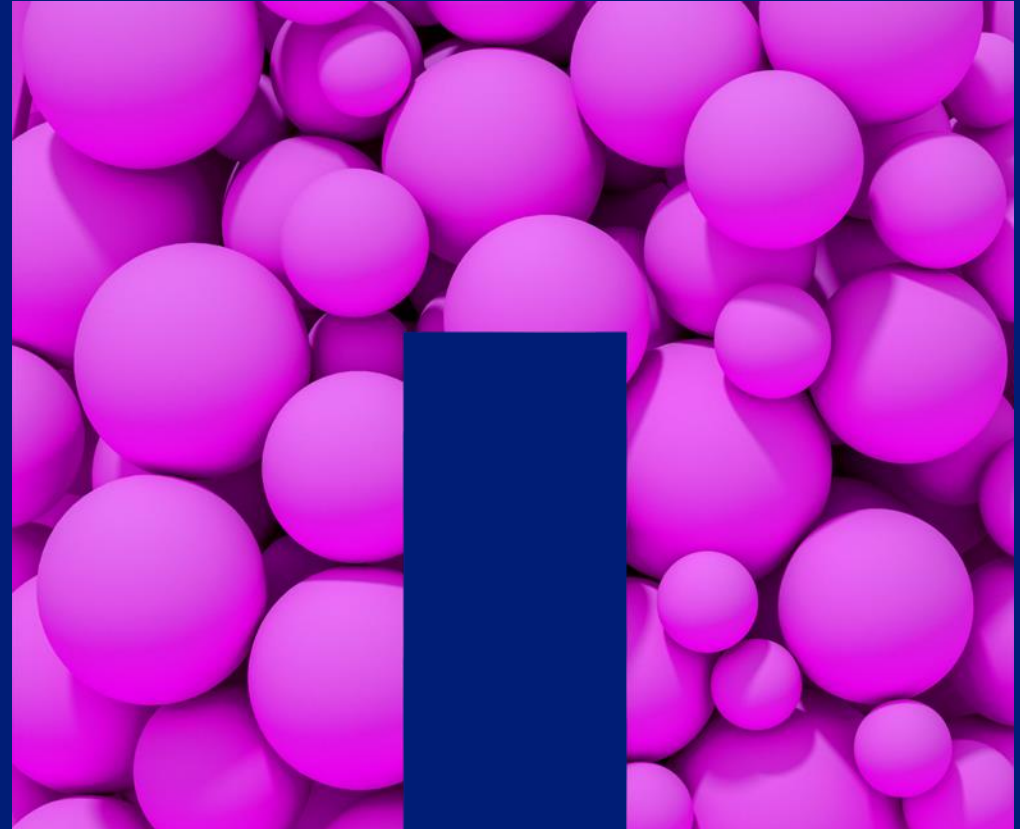


Q3 FY25 EARNINGS RESULTS



Safe harbor

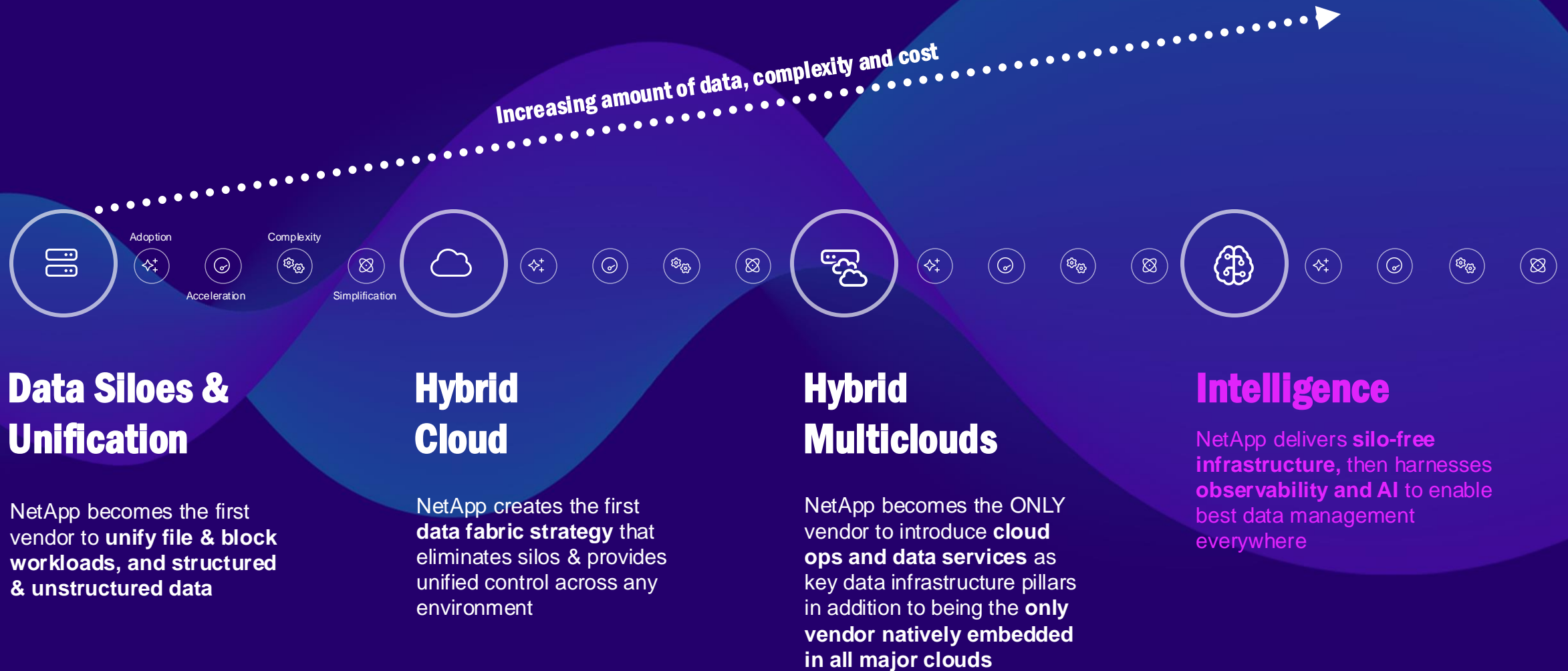
- This presentation contains forward-looking statements and projections about our strategy, products and services, shareholder returns, and our future results, performance or achievements, financial and otherwise. These statements and projections reflect management's current expectations, estimates and assumptions based on the information currently available to us and are not guarantees of future performance.
- Actual results may differ materially from these statements for a variety of reasons, including, without limitation, our ability to keep pace with the rapid industry, technological and market trends and changes in the markets in which we operate; our ability to execute our evolved cloud strategy and introduce and gain market acceptance for our products and services; our ability to maintain our customer, partner, supplier and contract manufacturer relationships on favorable terms and conditions; global political, macroeconomic and market conditions, including inflation, fluctuating interest rates, tariffs, changes in trade policy or regulations, monetary policy shifts, recession risks, and foreign exchange volatility and the resulting impact on demand for our products; the impact due to new or ongoing armed conflicts and any sanctions posed in response; adoption or changes to laws, regulations standards or policies affecting our operations, products, services, the storage industry, or AI usage; material cybersecurity and other security breaches; the impact of supply chain disruptions on our business operations, financial performance and results of operations; changes and related uncertainty in U.S. government spending or policy; changes in overall technology spending by our customers; revenue seasonality; changes in laws or regulations, including those relating to privacy, data protection and information security; the timing of orders and their fulfilment; and our ability to manage our gross profit margins. These and other equally important factors that may affect our future results are described in reports and documents we file from time to time with the SEC, including the factors described under the section titled “Risk Factors” in our most recent annual report on Form 10-K and quarterly report on Form 10-Q, each available at www.sec.gov. The forward-looking statements made in these presentations are being made as of the time and date of the live presentation. If these presentations are reviewed after the time and date of the live presentation, even if subsequently made available by us, on our website or otherwise, these presentations may not contain current or accurate information. Except as required by law, we disclaim any obligation to update or revise any forward-looking statement based on new information, future events or otherwise.
- This presentation includes non-GAAP financial measures. Reconciliations of these measures to the comparable GAAP measures are available in the appendix to this presentation.
- NetApp’s Investor Relations website at <https://investors.netapp.com/investor-relations> contains a significant amount of information about NetApp, including financial and other information for investors. NetApp encourages investors to visit that website from time to time as information is updated and new information is posted. The content of NetApp’s website is not incorporated by reference into this presentation, and any references to NetApp’s website are intended to be inactive textual references only.

NetApp is the

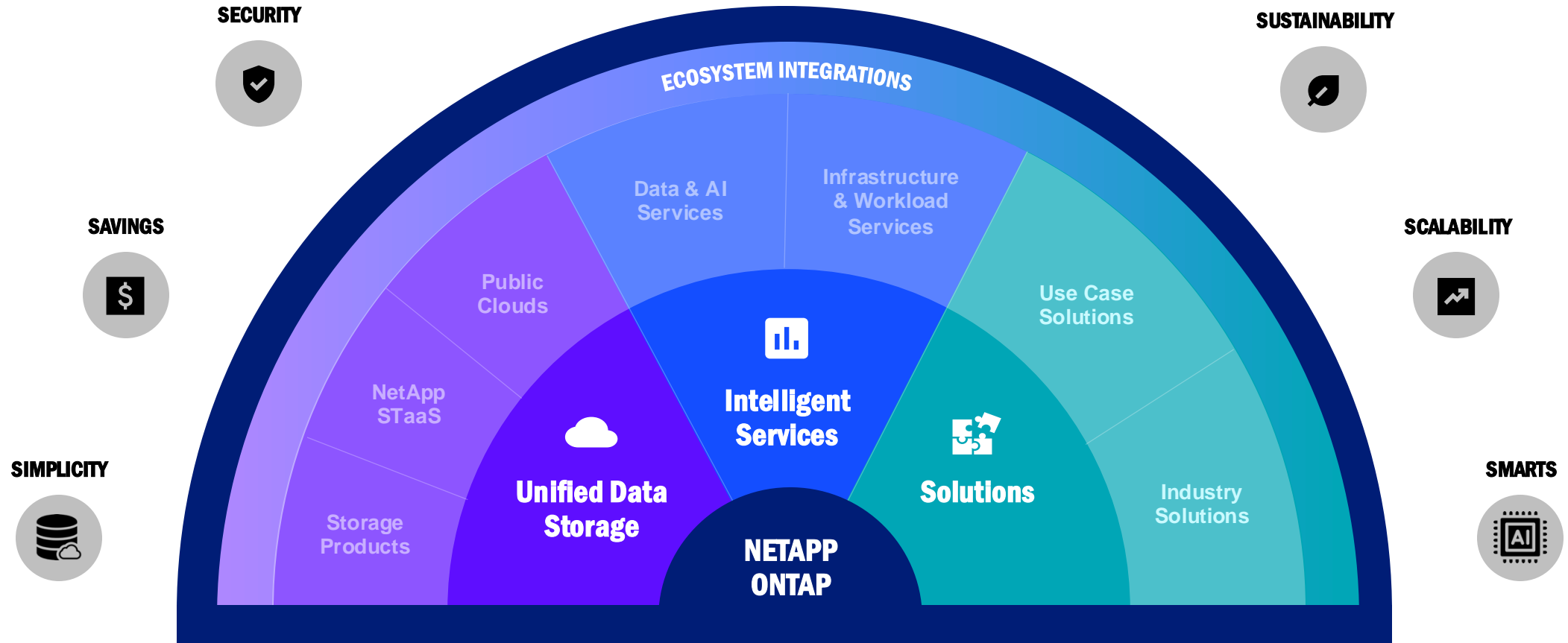
INTELLIGENT DATA INFRASTRUCTURE COMPANY



Across several eras in the age of data, NetApp has led in data infrastructure innovation



