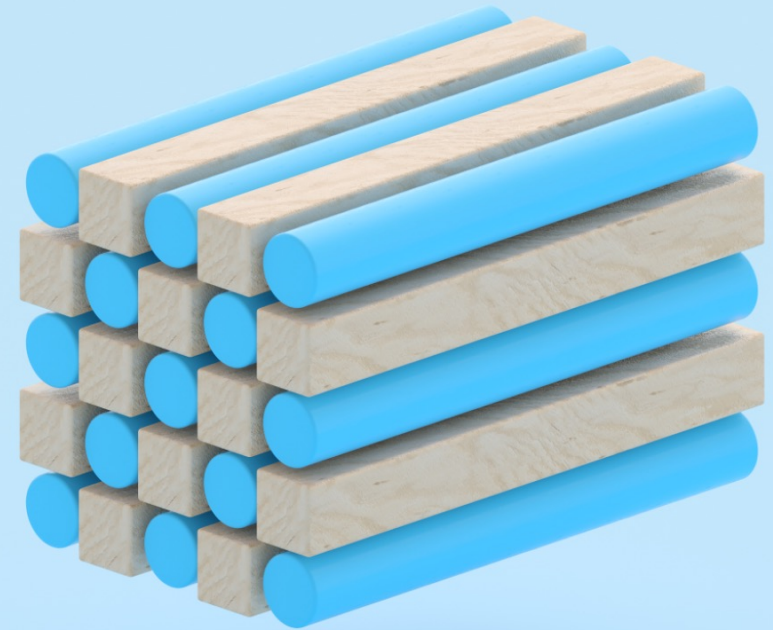


# About NetApp

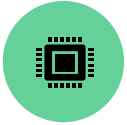


# NetApp at a glance

## Industry-leading cloud services



Cloud storage



Compute operations



Cloud controls



Cloud services and analytics

## Industry-leading software and systems



Flash and hybrid storage



Object storage



Converged and hybrid cloud infrastructure



Protection and security



Enterprise solutions

## Industry-leading solutions with an open ecosystem of partners



- **Global** cloud-led, data-centric software company
- **Industry-leading** software, systems, and cloud services
- **Founded in 1992**, headquartered in San Jose, California
- **\$5.74B** FY21 revenue
- **11,000+ employees** and **4,000+ partners** helping organizations thrive in a hybrid multi-cloud world
- **Fortune 500 company** (NASDAQ: NTAP)

We are a global cloud-led,  
data-centric software company  
that gives organizations everywhere  
the freedom to put data to work in the  
applications that elevate their business



# We help organizations around the world thrive in a hybrid cloud world

We unlock the best of cloud



Full portfolio solutions for next-generation collaboration and production pipeline



On-prem and hybrid cloud infrastructure for one of the world's largest database environments



Saving lives with new data-driven public, hybrid, and multi-cloud application infrastructures

More [customer stories on NetApp.com](https://www.netapp.com/customer-stories)



# Business priorities include an accelerated timeline for digital transformation

## Today's business imperatives

- Create new customer and employee experiences
- Develop innovative business opportunities
- Optimize operations for cost, scalability, agility, and speed

## Today's technology imperatives

- Future proof on-prem investments for a cloud-next world
- Move enterprise workloads to the cloud – they're ready
- Continually pursue the promise of cloud-native innovation



# 93%

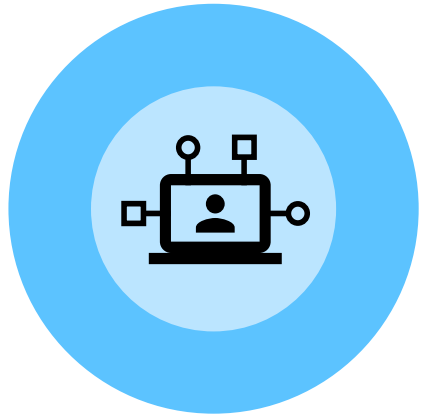
of enterprises have a  
**multi-cloud strategy**

