



Purpose as a Competitive Differentiator

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Forward-looking Statements

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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>



Cisco's Purpose

Power

Deliver tech that securely powers the world's connectivity

an Inclusive

Scale digital-driven development for fair and equitable access to opportunity

Future

Ensure a sustainable and regenerative future for our planet

for all

...while being a catalyst and multiplier to scale impact for all



Country Digital Acceleration

In 43 Countries across 6 Continents with over 1000 Completed or 'In Progress' CDA Projects.



Education | 143

- Virtual classrooms
- Digital university campuses
- NetAcad in Prisons



Smart Communities | 218

- 'Golden Mile' in India
- Smart District in GCC
- 5G rural first in the UK



Health | 72

- Mobile medicine in Germany
- Hospital communication platforms
- Telemedicine in the Middle East



Utilities | 81

- Smart protected oil pipeline
- Digital grid infrastructure in Italy and Spain



Cyber Security | 87

- Protecting SMBs in Italy & Spain
- Securing hospital networks
- Sharing Cisco Talos intelligence



Industry 4.0 | 223

- Blueprint for the factory of the future
- Customer Club with SMBs in Italy
- IoT for industrial production



Transport | 45

- Digitizing the Port of Rotterdam
- Autonomous vehicles
- Smart roads & railways

Social Justice Actions: Impact Achieved to Date

<p>Action 1: Influence Ecosystem</p> 	<p>Provided \$3M in grants to 15 NPOs & partnered with over 160 companies to support voting rights reform</p>	<p>Action 5: Deliver Anti-Discrimination Education</p> 	<p>Established parameters to reflect the full spectrum of diversity & initiated discussions with potential vendors</p>	<p>Action 9: Support Black-Owned Companies</p> 	<p>Created a new financing program exclusively for HBCUs & added 1 new Black-owned company to the Cisco Capital Finance Partner Program</p>
<p>Action 2: Increase Representation</p> 	<p>Achieved an 11% increase in AA/B employees in entry level through manager roles, 90% increase in AA/B Directors, and 120% increase in AA/B VPs & above</p>	<p>Action 6: Connect Employees & Leaders</p> 	<p>Incorporated learnings from 100-Day Sprint & Proximity initiatives to identify new mechanisms for sponsorship</p>	<p>Action 10: Diversify Partner Ecosystem</p> 	<p>Established the African American Cisco Partner Community (AACPC) & piloted the AACPC “Accelerate” program with 8 partners to help accelerate their financial growth</p>
<p>Action 3: Expand Pay Parity</p> 	<p>Expanded pay fairness program to include bonus & stock</p>	<p>Action 7: Supplier Engagement</p> 	<p>Launched FY21 US & UK and FY21/FY22 India diverse supplier sponsorship programs & selected 10 Black-owned businesses to participate in our FY22 US sponsorship program</p>	<p>Action 11: Invest In Innovation</p> 	<p>Invested \$10M+ in multiple diverse-led funds</p>
<p>Action 4: Increase Board Diversity</p> 	<p>Increased the number of AA/B candidates and continued to cultivate full spectrum diversity in the Board & ELT pipelines</p>	<p>Action 8: Commit To HBCUs</p> 	<p>Committed \$150M over the next four years to fund education for STEM students & support technology modernization at 4-year HBCUs</p>	<p>Action 12: Human Rights In Tech Solutions</p> 	<p>Established the Human Rights Advisory Committee (HRAC) to assess Cisco products and ensure human rights & accessibility considerations</p>



