



Secure, Agile Networks

ENTERPRISE INFRASTRUCTURE PROVIDES
UNPARALLELED CONNECTED EXPERIENCES

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Forward-looking Statements

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OUR FOCUS

Deliver **end-to-end enterprise infrastructure** solutions designed to provide unparalleled **connected experiences**



CIOs MUST NOW TRANSFORM THEIR INFRASTRUCTURE

29B

devices expected to access the Internet by 2023 – nearly 4
devices per person [Click to add text](#)

ENABLING HYBRID CLOUD

Growing Connectivity Needs and IoT Explosion

Wi-Fi 6 | 400G | 5G | Edge

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NEW INVESTMENTS

55%

of CIOs plan to invest in multi-cloud by 2022



INNOVATION DRIVING MOMENTUM

Double digit

Q4 revenue growth
in core enterprise
networking

~2/3 of Cisco
enterprise networking
software portfolio now
from subscriptions

Install base

1M customers
330M devices

Catalyst 9k

fastest ramping
product in Cisco
history, opportunity to
refresh over **70%** of
our customer base



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Sources: Cisco Q4 FY21 Earnings,

Growth Opportunity



\$72B

Current Growth

By 2025

- Switching
- SD-Branch Routing
- Wireless Networking
- Servers/x86 Blade
- Management & Orchestration

Growth Opportunity

\$26B
Expansion

- Hybrid Cloud
- Automation & Insights
- IoT Expansion
- HW-as-a-Service

\$72B
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Growth Opportunity



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By 2025

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Renown[®]
HEALTH

**Visibility, control,
experience, and analytics**

Cisco Catalyst Access Points

Cisco Catalyst 9000

Cisco DNA Center

Cisco DNA Assurance

Cisco DNA Spaces

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Leading Global Financial Service Provider

Transforming a legacy data center

Multiple data centers

SDN-enabled network

Connecting cloud, campus,
WAN, and data centers

Cisco Nexus Dashboard

Building New Strengths for Our Customers

TODAY

FUTURE

Powerful, Feature-Complete Technology



Powerful & Intuitive Experiences

Broad Portfolio



Broad & Aligned Portfolio

Strong GTM/Ecosystem



Platform-First GTM & Ecosystem

IT Trust



Trust Everywhere

Traditional Purchasing

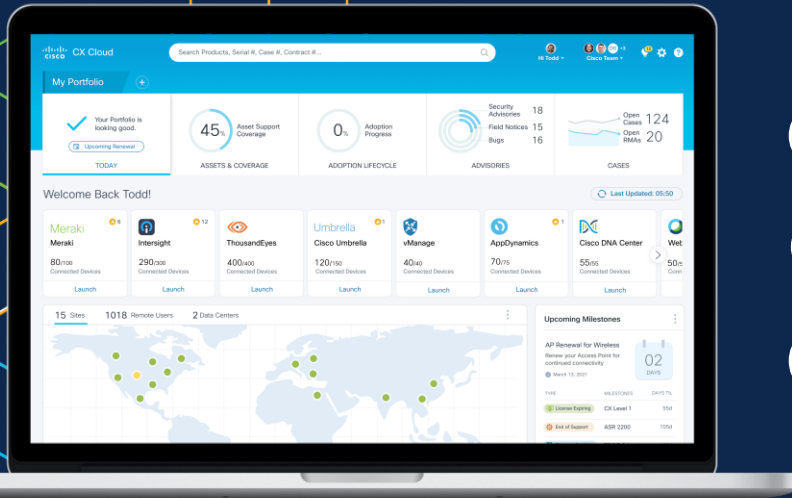


Simple & Flexible Consumption

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CISCO PLATFORM SUITE

Bringing Together Our Broad Portfolio in a New Way



CX Cloud



Webex



Intersight



Nexus Dashboard



DNA Center



SecureX



Meraki



AppDynamics



vManage



ENABLING GROWTH

Attach

Subscription
software licenses

Adopt

Platform
orchestration

Expand

Account expansion
TAM expansion





ACCELERATING ADOPTION: DNA

>100% higher

key feature adoption



2x faster

progression
through lifecycle



Increased

renewal rate



PLATFORM EXPANSION

Reaching new buyers

Expanding into new TAM

Meraki | Environmental Sensors | Smart Cameras



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Secure, Agile Networks

WHY WE WIN

Best in Class Innovation

End-to-end enterprise infrastructure solutions

Unparalleled connected experiences

Powered by industry-leading platforms

Platform Experience

Delivering secure, agile, and reliable outcomes

Simplified delivery and consumption

Value multiplier for Cisco customers

Trusted Partner

Technology shifts: Wi-Fi 6, 400G, edge, cloud-native

Transition to subscription software licenses

Platform adoption and expansion

Cloud-neutral position

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