# 87%

of enterprises have a  
**hybrid cloud strategy**

Source: Flexera 2021 State of the Cloud Report, 2021  
Survey conducted October and November 2020; N=750

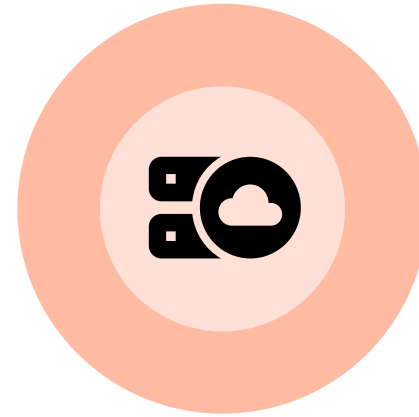
# What we know organizations of all types and sizes are facing



**Data-driven digital transformation**  
is a top priority



**Speed**  
is essential to respond  
to customers and  
changing conditions



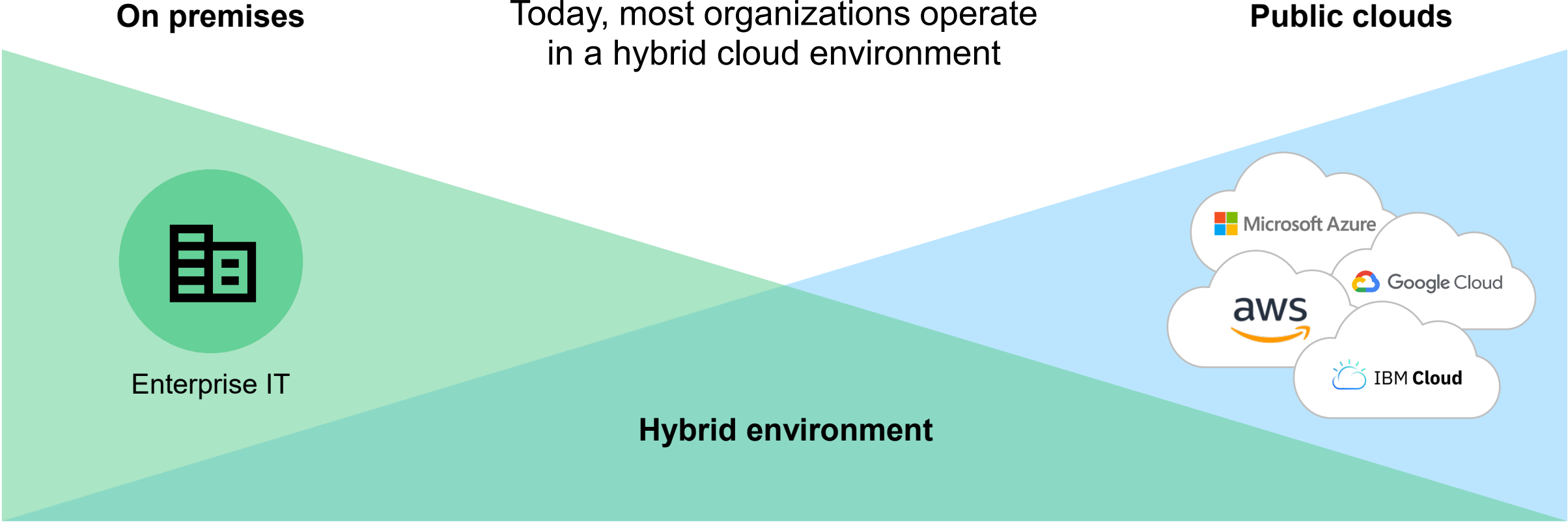
**Software and apps**  
are at the very center:  
business is a  
software game



