

## Q2 Fiscal 2026 Financial Results

August 27, 2025



### Forward Looking Statements and Non-GAAP Information

This presentation contains forward-looking statements regarding our products, business and operations, including but not limited to our views relating to our opportunity relating to hyperscale and AI environments, our ability to meet hyperscalers' performance and price requirements, our ability to expand with our current hyperscale customer and to land new hyperscale customers, our ability to meet the needs of hyperscalers for the entire spectrum of their online storage use cases, the timing and magnitude of large orders, including sales to hyperscalers, the timing and amount of revenue from hyperscaler licensing and support services, future period financial and business results, demand for our products and subscription services, including Evergreen//One, the relative sales mix between our subscription and consumption offerings and traditional capital expenditure sales, our technology and product strategy, specifically ongoing development and customer adoption of new products and the Enterprise Data Cloud architecture (including Pure Fusion), priorities around sustainability and energy saving benefits to our customers of using our products, our ability to perform during current macro conditions and expand market share, our sustainability goals and benefits, the impact of inflation, currency fluctuations, tariffs, economic or supply chain disruptions, our expectations regarding our product and technology differentiation, new technology investments and partnerships, and other statements regarding our products, business, operations and results.

Forward-looking statements include all statements that are not historical facts and can be identified by terms such as "anticipate," "believe," "expect," "could," "seek," "estimate," "intend," "may," "plan," "potential," "predict," "project," "should," "will," "would" or similar expressions and the negatives of those terms. The forward-looking statements in this presentation are based on information currently available to us, and 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.

Forward-looking statements are subject to known and unknown risks and uncertainties and are based on potentially inaccurate assumptions that could cause actual results to differ materially from those expected or implied by the forward-looking statements. 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 and on the SEC's website at www.sec.gov.

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 to its most directly comparable GAAP measures 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, reconciliations of non-GAAP operating income guidance is not available without unreasonable effort.

Note about 52/53 week fiscal year: We use a 52/53 week fiscal year ending on the first Sunday after January 30. All fiscal year periods presented contain 52 weeks.

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# Company Overview

### **Q2FY26 Pure Storage at a Glance**

Total Revenue

\$861M

13% Y/Y Growth

Subscription ARR \*\*

\$1.8B

18% Y/Y Growth

Storage as a Service Offerings <sup>22</sup>

\$125M

24% Y/Y Growth

Total Cash & Marketable Securities®

\$1.54B

Global Customers

13,500+

~62% of Fortune 500 Customers

Satisfaction

81 NPS (4)

Highest in the Industry

Non-GAAP Operating Margin<sup>(5)</sup>

15.1%

Remaining Performance Obligations

\$2.84B

22% Y/Y Growth

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<sup>(1)</sup> Subscription ARR is a key business metric that refers to total annualized contract value of all active subscription agreements on the last day of the quarter, plus on-demand revenue for the quarter multiplied by four.

<sup>(2)</sup> Total Contract Value (TCV) Sales, or bookings, of Pure's Evergreen//One and similar consumption - and subscription-based offerings is an operating metric, representing the value of orders received during the period.

<sup>(3)</sup> Consists of cash in banks, cash equivalents (highly liquid investments with an original maturity of three months or less), and available-for-sale securities.

<sup>(4)</sup> Per Audited NPS customer score as of January 2025.(5) See GAAP to Non-GAAP reconciliation in Appendix.

