



Speed or Scalability? I'll take both!

Jonathan Malamed

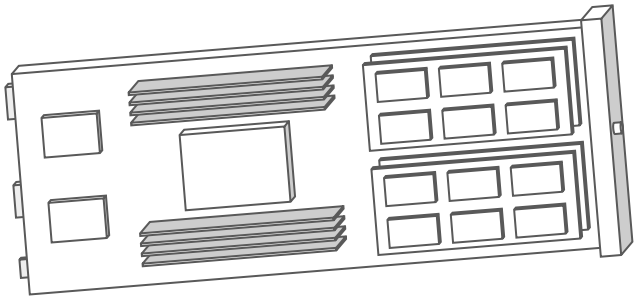
*Director, ETS
Pure Storage*



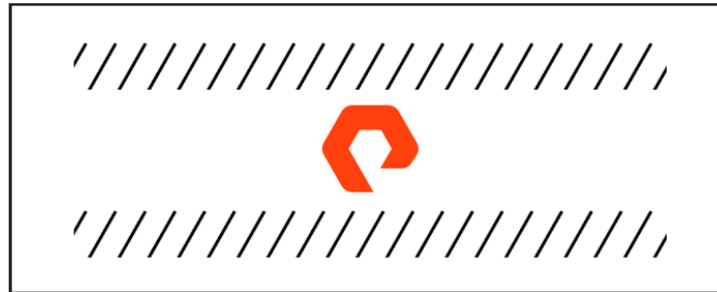
Better Experience.

FLASHBLADE ARCHITECTURE IS DESIGNED TO STAY EVERGREEN

DON'T REBUY STORAGE



NON-DISRUPTIVE UPGRADES



ALL-INCLUSIVE SOFTWARE

Purity **FB**



All This is Possible with Pure Evergreen Subscription Services



Pure Storage Fast Facts



Growth

\$2.18 Billion

FY22 Annual Revenue



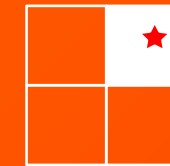
Customers

10,500+

Global Customers



Leadership



Gartner Magic Quadrant

8 X leader!

\$955 Million

Q2 FY23 Subscription Annual Recurring Revenue (ARR)

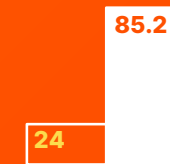
+\$60 Billion TAM

>350

New Customers
in Q2 FY23

~56%

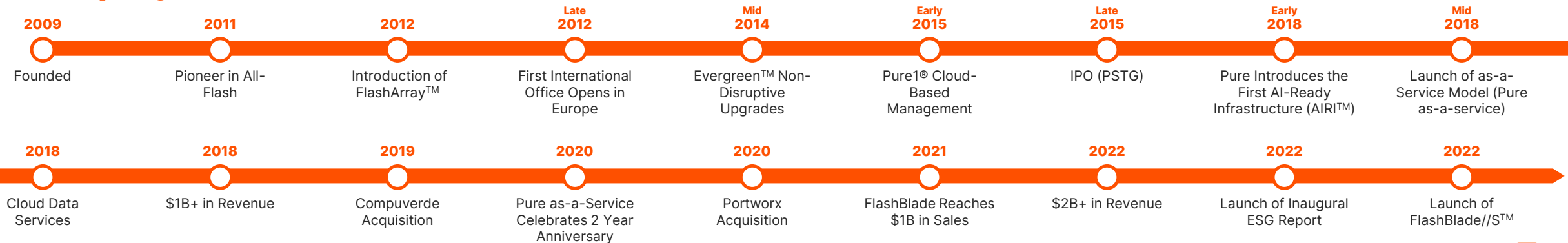
Of Fortune
500 companies



Net Promoter Score

Top 1% of B2B companies

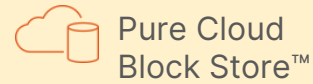
Company Milestones



Pure's Portfolio

UNCOMPLICATE DATA STORAGE, FOREVER

Modernizing Applications
Delivering the Hybrid Cloud Platform
for Tomorrow's Data Applications



Modernizing Operations
Automating Storage to Deliver the
Cloud as-a-Service Experience



Modernizing Infrastructure
All-Flash Storage for Accelerating
Traditional Applications