**Operational efficiency**  
is critical for driving speed  
and profit, especially in  
cloud environments

# On-premises and in the cloud, NetApp unlocks the best of both

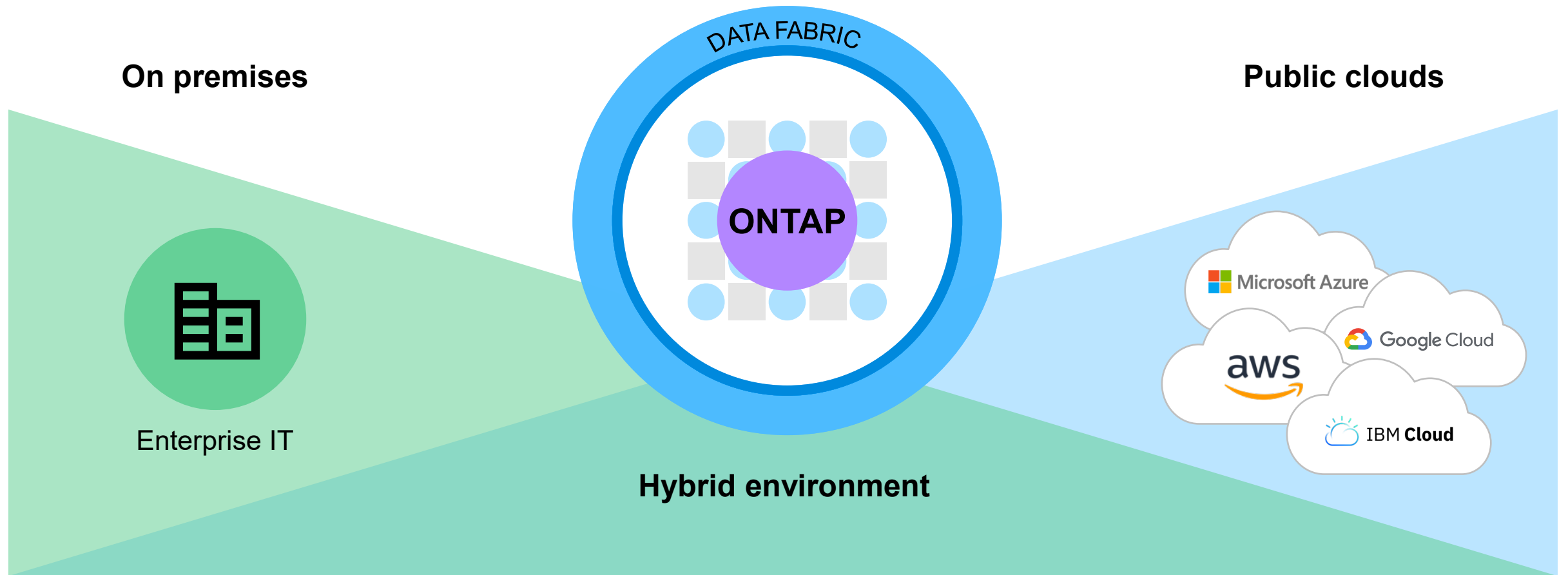
Only NetApp delivers an innovative, no-compromise, unified hybrid cloud experience