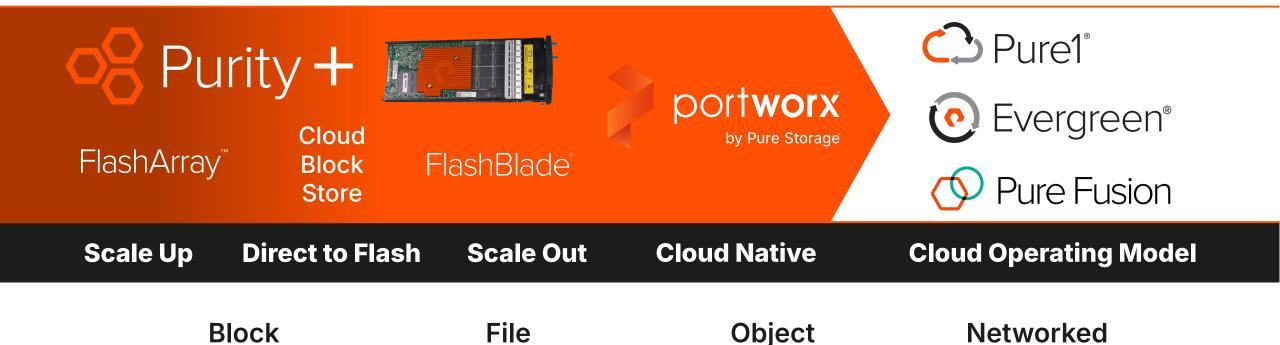
### **Q2FY26 Highlights**

- Saw broad-based strength across entire portfolio, driven by strong enterprise performance, & accelerating momentum in core software & service offerings of Evergreen//One, Cloud Block Store and Portworx.
- Introduced the **Enterprise Data Cloud** an industry-changing architecture that transforms how organizations access, store and manage data.
- Early stage engagements with hyperscalers looking to replace both hard-disk and SSD based environments with our DirectFlash technology are starting to bear fruit.
- Generated \$150M of Free Cash Flow, achieving a Free Cash Flow margin of 17.4%. (1)
- Increased revenue and operating profit guidance for FY26.



### The Most Consistent Data Storage Platform

Purity & DirectFlash for All Storage Protocols & Tiers





### A Unified Data Platform Focused Around You

#### **Storage as a Service**

Container Data Management | Managed Data Services | Self-service Provisioning | Storage on-demand | Business guarantees (SLAs)

#### **Single Control Plane**

Global Policy Management | Self-managing | Autonomous Modeling | Intelligent Fleet Management | Automation

#### **Simple Unified Infrastructure**

Single OS | Multi-protocol | High Efficiency | Universal Workload Support | Unmatched Scalability

### **Evergreen® Architecture**

Continual non-disruptive improvement | Seamless Data experience | Zero planned downtime guarantee



