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# NetApp and Data Domain

May 20, 2009





# Safe Harbor for Forward-Looking Statements

This document contains forward-looking statements, which involve a number of risks and uncertainties. NetApp and Data Domain caution readers that any forward-looking information is not a guarantee of future performance and that actual results could differ materially from those contained in the forward-looking information. All such forward-looking statements include, but are not limited to, statements about the benefits of NetApp's acquisition of Data Domain, including future financial and operating results, NetApp's plans, objectives, expectations and intentions and other statements that are not historical facts.

The following factors, among others, could cause actual results to differ from those set forth in the forward-looking statements: the ability to obtain regulatory approvals of the transaction on the proposed terms and schedule; the failure of Data Domain stockholders to approve the transaction; the risk that the businesses will not be integrated successfully; the risk that the cost savings and any other synergies from the transaction may not be fully realized or may take longer to realize than expected; disruption from the transaction making it more difficult to maintain relationships with customers, employees or suppliers; and competition and its effect on pricing, spending, third-party relationships and revenues. Additional factors that may affect future results are contained in NetApp's and Data Domain's filings with the SEC, which are available at the SEC's web site <http://www.sec.gov>. NetApp and Data Domain disclaim any obligation to update and revise statements contained in these materials based on new information or otherwise.



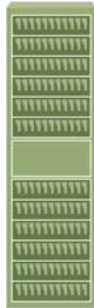
# What We Are Announcing

- **NetApp to acquire Data Domain**
  - Purchase price of \$1.5B in cash and stock, net of Data Domain's cash.
  - Transaction anticipated to close in 60-120 days subject to customary closing conditions including regulatory approval.
  
- **About Data Domain**
  - Leading provider of deduplication storage systems for backup
  - \$274m in CY08 revenue; up 122% over CY07
  - Headquarters in Santa Clara, CA; 825 employees
  
- **Expands the opportunity for NetApp**
  - Data Domain adds to NetApp a complementary, high-growth business which will be operated to maximize growth and market adoption
  - NetApp has market reach to expand delivery of Data Domain portfolio to international markets and more enterprise customers

