



Go further, faster™

Jefferies Tech Conference

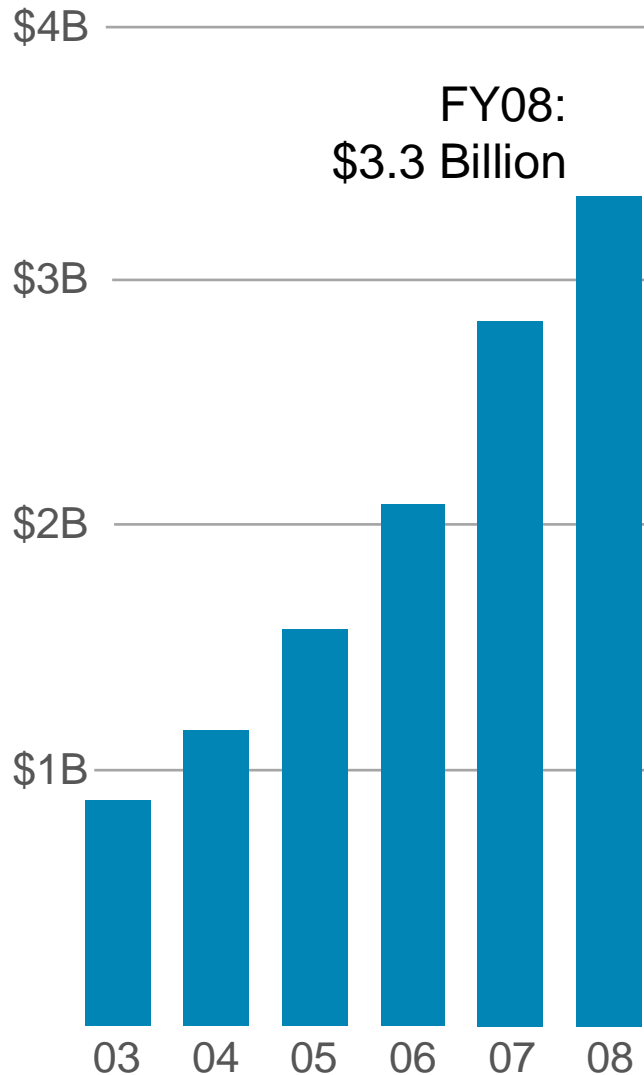
September 10, 2009

Tom Georgens
President & COO





NetApp at a Glance

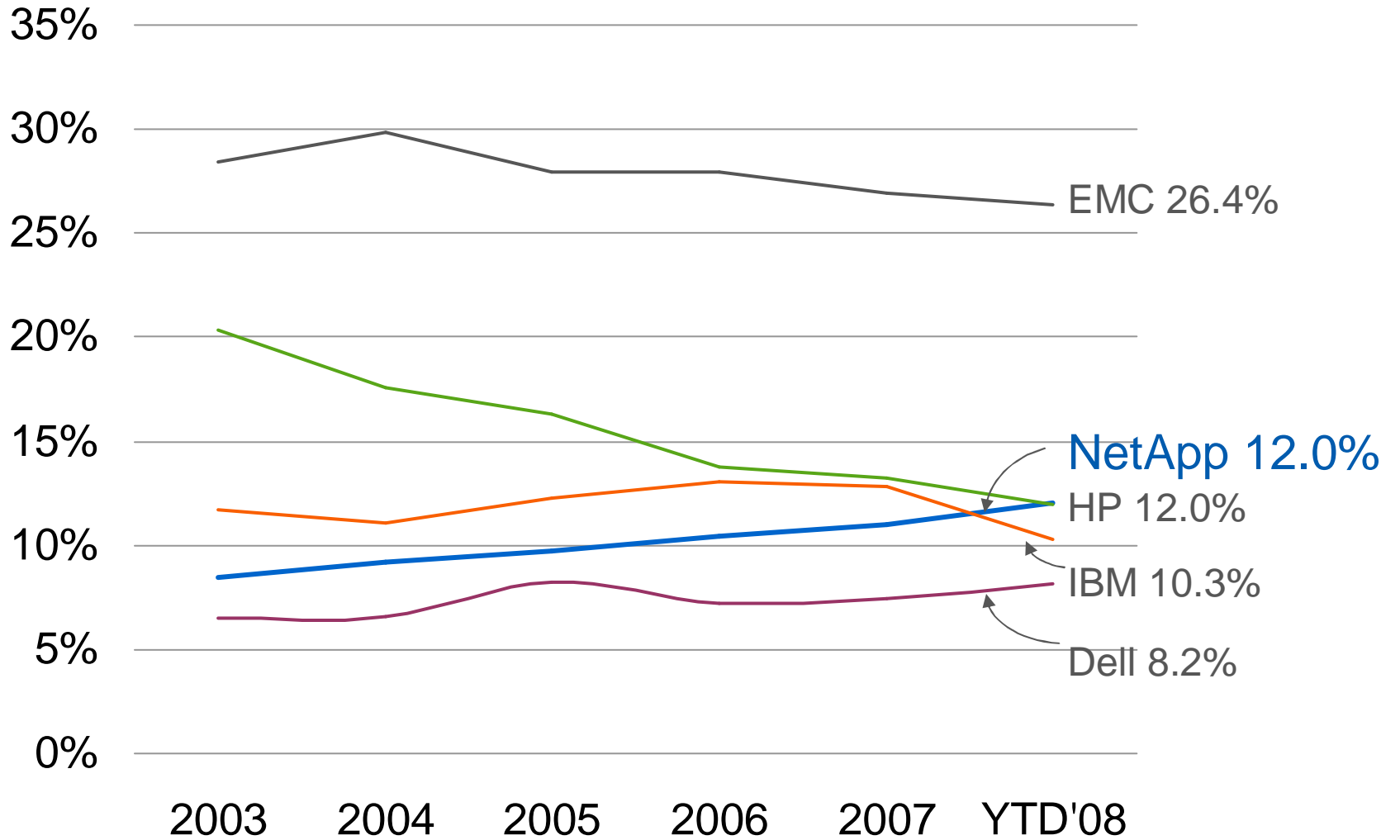


Q1-FY09:

- 26% y/y revenue growth
- Free cash flow = 20% of revenue
- \$400M stock buyback in Q1
- \$2.1B in cash
- Fortune's *Great Places to Work*



Networked Storage Market Share



Networked storage equals the combined NAS, FC SAN and iSCSI SAN markets

Source: IDC, June 2008



Share Gain Opportunities

1. Storage Efficiency
2. Server Virtualization
3. Disk-based Backup
4. Ethernet Storage





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Vulnerability of Conventional Solutions

- Budget pressures
 - Energy conservation
 - Acquisition costs
 - Data center capacity constraints
 - Green initiatives
- Traditional approaches offer no relief
- Customers willing to consider major changes
- Compelling new technologies offer alternatives



NetApp Storage Efficiency

- Five key NetApp technologies enable dramatic savings in primary storage:

– FlexVol

– RAID-DP

– Deduplication

– Snapshot

– FlexClone



www.secalc.com



NetApp Drives Down Costs

Cut storage purchases in half

- Major financial services company's VMware environment

"The overall request is for 5 TB of SAN equivalent. This will equate to roughly 2.5TB of NAS...."

Increase free space by 8x

- Branch of the US military

"When we arrived on Monday, we kicked off A-SIS, which we obtained on average 86% per volume giving back ~3TB of storage. Before the VSeries they only had 380GB of free space..."

Achieve > 100% utilization

- Large software company
 - NetApp supplies over 80% of all storage
 - 16% of all systems at or over 100%
 - Top 10 are over 200% utilization



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Virtualization Results at BT



BT is one of the world's leading providers of communications solutions and services operating in 170 countries.

Increased efficiency:

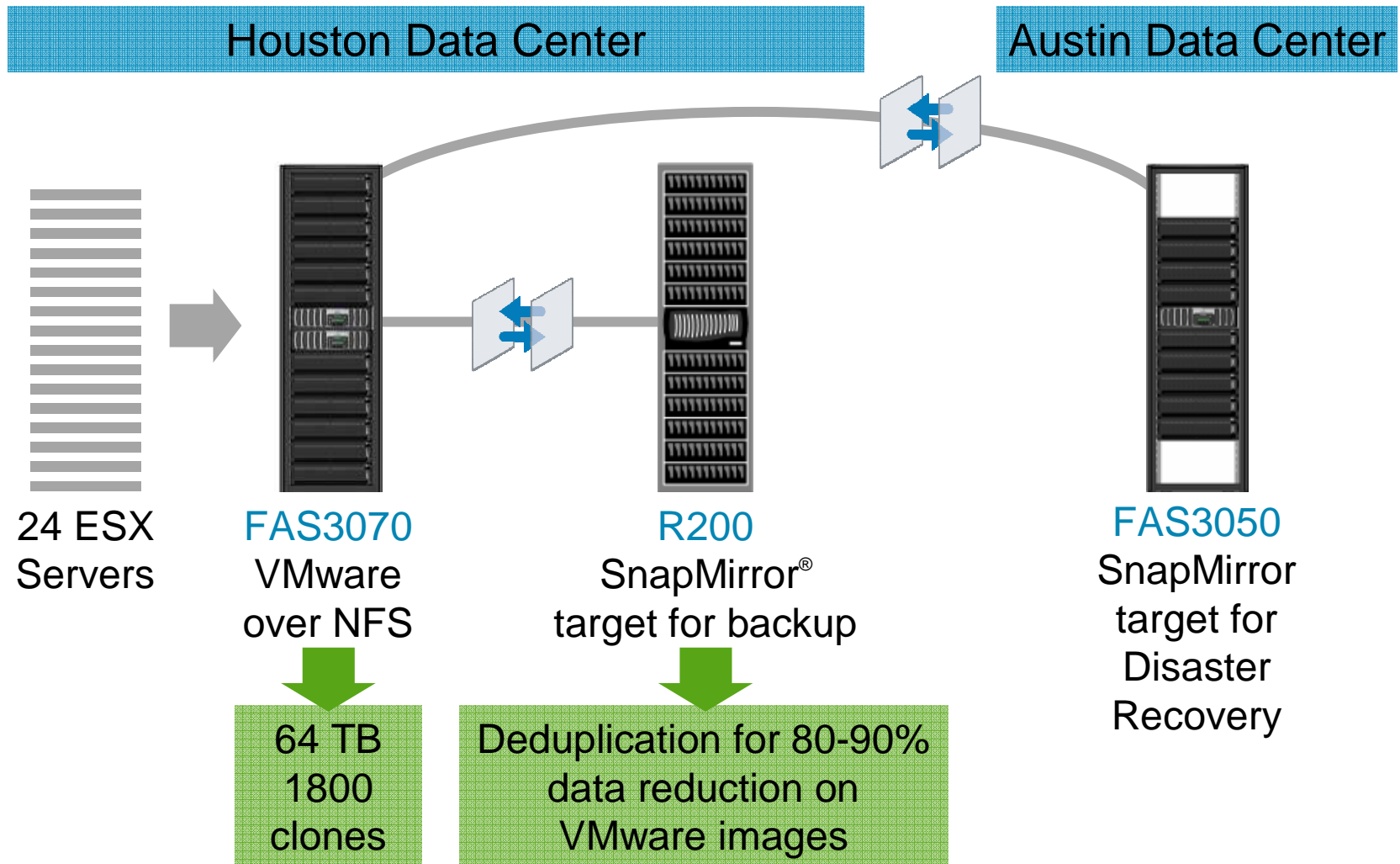
- 3103 physical servers to 134
- Power savings of 2MW (\$2.25M per year)
- Space savings of 660 racks
- Over 8500 ports saved
- Storage utilization up from 25% to 70%
- ROI in 8 months

Increased capabilities:

- Activation times from 6 weeks to 1 day
- Backup went from 96 hours to 31 minutes
- Enabled “capacity on demand” business model



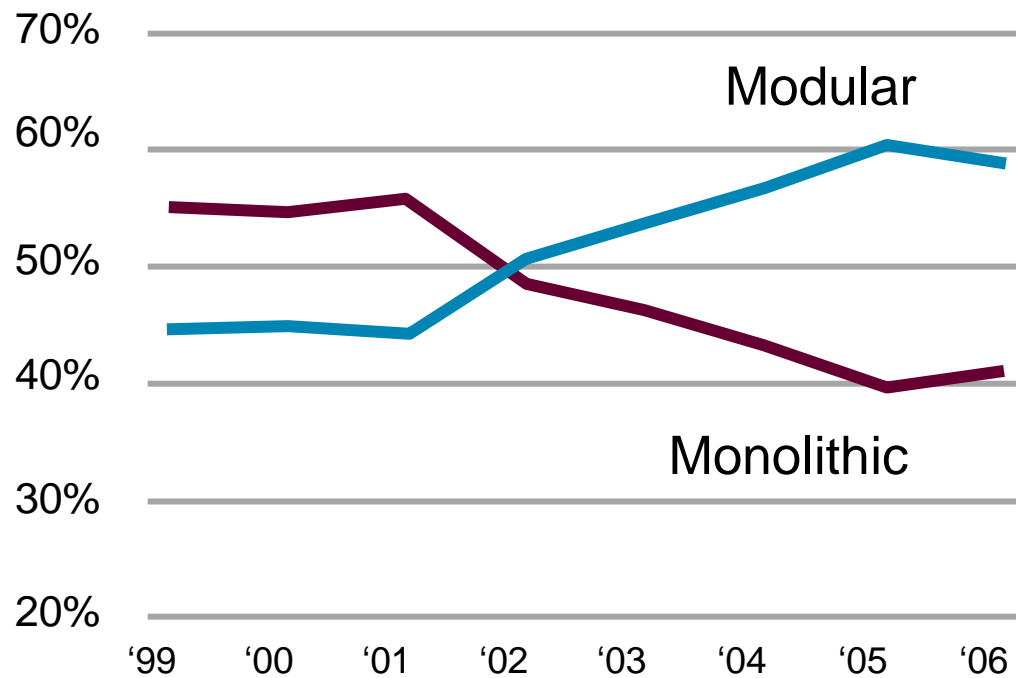
Real-world Replication in Financial Services





Economic Pressures Disrupt Markets

Example: Monolithic Storage Share Shift



Monolithic and Modular storage as percent of combined revenue

Source: Gartner, Inc. - Market Share: External Controller Based Disk Storage, June '06 & June '07



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Thank You!