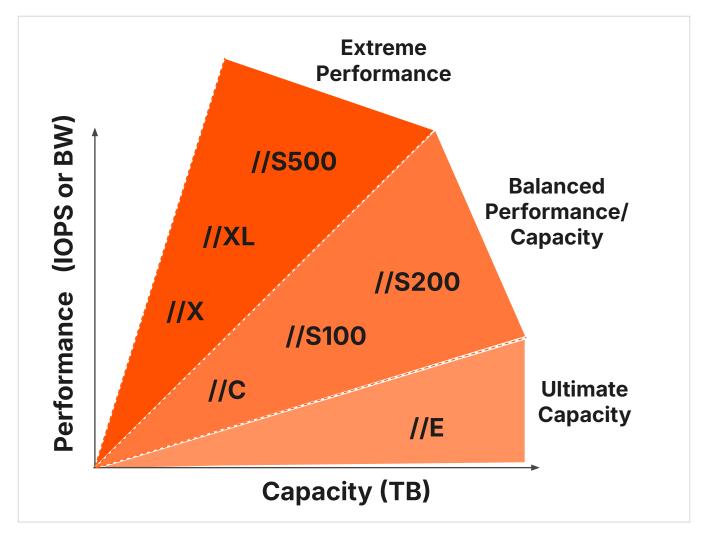






### The Pure Storage Platform

One Family that Satisfies the Full Range of Your Storage Needs







## Pure's Unique, Sustainable Competitive Advantages



# Direct-to-Flash Management

- Efficiency
- Reliability
- Longevity



# Highly Consistent Portfolio

- Purity
- Block
- DFMs
- File
- Pure1
- Object

Scale Up and Scale Out



## Cloud Operating Model

- Pools of Storage
- Managed as a Fleet
- Available As-a-Service



## **Evergreen Lifecycle**

- Never obsolete
- Never disruptive
- Always Modern



### **We Deliver Outcomes**

2-5x\* **Less Power** & Space 10x vs Existing Hard **Disk Systems** 

50%+\*

Lower TCO

>10x

More Reliable 10-30x Fewer

**Service Visits** 

5-10x

**Less Labor** to Operate **Automation-Driven** 

**Cloud Operating Model** 

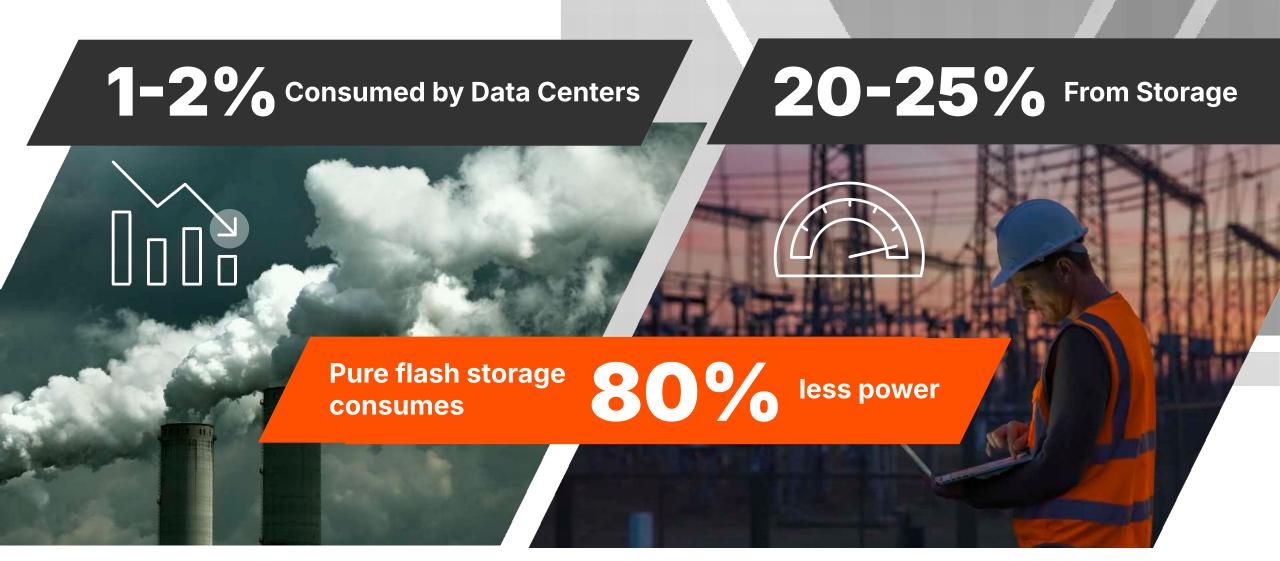
**Products Are Never-Obsolete** 

Always-Improving, **Non-Disruptively** 

Most Consistent **Product** Line

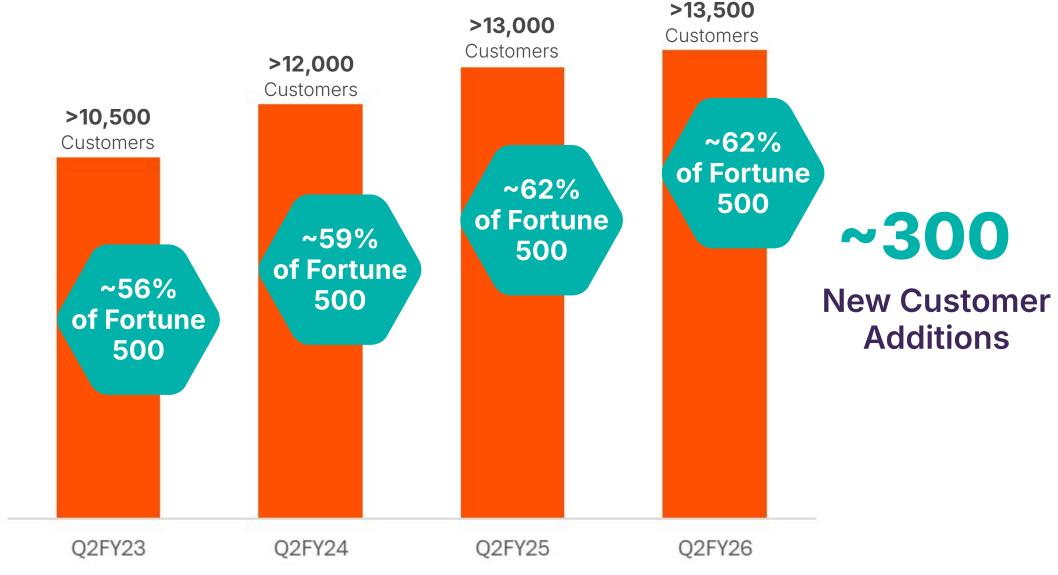
1 Purity, 2 HW Architectures, 1 **Management System** 