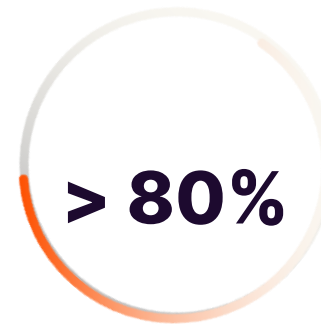


The Unstructured Data Explosion

Industry Trends:

- Unstructured data is Tier 1
- Fast object and S3 becoming mainstream
- Demand for Enterprise AI
- Need for simple, uncomplicated storage

INDUSTRY OUTLOOK



Unstructured
Enterprise Data

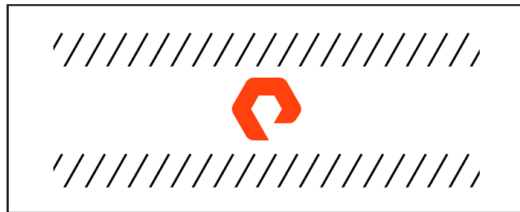


Faster Growth than
Structured Data

Better Engineering.

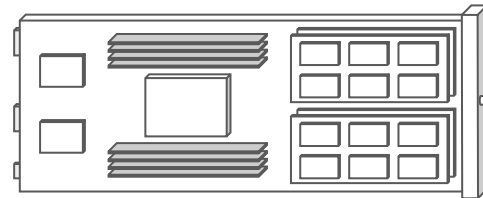
MODULAR SYSTEMS DESIGN WITH SIMPLIFIED NETWORKING AND MANAGEMENT

FLASHBLADE SYSTEM



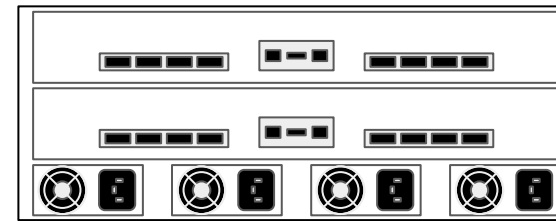
Long-Life Chassis with Maximum Rack Density and Power Efficiency.

BLADES



Modular Unit of Scale for both Capacity and Performance using **DirectFlash** and **Purity//FB** Software.

NETWORK



Simplified Software-Defined, High-Speed Networks with "Set it and Forget it" Uplink Configuration.

MANAGEMENT



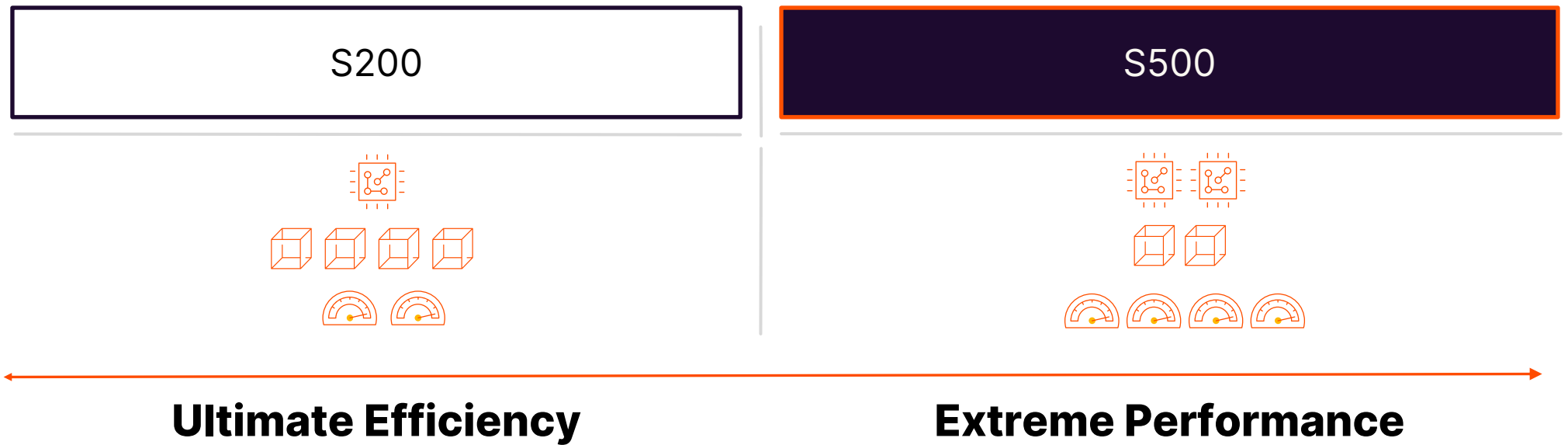
Intuitive GUI, CLI and REST API. Automation and DevOps Friendly. No Nerd Knobs. Backed by **Pure1®**.