INTELLIGENT DATA INFRASTRUCTURE



**WITH
INTELLIGENT DATA
INFRASTRUCTURE,
YOU CAN RISE TO
EVERY MOMENT**

BE THE SILO BUSTER



Deliver simplicity by managing complex workloads and eliminating infrastructure silos across apps, data, and clouds

SIMPLICITY

BE THE BUDGET HERO



Make your on-premises and cloud infrastructure spend go further

SAVINGS

BE THE SUSTAINABILITY CHAMPION



Power more sustainable operations with energy-efficient technologies, tiering, and analytics

SUSTAINABILITY

BE THE BUSINESS DEFENDER



Keep your business running with built-in security, rapid recovery, and infrastructure observability

SECURITY

BE THE AI WORKLOAD INNOVATOR



Embed intelligence into your data infrastructure to enable your AI workloads—for new levels of productivity and innovation

SMARTS

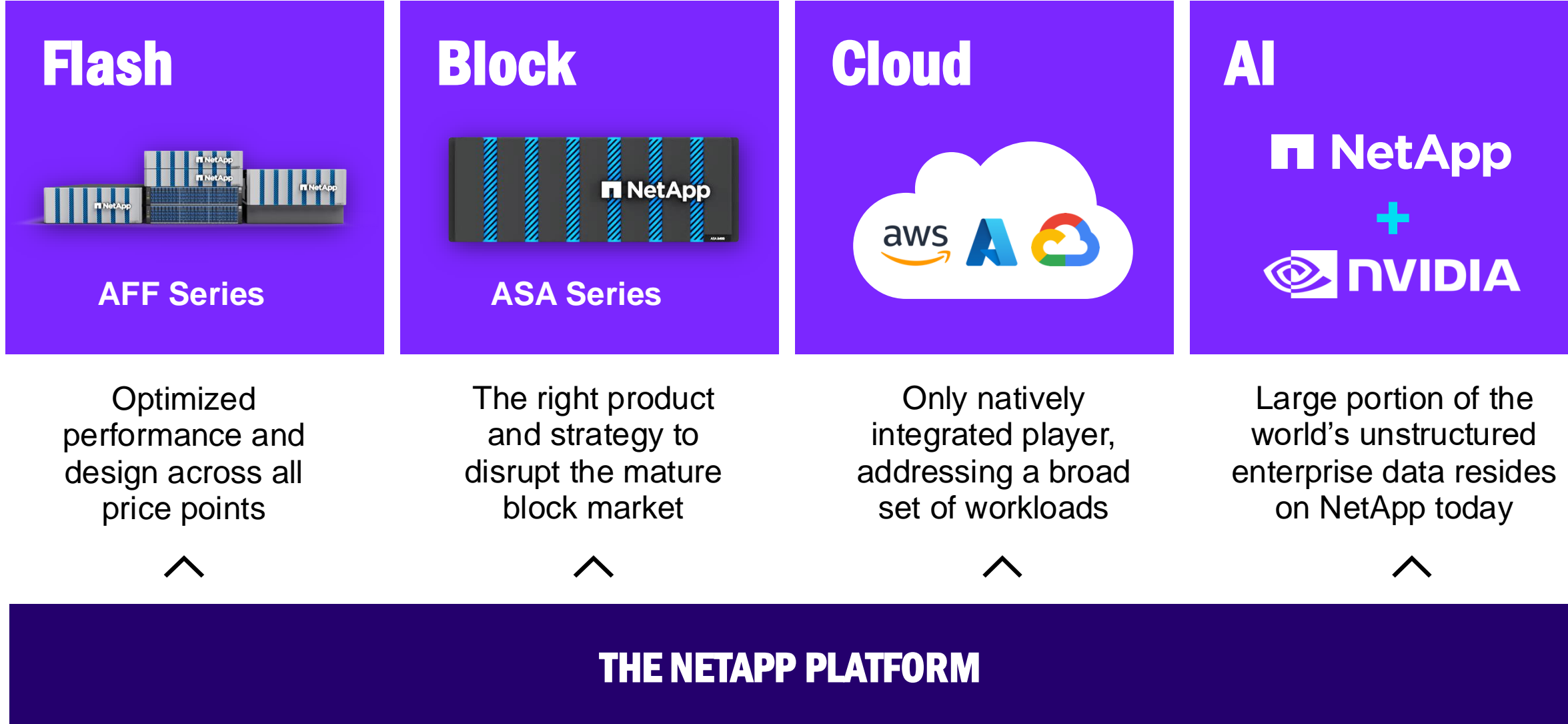
BE THE APPLICATION AGILITY DRIVER



Maximize your infrastructure and applications scalability and team responsiveness

SCALABILITY

Competitively positioned to drive growth in key markets



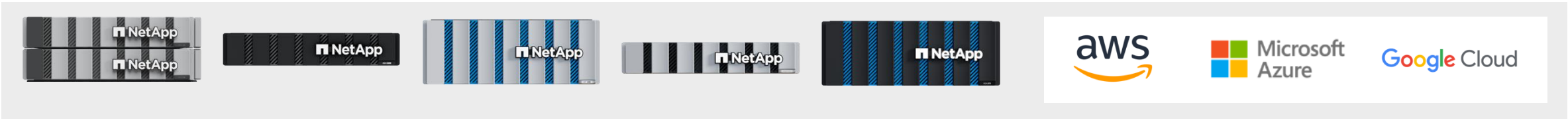
Increase productivity and minimize risk with unified simplicity at scale

- High-performance file
- Virtual machines
- Databases
- Kubernetes
- AI/ML/modern data lakes
- Cloud storage
- Dev/test or secondary

ONTAP

ONLY NETAPP

Comprehensive data management software delivering automation, efficiency, data protection, and security capabilities for file, block, and object



- ✓ Consistent management and automation
- ✓ Consistent data security
- ✓ Consistent data protection
- ✓ Consistent performance
- ✓ Consistent experience

Flexible unified storage for any app, any data, anywhere



NetApp AFF



Any unstructured
file or object
workload

SMB

NFS

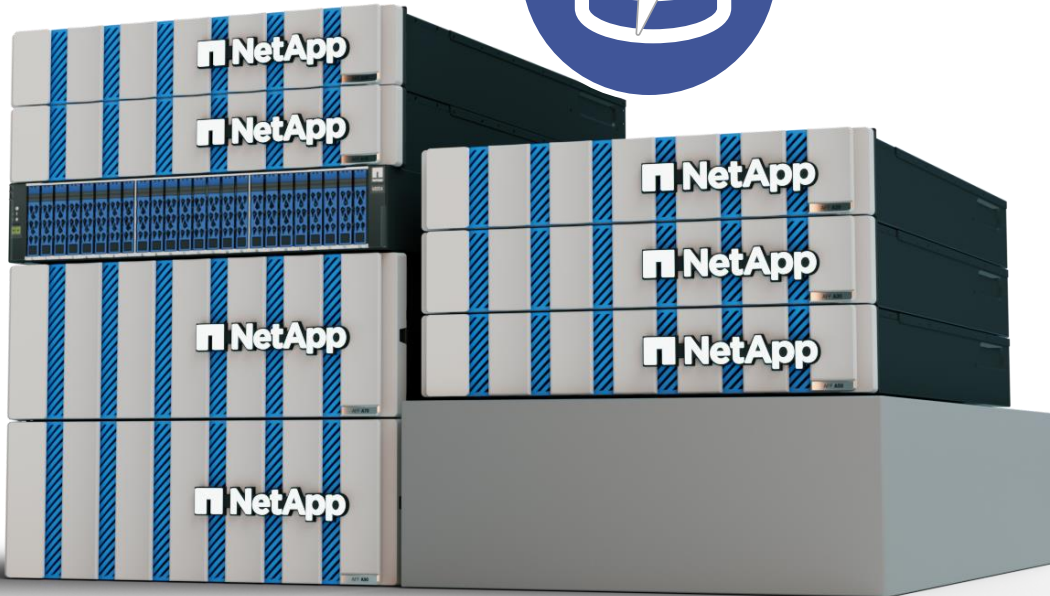
S3



Any block
workload

NVMe/FC
FCP

NVMe/TCP
iSCSI



ONTAP

Comprehensive data management software delivering automation, efficiency, data protection, and security capabilities for file, block, and object



Focused SAN storage for your block workloads

Dedicated block storage without the silos

Simple

Leverage a storage solution so simple that anyone can deploy it, manage it, and upgrade it

Powerful

Accelerate VMware and database apps with market-leading performance, proven reliability, and intelligent data management

Affordable

Get unmatched value with an attractive upfront price and low total cost of ownership

vmware®

NVMe/FC



NVMe/TCP

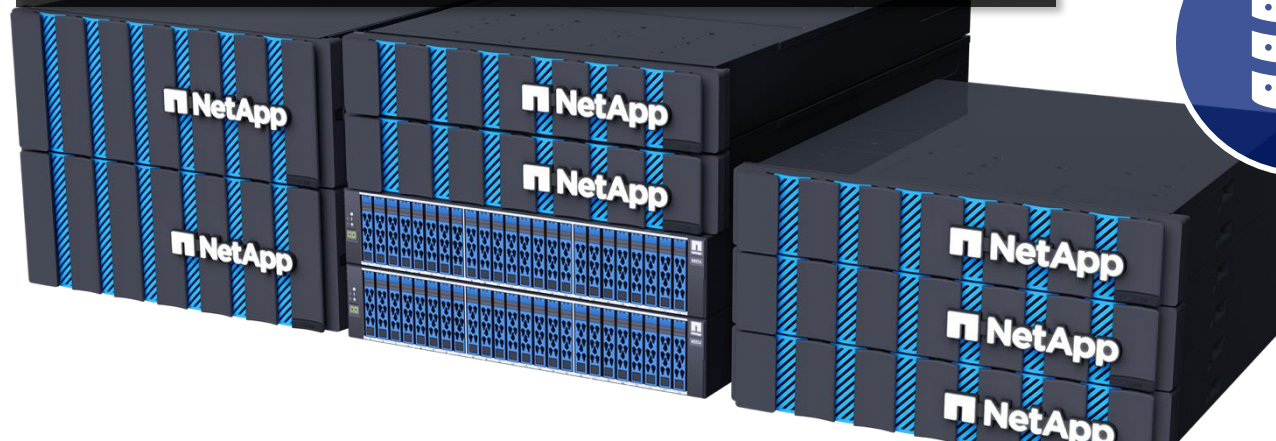
ORACLE

FCP



iSCSI

NetApp is trusted and proven by over 20,000 customers for their SAN workloads



ONTAP

Comprehensive data management software delivering automation, efficiency, data protection, and security capabilities for file, block, and object



