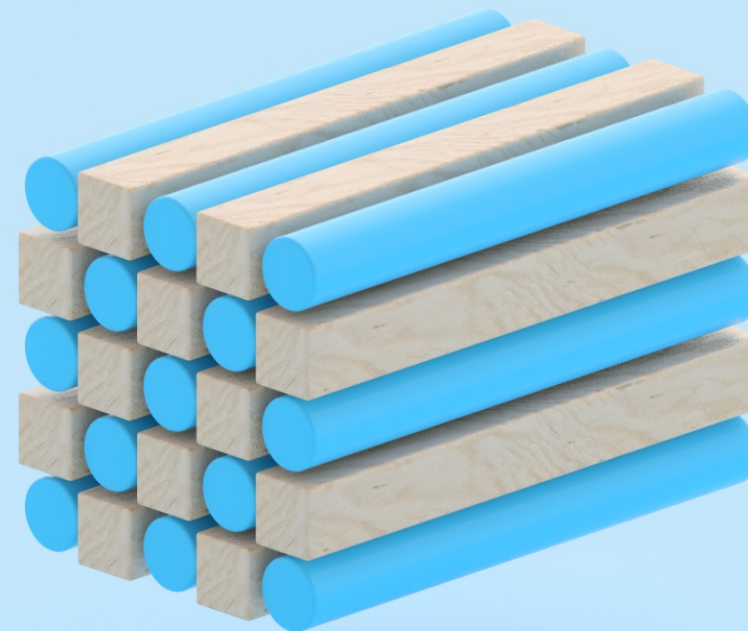


Scaling NetApp's Public Cloud Services



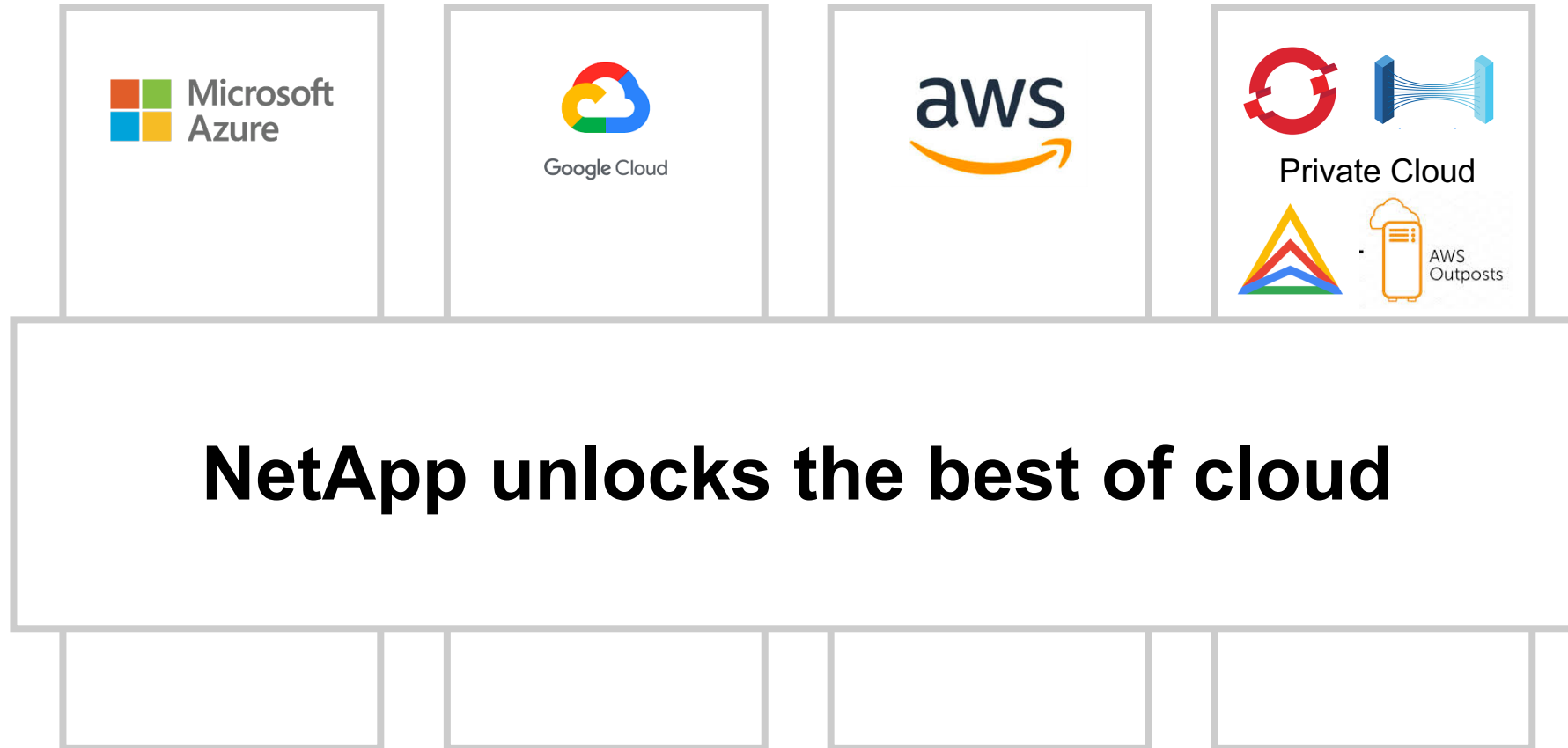
Anthony Lye
SVP and General Manager, Public Cloud Services
September 16, 2020



