



A STRONG FOUNDATION

# Strategy and Growth Markets

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CUSTOMER NEEDS FOR

# Digital Transformation



**Deliver cloud experience** across a hybrid, multicloud world, simplify operations



**Power** the hybrid workforce and trusted workspaces



**Mitigate risk** in expanded attack surface with the move to cloud and edge



**Optimize** for best application experience



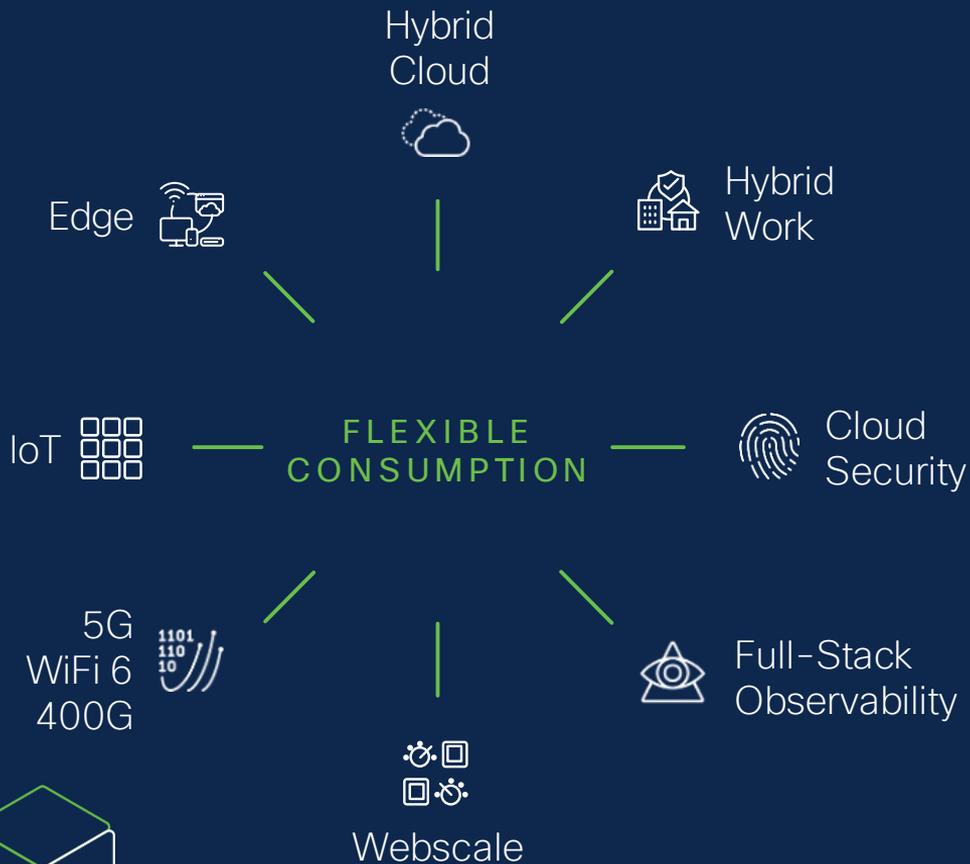
**Meet traffic requirements** for higher bandwidth and low latency use-cases



**Enable ESG** through technology

# Key Market Transitions

LONG-TERM GROWTH DRIVERS



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# Cloud is a Growth Driver

## **Build the Cloud**

Deploying Silicon, Optics and systems in WebScaler, Communication Service Provider, and Enterprise production networks

## **Hybrid, Multicloud is the De Facto Way of Operating**

Enabling our customers to connect to clouds, consume services from anywhere and secure across all environments

## **Hybrid Work**

Powering the distributed workforce with trusted workspaces and secure access to data and apps from anywhere

## **App-Centric World**

Delivering visibility, insights and actions across hybrid clouds and any app stack



## OUR GROWTH STRATEGY

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### Build

cloud-first and app-centric portfolio delivering end-to-end solutions that power our customer's digital transformations and provide unparalleled connected experiences

### Transition

to software and subscriptions, delivering innovation faster with predictable revenues and via SaaS/XaaS.