## The Data Center Sustainability Challenge





### Customers







# Financial Overview

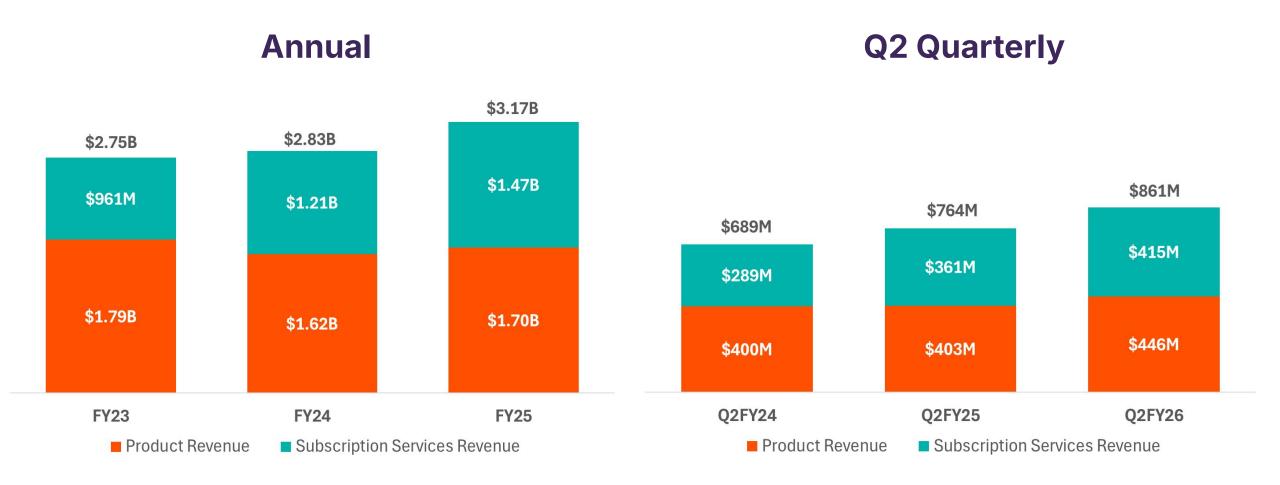
## **Q2FY26 Financial Summary**

Financial Metrics	Guidance	Actuals
Subscription Annual Recurring Revenue <sup>(1)</sup>		\$1.79 Billion
Revenue	\$845 Million	\$861 Million
Non-GAAP Operating Income <sup>(2)</sup>	\$125 Million	\$130 Million
Non-GAAP Operating Margin <sup>(2)</sup>	14.8%	15.1%
Operating Cash Flow		\$212.2 Million
Non-GAAP Free Cash Flow <sup>(2)</sup>		\$150.1 Million

<sup>(1)</sup> Subscription ARR is a key business metric that refers to total annualized contract value of all active subscription agreements on the last day of the quarter, plus on-demand revenue for the quarter multiplied by four.

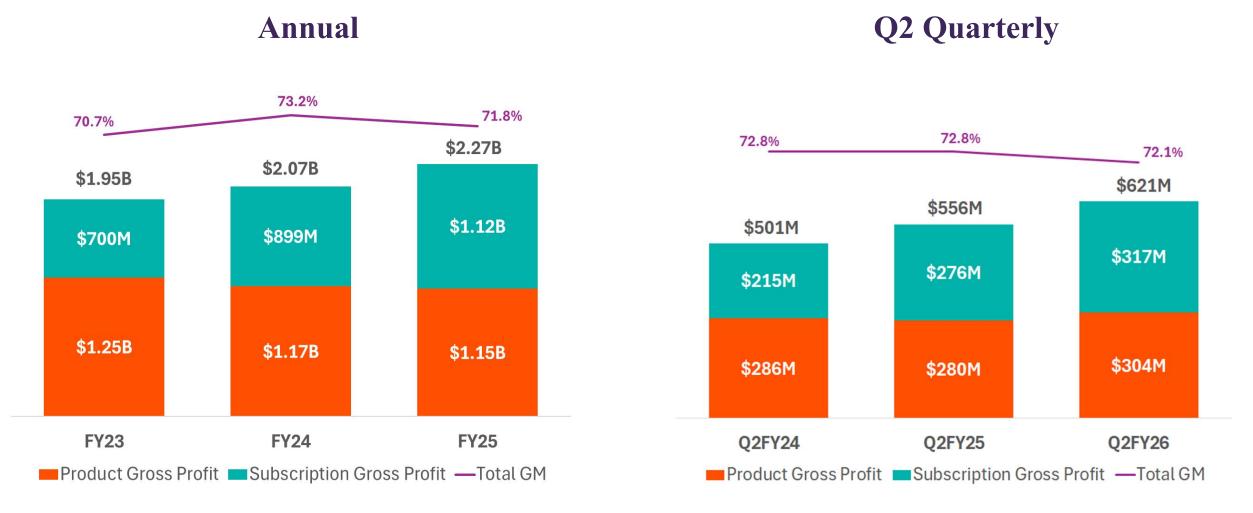
(2) See GAAP to non-GAAP reconciliations for actuals in our appendix.

