

Forward-looking Statements

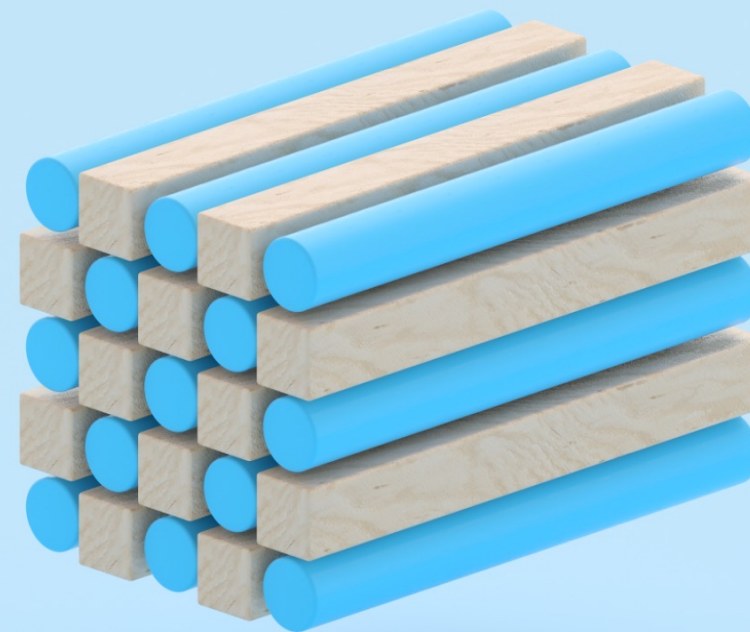
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This presentation also includes non-GAAP financial measures. Reconciliations of these measures to the comparable GAAP measures are available in the appendix to this presentation.

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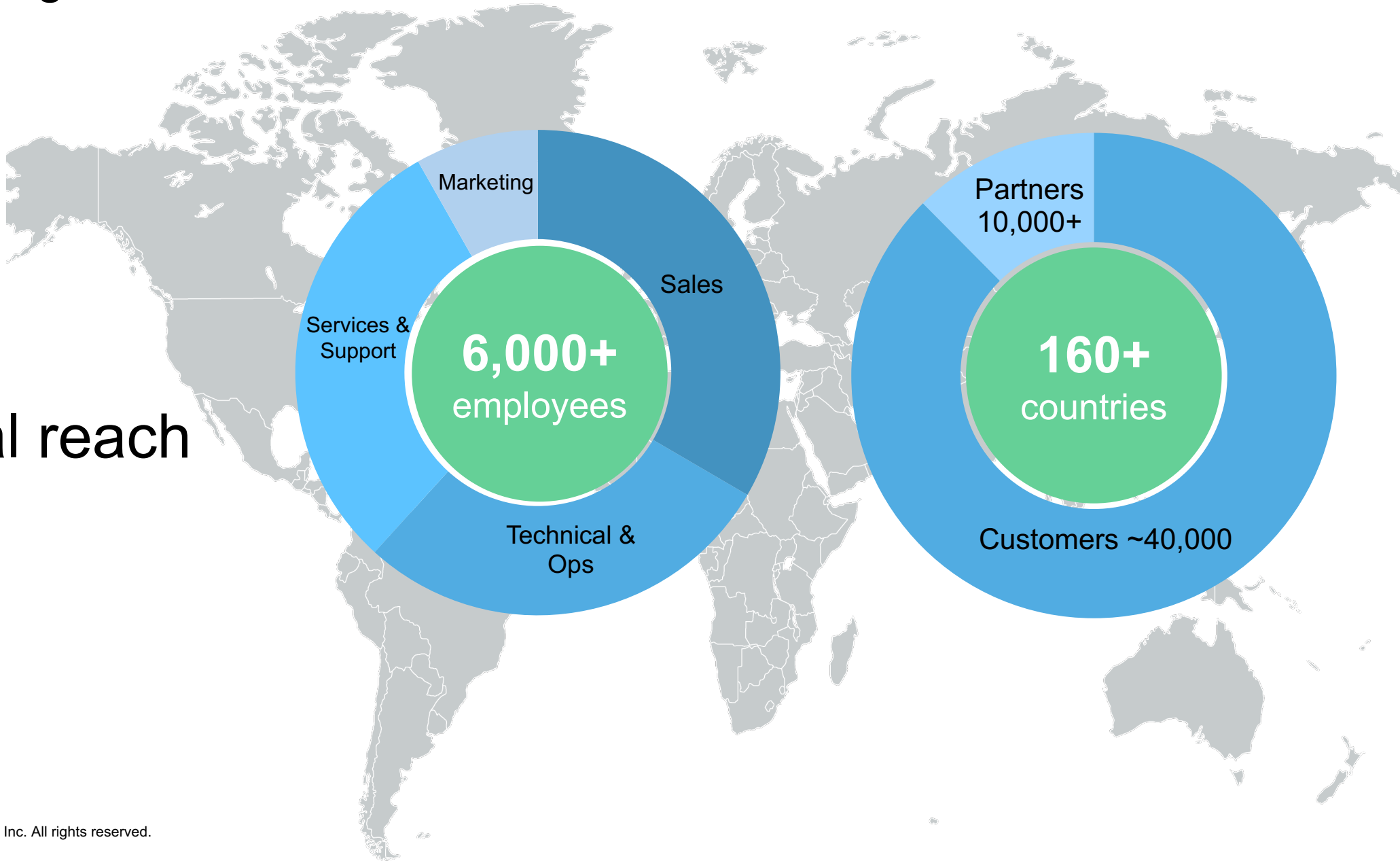
Capturing our growth opportunity

