Forward-looking Statements

This presentation contains projections and other forward-looking statements regarding future events or the future financial performance of Cisco, including future operating results. These projections and statements are only predictions. Actual events or results may differ materially from those in the projections or other forward-looking statements. Please see Cisco’s filings with the SEC, including its most recent filing on Form 10-K, for a discussion of important risk factors that could cause actual events or results to differ materially from those in the projections or other forward-looking statements.

GAAP Reconciliation

During this presentation references to financial measures of Cisco will include references to non-GAAP financial measures. Cisco provides a reconciliation between GAAP and non-GAAP financial information on the Cisco Investor Relations website https://investor.cisco.com/financial-information/financial-results/default.aspx
SHAREHOLDER VALUE

Business Transformation

Accelerated Innovation

Purpose and Culture
Global Leadership

- 1 Million Customers & Partners
- 98% of Fortune 500
- 25,000 patents
- $6.5B annual R&D spend
- #1 World’s Best Workplace
- #1 Global Supply Chain
Delivered on FY17 Investor Day Targets

**Software**
- % of Total Revenue

**Subscription**
- % of Software Revenue

**Software & Service**
- % of Total Revenue

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<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY20</th>
<th>FY21</th>
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<tbody>
<tr>
<td>30% Target</td>
<td>20%</td>
<td>29%</td>
<td>30%</td>
</tr>
<tr>
<td>66% Target</td>
<td>52%</td>
<td>74%</td>
<td>79%</td>
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<tr>
<td>50% Target</td>
<td>42%</td>
<td>51%</td>
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Effective fiscal 2019 Cisco adopted ASC 606, Revenue from Contracts with Customers
Results normalized for all periods to exclude SPVSS, which was divested in Q1'19
Effective fiscal 2019 Cisco adopted ASC 606, Revenue from Contracts with Customers. Results normalized for all periods to exclude SPVSS, which was divested in Q1 '19.
Compelling Innovation Driving Growth

2017
- Intent-Based Networking - Cat9K with Cisco DNA Center (Shift to Subscription)
- Application Monitoring (AppDynamics)
- SD-WAN (Viptela)
- Cisco Intersight
- Encrypted Traffic Analytics
- Cisco Security Connector for iOS
- Unified Access Security and MFA (Duo)
- Webex Calling & Contact Center (BroadSoft)
- Meraki Health & Insight
- Cisco Network Assurance
- Advanced Malware Protection for Endpoints with Cisco Visibility
- DNA Spaces (July Systems)
- AppDynamics SAP Monitoring & Agent

2018
- Cognitive Collaboration with AI
- Umbrella Secure Internet Gateway
- Cisco Silicon One (Flexible Component Model)
- Wi-Fi 6
- Silicon Photonics (Luxtera)
- Cloud-Native Mobile Network
- Crosswork Cloud Network Insights
- 400G Nexus Data Center Switching
- AppDynamics Cognition Engine

2019
- SecureX - Cloud-Native Security Platform
- Catalyst 8K WAN Edge Platform
- Intersight Workload Optimizer for Hybrid Cloud
- Internet Insights & Network Visibility (ThousandEyes)
- Customer Experience Engagement Platform (IMImobile)
- SASE Architecture
- SD-WAN Cloud Hub
- Cisco Cloud-OnRamp for Multi-Cloud & SaaS
- IoT Control Center with 5G Readiness and ML

2020
- Webex Suite
- Cisco Plus (Flexible Consumption Model)
- CX Cloud
- Risk-Based Vulnerability Management (Kenna)
- CyberVision (IoT Security)
- Secure Workload Zero-Trust Solution
- Cisco Intersight Service for Terraform (IaC)
- Trusted Workplace
- Nexus Dashboard
- AppDynamics Dash Studio with ThousandEyes
- Cisco Secure Application
- 800G Optics (Acacia)
- Routed Optical Networking
- Full-Stack Observability

2021

Cisco Investor Day 2021
Cloud is a Growth Driver
Digital Transformation is Accelerating
Customer Priorities

- Reimagine Applications
- Secure the Enterprise
- Power Hybrid Work
- Transform Infrastructure

Cisco Investor Day 2021
Key Market Transitions

Long-term growth drivers:

- Hybrid Cloud
- Hybrid Work
- Cloud Security
- Full-Stack Observability
- Webscale
- IoT
- 5G
- Wi-Fi 6
- 400G

Cisco Investor Day 2021
OUR Strategic Pillars

- Secure, Agile Networks
- Hybrid Work
- End-to-End Security
- Internet for the Future
- Optimized Application Experiences
- Capabilities at the Edge
Innovation Promise

- Customer & User Experience
- Simplicity & Cloud-First
- Flexible Consumption
- Visibility & Automation
- Security Built-In
- Interoperability & Quality
OUR PURPOSE

Power an Inclusive Future for All

Cisco Investor Day 2021
Why Customers and Partners Want Cisco

Trust  Innovation  Choice
WHY CISCO

Significant Market Opportunity to Drive Growth

Accelerating Business Transformation

Relentless Innovation and Execution Excellence

Strong Leadership Team
Forward-looking Statements

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