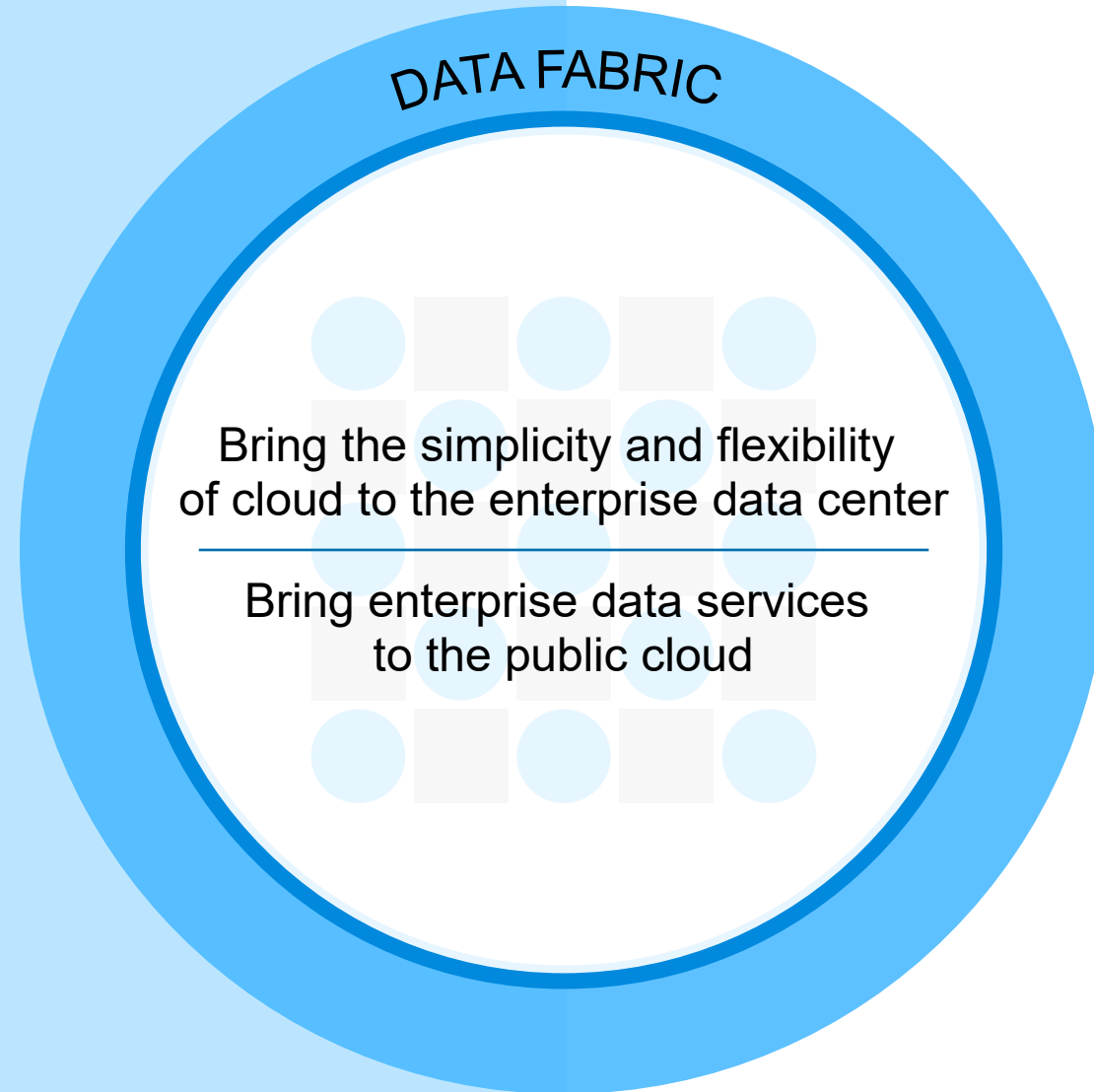




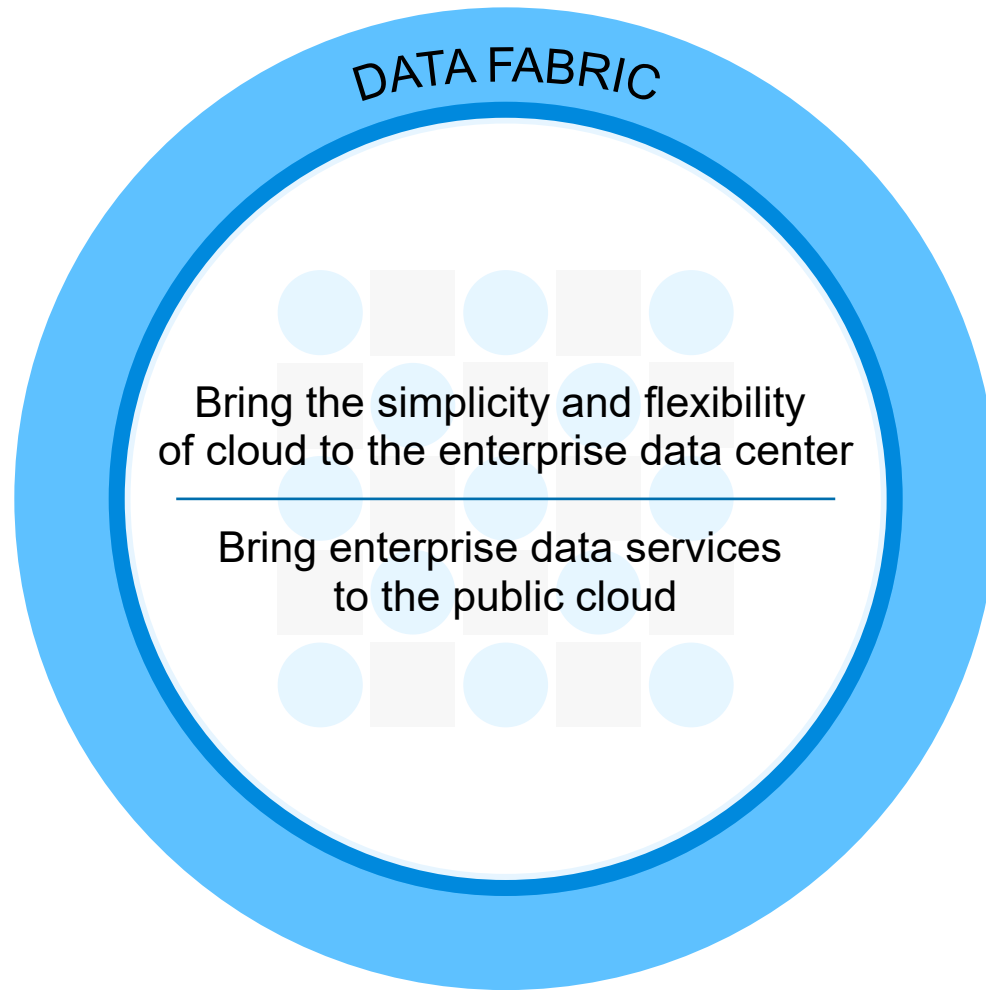
# We help organizations build their data fabric to accelerate digital transformation



# How we do it



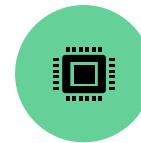
# We provide industry-leading software, systems, and cloud services



## Industry-leading cloud services



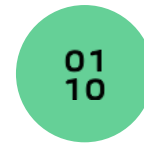
Cloud storage



Compute operations



Cloud controls



Cloud services and analytics

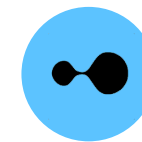
## Industry-leading software and systems