**NetApp is a cloud-led,
data-centric software company**

Demonstrated leadership in cloud services

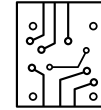
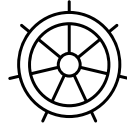
Trusted by Microsoft, Google, Amazon and thousands of customers worldwide



More cloud. Less cost.

Continuous integration, continuous delivery AND continuous optimization

Applications and workloads need optimized infrastructures

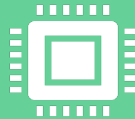


NetApp public cloud services platform (APIs)



STORAGE

The #1 shared storage platform for applications



COMPUTE

Continuous automation and optimization



DESKTOPS

A modern workplace infrastructure platform

A robust cloud platform for all cloud workloads

ONTAP is available in every region on the public clouds



STORAGE
Enterprise apps

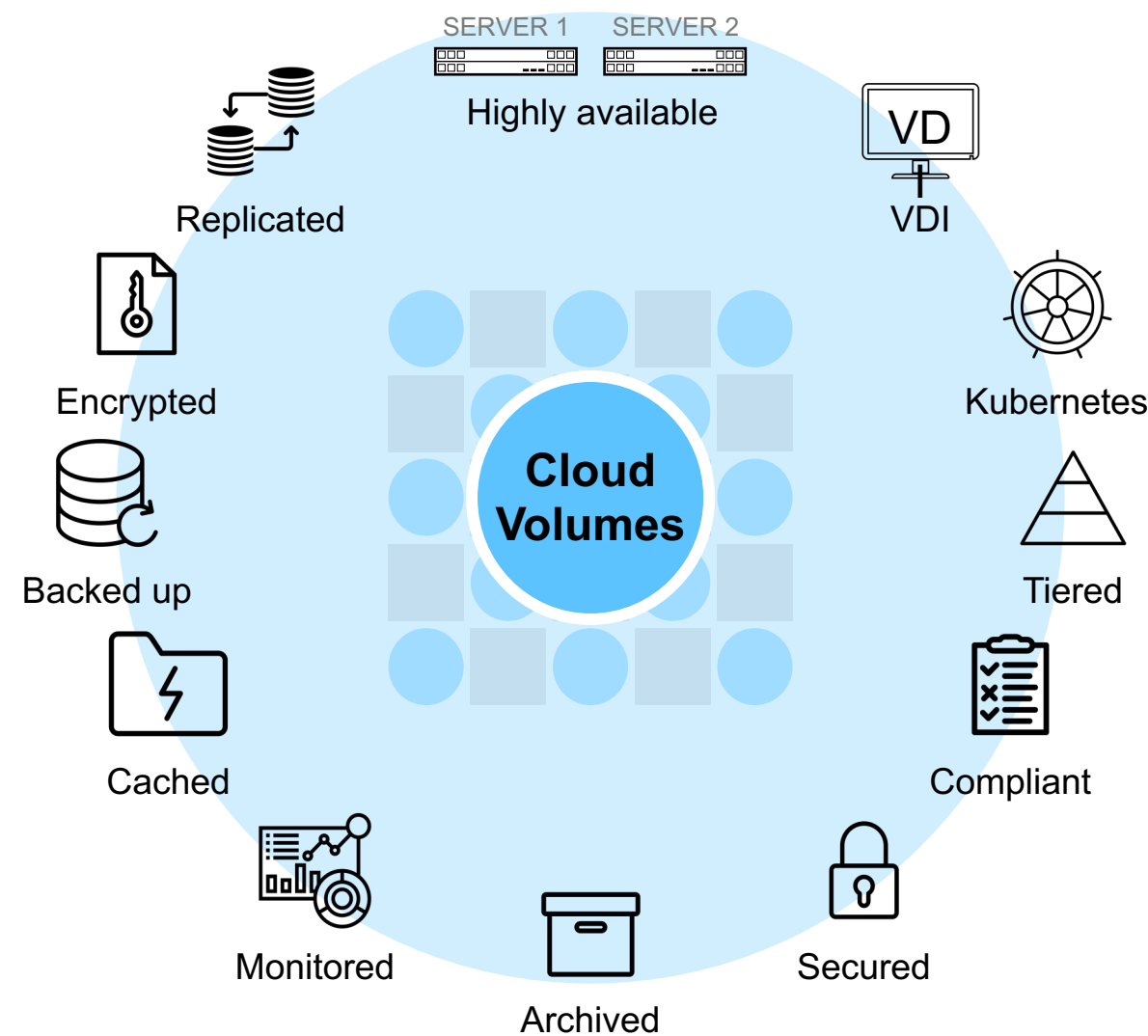


#1 shared storage platform

Cloud Volumes

Cloud Volumes: the #1 shared storage platform (NFS, SMB) on the public clouds

Supported by a rich set of cloud data services that incrementally increase ARR



A complete cloud platform for all cloud workloads

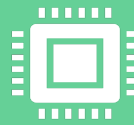
Optimized compute and storage infrastructures



STORAGE
Enterprise apps



#1 shared storage platform
Cloud Volumes



COMPUTE
Cloud native apps

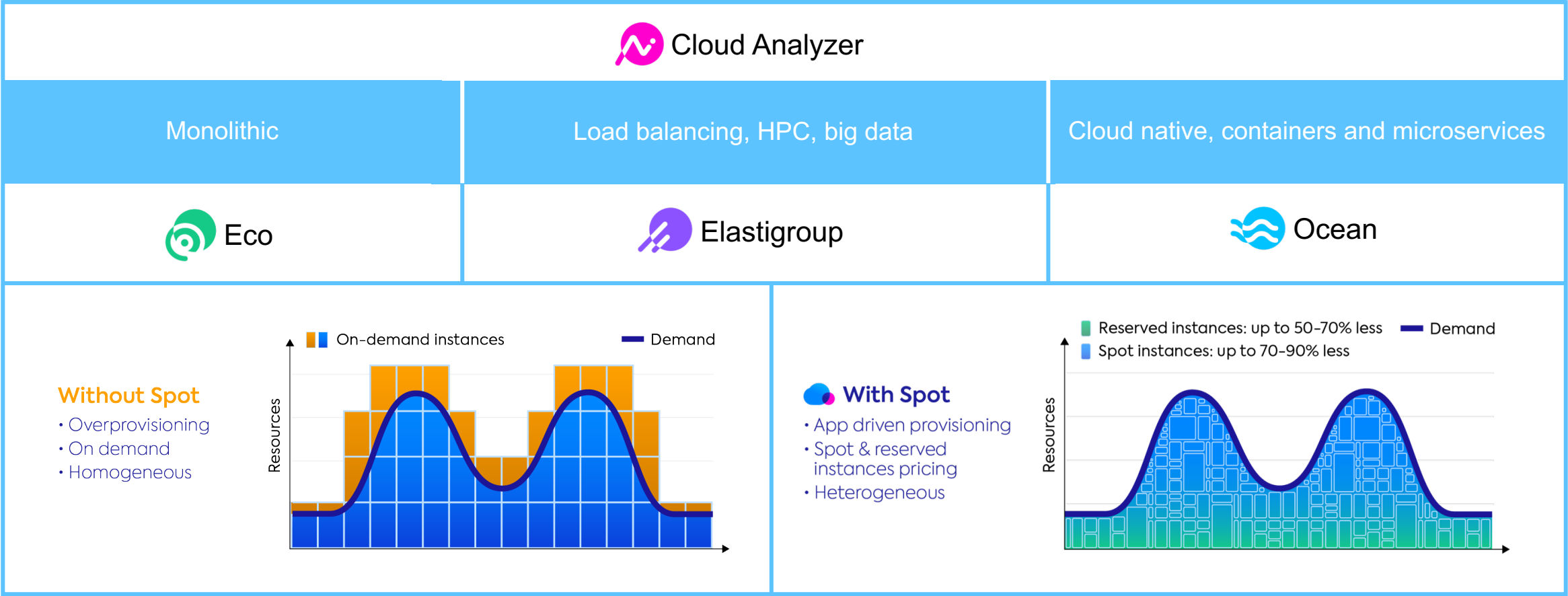


Infrastructure optimization
Spot

Storage optimization

Optimized cloud compute with savings of up to 90%

A comprehensive portfolio of compute services to provision, run and scale applications in multiple clouds



