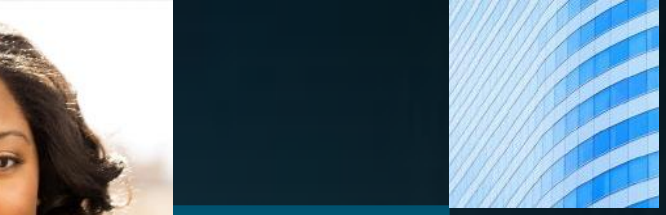
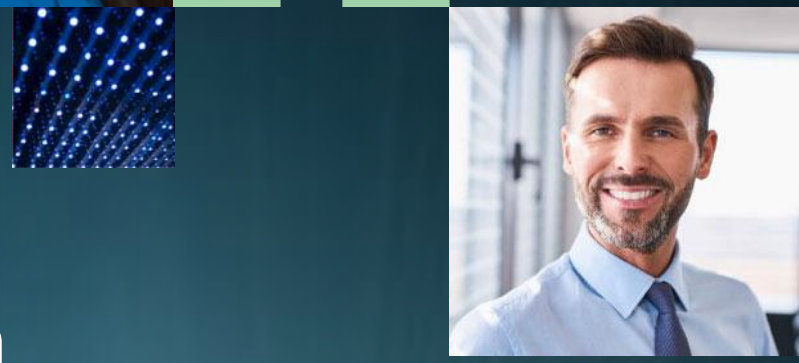




Empowering Our Customers to Change the World with Data

Anil Valluri
President- India & SAARC Operations, NetApp
14th December 2018

© 2018 NetApp, Inc. All rights reserved. — NETAPP CONFIDENTIAL —

In a world where technology is changing our everyday lives, data-driven digital transformation is accelerating business outcomes.

© 2018 NetApp, Inc. All rights reserved. — NETAPP CONFIDENTIAL —

NetApp

By 2020 it is expected that **50% of the G2000** will see the majority of their business depend on their ability to create digitally-enhanced products, services and experiences

IDC Directions 02/17

Digital transformation spending is expected to reach $1.7 trillion worldwide by 2019, a **42% increase** from 2017

IDC FutureScape Report 11/17

© 2018 NetApp, Inc. All rights reserved. — NETAPP CONFIDENTIAL —

NetApp

Customers Are Transforming

Transforming digitally to meet business objectives

Rapidly evolving IT to meet new expectations

ENABLE
new customer touchpoints

CREATE
Innovative business opportunities

OPTIMIZE
operations

INSPIRE
innovation with the cloud

BUILD
clouds to accelerate new services

MODERNIZE
IT architecture with cloud-connected flash

NetApp

CLOUD GROWTH CONTINUES TO ACCELERATE

"Cloud growth…has been quite exceptional. That is good news for the leading cloud providers, whose historically high levels of capex are helping to ensure that they are the main beneficiaries of that exceptional market growth."

CLOUD FIRST AND MULTI-CLOUD STRATEGIES LEAD

"A majority (65%) of enterprises have a cloud first strategy for new applications."
"81% of enterprises have a multi-cloud strategy."

HYPERSCALERS DOMINATE THE MARKET

"In public cloud…the top five providers…control almost three quarters of the market."
"Over the last four years we have seen many companies try and fail to compete with the leading cloud providers."

DIGITAL TRANSFORMATION, AI AND ML DRIVING ADOPTION OF CLOUD

"Digitally transforming enterprises (63%) is the leading factor driving greater public cloud engagement or adoption today….Artificial Intelligence and Machine Learning will be the leading catalyst driving greater cloud computing adoption by 2020"

© 2018 NetApp, Inc. All rights reserved. — NETAPP CONFIDENTIAL —

NetApp

NetApp is the Data Authority in hybrid cloud.

Our unique approach to managing data holistically enables organizations to:

Inspire innovation with the cloud

Build clouds to accelerate new services

Modernize IT architecture with cloud-connected flash

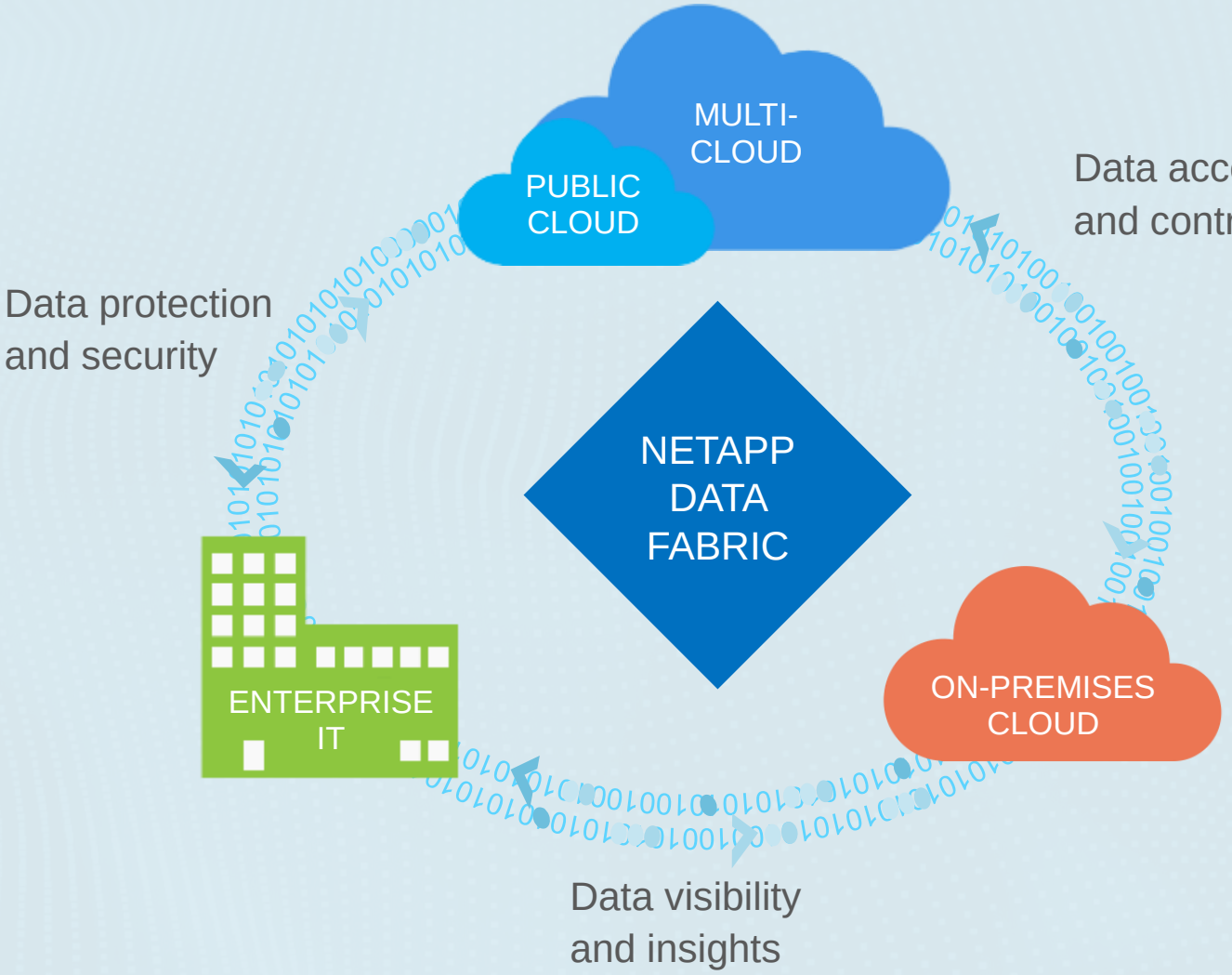
© 2017 NetApp, Inc. All rights reserved. --- NETAPP CONFIDENTIAL ---

NetApp

The NetApp Data Fabric is built for the data-driven world.

NetApp

NetApp's Data Fabric accelerates data-driven digital transformation by simplifying and integrating data management.



An architecture and set of data services that provide consistent capabilities across endpoints that span on-premises environments, AWS, Microsoft, Google, Alibaba and 500+ other cloud providers.

NetApp

The big advantages of the NetApp Data Fabric…

Freedom of Choice

Future Proof

Efficient

Secure

NetApp

AI Presents a Huge Opportunity

40%

of Digital Transformation initiatives will use AI services by 2019

50%

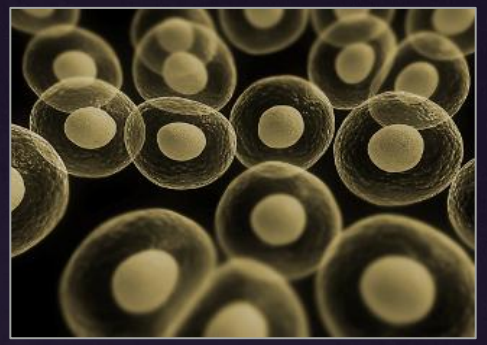
of enterprise infrastructure will employ artificial intelligence by 2021

NetApp

Uniquely Enabling a Range of Use Cases

Social, Media, Internet and Cloud

Cyber Security



Life Sciences

Defense Intelligence

Internet of Things

Financial Markets

Autonomous Machines/Vehicles

© 2017 NetApp, Inc. All rights reserved. NETAPP CONFIDENTIAL
© 2017 NetApp, Inc. All rights reserved. NetApp Confidential – Internal Use Only

Partnering to Accelerate AI Data Pipelines

NetApp®

NVIDIA®

NetApp ONTAP AI

SIMPLE. INTEGRATED. POWERFUL.

© 2018 NetApp, Inc. All rights reserved. NetApp Confidential – Limited Use Only

NetApp

NetApp Leadership

FY'18 revenue
$5.9 billion

Recognized as a Fortune 500® Company 2018

#1
All Flash Array Worldwide

#1
Capacity share in Integrated Infrastructure and Certified Reference Systems

#1
Creator of ONTAP, the world's leading branded storage operating system

#1
NetApp Storage & Device Management software

#1
WW fastest growing Integrated Infrastructure and Certified Reference Architecture

#1
#1 WW fastest growing SAN vendor Top 5 (YoY growth)

George Kurian
Chief Executive Officer, NetApp

NetApp

A Leader in Gartner Magic Quadrant

2018 Magic Quadrant All Flash Arrays

Note: User reviews do not represent Gartner's views or opinions.

2018 Magic Quadrant Hybrid Storage Arrays

and internationally, and is used herein with permission. All rights reserved.

© 2018 NetApp, Inc. All rights reserved.

© 2018 NetApp, Inc. All rights reserved. — NETAPP CONFIDENTIAL —