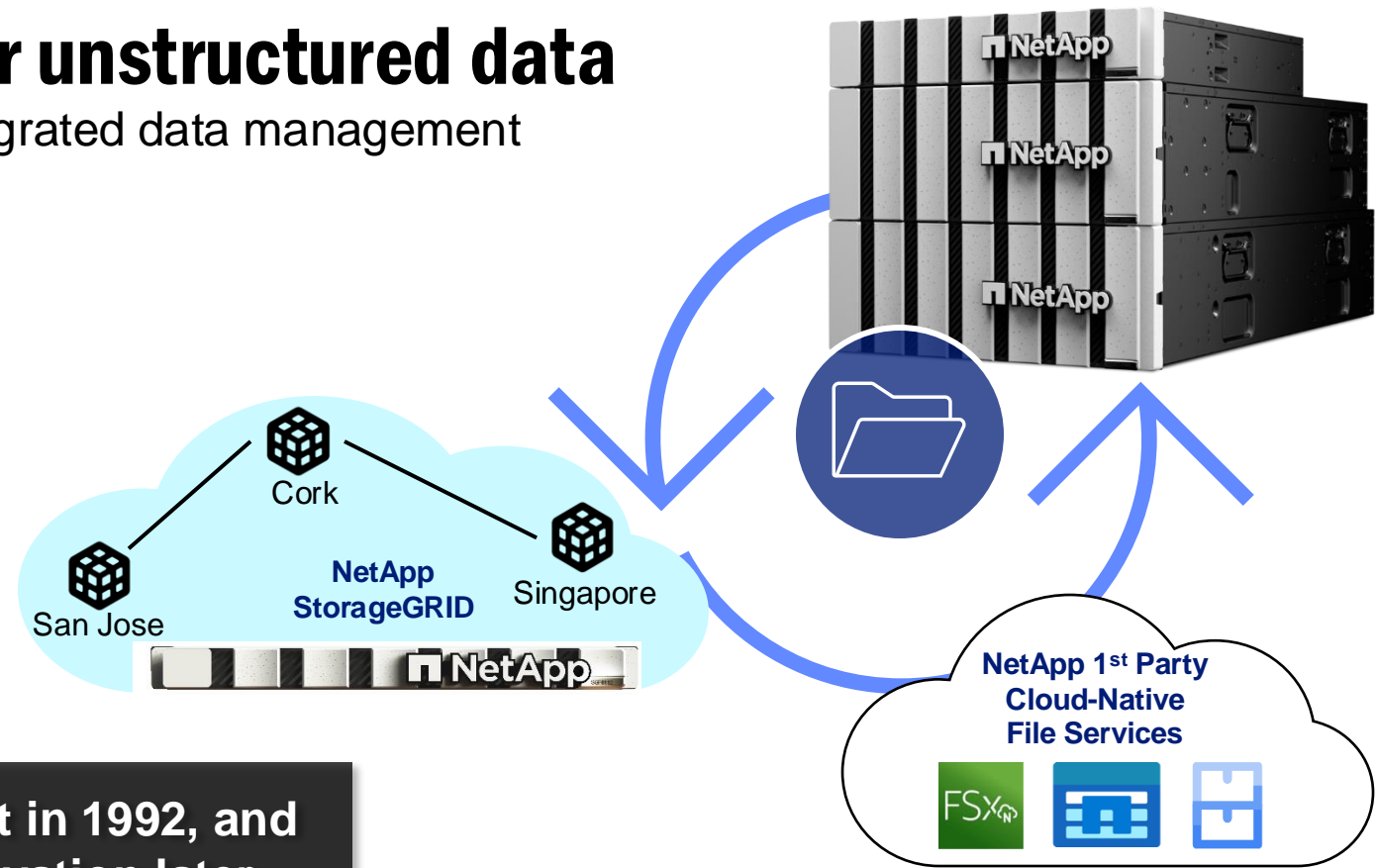
Leading NAS & Object storage for unstructured data

Massive scalability meets the most advanced integrated data management

Scalable. Start small and grow to close to exabyte-scale clusters with multi-PB single namespaces.

Comprehensive with fully integrated tiering, caching, replication, backup, and ransomware protection. Support for simultaneous NAS & Object access.

Anywhere. Scale your data across the globe, including a globally distributed object storage solution. Deploy on-prem or in any major cloud.



NetApp created the enterprise NAS market in 1992, and continues to lead, three decades of innovation later

ONTAP

Comprehensive data management software delivering automation, efficiency, data protection, and security capabilities for file, block, and object



Simple efficient secondary storage

Economical

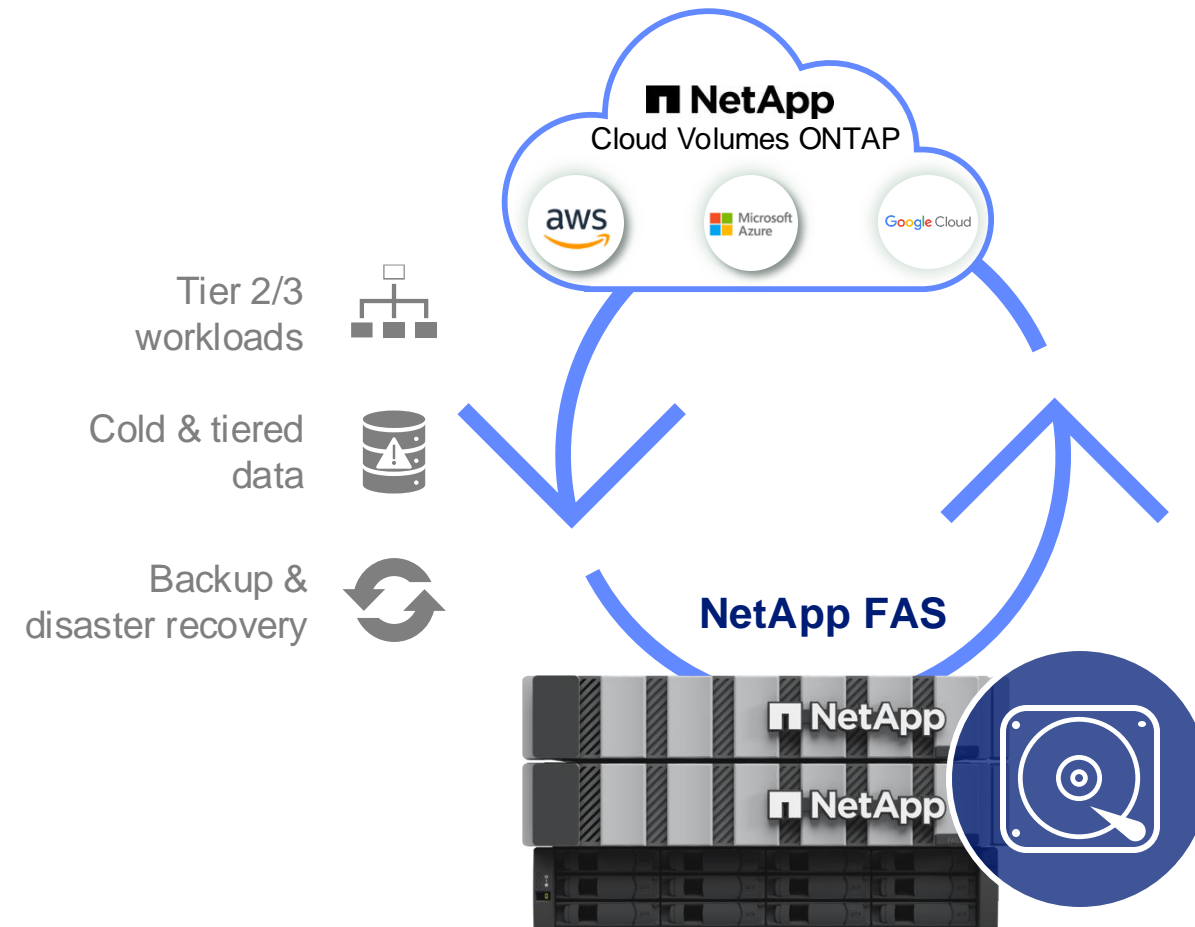
Optimize overall cost of storage over the data lifecycle with automated tiering and economical backup

Simple

Flexibly adapt to evolving business needs with industry-leading hybrid flash storage.

Secure

Autonomous ransomware protection, based on machine learning, quickly identifies malware threats.



ONTAP

Comprehensive data management software delivering automation, efficiency, data protection, and security capabilities for file, block, and object



All available ONTAP features in one license

NetApp ONTAP One

- Get the most comprehensive storage software suite in the industry
- Available with all new and for all existing AFF & FAS systems under support
- NetApp ASA has NetApp ONTAP One for SAN that omits S3 and NAS protocols and adds symmetric active-active multipathing

NetApp ONTAP One

Snapshot: Application-consistent tamper-proof instant backups

SnapRestore: Near-instant restore of backups on demand

SnapMirror: Integrated remote backup/disaster recovery

ARP: Autonomous ransomware protection

SnapLock: Regulatory-compliant data retention

NSE / NVE / Encryption: In-flight and data-at-rest encryption

MFA/MAV: Multifactor admin access & multi-admin verification

ActiveIQ: AI-informed predictive analytics and corrective action

QoS: Quality of service workload control

SysMgr / GUI / CLI / API: Intuitive mgmt. and automation integration

FabricPool: Automatic data tiering

Efficiency: Inline data compression, deduplication, & compaction

Unified: FC, iSCSI, NVMe-oF, NVMe/TCP, NFS, SMB, S3

Consume your data infrastructure on your terms

Ultimate flexibility, guaranteed

As-A-Service



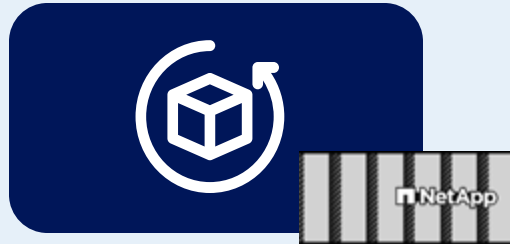
NetApp Keystone

- Procure services, not systems
- Pay-as-you-grow (or shrink!) based on consumption
- Flexible management options – do it yourself, partner-managed, or NetApp managed

SLAs

- Performance
- Uptime
- Sustainability

Integrated Tech Refresh



Storage Lifecycle Program

- Purchase your system but eliminate ongoing refresh costs
- Included new storage controller every 3 years
- Scale out to the cloud to meet business needs

GUARANTEES

- Storage Efficiency Guarantee
- Ransomware Recovery Guarantee
- 6 Nines Data Availability Guarantee (ASA)
- Predictable Support Pricing
- Media Replacement Assurance

Traditional Purchase



- Always available and unchanged
- Purchase hardware and software with support subscription
- Financing & enterprise agreements available

Public Cloud Consumption



- Choose from the three largest public clouds
- Native offering: billing and financing directly with the cloud provider
- Choice of service levels

SLAs

- Performance (throughput, IOPS)
- Uptime/availability
- Price

Peace of mind, guaranteed

Continually evolve your storage environment with confidence



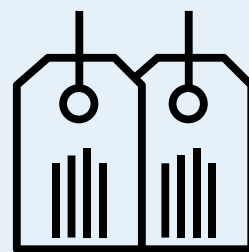
Ransomware
Recovery
Guarantee

OPTIONAL PROGRAM¹



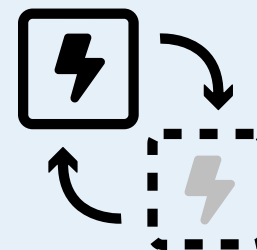
6 Nines (99.9999%)
Data Availability
Guarantee

INCLUDED w/ ASA²



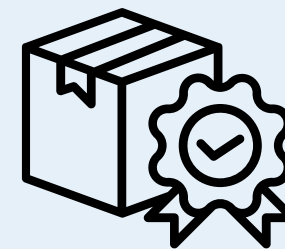
Predictable
Support Pricing

INCLUDED w/ Support



Media Replacement
Assurance

INCLUDED w/ Support



Storage Efficiency
Guarantee

INCLUDED w/ ASA/AFF

Best-in-class ownership experience to accompany NetApp AFF/FAS/ASA solution purchase