A complete cloud platform for all cloud workloads

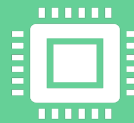
Optimized desktops that combine optimized compute and storage



STORAGE
Enterprise apps



#1 shared storage platform
Cloud Volumes



COMPUTE
Cloud native apps



Infrastructure optimization
Spot



DESKTOPS
Virtual desktop infrastructures



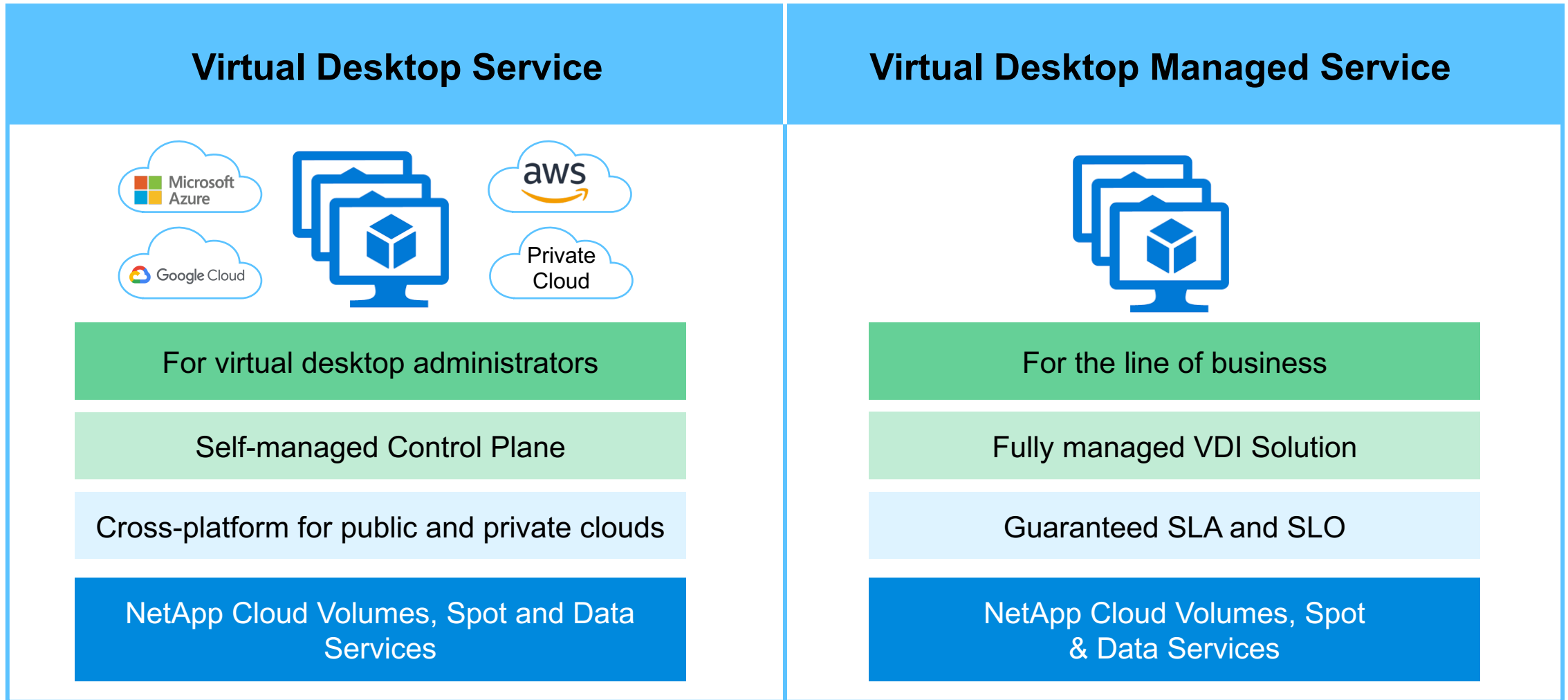
Modern workplace foundation
VDS

Compute optimization

Storage optimization

Enabling and optimizing cloud desktops

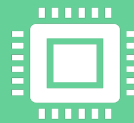
Providing a virtual desktop service and virtual desktop managed service