### **Total Revenue**



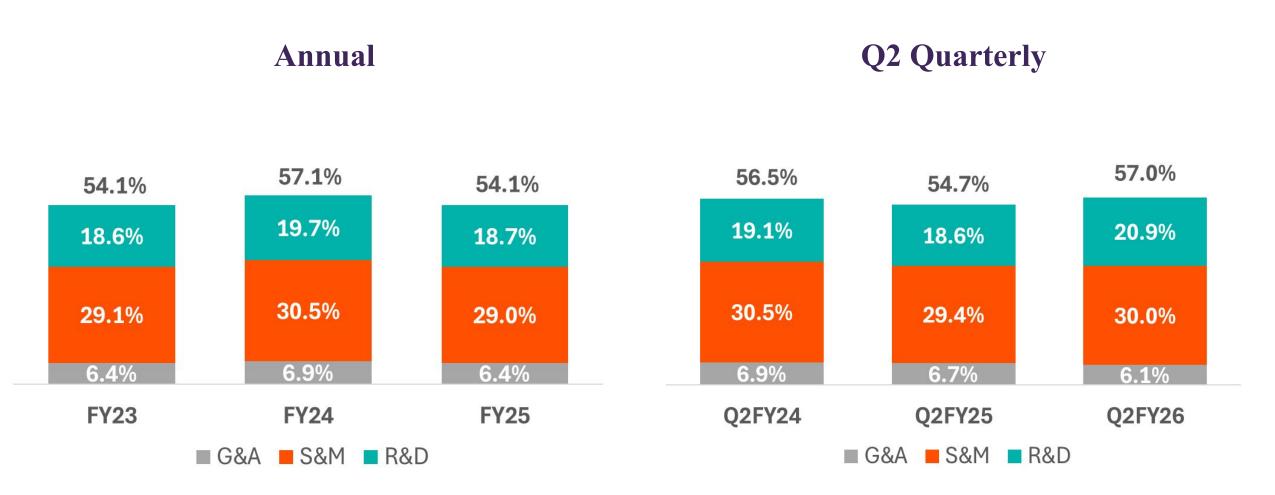


### Non-GAAP Gross Profit & Margin<sup>(1)</sup>



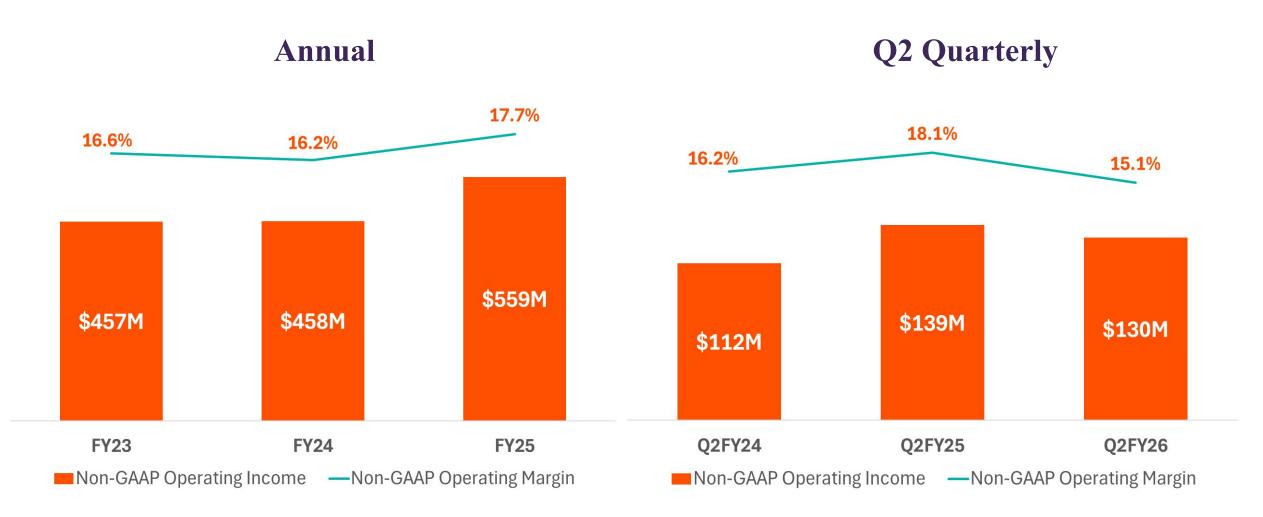


### Non-GAAP Operating Expenses as % of Revenue <sup>(1)</sup>