Increase the energy efficiency of the technology that powers the internet

Accelerate the use of renewable energy

Net Zero
for All GHG
Emissions
by **2040**

Embrace Hybrid Work

Invest in innovative carbon removal solutions

Snapshot of our Purpose Work

Power

- Over 1000 Active or Completed CDA Projects in 43 countries across 6 continents, encompassing more than 60% of the global population and 75% of the world's GDP
- Rural Broadband Innovation Center in North Carolina
- Reskilling Initiative for Mexican Women
- South Korea Digitization Program

an Inclusive

- Investing over \$300M in our Social Justice work over the next 5 years, including:
 - ✓ \$100M to HBCUs
 - ✓ \$50M for investment in the partner ecosystem
 - ✓ \$50M in venture investment
- Over 15 million students developed IT skills through Cisco Networking Academy
- Goal of 25% increase in representation of employees who self-identify as African-American/Black from entry-level through manager level, and a 75% increase from Director through VP and above level, by 2023

Future

- Cisco Foundation \$100M commitment over the next 10 years to fund climate solutions
- Net zero for all GHG emissions by 2040
- Net zero for Scope 1 and 2 emissions by 2025
- Increase energy efficiency of our products, like our Silicon One achievement
- Already achieved 100% renewable electricity in the United States and various European countries

for All

- 530 million people positively impacted since FY16, as part of our commitment to impact 1 billion people through our social impact grants and signature programs by 2025 (limited assurance by PwC)
- 80% community impact participation by employees
- Mobilize ecosystems to enable collective action across the private sector, governments, multilaterals, and social sector organizations

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These presentation slides and related webcast may be deemed to contain forward-looking statements, which are subject to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, among other things, statements regarding future events (such as statements regarding our growth and strategy) and the future financial performance of Cisco that involve risks and uncertainties. Readers are cautioned that these forward-looking statements are only predictions and may differ materially from actual future events or results due to a variety of factors, including: the impact of the COVID-19 pandemic and related public health measures; business and economic conditions and growth trends in the networking industry, our customer markets and various geographic regions; global economic conditions and uncertainties in the geopolitical environment; overall information technology spending; the growth and evolution of the Internet and levels of capital spending on Internet-based systems; variations in customer demand for products and services, including sales to the service provider market and other customer markets; the return on our investments in certain priorities, key growth areas, and in certain geographical locations, as well as maintaining leadership in infrastructure platforms and services; the timing of orders and manufacturing and customer lead times; changes in customer order patterns or customer mix; insufficient, excess or obsolete inventory; variability of component costs; variations in sales channels, product costs or mix of products sold; our ability to successfully acquire businesses and technologies and to successfully integrate and operate these acquired businesses and technologies; our ability to achieve expected benefits of our partnerships; increased competition in our product and service markets, including the data center market; dependence on the introduction and market acceptance of new product offerings and standards; rapid technological and market change; manufacturing and sourcing risks; product defects and returns; litigation involving patents, other intellectual property, antitrust, stockholder and other matters, and governmental investigations; our ability to achieve the benefits of restructurings and possible changes in the size and timing of related charges; cyber-attacks, data breaches or malware; vulnerabilities and critical security defects; terrorism; natural catastrophic events; any other pandemic or epidemic; our ability to achieve the benefits anticipated from our investments in sales, engineering, service, marketing and manufacturing activities; our ability to recruit and retain key personnel; our ability to manage financial risk, and to manage expenses during economic downturns; risks related to the global nature of our operations, including our operations in emerging markets; currency fluctuations and other international factors; changes in provision for income taxes, including changes in tax laws and regulations or adverse outcomes resulting from examinations of our income tax returns; potential volatility in operating results; and other factors listed in Cisco's most recent report on Form 10-K. The financial information contained in these presentation slides and related webcast should be read in conjunction with the consolidated financial statements and notes thereto included in Cisco's most recent report on Form 10-K, as it may be amended from time to time. Cisco's results of operations for prior periods are not necessarily indicative of Cisco's operating results for any future periods. Any projections in these presentation slides and related webcast are based on limited information currently available to Cisco, which is subject to change. Although any such projections and the factors influencing them will likely change, Cisco will not necessarily update the information, since Cisco will only provide guidance at certain points during the year. Such information speaks only as of the date of these presentation slides and related webcast.