A complete cloud platform for all cloud workloads



STORAGE
Enterprise apps



COMPUTE
Cloud native apps



DESKTOPS

Real time analytics with **Cloud Insights**

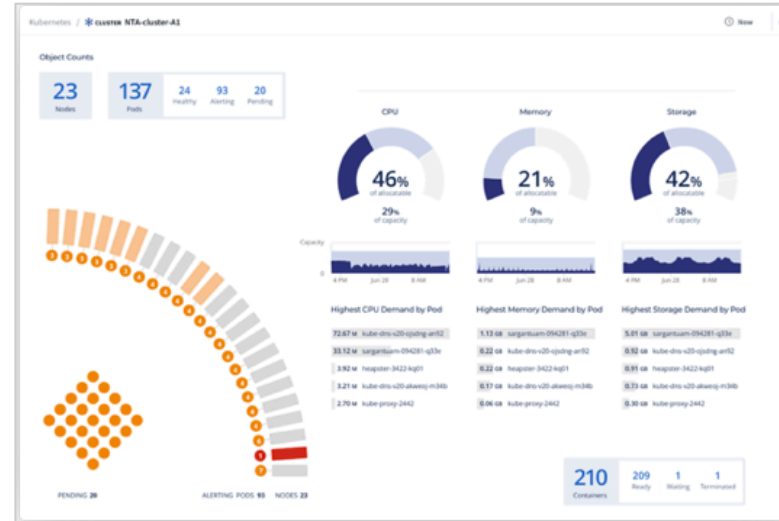
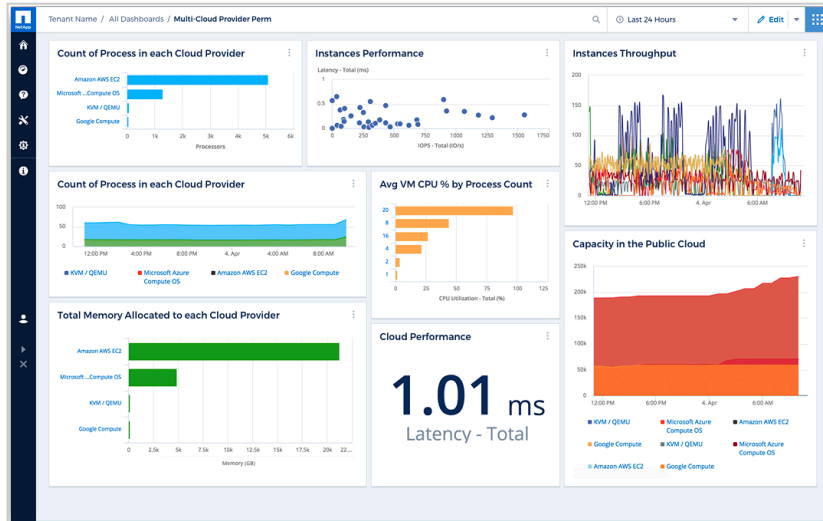
#1 shared storage platform
Cloud Volumes

Infrastructure optimization
Spot

Modern workplace foundation
VDS

Cloud Insights














Monitor, optimize and secure your hybrid cloud infrastructure



Monitor hundreds of cloud, multicloud, and hybrid cloud infrastructure and platform assets in real time

Find problems faster, manage resources more effectively, meet SLAs and SLOs, and optimize workload placement

NetApp public cloud services: customer adoption is accelerating

	Oil & Gas applications		Relational databases		VDI, ROBO file services (NFS, SMB)		App Dev environments
	Media & Entertainment		SAP: HANA, Hybris, BW		Disaster recovery and backup		Infrastructure as code
	Genomics & Pharmaceuticals		Custom applications		Containers (Kubernetes)		E-commerce
	Electronic design automation		SaaS ISV platforms		E-discovery		Web Apps