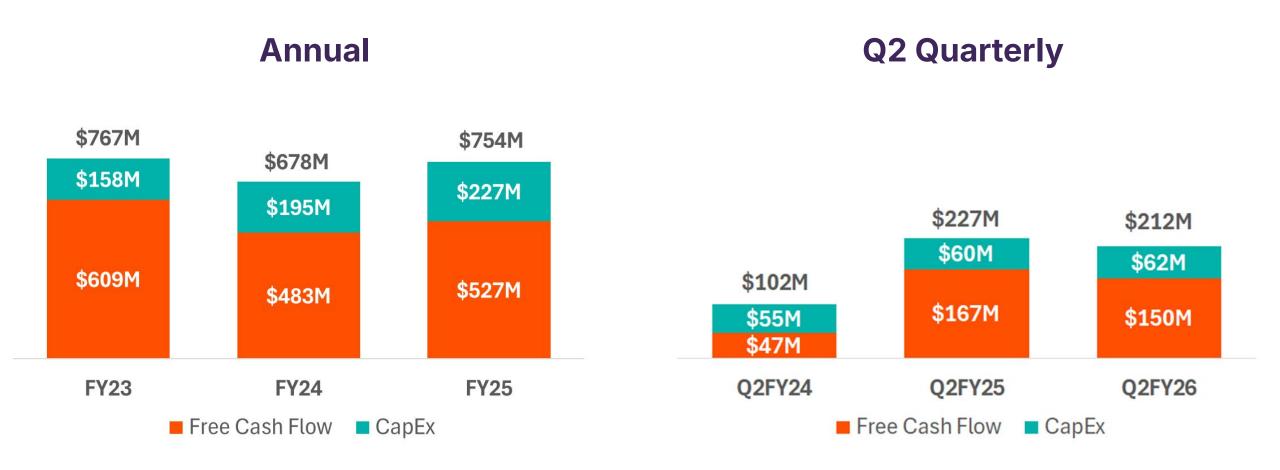


## Non-GAAP Operating Income & Margin <sup>(1)</sup>





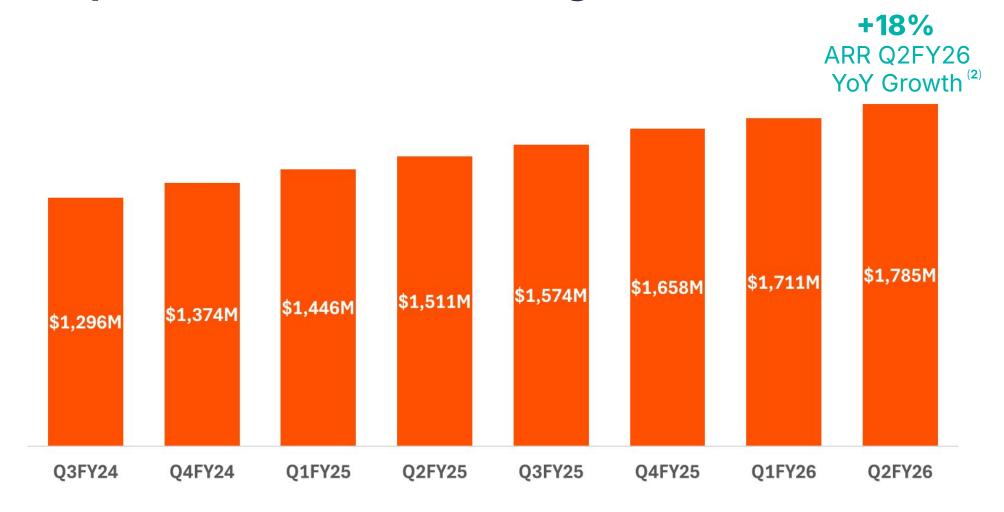
## Operating Cash Flow (1)



(1) See GAAP to non-GAAP reconciliations in our appendix.