Flash and hybrid storage



Object storage



Converged and hybrid cloud infrastructure

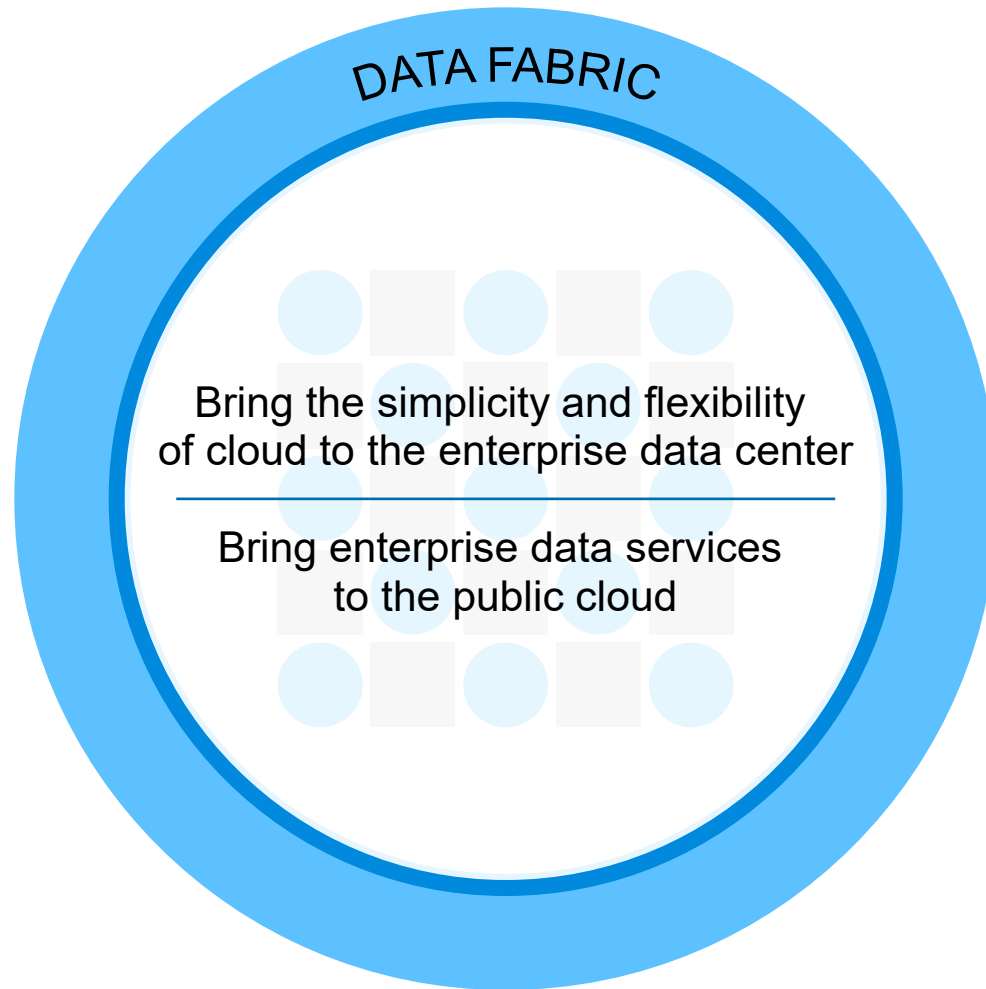


Protection and security

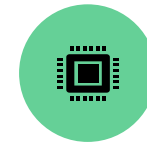


Enterprise solutions

# Our solutions address crucial workloads in the cloud and on premises



Cloud storage



Compute operations



Cloud controls



Cloud services and analytics

**Enterprise workloads**

**Data protection**

**AI and data lakes**

**Virtualization/ Container**

**Cloud operations**

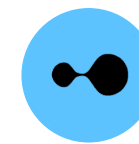
**Cost optimization**



Flash and hybrid storage



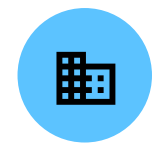
Object storage



Converged and hybrid cloud infrastructure



Protection and security




Enterprise solutions



# Market leaders across diverse industries rely on NetApp

X of the top 10 companies in their industries use NetApp