HARDWARE AND SOFTWARE CO-ENGINEERED FOR MAXIMUM EFFICIENCY

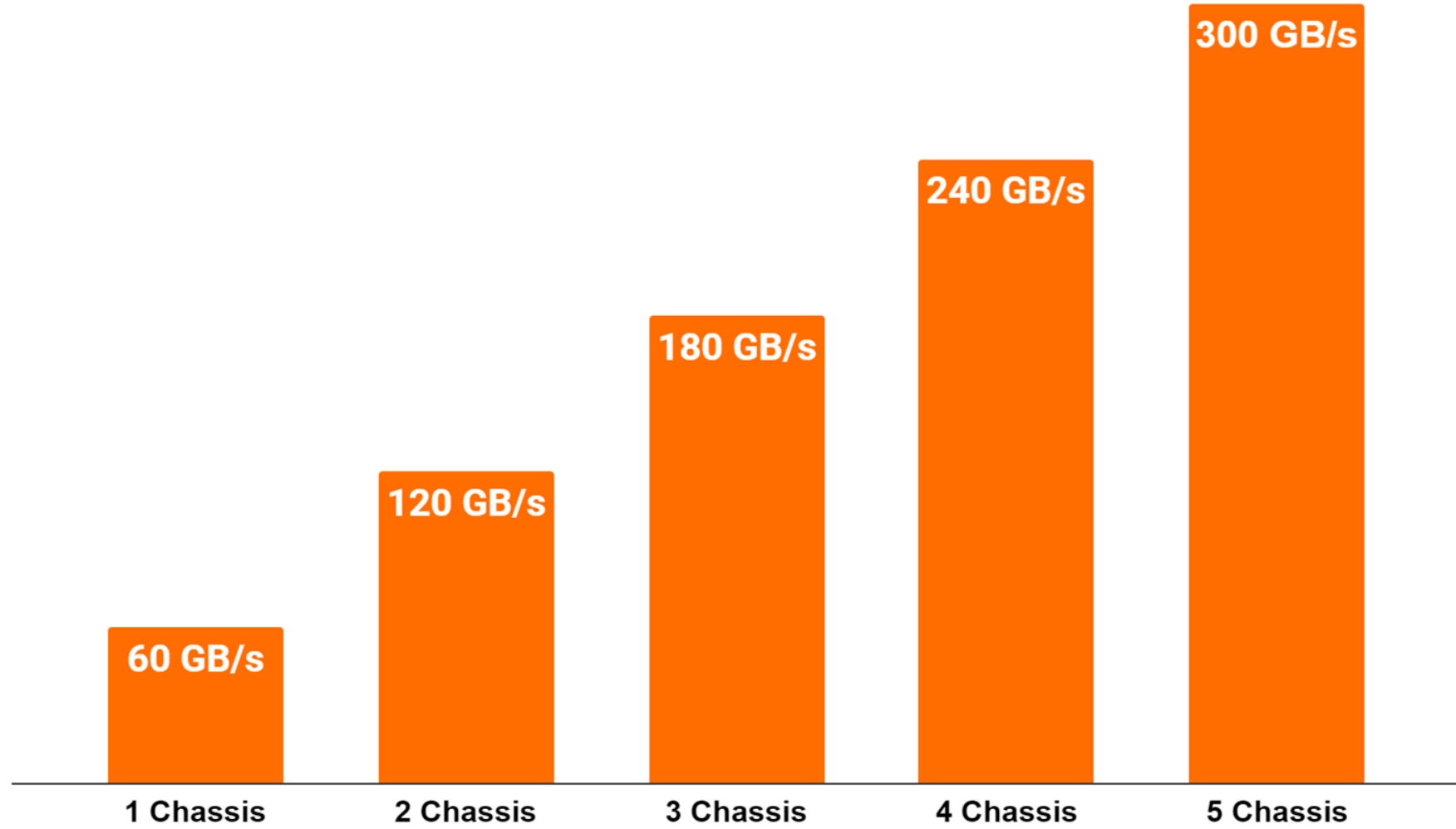


Modular and Customizable

SCALE COMPUTE OR STORAGE INDEPENDENTLY

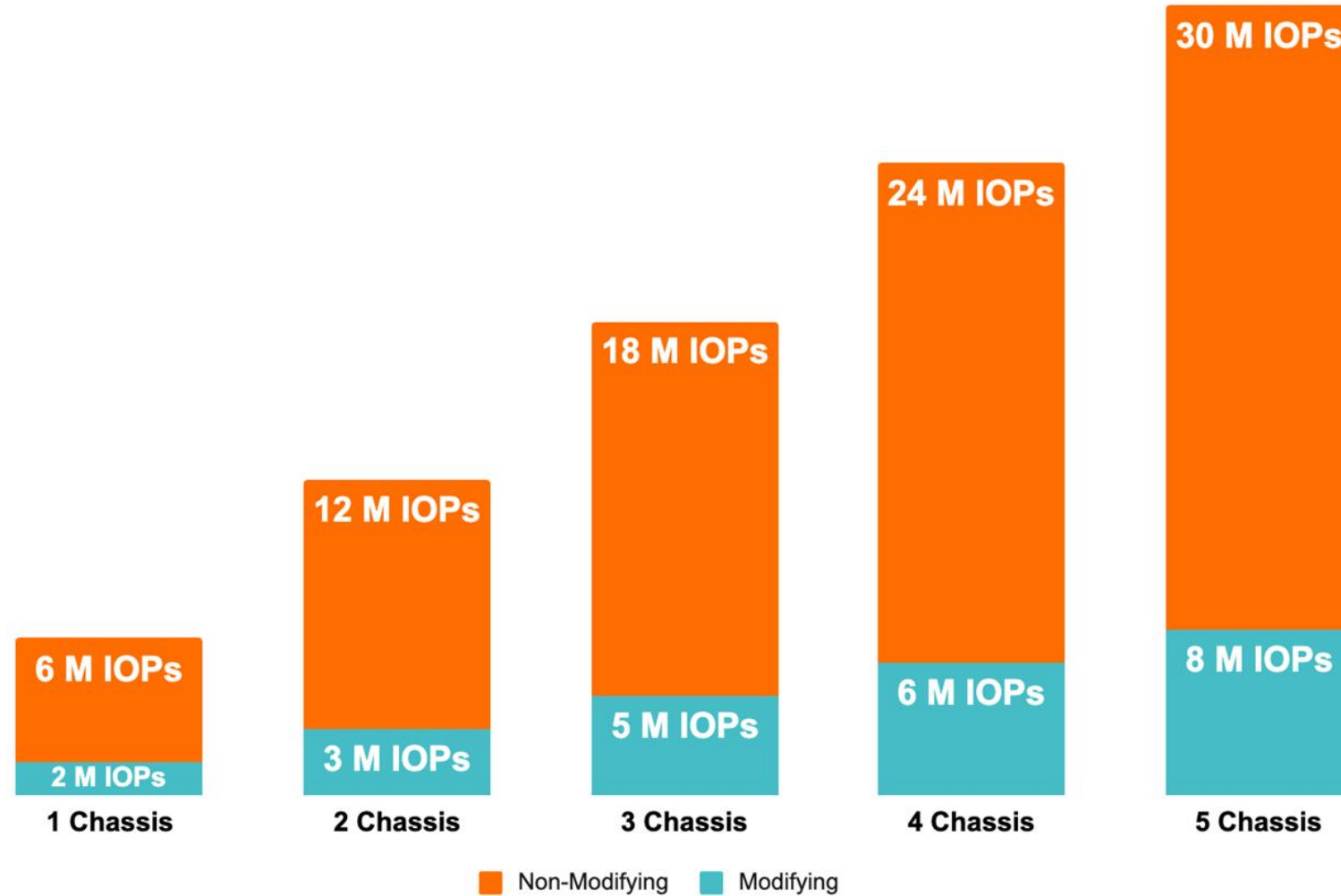


Scale Your Performance with Storage



Full Chassis with 10x S500 Blades with 4x DFMs per blades, 100% reads, 512k, NFS, 2.6:1 compression, require XFMv2 for maximum performance

Tackling IO Problems with Scale










Full Chassis with 10x S500 Blades with 4x DFMs per blades, 100% reads, 512k, NFS, 2.6:1 compression, require XFMv2 for maximum performance



Evergreen//Forever

STORAGE THAT GETS BETTER OVER TIME



-  Deploy Once, Upgrade In Place
-  No Planned Downtime
-  No Data Migration
-  Full Performance, Non-Stop
-  Modernize Media & Blades
-  Multi-Generational Lifespan
-  Investments Protected

