## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### **SCHEDULE 14A**

Proxy Statement Pursuant to Section 14(a) of the Securities Exchange Act of 1934 (Amendment No. )

Filed by the Registrant  $\square$ 

Filed b	y a Part	y other than the Registrant □						
Check □ □ □ □ □ □ □	Prelim Confid Definit Definit	ropriate box: inary Proxy Statement lential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2)) ive Proxy Statement ive Additional Materials ing Material Pursuant to §240.14a-12						
		NETAPP, INC.						
		(Name of Registrant as Specified In Its Charter)						
		(Name of Person(s) Filing Proxy Statement, if other than the Registrant)						
Payme ☑ □	No fee	ing Fee (Check the appropriate box): required. mputed on table below per Exchange Act Rules 14a-6(i)(1) and 0-11. Title of each class of securities to which transaction applies:						
	2)	Aggregate number of securities to which transaction applies:						
	3)	Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (Set forth the amount on which the filing fee is calculated and state how it was determined):						
	4)	Proposed maximum aggregate value of transaction:						
	5)	Total fee paid:						
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	Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee was paid previously. Identify the previous filing by registration statement number, or the Form or Schedule and the date of its filing.  1) Amount Previously Paid:							
	2)	Form, Schedule or Registration Statement No.:						
	3)	Filing Party:						
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# Proxy Proposal for Additional Equity

(Annual Meeting: Aug 31, 2010)

Tom Georgens, President & CEO Steve Gomo, CFO Tara Dhillon, VP IR Shauna O'Boyle, Sr Mgr IR





# Selected Financial Information

	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Non-GAAP Revenue	\$ 2.1B	\$ 2.8B	\$ 3.3B	\$ 3.5B	\$ 3.9B
Non-GAAP Income from Operations	\$343M	\$462M	\$495M	\$409M	\$631M
Earnings Per Share (fully diluted)					
GAAP Non-GAAP	\$0.69 \$0.81	\$0.77 \$1.11	\$0.86 \$1.26	\$0.19 \$1.09	\$1.13 \$1.51
Total Employees	4,976	6,635	7,645	7,976	8,333
Free Cash Flow*	\$421M	\$699M	\$821M	\$600M	\$839M
	10.0				

\*Defined as cash from operations less capital expenditures



#### **Growth Potential Drives Equity Request**

- Strong track record of growth (5yr revenue CAGR: 20%)
- Strong position relative to competition (taking share)

	Employees	Market Share	Position*
EMC	43,200	29%	#1
NetApp	8,333	14%	#2

- Large market opportunity to generate future growth
- Growth gated by sales coverage and R&D investment
- Additional equity fuels hiring to drive future growth

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<sup>\*</sup>Source: IDC, as of June 30, 2010



- 1. To elect nine directors of the Company
- To approve an amendment to the 1999 Stock Option Plan to increase the share reserve by an additional 7,000,000 shares of common stock
- 3. To approve an amendment to the Company's Employee Stock Purchase Plan to increase the share reserve by an additional 5,000,000 shares of common stock, to clarify the discretion of the Purchase Plan administrator to determine eligibility requirements, and to remove its fixed-term expiration date
- To ratify the appointment of Deloitte & Touche LLP as independent auditors of the Company for the fiscal year ending April 29, 2011

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### **Summary: Stock Option Plan Proposal #2**

#### **Fueling Continued Growth**

- Requesting 2.0% of basic TSO
  - ~25% of all shares granted intended for new hires in FY11
  - Additional hiring helps fuel future growth
- Requesting your vote FOR stock plan proposal #2

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#### **NetApp Judicious with Grants**

- Total shares granted has declined for past three years, despite larger employee population
- Average grant size has declined every year
  - FY10 avg new hire grant: ~1,200 options & ~500 RSUs
- 12% of total shares granted to new hires in FY10
- On average <10% of total refresh shares were granted to executive officers over past 5 years

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#### NetApp manages equity grants to ~2% of TSO on a net dilution basis

	FY2006	FY2007	FY2008	FY2009	FY2010
Basic TSO	371M	371M	352M	330M	340M
Fully Diluted TSO (Treasury Method)	388M	389M	361M	335M	353M
Total Share Grants (Options and RSU's)	16.3M	14.6M	15.6M	10.9M	10.2M**
Net Share Grants	12.1M	11.5M	10.7M	5.9M	4.5M**
Net % of Basic TSO	3.3%*	3.1%*	3.0%*	1.8%	1.3%**

<sup>\*</sup> includes impact of acquisitions of 1.0% in FY06, and 0.3% in FY07 and FY08
\*\* excludes impact of shareholder-approved options exchange in FY10

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### **Stock Option Grant History**

	FY2006	FY2007	FY2008	FY2009	FY2010
Gross Share Grants	16.3M*	14.6M**	15.6M**	10.9M	10.2M
Shares Cancelled	<u>4.2M</u>	<u>3.1M</u>	4.9M	<u>5.0M</u>	<u>5.7M</u>
Net Share Grants	12.1M*	11.5M**	10.7 <b>M</b> **	5.9M	4.5M
As a % of Gross Grants:					
% New Hire Grants	55%	50%	33%	23%	12%
(includes acquisition shares)  % Refresh Grants	40%	41%	55%	70%	76%
% Other Grants (promotions/retention)	5%	9%	12%	7%	12%
Breakdown of Refresh Grants (Above)					
% to 16-B (Executives)	8%	8%	5%	9%	14%
% to Employee Base	32%	33%	50%	61%	62%