Unified control across your hybrid multicloud

NetApp BlueXP



Unified control
of storage and services for
all your data wherever it lives



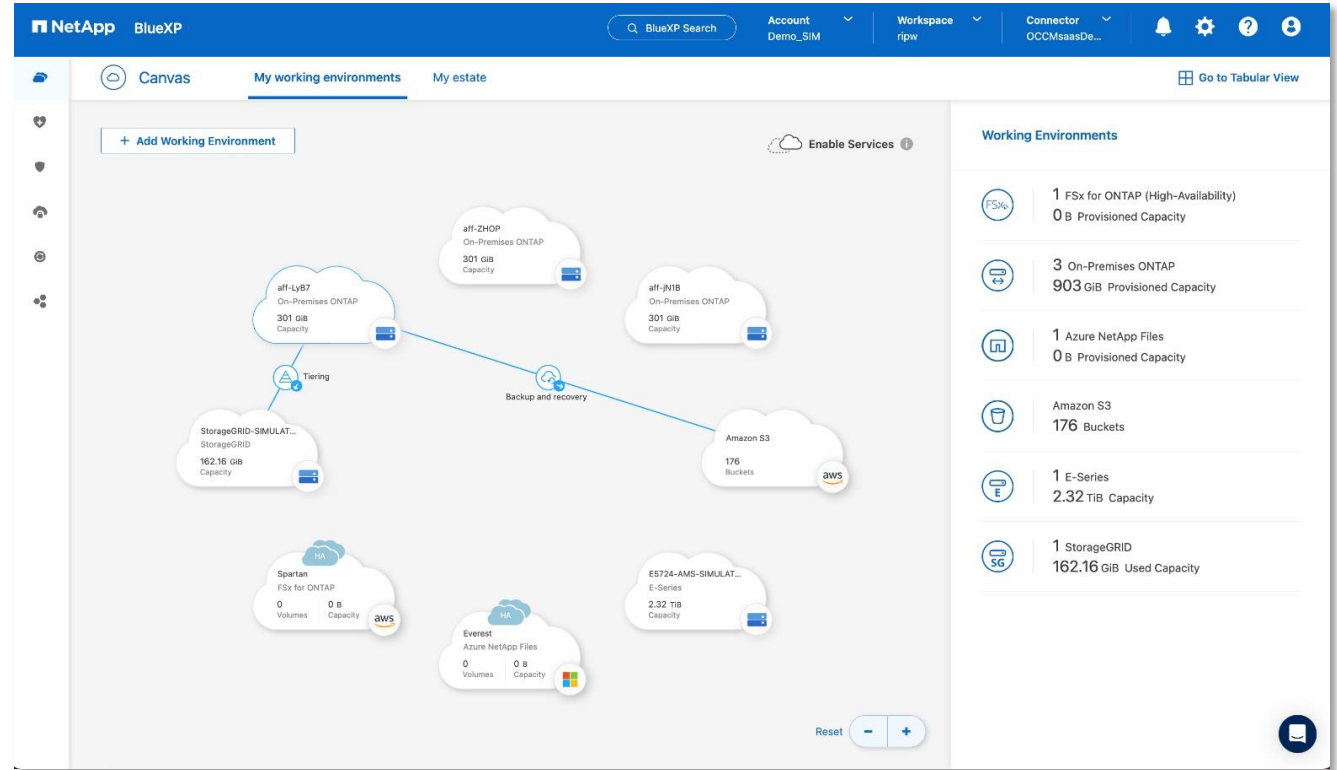
Powerful AI Ops
drives operational simplicity



Flexible consumption of resources
unlocks control, investment protection,
and ROI



Integrated services
maximize data protection and cyber
resilience while minimizing costs

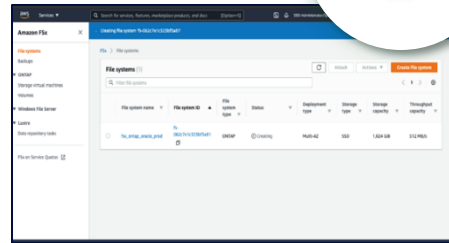


Delivering the speed, simplicity, and security
required in today's **highly complex world**

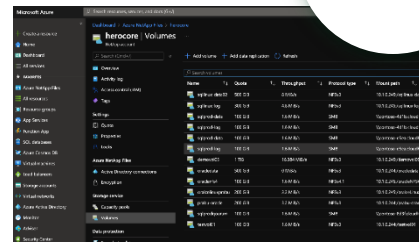
It's always ONTAP, delivered how you need it, where you need it



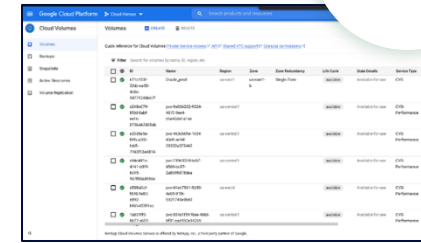
**On-Premises/
Hybrid Cloud**



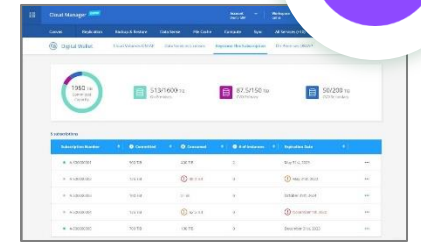
**Amazon FSx
for NetApp ONTAP**



Azure NetApp Files



**Google Cloud
NetApp Volumes**



**NetApp Cloud
Volumes ONTAP**

The only common storage software provided as on-premises enterprise storage and as a native managed cloud storage service directly by the three biggest cloud providers

**NETAPP MAKES
DATA INFRASTRUCTURE INTELLIGENT
TO TURN A WORLD OF
DISRUPTION INTO OPPORTUNITIES
FOR EVERY CUSTOMER**

Q3 FY25 highlights

Grew all-flash annualized revenue run rate by 10% year-over-year to \$3.8 billion

Grew first party and marketplace cloud storage services revenue approximately 46% year-over-year

Inked over 100 AI and data lake modernization deals, including a number of AI-as-a-Service wins

Further refined the focus of our Public Cloud business with the sale of Spot by NetApp

Approved new near-term science-based emissions reduction targets verified by the Science-Based Targets initiative (SBTi)

Delivered significant intelligent data infrastructure innovation with the launch of new all-flash AFF A-series and C-series, enhanced StorageGRID object storage capabilities, and expanded cloud storage offerings

Q3 FY25 summary

	Q3 guidance (as of Nov 21, 2024)	Q3 actual	
Revenue	\$1.61B – \$1.76B	\$1.64B +2.2% y/y	✓
Billings ¹		\$1.71B +1.5% y/y	
Gross margin ¹	71% – 72%	70.7% -200 bps y/y	
Operating margin ¹	~ 29%	30.0% -20 bps y/y	✓
Earnings per share ¹	\$1.85 – \$1.95	\$1.91 -1.5% y/y	✓
FCF margin ¹		20.6%	
Remaining performance obligation ²		\$4.47B	
Capital returns ³		\$306M	

¹Billings, gross margin, operating margin, EPS, and FCF margin are Non-GAAP measures. Refer to appendix for additional details on the Non-GAAP measures presented in the table above and a reconciliation between GAAP and Non-GAAP numbers.

²Beginning in FY25, we've started disclosing remaining performance obligations, inclusive of unbilled RPO, as it is a leading indicator of future growth in our business.

³Capital returns are the sum of cash dividends and share repurchases.

YTD FY25 summary

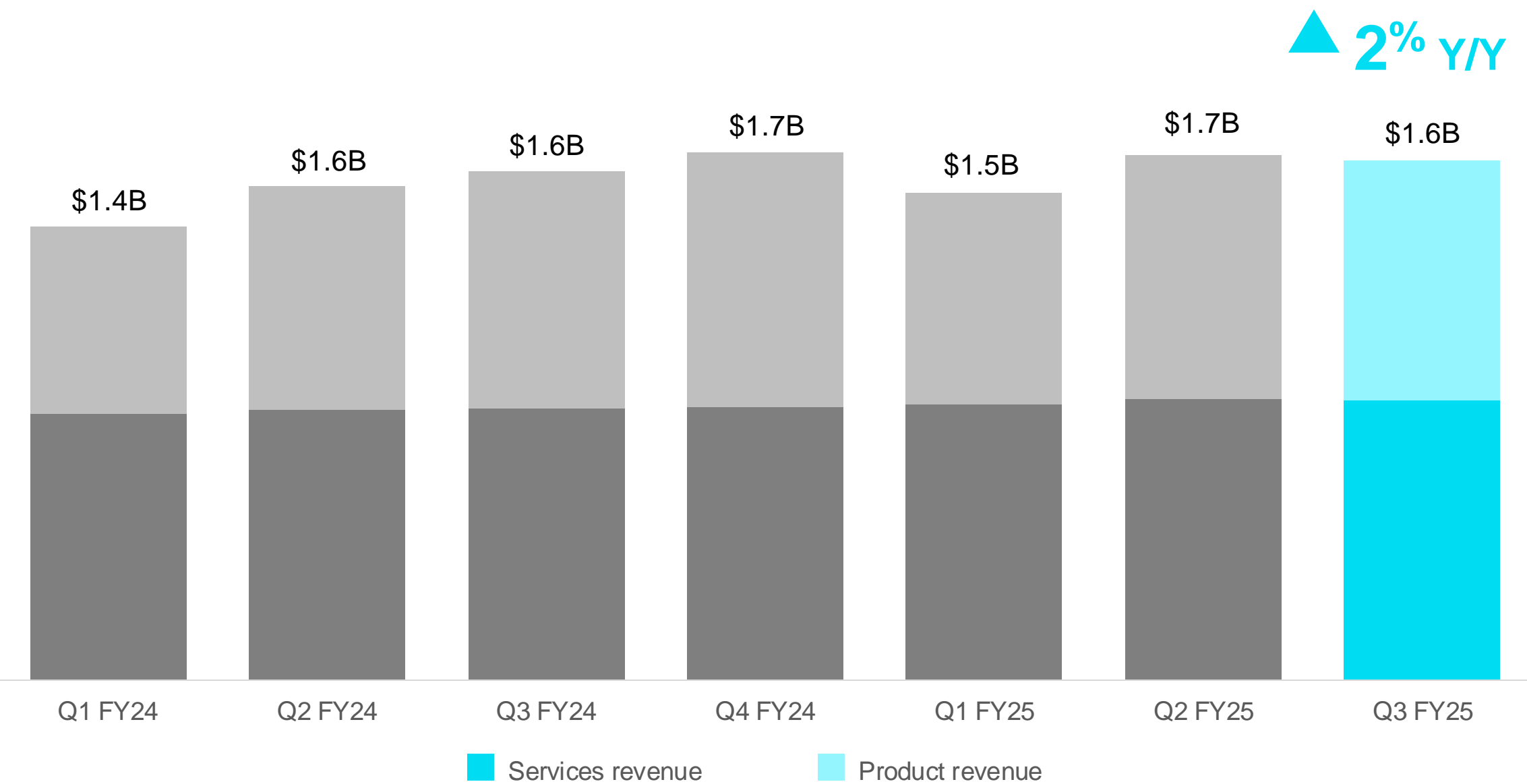
	Q1	Q2	Q3	YTD
Revenue	\$1.54B +7.6% y/y	\$1.66B +6.1% y/y	\$1.64B +2.2% y/y	\$4.84B +5.2% y/y
Billings ¹	\$1.45B +11.5% y/y	\$1.59B +9.1% y/y	\$1.71B +1.5% y/y	\$4.75B +7.0% y/y
Gross margin ¹	72.2% +150 bps y/y	72.0% +0 bps y/y	70.7% -200 bps y/y	71.7% -10 bps y/y
Operating margin ¹	25.9% +430 bps y/y	28.6% +180 bps y/y	30.0% -20 bps y/y	28.2% +180 bps y/y
Earnings per share ¹	\$1.56 +35.7% y/y	\$1.87 +18.4% y/y	\$1.91 -1.5% y/y	\$5.33 +14.4% y/y
FCF margin ¹	19.5%	3.6%	20.6%	14.4%
Remaining performance obligation ²	\$4.46B	\$4.43B	\$4.47B	\$4.47B
Capital returns ³	\$507M	\$406M	\$306M	\$1,219M

¹Billings, gross margin, operating margin, EPS, and FCF margin are Non-GAAP measures. Refer to appendix for additional details on the Non-GAAP measures presented in the table above and a reconciliation between GAAP and Non-GAAP numbers.

