



A Leader in **Primary Storage** for 11 years in a row

Ranked highest in two use cases in 2023 Critical Capabilities for **Primary Storage**



Leader

- Kubernetes Resource Management
- Primary Storage for Midsize Businesses
- Primary Storage for Large Enterprises
- Scale-Out File Storage
- High-Performance Cloud File Storage
- File-Based Primary Storage Ransomware Protection
- Data Security Storage Posture - Infrastructure
- Unstructured Data Management
- Cloud FinOps
- Cloud Resource Optimization



“The need for a unified management system is especially critical for a storage vendor such as **NetApp**, which has one of the **most comprehensive hybrid multicloud product portfolios** in the industry.”



Winner in the Global CloudOps industry



2024 Google Cloud Technology Partner of the Year Infrastructure - Storage
for our innovative Google Cloud NetApp Volumes

Agenda

**Strong competitive position
& business momentum**



**Set to drive revenue growth
with focused go-to-market
plan**

NetApp meets every modern data challenge, turning data into your competitive advantage

SIMPLICITY



Deliver simplicity by managing complex workloads and eliminating infrastructure silos across apps, data, and clouds

SAVINGS



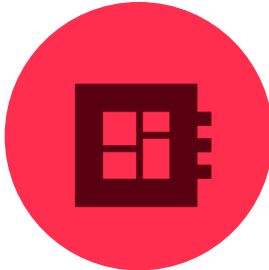
Make on-premises and cloud infrastructure spend go further

SECURITY



Keep business running with built-in security, rapid recovery, and infrastructure observability

SMARTS



Embed intelligence into data infrastructure to enable AI workloads—for new levels of productivity and innovation

SCALABILITY



Maximize infrastructure and applications scalability and team responsiveness

SUSTAINABILITY



Power more sustainable operations with energy-efficient technologies, tiering, and analytics

Our sales organization is focused on capturing opportunities across our TAM

GLOBAL ENTERPRISE

Co-selling with GSIs delivering complete customer solutions

PUBLIC SECTOR

Deeper focus on federal governments worldwide

LARGE ENTERPRISE

Joint account planning with reseller network

SMALL ENTERPRISE

Leverage reseller network

LEVERAGING SPECIALIZATION

- AI specialist team with dedicated GTM leader
- Deep technical resources focused on winning new workloads
- Cloud specialists aligned with Hyperscaler joint opportunities
- Renewal specialists to fully own renewal

The four key elements of our go-to-market plan

Modernize

Expand

Win new accounts

Win new markets

The opportunity

- Replace legacy disk and hybrid-flash infrastructure with NetApp modern portfolio of all-flash arrays with leading cloud connectivity
- Support multiple workloads, petabytes of data, and thousands of end users while shrinking storage footprint and reducing cooling costs

Selected Flash customers



The opportunity

- Displace legacy SAN infrastructure with NetApp modern, all-flash block-optimized solutions
- Lower VMware costs and increase flexibility with NetApp cloud-connected all-flash data storage and cloud-native services

Selected Block customers



The opportunity

- Help customers defend against cyber attacks with built-in, real-time AI-powered ransomware detection and recovery guarantee
- Gain share as customers migrate workloads to the cloud with our unique, cloud-native storage services

Selected Cloud customers

opentext™

Peraton

AstraZeneca

Coca-Cola
BOTTTLERS JAPAN INC.

COVVI
Partners in Prosthetics

KraftHeinz

St Luke's
UNIVERSITY HEALTH NETWORK

CopaAirlines

COKE ONE
SERVICES LLC

wētāFX

Hyland

CONE HEALTH

FERGUSON

wtw

CardinalHealth

SAP

ARC'TERYX

Vaultedge

boomi

CoMix Wave
FILMS

McKESSON

AMD

cādence

BAPTIST HEALTH

Modernize

Expand

Win new accounts

Win new markets

The opportunity

- Modernize existing data lakes and Hadoop environments to speed data preparation in AI workflows
- NetApp technology provides the simplicity, security, and governance required to mitigate risk while you confidently deploy safe, responsible AI

Selected AI customers

KraftHeinz

CyberAgent.

Coca-Cola
BOTTTLERS JAPAN INC.



AstraZeneca

MCKESSON

MHH
Hannover Medical School

CTC
Challenging Tomorrow's Changes

YaleNewHavenHealth

TU Delft

RIKEN

SAMSUNG
SAMSUNG SDS

PONG YUEN

Xeureka

COVI
Partners in Prosthetics

AI-Enabled Customer Success

- ✓ **Centralized renewals**
Easier, simpler, and streamlined experience
- ✓ **AI-enabled support**
Award-winning digital support
- ✓ **AI Ops**
Predictive health monitoring lowers TCO
- ✓ **Keystone services**
Optimize and maximize customer value and increase agility
- ✓ **Accelerate value realization on premise and Cloud**
CSM-led lifecycle engagement ensuring smooth adoption

Go-to-Market execution for sustained growth

**Strong
customer
relationships**

**Unequaled
partner
ecosystem**

**Compelling
value
proposition**

**Customer
success
focus**

Employer of choice

NetApp attracts the best talent in the market as we have the most compelling portfolio, strong customer relations, and a unique partner ecosystem

Appendix



NetApp is a recognized market leader and innovator -- Attributions

Gartner:

- Gartner, Critical Capabilities for Primary Storage, September 18, 2023; Gartner, Magic Quadrant for Primary Storage, September 18, 2023; Leader in Gartner Magic Quadrant for Primary Storage 2019-2023; Leader in Gartner Magic Quadrant for Solid-State Arrays 2016-2018; Leader in Gartner Magic Quadrant for General-Purpose Disk Arrays 2013-2018. GARTNER is a registered trademark and service mark, and MAGIC QUADRANT is a registered trademark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and are used herein with permission. All rights reserved.
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GigaOm:

- 2024 GigaOm Radar for Kubernetes Resource Management
- 2024 GigaOm Radar for Primary Storage for Midsize Businesses
- 2024 GigaOm Radar for Primary Storage for Large Enterprises
- 2023 GigaOm Radar for Scale-Out File Storage
- 2023 GigaOm Radar for High-Performance Cloud File Storage
- 2023 GigaOm Sonar Report for File-Based Primary Storage Ransomware Protection
- 2023 GigaOm Sonar for Data Storage Security Posture (DSSP) for Data Security Infrastructure
- 2024 GigaOm Radar for Unstructured Data Management
- 2024 GigaOm Radar for Cloud FinOps
- 2023 GigaOm Radar for Cloud Resource Optimization

IDC:

- IDC, BlueXP Strengthens NetApp's Hybrid Multicloud Portfolio with Unified Management of Storage and Data Services, #US50786123, June 2023

Frost & Sullivan:

- 2023 Frost and Sullivan Winner of the Competitive Strategy Leadership Award in the global CloudOps market

NETAPP INVESTOR DAY

June 11, 2024