Public cloud services for global industry leaders

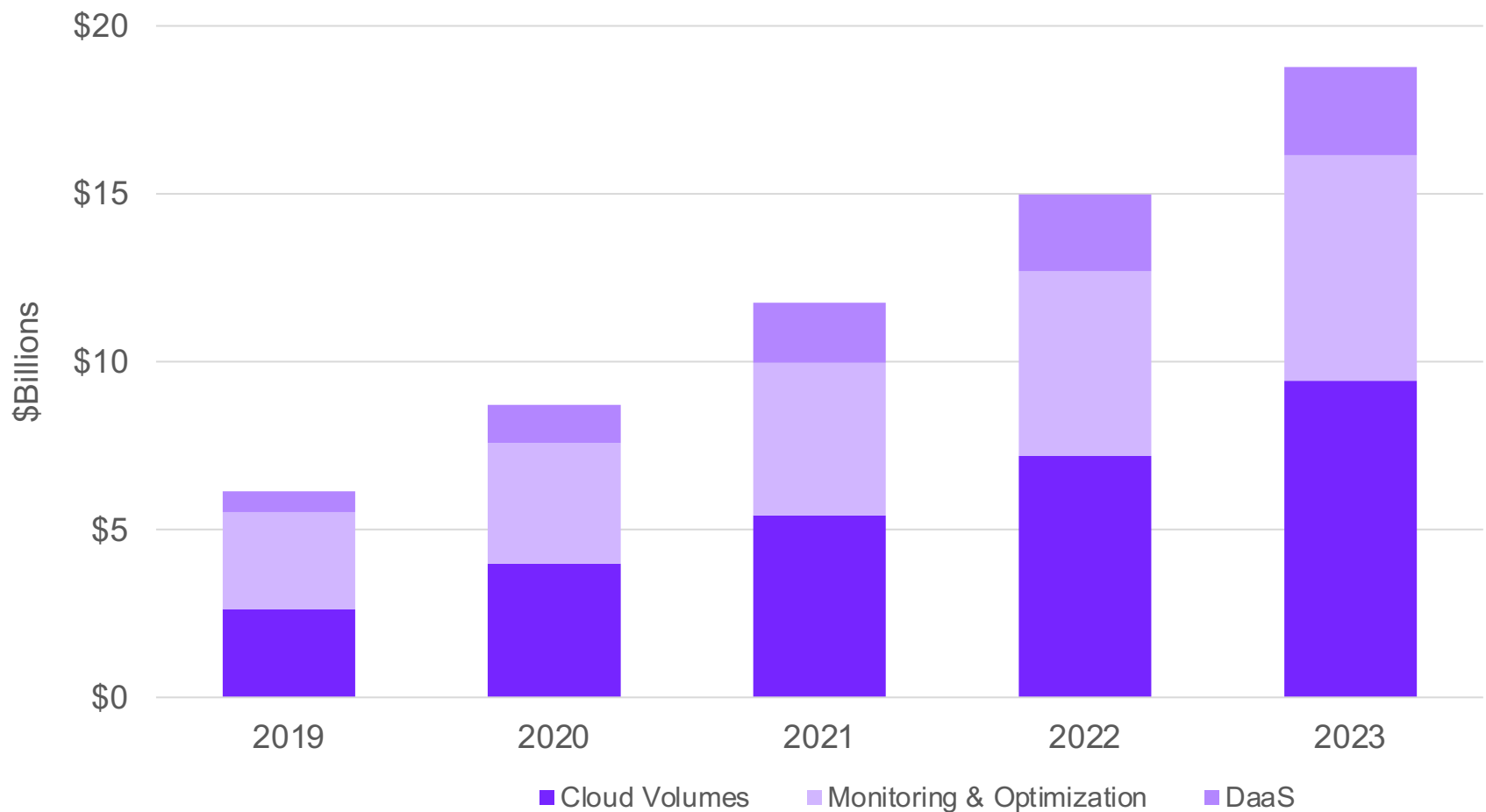
X of the top 10 companies in their industries use NetApp public cloud services