²Beginning in FY25, we've started disclosing remaining performance obligations, inclusive of unbilled RPO, as it is a leading indicator of future growth in our business.

³Capital returns are the sum of cash dividends and share repurchases.

Revenues

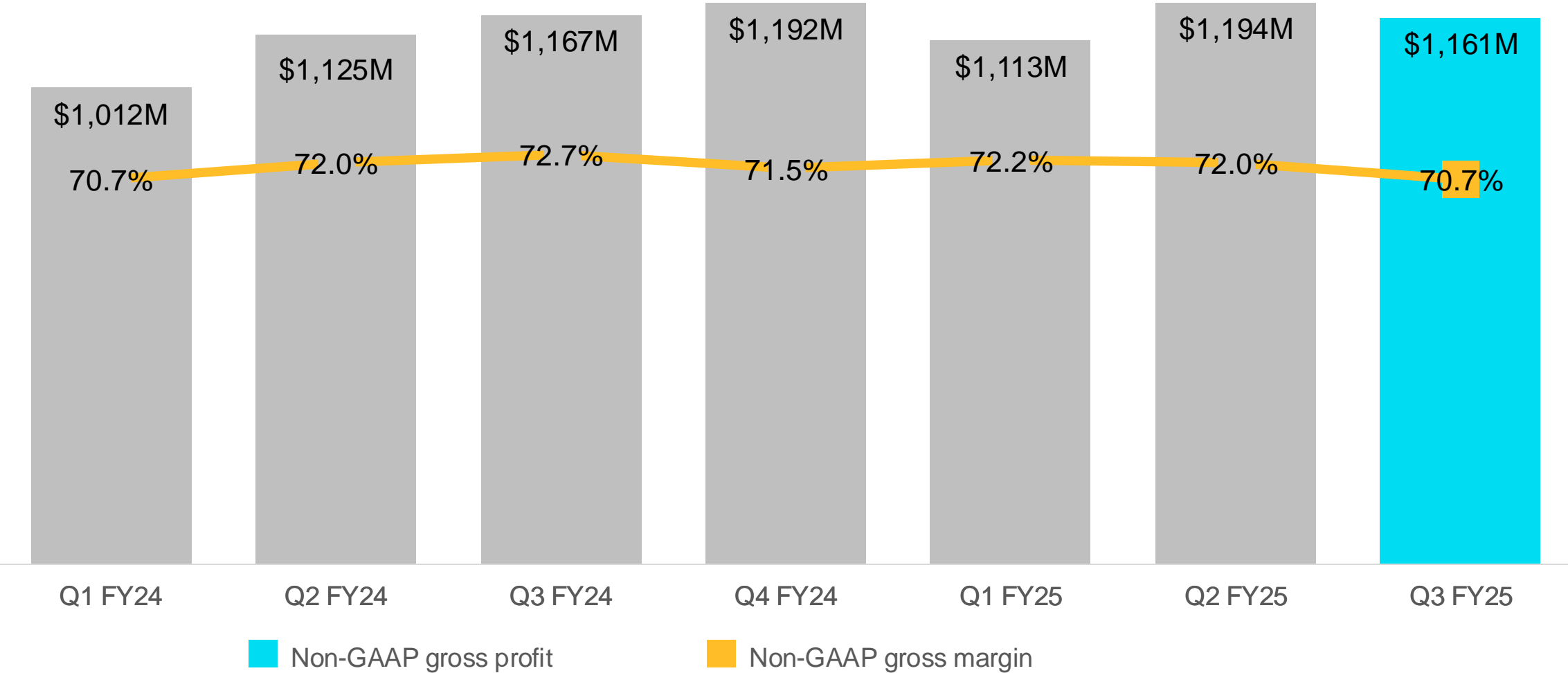


Billings

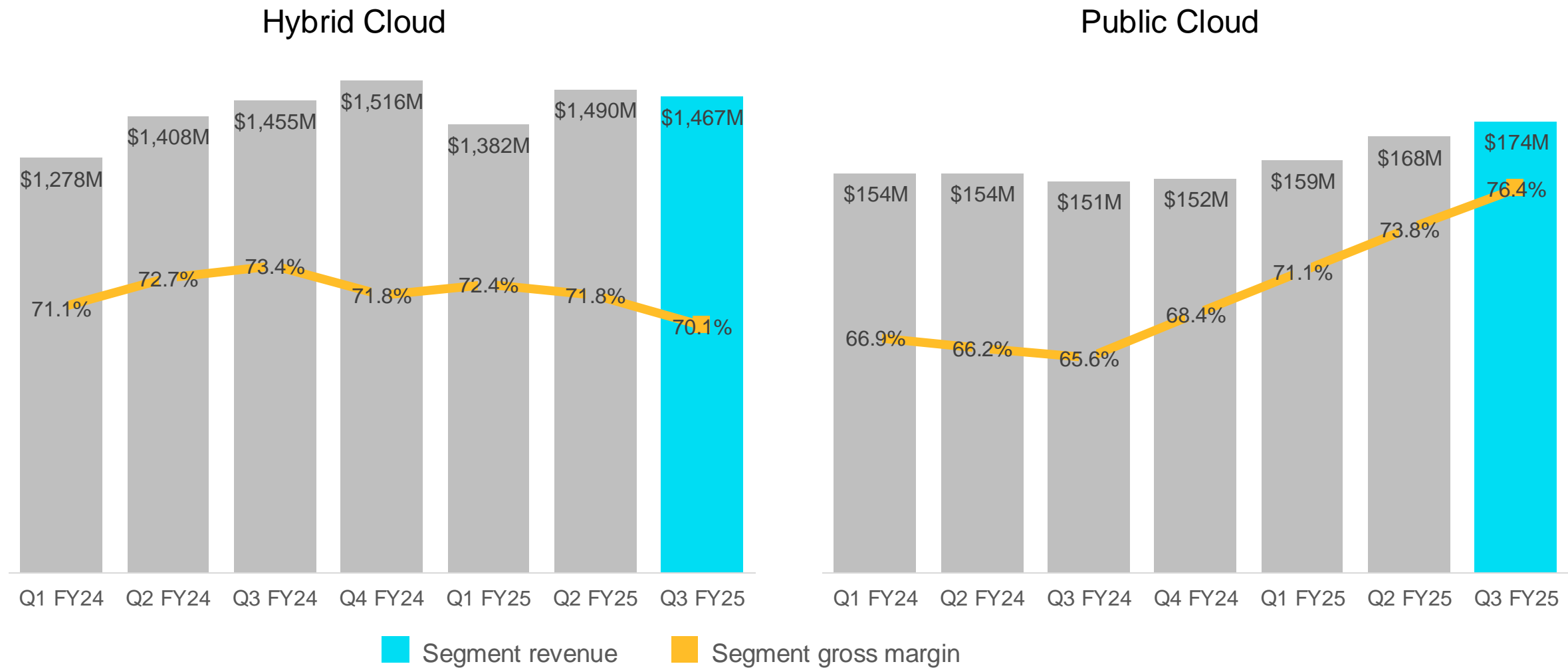


Billings is a Non-GAAP measure. Refer to appendix for additional details and a reconciliation between GAAP and Non-GAAP numbers.