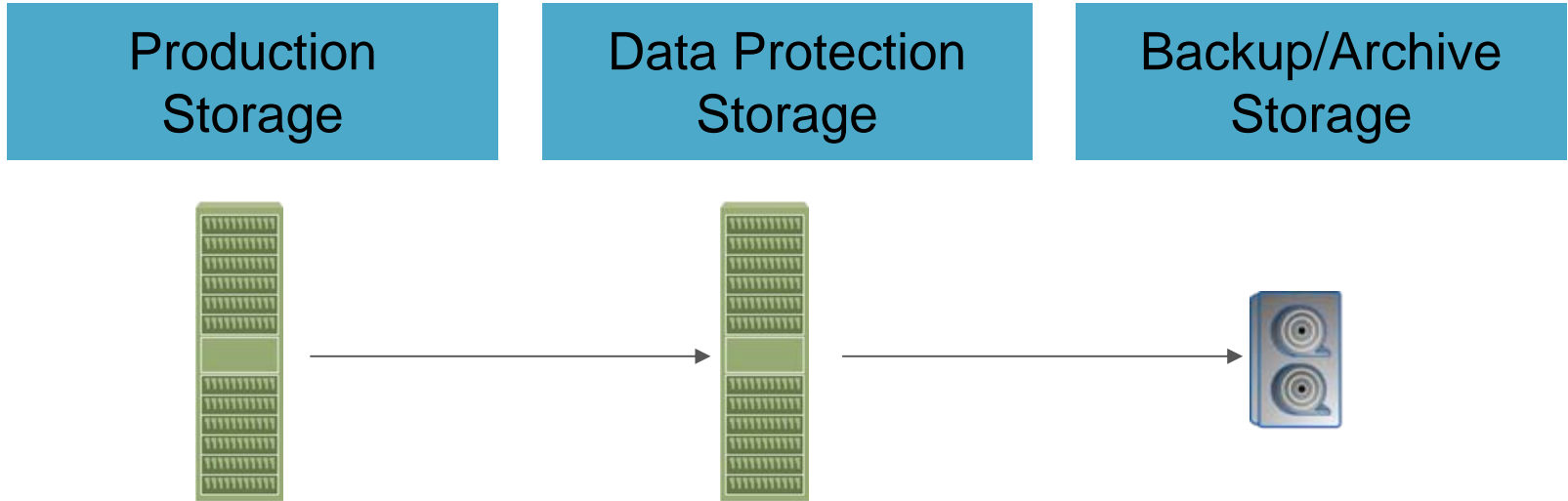
# Market Landscape

Production  
Storage

Backup/Archive  
Storage



# Market Landscape

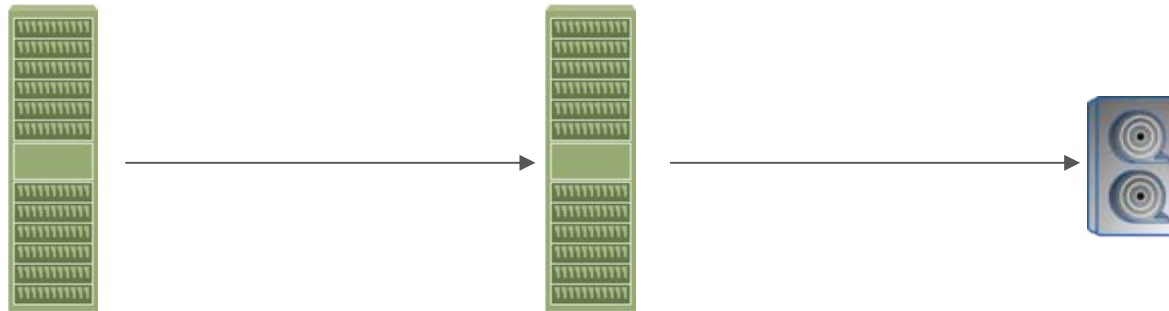


# Market Landscape

Production  
Storage

Data Protection  
Storage

Backup/Archive  
Storage



Disk

Tape

- \$16.1B market\*
- Fabric Attached Storage leaders: EMC, HP, IBM, NetApp

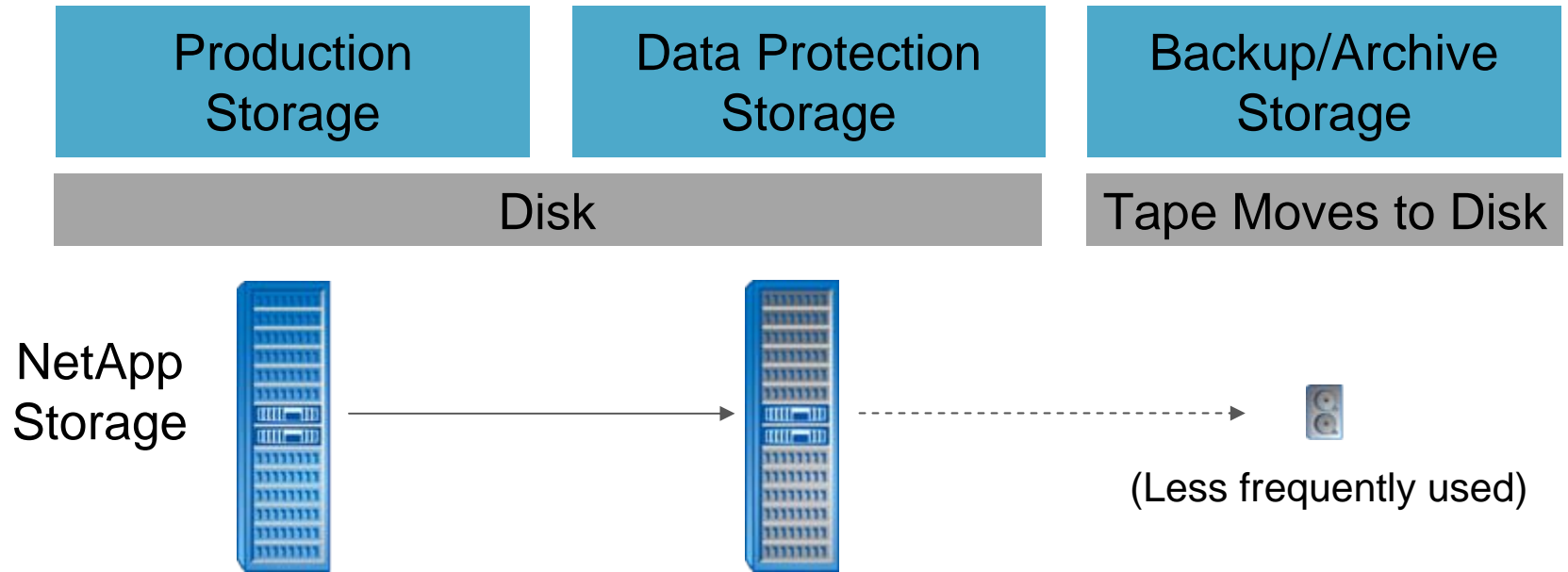
- \$3B market\*\*
- Tape library leaders: StorageTek, IBM, Quantum