The market opportunity



Cloud market opportunity



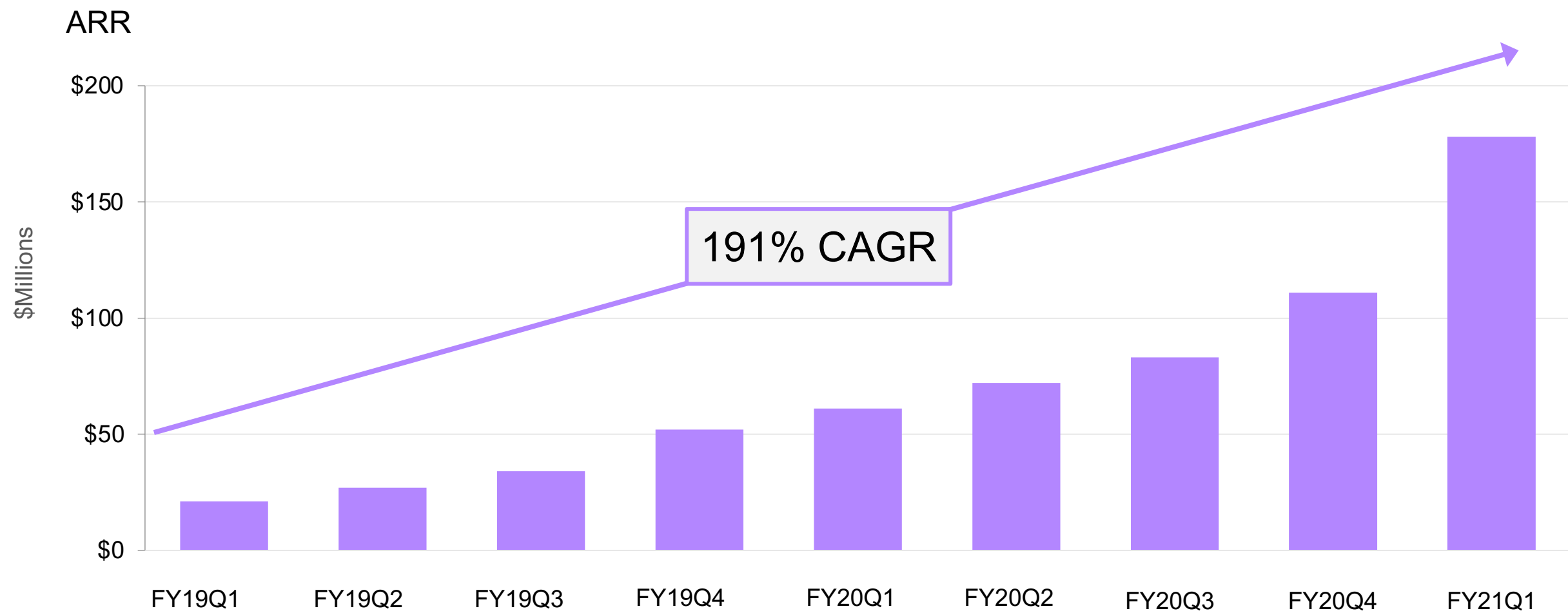
▲ **32%** CAGR
Cloud market

Expanded opportunity
with recent acquisitions

Leading platform to reach
new customers

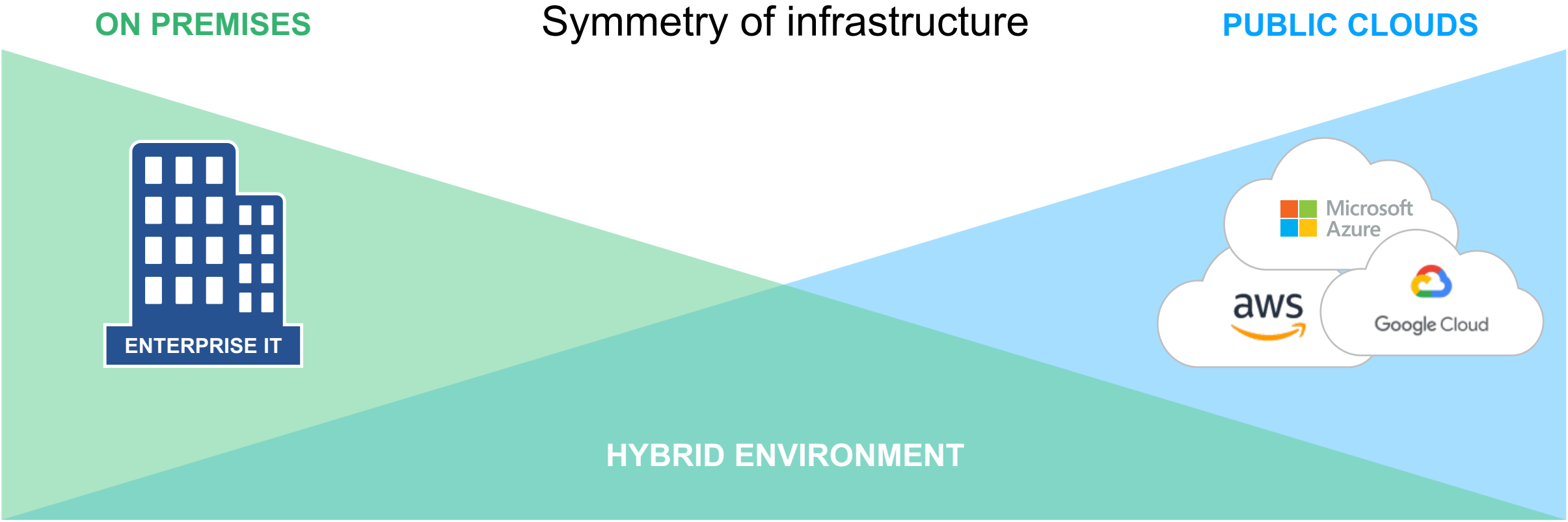
Source : IDC, Gartner, 451Research, NetApp internal estimates