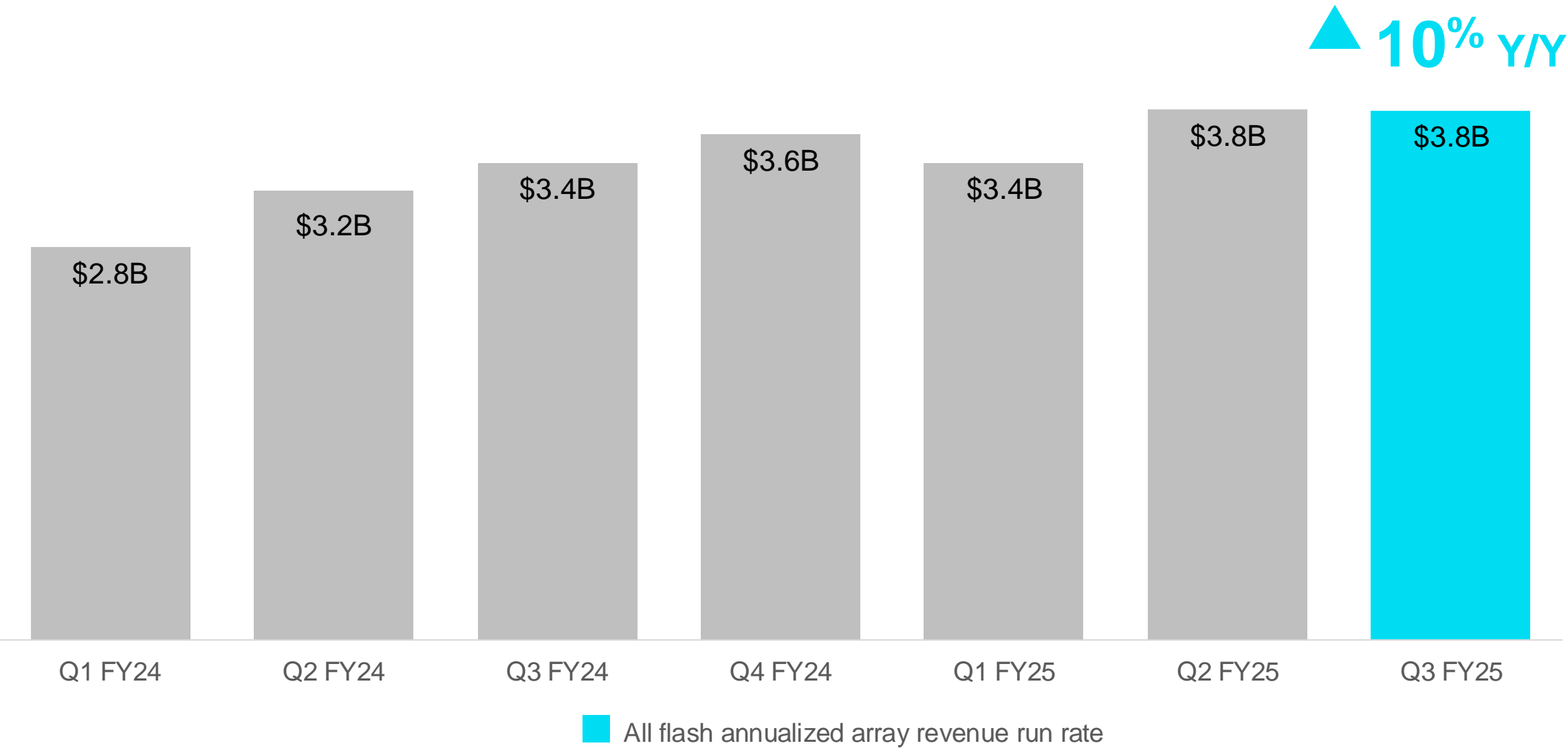
Non-GAAP gross margin



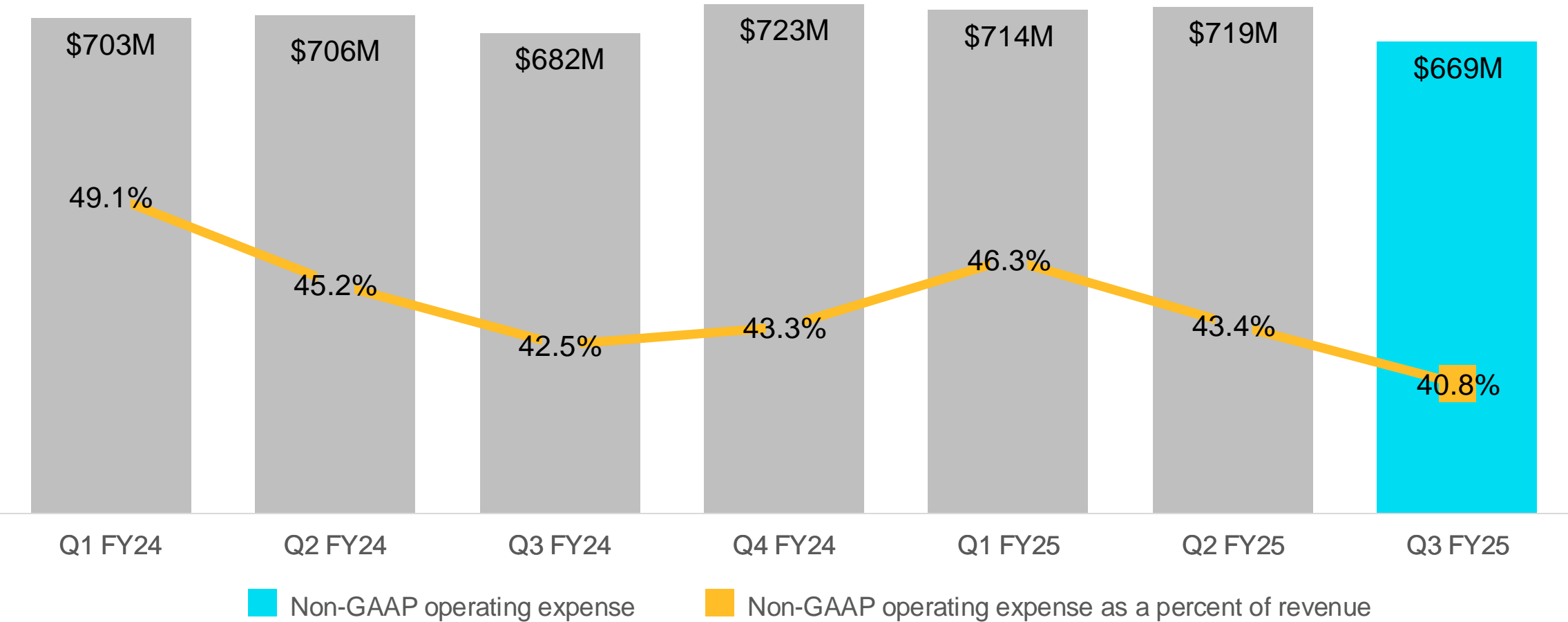
Segment revenue and gross margin



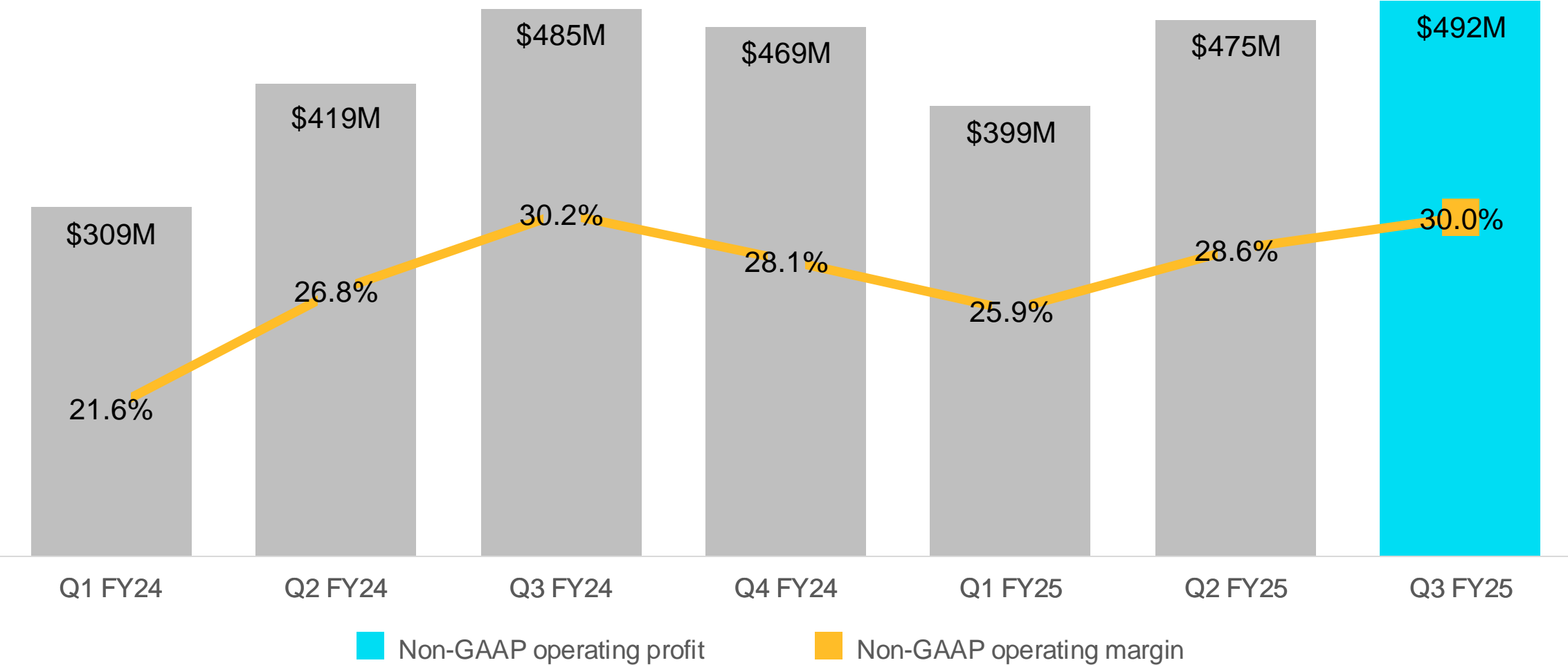
All flash array annualized revenue run rate