\* IDC, WW Disk Storage Systems Quarterly Tracker March 2009

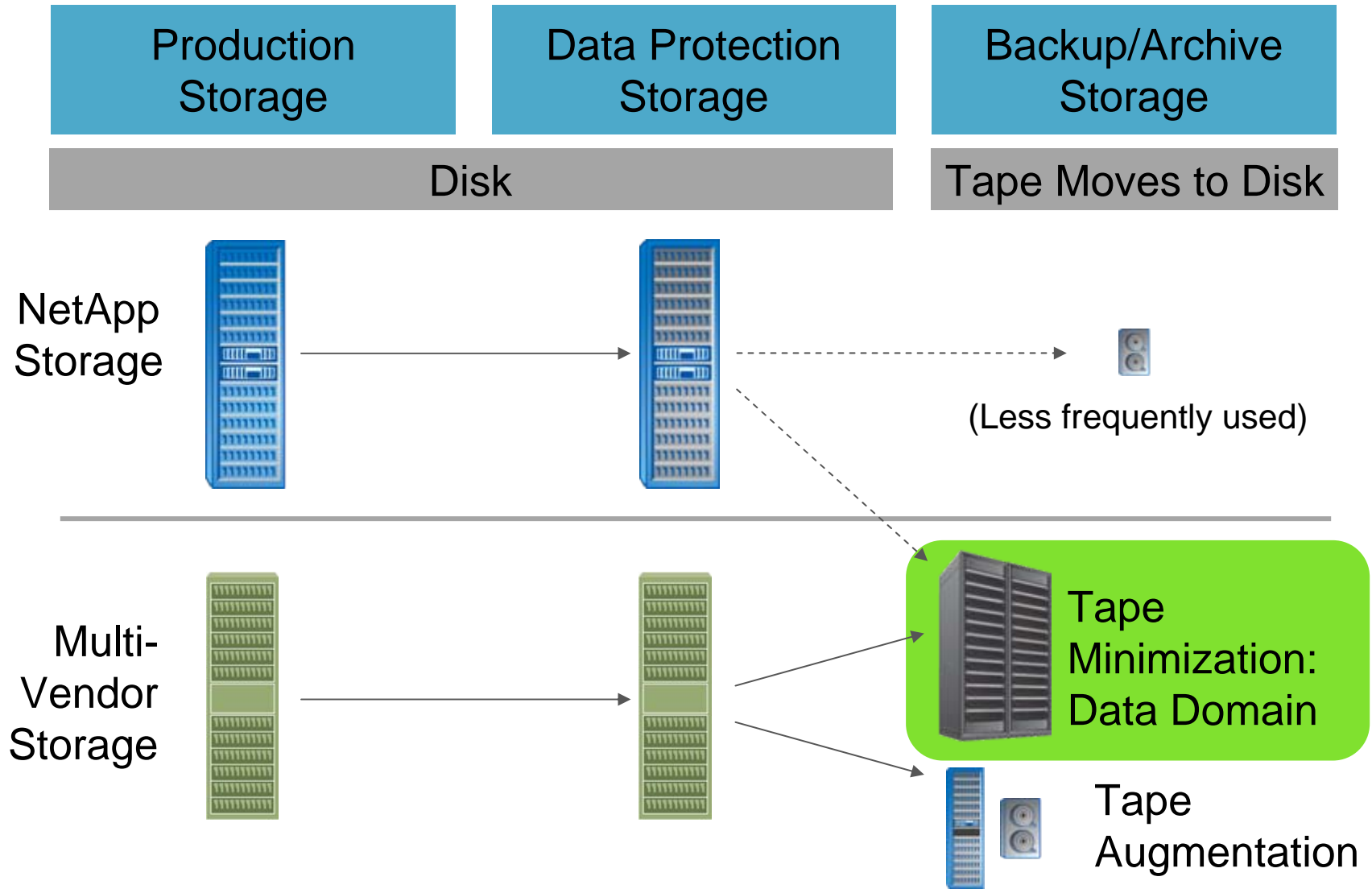
\*\* IDC, WW VTL Forecast and Analysis, Aug 2007; IDC, WW Tape Automation Forecast and Analysis, April 2009; Taneja Group, Next Generation Data Protection Market Forecast, Sept 2008