\* Includes 2.0M shares assumed via acquisition \*\* Includes 1.0M shares assumed via acquisition in both 07 and 08

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### Impact of Options Exchange on Overhang

- 2009 shareholder-approved exchange program impact:
  - 24.5 million options surrendered
  - 3.23 million RSUs issued and subject to new vesting

	FY2006	FY2007	FY2008	FY2009	FY2010
Overhang	21%	20%	21%	18%	14%

Overhang A + B + CFormula A + B + C + D

A	<u>B</u>	<u>C</u>	D
Shares	Shares	Granted but	
Requested	Available	Unexercised	Basic
in Proxy	for Grant	Shares	TSO

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### **Equity Availability Impacts Growth**

#### Your vote FOR proxy proposal #2:

- Ensures stock incentives available for future growth
- Enables our ability to plan for additional growth in FY11 and beyond
- Restricting equity incentives can limit growth and reduce the value of the firm

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# Thank you for your consideration.



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# Options Outstanding as of April 30, 2010

Range of Exercise Prices			Options Outstanding	Options Exerci	Options Exercisable			
		Number Outstanding at April 25, 2008	Weighted Average Remaining Contractual Life (in yrs)	Weighted Average Exercise Price	Number Exercisable	Weighted Average Exercise Price		
\$0.55	\$12.43	2.5	2.91	\$10.09	2.2	\$9.90		
12.52	13.56	3.7	5.6	13.56	1	13.56		
13.63	19.17	3.6	2.95	16.58	3.4	16.61		
19.22	20.69	5.3	3.92	20.36	3.2	20.16		
20.7	22.56	4.9	4.38	21.81	3	21.67		
22.62	24.72	4.1	5.08	23.81	2.2	23.48		
24.98	30.74	4	4.89	28.41	3.2	28.28		
30.88	33.54	5.2	5.49	32.94	2.4	32.36		
33.77	121.69	1.9	3.97	40.92	1.6	41.7		
122.19	122.19	_	0.42	122.19	_	122.19		
\$0.55	\$122.19	35.2	4.47	\$23.02	22.2	\$22.92		

Source: NetApp 10K as of Apr 30, 2010

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# NetApp<sup>-</sup>

# NETAPP, INC. RECONCILIATION OF NON-GAAP AND GAAP SELECTED FINANCIAL INFORMATION (In millions, except net income per share amounts) (Unaudited)

						l Year				
		2006	_	2007		2008		2009	2	2010
TOTAL NET REVENUES	s	2,067	s	2,804	s	3,303	s	3,406	s	3,914
Adjustment:		-				-,		.,		.,
GSA settlement		-		-		-		129		
NON-GAAP TOTAL NET REVENUES	\$	2,067	\$	2,804	s	3,303	s	3,535	s	3,914
INCOME FROM OPERATIONS		308		301		314		47		488
Adjustments:								-		100
CSA settlement		_		-		_		129		-
Amortization of intangible assets		16		21		27		29		21
Stock-based compensation expenses		14		163		148		141		
In process research and development		5		100						
Asset impairment				_		-		9		160
Acquisition-related retention cost				2		3				100
Prior acquisition-related costs		_		- "		3				-
Restructuring and other charges		-		-				54		
Cain on sale of assets				(25)						
Acquisitions related (income) expense, net		-		(2.5)		-				(40)
NON-GAAP INCOME FROM OPERATIONS	s	343	\$	462	s	495	s	409	\$	629
NOT THE EXCONE PROPERTY OF EACH PARTY.	_	545	Ť	400	_	40.7	_	405	Ť	02.5
NET INCOME PER SHARE	s	0.69	s	0.77	s	0.86	s	0.19	s	1.13
Adjustments:										
GSA settlement		-		-		-		0.39		-
Amortization of intangible assets		0.04		0.06		80.0		0.09		0.06
Stock-based compensation expenses		0.03		0.42		0.41		0.42		0.45
In process research and development		0.01		-		-		-		-
Asset impairment		-		-		-		0.03		-
Acquisition-related retention cost		-		-		0.01		-		-
Prior acquisition-related costs		-		-		0.01		-		-
Restructuring and other charges		-		-		-		0.16		0.01
Gain on sale of assets		-		(0.07)		-		-		-
Acquisitions related (income) expense, net		-				-		-		(0.11)
Non-cash interest expense		-		-		-		0.10		0.14
(Gain) loss on investments, net		-		-		(0.04)		0.09		(0.01)
Tax on sale of assets		-		0.01		-		-		-
Tax effect on sale of investments		-		-		0.01		-		-
Discrete GAAP tax provision items		(0.01)		-		0.05		0.02		(0.06)
Non-recurring American Jobs Creation Act income taxbenefit		0.06		-		-		-		-
Income tax effect		(0.01)		(0.08)		(0.13)		(0.40)		(0.10)
NON-GAAP NET INCOME PER SHARE	S	0.81	s	1.11	S	1.26	\$	1.09	S	1.51
				0.65		1.00-		nor		eone.
NET CASH PROVIDED BY OPERATING ACTIVITIES		554		865	s	1,009	s	889		\$975
Cash used for purchases of propety and equipment	_	(133)	_	(166)	_	(188)	-	(289)	_	(136)
FREE CASH FLOWS	S	421	s	699	S	821	s	600	S	839