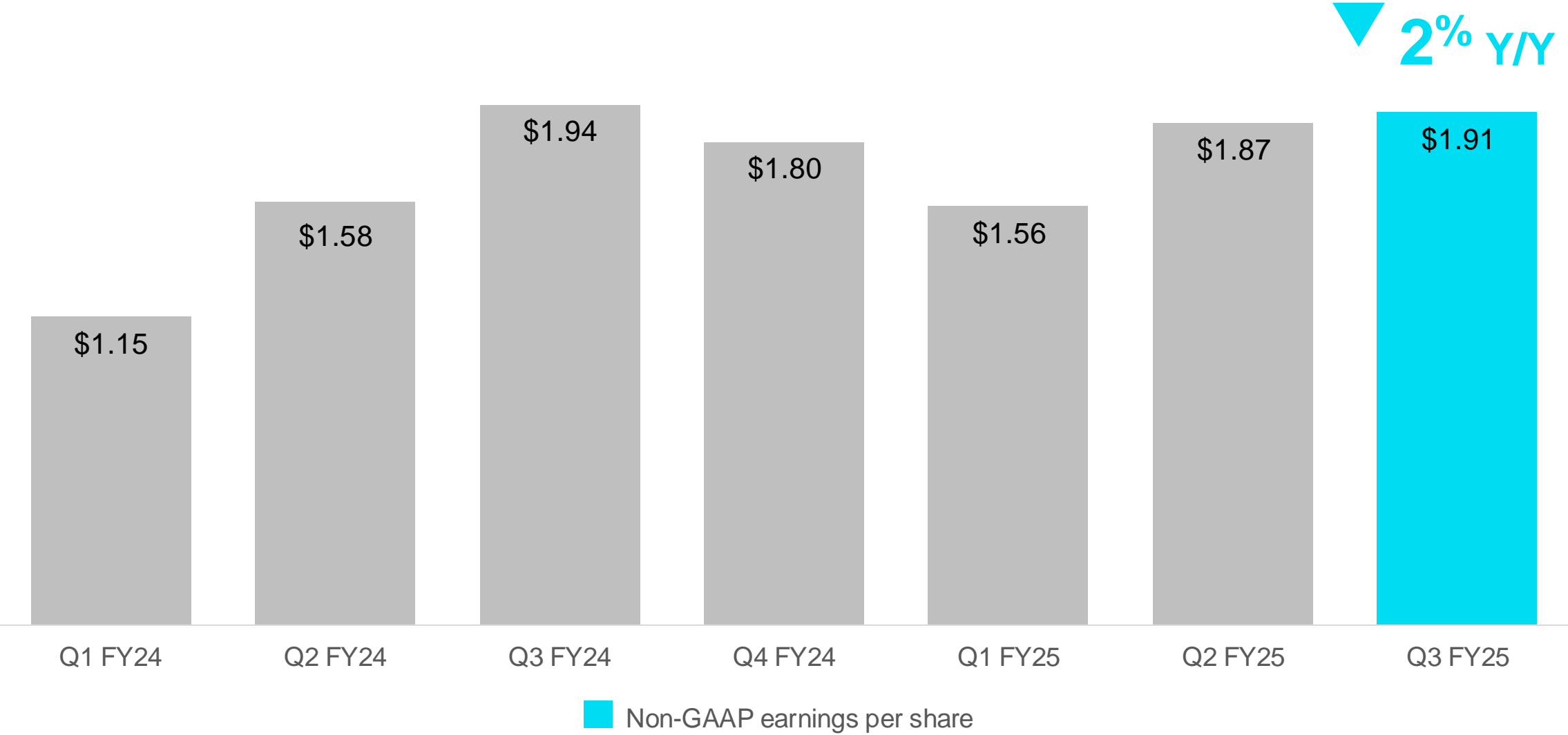
Non-GAAP operating expense



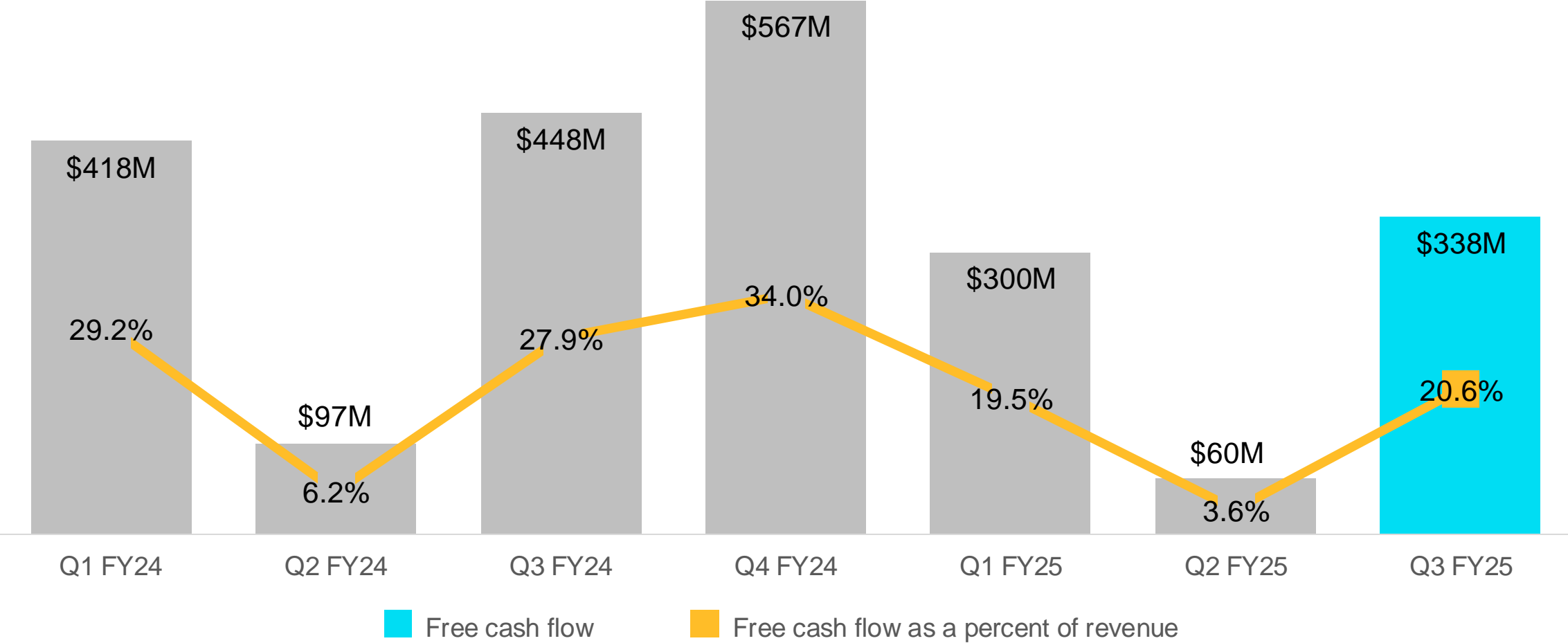
Non-GAAP operating profit



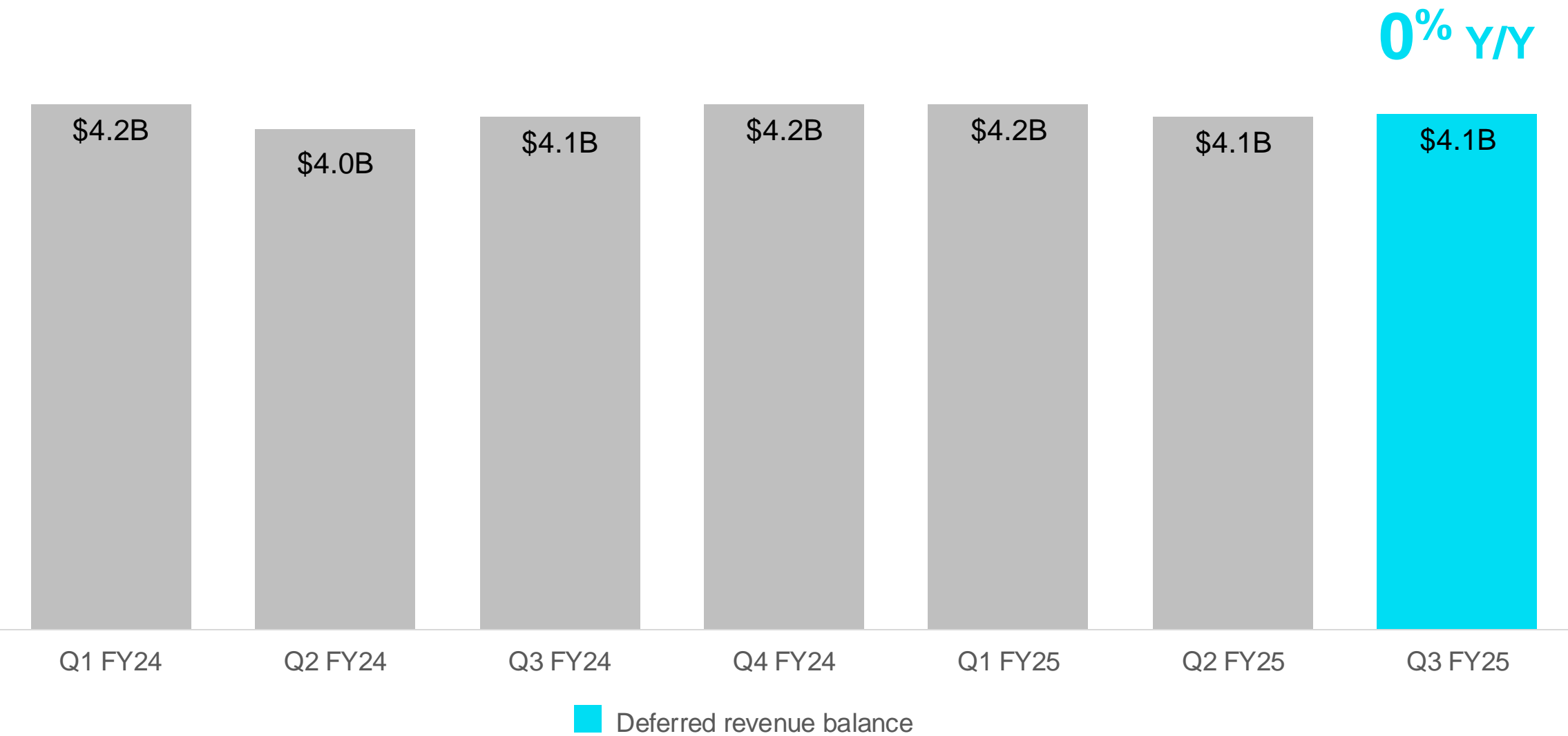
Non-GAAP earnings per share



Free cash flow



Deferred revenue



Q4 FY25 GUIDANCE
AS OF FEBRUARY 27, 2025

	Q4 Guide
Revenue	\$1.65B – \$1.80B
Gross margin*	69 – 70%
Operating margin*	~ 28%
Earnings per share*	\$1.84 – \$1.94

Additional modeling points

Net interest income**	~ \$10M
Tax rate*	20% – 21%

*Gross margin, operating margin, EPS, and tax rate are Non-GAAP numbers. Refer to appendix for additional details and a reconciliation between GAAP and Non-GAAP numbers.
**Net interest income equals interest income less interest expense

UPDATED FY25 GUIDANCE

AS OF FEBRUARY 27, 2025

	FY25 Guide
Revenue	\$6.49B – \$6.64B
Gross margin*	~ 71%
Operating margin*	28% – 28.5%
Earnings per share*	\$7.17 – \$7.27

Additional modeling points

Net interest income**	~ \$55M
Tax rate*	20% – 21%

*Gross margin, operating margin, EPS, and tax rate are Non-GAAP numbers. Refer to appendix for additional details and a reconciliation between GAAP and Non-GAAP numbers.

**Net interest income equals interest income less interest expense

Appendix: Supplementary Tables and GAAP to Non- GAAP Reconciliations & Explanations



Supplemental revenue and gross margin data

RECONCILIATION OF SEGMENTS GROSS PROFIT TO TOTAL GROSS PROFIT
(\$ in millions)

	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY2024	Q1'FY25	Q2'FY25	Q3'FY25	First Nine Months of FY'24	First Nine Months of FY'25
Revenues by Segment										
Product	\$ 590	\$ 706	\$ 747	\$ 806	\$ 2,849	\$ 669	\$ 768	\$ 758	\$ 2,043	\$ 2,195
Support	611	623	631	623	2,488	631	635	621	1,865	1,887
Professional and Other Services	77	79	77	87	320	82	87	88	233	257
Hybrid Cloud Segment Net Revenues	1,278	1,408	1,455	1,516	5,657	1,382	1,490	1,467	4,141	4,339
Public Cloud Segment Net Revenues	154	154	151	152	611	159	168	174	459	501
Net Revenues	1,432	1,562	1,606	1,668	6,268	1,541	1,658	1,641	4,600	4,840
Gross Profit by Segment										
Product	326	431	467	494	1,718	401	463	430	1,224	1,294
Support	564	573	582	574	2,293	581	584	573	1,719	1,738
Professional and Other Services	19	19	19	20	77	18	23	25	57	66
Hybrid Cloud Segment Gross Profit	909	1,023	1,068	1,088	4,088	1,000	1,070	1,028	3,000	3,098
Public Cloud Segment Gross Profit	103	102	99	104	408	113	124	133	304	370
Total Segments Gross Profit	1,012	1,125	1,167	1,192	4,496	1,113	1,194	1,161	3,304	3,468
Amortization of Intangible Assets	(9)	(8)	(9)	(8)	(34)	(8)	(9)	(8)	(26)	(25)
Stock-based Compensation	(7)	(7)	(7)	(8)	(29)	(7)	(8)	(8)	(21)	(23)
Unallocated Cost of Revenues	(16)	(15)	(16)	(16)	(63)	(15)	(17)	(16)	(47)	(48)
Gross Profit	\$ 996	\$ 1,110	\$ 1,151	\$ 1,176	\$ 4,433	\$ 1,098	\$ 1,177	\$ 1,145	\$ 3,257	\$ 3,420
Hybrid Cloud Segment Gross Margin	71.1%	72.7%	73.4%	71.8%	72.3%	72.4%	71.8%	70.1%	72.4%	71.4%
Public Cloud Segment Gross Margin	66.9%	66.2%	65.6%	68.4%	66.8%	71.1%	73.8%	76.4%	66.2%	73.9%

Reconciliation of net revenues to billings (Non-GAAP)

RECONCILIATION OF NET REVENUES
TO BILLINGS (NON-GAAP)
(In millions)

	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY2024	Q1'FY25	Q2'FY25	Q3'FY25	First Nine Months of FY'24	First Nine Months of FY'25
Net revenues	\$ 1,432	\$ 1,562	\$ 1,606	\$ 1,668	\$ 6,268	\$ 1,541	\$ 1,658	\$ 1,641	\$ 4,600	\$ 4,840
Change in deferred revenue and financed unearned services revenue*	(133)	(108)	81	146	(14)	(92)	(72)	72	(160)	(92)
Billings	\$ 1,299	\$ 1,454	\$ 1,687	\$ 1,814	\$ 6,254	\$ 1,449	\$ 1,586	\$ 1,713	\$ 4,440	\$ 4,748

* As reported on our Condensed Consolidated Statements of Cash Flows

Some items may not add or recalculate due to rounding

Billings - NetApp approximates billings by adding net revenues as reported on our consolidated statements of operations for the period to the change in total deferred revenue and financed unearned services revenue as reported on our consolidated statements of cash flows.

Reconciliation of GAAP to Non-GAAP gross profit and gross margin

RECONCILIATION OF GAAP TO NON-GAAP GROSS PROFIT AND GROSS MARGIN (\$ in millions)											
	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY2024	Q1'FY25	Q2'FY25	Q3'FY25		First Nine Months of FY'24	First Nine Months of FY'25
NET REVENUES	\$ 1,432	\$ 1,562	\$ 1,606	\$ 1,668	\$ 6,268	\$ 1,541	\$ 1,658	\$ 1,641		\$ 4,600	\$ 4,840
GROSS PROFIT	\$ 996	\$ 1,110	\$ 1,151	\$ 1,176	\$ 4,433	\$ 1,098	\$ 1,177	\$ 1,145		\$ 3,257	\$ 3,420
Adjustments:											
Amortization of intangible assets	9	8	9	8	34	8	9	8		26	25
Stock-based compensation	7	7	7	8	29	7	8	8		21	23
NON-GAAP GROSS PROFIT	\$ 1,012	\$ 1,125	\$ 1,167	\$ 1,192	\$ 4,496	\$ 1,113	\$ 1,194	\$ 1,161		\$ 3,304	\$ 3,468
Gross margin-GAAP	69.6%	71.1%	71.7%	70.5%	70.7%	71.3%	71.0%	69.8%		70.8%	70.7%
Adjustments	1.1%	1.0%	1.0%	1.0%	1.0%	0.9%	1.0%	0.9%		1.0%	1.0%
Gross margin-Non-GAAP	70.7%	72.0%	72.7%	71.5%	71.7%	72.2%	72.0%	70.7%		71.8%	71.7%