César Cernuda
President
March 22, 2022



Go-to-market organization

Our global reach



Powering NetApp's next stage of growth

1. **Expanding** our current installed base
2. **Acquiring** new customers
3. **Improving** productivity
4. **Digitizing**
5. **Evolving** our partner ecosystem

In just one year, we have...

- ✓ Updated **branding and marketing**
- ✓ Focused the field to **accelerate flash**
- ✓ Updated **tracking mechanisms**
- ✓ Invested in **new programs** with ISVs and MSPs
- ✓ Expanded sales participating in **cloud selling**
- ✓ Continued **investments in cloud sales** and specialists
- ✓ Developed **joint GTM plans** with hyperscalers

All to **better serve** our customers,
and to drive and deliver **growth** as
a cloud-led software company



**World-class GTM leaders
have chosen to be at NetApp**















Focusing our market coverage

Resource allocation based on **propensity models**

Solution areas with **deeper specialization**

Consistency in execution:
line of sight from top to bottom

Driving frontline execution to deliver growth and customer satisfaction

Installed base	 Refresh	 Renewals	 Add-ons
Share of wallet	 New workloads	 Solutions areas	 Cloud
Net new customer capture	 Cloud	 Commercial segment	 Competitive attack
Customer success	 Active IQ	 Digitizing support	 Cloud CSMs

Evolving our industry-leading partner ecosystem to align with cloud-led strategy

Hyperscalers

Microsoft Azure

Google Cloud

aws

IBM Cloud

Partners

AHEAD

Insight

Hwaom SYSTEMS INC.

GDT

ADVANCED UNIBYTE

BECHTLE

CANCOM

kyndryl

Atos

DXC TECHNOLOGY

Mainline INFORMATION SYSTEMS

TRACE3

SIRIUS A CDW COMPANY

FUJITSU

CDW

World Wide Technology Make a new world happen

HAREL INFORMATION TECHNOLOGIES LTD. by DAI

SVA

ITOHU

leidos

KLIc 케이엘정보통신 | 주

NTT

KG KANEMATSU CORPORATION

Computacenter

KCC정보통신

Marubeni

DATATEC

PRESIDIO

net one

New Partners

cloudpro™

NS Solutions

Scheer

tecRACER Cloud Enabling Your Business

NIKOYO

TEKOI CONSULTING

Crayon

Uclick

AllCloud

transACT TECHNOLOGY SOLUTIONS

10TH MAGNITUDE

strict.

softwareONE

Strategy for driving sustainable growth to deliver shareholder value

- **Acquiring new customers** with a broader portfolio of products and services
- **Expanding our installed base** through cross-sell and up-sell
- **Improving productivity** with an increasingly digital customer reach
- **Evolving our partner ecosystem** to align with our cloud-led strategy