Our cloud performance is accelerating

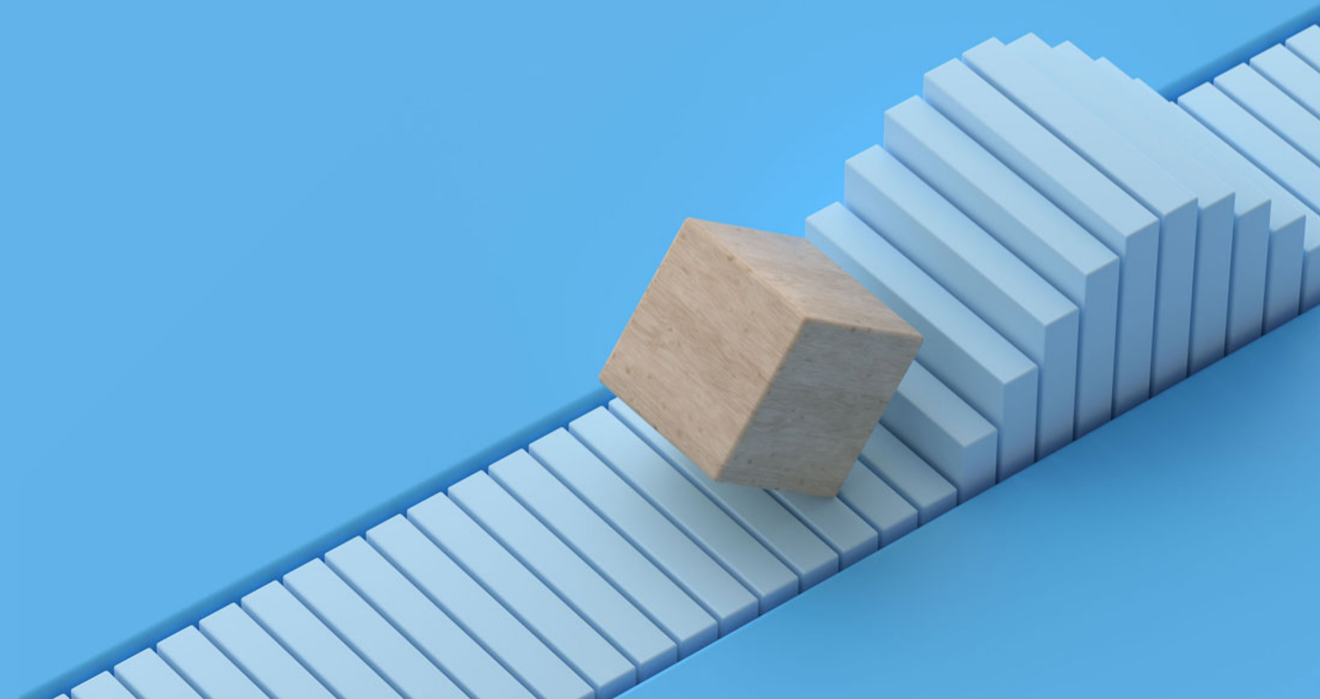


Source: NetApp Financials

NetApp succeeds in cloud, multicloud and hybrid cloud



Key takeaways



NetApp's public cloud services are
built on a foundation of 25+ years of data-
centric software innovation...

Software trusted by the world's leading
enterprises and public clouds

NetApp public cloud services
expand our reach, broaden share of wallet
with existing customers, attract new
enterprise customers, and give us access to
cloud-native buyers

NetApp public cloud services are gaining
new business in fast growing markets

**NetApp unlocks
the best of cloud**