Reconciliation of GAAP to Non-GAAP operating expenses

OPERATING EXPENSES											
(\$ in millions)											
	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY2024	Q1'FY25	Q2'FY25	Q3'FY25		First Nine Months of FY'24	First Nine Months of FY'25
OPERATING EXPENSES	\$ 818	\$ 806	\$ 785	\$ 810	\$ 3,219	\$ 816	\$ 832	\$ 783		\$ 2,409	\$ 2,431
Adjustments:											
Amortization of intangible assets	(6)	(6)	(5)	(6)	(23)	(6)	(5)	(5)		(17)	(16)
Stock-based compensation	(80)	(86)	(82)	(80)	(328)	(78)	(95)	(95)		(248)	(268)
Restructuring charges	(26)	(5)	(13)	-	(44)	(17)	(12)	(9)		(44)	(38)
Acquisition-related expense	(3)	(3)	(3)	(1)	(10)	(1)	(1)	(2)		(9)	(4)
Gains/losses on the sale or derecognition of assets	-	-	-	-	-	-	-	(3)		-	(3)
NON-GAAP OPERATING EXPENSES	\$ 703	\$ 706	\$ 682	\$ 723	\$ 2,814	\$ 714	\$ 719	\$ 669		\$ 2,091	\$ 2,102
NET REVENUES	\$ 1,432	\$ 1,562	\$ 1,606	\$ 1,668	\$ 6,268	\$ 1,541	\$ 1,658	\$ 1,641		\$ 4,600	\$ 4,840
GAAP OPERATING EXPENSES AS A PERCENTAGE OF NET REVENUES	57.1%	51.6%	48.9%	48.6%	51.4%	53.0%	50.2%	47.7%		52.4%	50.2%
Adjustments	(8.0%)	(6.4%)	(6.4%)	(5.2%)	-6.5%	(6.7%)	(6.8%)	(6.9%)		(6.9%)	(6.8%)
NON-GAAP OPERATING EXPENSES AS A PERCENTAGE OF NET REVENUES	49.1%	45.2%	42.5%	43.3%	44.9%	46.3%	43.4%	40.8%		45.5%	43.4%

Reconciliation of GAAP to Non-GAAP operating margin

RECONCILIATION OF GAAP TO NON-GAAP
OPERATING MARGIN
(\$ in millions)

	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY2024	Q1'FY25	Q2'FY25	Q3'FY25	First Nine Months of FY'24	First Nine Months of FY'25
INCOME FROM OPERATIONS	\$ 178	\$ 304	\$ 366	\$ 366	\$ 1,214	\$ 282	\$ 345	\$ 362	\$ 848	\$ 989
Adjustments:										
Amortization of intangible assets	15	14	14	14	57	14	14	13	43	41
Stock-based compensation	87	93	89	88	357	85	103	103	269	291
Restructuring charges	26	5	13	-	44	17	12	9	44	38
Acquisition-related expense	3	3	3	1	10	1	1	2	9	4
Gains/losses on the sale or derecognition of assets	-	-	-	-		-	-	3	-	3
NON-GAAP INCOME FROM OPERATIONS	\$ 309	\$ 419	\$ 485	\$ 469	\$ 1,682	\$ 399	\$ 475	\$ 492	\$ 1,213	\$ 1,366
NET REVENUES	\$ 1,432	\$ 1,562	\$ 1,606	\$ 1,668	\$ 6,268	\$ 1,541	\$ 1,658	\$ 1,641	\$ 4,600	\$ 4,840
OPERATING MARGIN - GAAP	12.4%	19.5%	22.8%	21.9%	19.4%	18.3%	20.8%	22.1%	18.4%	20.4%
Adjustments	9.1%	7.4%	7.4%	6.2%	7.5%	7.6%	7.8%	7.9%	8.0%	7.8%
OPERATING MARGIN - NON GAAP	21.6%	26.8%	30.2%	28.1%	26.8%	25.9%	28.6%	30.0%	26.4%	28.2%

Reconciliation of GAAP to Non-GAAP net income per share

RECONCILIATION OF GAAP TO NON-GAAP NET INCOME PER SHARE											
	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY2024	Q1'FY25	Q2'FY25	Q3'FY25		First Nine Months of FY'24	First Nine Months of FY'25
NET INCOME PER SHARE	\$ 0.69	\$ 1.10	\$ 1.48	\$ 1.37	\$ 4.63	\$ 1.17	\$ 1.42	\$ 1.44		\$ 3.26	\$ 4.03
Adjustments:											
Amortization of intangible assets	0.07	0.07	0.07	0.07	0.27	0.07	0.07	0.06		0.20	0.20
Stock-based compensation	0.40	0.44	0.42	0.42	1.68	0.40	0.49	0.50		1.27	1.39
Restructuring charges	0.12	0.02	0.06	-	0.21	0.08	0.06	0.04		0.21	0.18
Acquisition-related expense	0.01	0.01	0.01	-	0.05	-	-	0.01		0.04	0.02
Gains/losses on the sale or derecognition of assets	-	-	-	-	-	-	0.01	0.01		-	0.03
Litigation settlements	-	(0.02)	-	-	(0.02)	-	-	-		(0.02)	-
Income tax effects	(0.14)	(0.04)	(0.10)	(0.06)	(0.35)	(0.17)	(0.19)	(0.15)		(0.29)	(0.51)
NON-GAAP NET INCOME PER SHARE	\$ 1.15	\$ 1.58	\$ 1.94	\$ 1.80	\$ 6.46	\$ 1.56	\$ 1.87	\$ 1.91		\$ 4.66	\$ 5.33
Diluted Shares	216	211	211	212	213	212	210	208		213	210

Note: GAAP and Non-GAAP Net Income Per Share were computed using the Diluted number of shares
Some items may not add or recalculate due to rounding

Reconciliation of net cash provided by (used in) operating activities to free cash flow (Non-GAAP)

RECONCILIATION OF NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES
TO FREE CASH FLOW (NON-GAAP)
(In millions)

	Q1'FY24	Q2'FY24	Q3'FY24	Q4'FY24	FY2024	Q1'FY25	Q2'FY25	Q3'FY25	First Nine Months of FY'24	First Nine Months of FY'25
Net cash provided by (used in) operating activities	\$ 453	\$ 135	\$ 484	\$ 613	\$ 1,685	\$ 341	\$ 105	\$ 385	\$ 1,072	\$ 831
Purchases of property and equipment	(35)	(38)	(36)	(46)	(155)	(41)	(45)	(47)	(109)	(133)
Free cash flow	\$ 418	\$ 97	\$ 448	\$ 567	\$ 1,530	\$ 300	\$ 60	\$ 338	\$ 963	\$ 698
NET REVENUES	\$ 1,432	\$ 1,562	\$ 1,606	\$ 1,668	\$ 6,268	\$ 1,541	\$ 1,658	\$ 1,641	\$ 4,600	\$ 4,840
FREE CASH FLOWS AS A PERCENTAGE OF NET REVENUES	29.2%	6.2%	27.9%	34.0%	24.4%	19.5%	3.6%	20.6%	20.9%	14.4%

Free cash flow is calculated as net cash provided by operating activities less purchases of property and equipment.

Reconciliation of GAAP guidance to Non-GAAP - fourth quarter fiscal 2025

NETAPP, INC.
RECONCILIATION OF GAAP GUIDANCE TO NON-GAAP
FOURTH QUARTER FISCAL 2025
(Unaudited)

	Fourth Quarter Fiscal 2025
Gross Margin - GAAP Guidance	68% - 69%
Adjustment:	
Cost of revenues adjustments	1 %
Gross Margin - Non-GAAP Guidance	69% - 70%
	Fourth Quarter Fiscal 2025
Operating Margin - GAAP Guidance	~22%
Adjustments:	
Stock-based compensation expense	6 %
Operating Margin - Non-GAAP Guidance	~28%

Reconciliation of GAAP guidance to Non-GAAP - fourth quarter fiscal 2025, continued

NETAPP, INC.
RECONCILIATION OF GAAP GUIDANCE TO NON-GAAP
FOURTH QUARTER FISCAL 2025
(Unaudited)

	Fourth Quarter Fiscal 2025
Net Income Per Share - GAAP Guidance	\$1.45 - \$1.55
Adjustments:	
Amortization of intangible assets	\$0.03
Stock-based compensation expense	\$0.48
Income tax effects	(\$0.12)
Net Income Per Share - Non-GAAP Guidance	\$1.84 - \$1.94
	Fourth Quarter Fiscal 2025
Effective Tax Rate - GAAP Guidance	19% - 20%
Adjustment:	
Income tax effects	1%
Effective Tax Rate - Non-GAAP Guidance	20% - 21%

Some items may not add or recalculate due to rounding

Reconciliation of GAAP guidance to Non-GAAP – fiscal 2025

NETAPP, INC.
RECONCILIATION OF GAAP GUIDANCE TO NON-GAAP
FISCAL 2025
(Unaudited)

	Fiscal 2025
Gross Margin - GAAP Guidance	~70%
Adjustment:	
Cost of revenues adjustments	1 %
Gross Margin - Non-GAAP Guidance	~71%

	Fiscal 2025
Operating Margin - GAAP Guidance	20% - 20.5%
Adjustments:	
Amortization of intangible assets	1 %
Stock-based compensation expense	6 %
Restructuring charges	1 %
Operating Margin - Non-GAAP Guidance	28% - 28.5%

Reconciliation of GAAP guidance to Non-GAAP – fiscal 2025, continued

NETAPP, INC.
RECONCILIATION OF GAAP GUIDANCE TO NON-GAAP
FISCAL 2025
(Unaudited)

	Fiscal 2025
Net Income Per Share - GAAP Guidance	\$5.49 - \$5.59
Adjustments:	
Amortization of intangible assets	\$0.22
Stock-based compensation expense	\$1.86
Restructuring charges	\$0.18
Acquisition-related expenses	\$0.02
Gains/losses on the sale or derecognition of assets	\$0.03
Income tax effects	(\$0.63)
Net Income Per Share - Non-GAAP Guidance	\$7.17 - \$7.27
	Fiscal 2025
Effective Tax Rate - GAAP Guidance	18% - 19%
Adjustment:	
Income tax effects	2%
Effective Tax Rate - Non-GAAP Guidance	20% - 21%

Reconciliation of GAAP guidance to Non-GAAP - third quarter fiscal 2025

NETAPP, INC.
RECONCILIATION OF GAAP GUIDANCE TO NON-GAAP
THIRD QUARTER FISCAL 2025
(Unaudited)

	Third Quarter Fiscal 2025
Gross Margin - GAAP Guidance	70% - 71%
Adjustment:	
Cost of revenues adjustments	1 %
Gross Margin - Non-GAAP Guidance	71% - 72%

	Third Quarter Fiscal 2025
Operating Margin - GAAP Guidance	~22%
Adjustments:	
Amortization of intangible assets	1 %
Stock-based compensation expense	6 %
Operating Margin - Non-GAAP Guidance	~29%

Reconciliation of GAAP guidance to Non-GAAP - third quarter fiscal 2025, continued

NETAPP, INC.
RECONCILIATION OF GAAP GUIDANCE TO NON-GAAP
THIRD QUARTER FISCAL 2025
(Unaudited)

	Third Quarter Fiscal 2025
Net Income Per Share - GAAP Guidance	\$1.41 - \$1.51
Adjustments:	
Amortization of intangible assets	\$0.07
Stock-based compensation expense	\$0.48
Income tax effects	(\$0.11)
Net Income Per Share - Non-GAAP Guidance	\$1.85 - \$1.95
	Third Quarter Fiscal 2025
Effective Tax Rate - GAAP Guidance	20% - 21%
Adjustment:	
Income tax effects	-
Effective Tax Rate - Non-GAAP Guidance	20% - 21%

Some items may not add or recalculate due to rounding



THE INTELLIGENT DATA INFRASTRUCTURE COMPANY