**10**   
Aerospace  
and defense

**9**   
Automotive

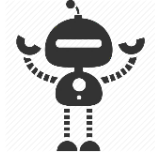
**9**   
Business  
services

**5**   
Construction


**8**   
Consumer  
products

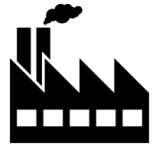
**9**   
Financial  
services

**10**   
Healthcare

**10**   
High tech

**8**   
Insurance

**10**   
Life science

**10**   
Manufacturing

**10**   
Media

**9**   
Oil and gas

**10**   
Retailers

**10**   
Software and IT

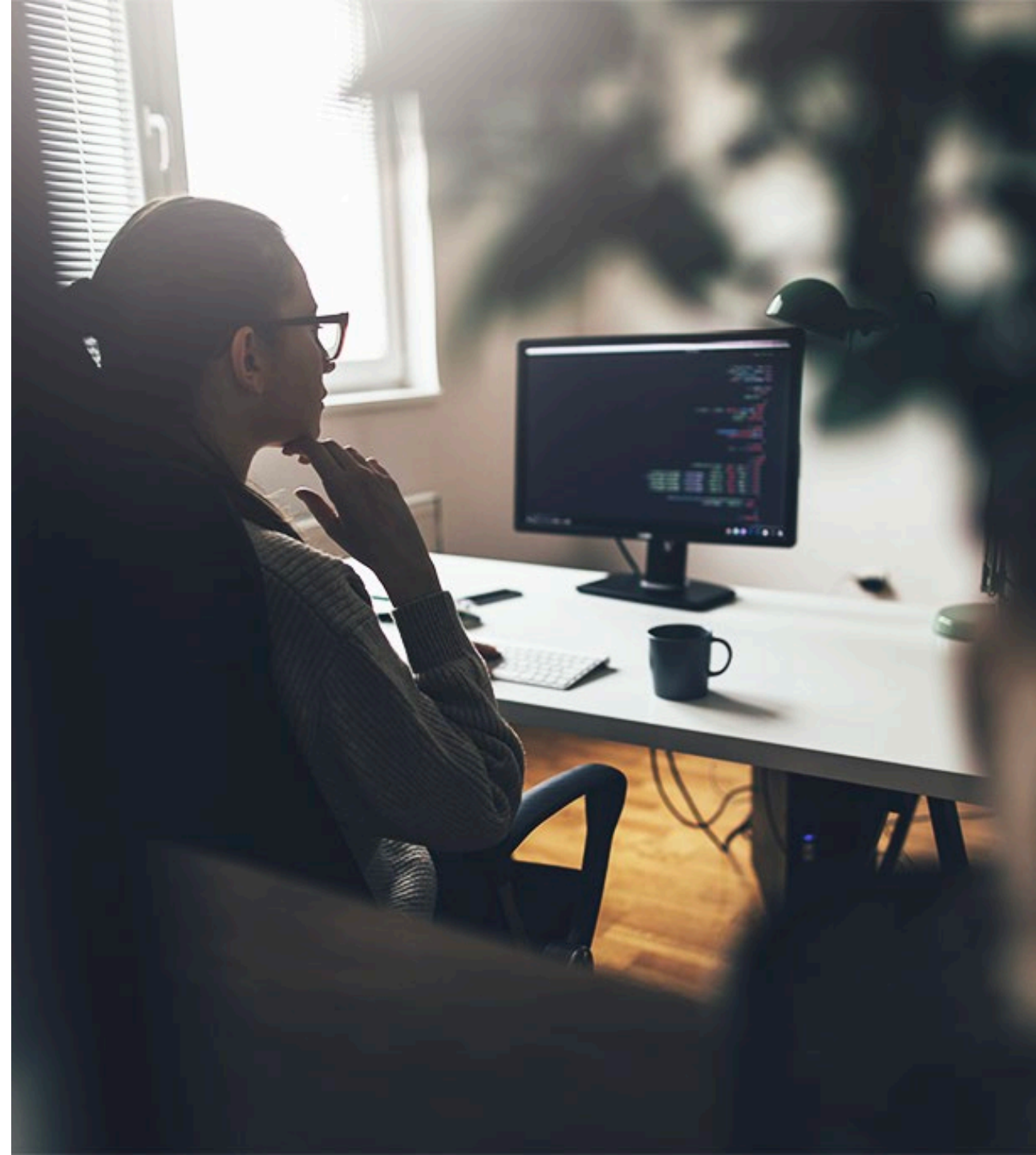
**10**   
Telcos

**10**   
Transportation

Source: NetApp Market Intelligence, December 2020; includes software, systems, and cloud services customers.

**Our people are the best in the industry**

NetApp is home to more than 11,000 passionate and diverse software, systems, and cloud specialists around the world





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