

2021 FINANCIAL ANALYST DAY

# Welcome and Safe Harbor

Sanjot Khurana  
VP Investor Relations

September 28, 2021





# FORWARD LOOKING STATEMENTS

## AND NON-GAAP INFORMATION

This presentation contains “forward-looking” statements that are based on our beliefs and assumptions and on information currently available to us. Such forward-looking statements include statements concerning our possible or expected future financial or operating results, business strategies, product development plans, technical and business advantages, competitive position, industry trends and potential growth opportunities. Forward-looking statements include all statements that are not historical facts and can be identified by terms such as “anticipate,” “believe,” “could,” “seek,” “estimate,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “will,” “would” or similar expressions and the negatives of those terms.

Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to differ materially from any future results, performance or achievements expressed or implied by the forward-looking statements, including risks, uncertainties and other factors relating to our beliefs about financial results, our momentum and growth potential, growth and market position, technological leadership and market opportunity, introduction of new functionality and products, demand for our products and subscription services, the success of the Portworx acquisition and technology, customer spending priorities, our competitive position and industry dynamics, pricing environment, global economic situation, and relationships with third parties, including partners, customers, suppliers and contract manufacturers and the duration and scope of the COVID-19 pandemic and related restrictions and its impact on our business, operating results, cash flows and/or financial condition. Additional risks, uncertainties and other factors are included under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations," in our reports previously filed with the SEC, which are available on our website at [investor.purestorage.com](http://investor.purestorage.com) and on the SEC's website at [www.sec.gov](http://www.sec.gov).

Forward-looking statements represent our beliefs and assumptions only as of the date of this presentation. Except as required by law, we assume no obligation to update these forward-looking statements publicly, or to update the reasons actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

This presentation includes certain non-GAAP financial measures as defined by SEC rules. As required by Regulation G, we have provided reconciliations of those measures to the most directly comparable GAAP measures, which are available in the Appendix. We have not reconciled our guidance regarding non-GAAP operating income (loss) to its most directly comparable GAAP measure because items such as stock-based compensation expense and payroll tax expense related to stock-based activities that impact these measures are not within our control and/or cannot be reasonably predicted. Accordingly, a reconciliation of the non-GAAP operating income (loss) to the corresponding GAAP measure is not available without unreasonable effort.





# 2021 Financial Analyst Day Agenda

Topic	Speaker	Time
Welcome and Safe Harbor	Sanjot Khurana	~ 5 mins
Vision & Strategy	Charles Giancarlo	~ 20 mins
Innovation Roadmap	Ajay Singh	~ 30 mins
Break		10 mins
Go-to-Market Update	Dominick Delfino	~ 20 mins
Financial Overview	Kevan Kryslar	~ 15 mins
Executive Q&A	All speakers + Robert Lee + Prakash Darji	~ 30 mins

Total ~ 2 hr