### Expand

our reach beyond IT, Networking and Security to Developers, LOB, Cloud and Digital teams



PRODUCT STRATEGY

# Investing

for Multi-Year,  
Continued Growth

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## **Secure, Agile Networks**

Deliver enterprise infrastructure that provides unparalleled connected experiences

## **Optimized Application Experiences**

Enable the best application experience

## **Hybrid Work**

Power hybrid work with inclusive experiences, engaging events and trusted workspaces

## **Internet for the Future**

Grow webscalers and connect to the cloud with Routed Optical Networking, IoT, and 5G

## **End-to-End Security**

Secure users, devices, data and applications wherever they are

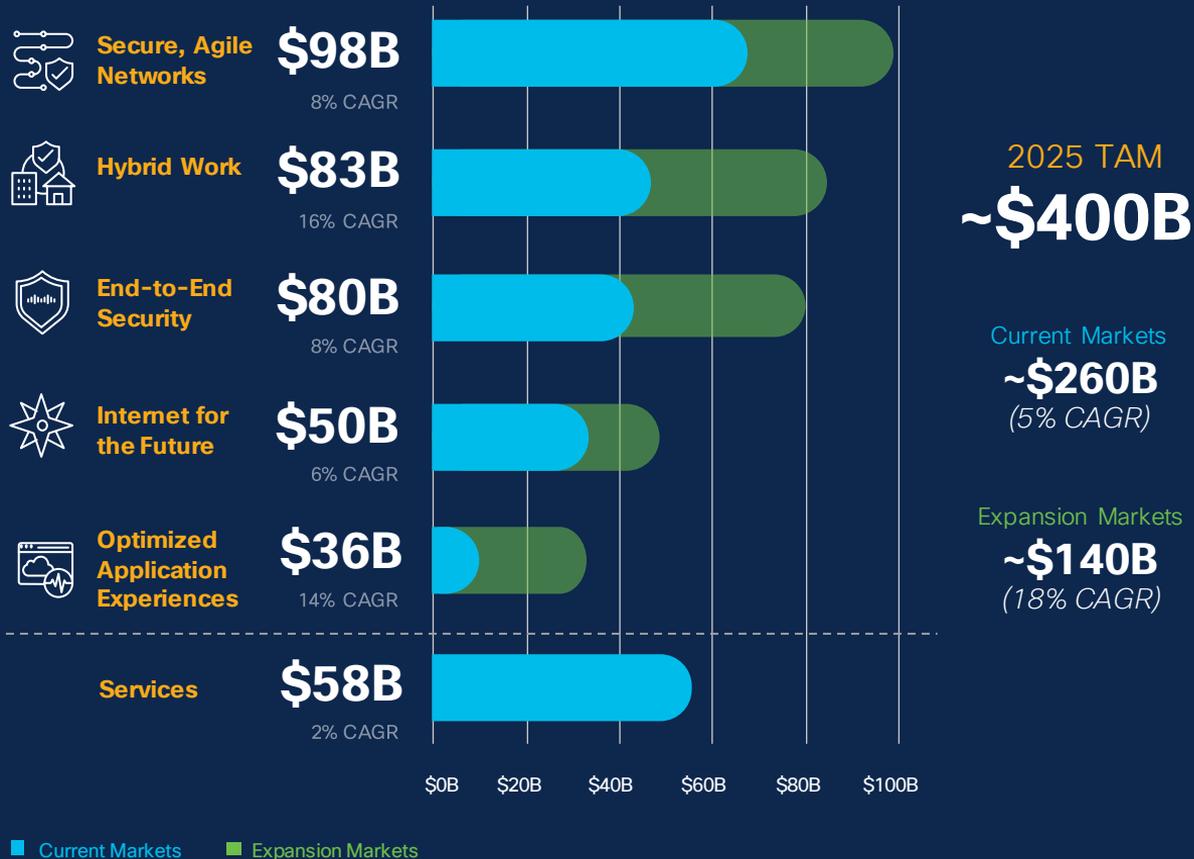
## **Capabilities at the Edge**

Enable the development and delivery of apps and services closer to users and devices

# Our Large and Growing Opportunity



# Large & Growing Markets





WHY WE WIN

# Capturing Opportunities & Delivering Customer Value

## **Breadth & Scale of Our Portfolio**

Across domains and architectures to deliver customer outcomes

## **Simplicity & Experiences**

Common operating model, platform-first GTM & ecosystem with flexible consumption

## **Track Record of Sustained Innovation**

Solving customers' biggest challenges

## **Trusted Partner Offering Neutrality & Choice**

Meeting our 1M+ customers and partners where they are

## **Built-In Security**

In our product development lifecycle and across our customers' environments



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