# Tape Is Transitioning to Disk



# Tape Is Transitioning to Disk





# Data Domain Overview

## ■ What they do

- Deduplicated disk-based backup storage for multi-vendor environments

## ■ Problem they solve

- Reduce data retention footprint
- Enable simple, fast, & reliable backup
- Cost-effective alternative to tape backup

## ■ Why they win

- Outstanding deduplication for backup
- Offsiting of deduped data minimizes tape use
- Easy to deploy and manage



# Data Domain Expands the Opportunity

- Data Domain is a high-growth innovation leader that will maximize NetApp growth and market position
  - *From 2007 to 2008, annual revenue grew 122% y/y*
- Expands reach into new opportunities & markets
  - *Data Domain expands the NetApp portfolio, adding multi-vendor disk-based backup*
  - *NetApp expands distribution for Data Domain in EMEA, APAC, and Enterprise accounts*
- Expands ability to capture a greater share of the high-growth tape-disk backup transition opportunity
  - *Data Domain rated #1 in Backup Data Reduction/Deduplication\**
- Complements NetApp leadership in Storage Efficiency
  - *NetApp rated #1 in Online Data Reduction/Deduplication\**

\* The InfoPro 2009 Storage Wave 12 Research



# Expected Customer and Partner Benefits

## ■ Data Domain Customers

- NetApp commitment to the future of the Data Domain product line
- Access to NetApp's global sales, support and service

## ■ NetApp Customers

- Access to broader disk-based backup portfolio

## ■ Partners

- Data Domain resellers will have more robust channel programs
- NetApp resellers gain access to industry leading deduplication solutions for backup



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**Thank You**





# About NetApp

NetApp creates innovative storage and data management solutions that help our customers deliver outstanding cost efficiency and accelerate business breakthroughs. Discover our passion for helping companies around the world go further, faster at [www.netapp.com](http://www.netapp.com)

## About Data Domain

Data Domain is the leading provider of deduplication storage systems. Thousands of companies worldwide have purchased Data Domain systems to reduce storage costs and simplify data management. Data Domain delivers the performance, reliability and scalability to address the data protection and nearline storage needs of enterprises of all sizes. Data Domain products integrate into existing customer infrastructures and are compatible with leading enterprise backup and archive software products. To find out more about Data Domain, visit [www.datadomain.com](http://www.datadomain.com)



## Additional Information and Where to Find It

NetApp plans to file with the SEC a Registration Statement on Form S-4 in connection with the transaction, and Data Domain plans to file with the SEC and mail to its stockholders a Proxy Statement/Prospectus in connection with the transaction. The Registration Statement and the Proxy Statement/Prospectus will contain important information about NetApp, Data Domain, the transaction and related matters. Investors and security holders are urged to read the Registration Statement and the Proxy Statement/Prospectus carefully when they are available. Investors and security holders will be able to obtain free copies of the Registration Statement and the Proxy Statement/Prospectus and other documents filed with the SEC by NetApp and Data Domain through the web site maintained by the SEC at [www.sec.gov](http://www.sec.gov) and by contacting NetApp Investor Relations at (408) 822-7098 or Data Domain Investor Relations at (408) 980-4909. In addition, investors and security holders will be able to obtain free copies of the documents filed with the SEC on NetApp's website at [www.netapp.com](http://www.netapp.com) or Data Domain's website at [www.datadomain.com](http://www.datadomain.com).

## Participants in the Acquisition of Data Domain

NetApp, Data Domain and their respective directors and executive officers may be deemed participants in the solicitation of proxies with respect to the proposed transaction. Information regarding these persons who may, under the rules of the SEC, be considered participants in the solicitation of Data Domain stockholders in connection with the proposed transaction will be set forth in the Proxy Statement/Prospectus described above when it is filed with the SEC. Additional information regarding NetApp's executive officers and directors is included in NetApp's definitive proxy statement, which was filed with the SEC on July 14, 2008, and additional information regarding Data Domain's executive officers and directors is included in Data Domain's Annual Report on Form 10-K/A for the fiscal year ended December 31, 2008, which was filed with the SEC on April 30, 2009. You can obtain free copies of these documents from NetApp or Data Domain using the contact information above.