## Subscription Annual Recurring Revenue



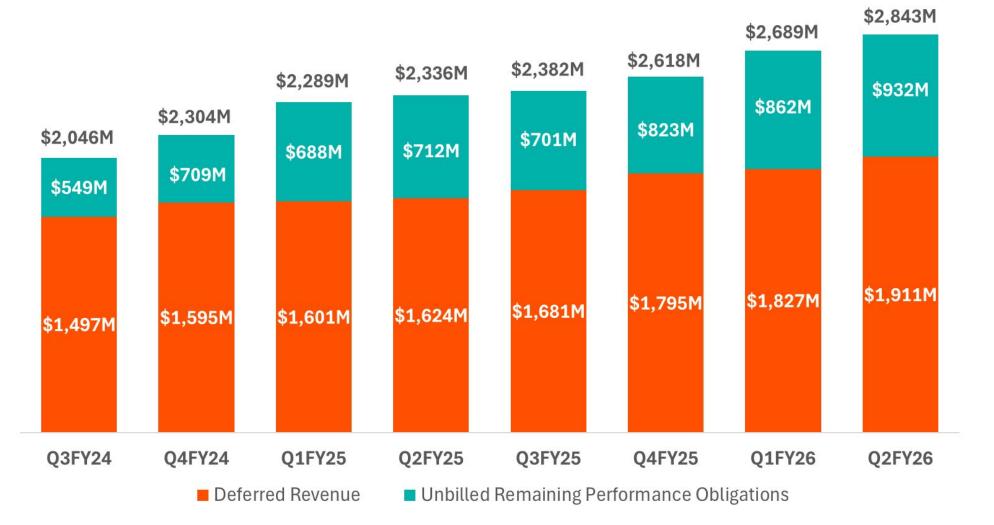
ARR

<sup>(1)</sup> Subscription ARR is a key business metric that refers to total annualized contract value of all active subscription agreements on the last day of the quarter, plus on-demand revenue for the quarter multiplied by four.

(2) Subscription ARR excludes executed Evergreen//One contracts where the service date has not started at the end of the second quarter of fiscal 2026. When including these executed contracts, Subscription ARR increased 18% year-over-year.

### Remaining Performance Obligations<sup>(1)</sup>







### Guidance

Q3FY26 Guidance	e
Revenue	\$950 Million to \$960 Million
Revenue YoY Growth	14.3% to 15.5%
Non-GAAP Operating Income <sup>(1)</sup>	\$185 Million to \$195 Million
Non-GAAP Operating Income YoY Growth Rate <sup>(1)</sup>	10.6% to 16.6%

<sup>(1)</sup> We have not reconciled guidance for non-GAAP operating income and non-GAAP operating income year-over-year growth rate to their most directly comparable GAAP measures because certain items that impact these measures are not within our control and/or cannot be reasonably predicted. Accordingly, reconciliations of these non-GAAP financial measures guidance to the corresponding GAAP measures are not available without unreasonable effort.



### Guidance

	FY26 Guidance	
	<b>Prior Guidance</b>	New Guidance
Revenue	\$3.515 Billion	\$3.60 Billion to \$3.63 Billion
Revenue YoY Growth	11%	13.5% to 14.5%
Non-GAAP Operating Income <sup>(1)</sup>	\$595 Million	\$605 Million to \$625 Million
Non-GAAP Operating Income YoY Growth Rate <sup>(1)</sup>	6%	8.2% to 11.7%

<sup>(1)</sup> We have not reconciled guidance for non-GAAP operating income and non-GAAP operating income year-over-year growth rate to their most directly comparable GAAP measures because certain items that impact these measures are not within our control and/or cannot be reasonably predicted. Accordingly, reconciliations of these non-GAAP financial measures guidance to the corresponding GAAP measures are not available without unreasonable effort.



# Appendix

### Gross Profit & Margin GAAP to Non-GAAP Reconciliation

		Q2 FY	24	Q2 FY	25	Q2 FY	26	FY23			FY24			į	
(\$ in Millions)		<u>\$</u>	(%)	\$	(%)	\$	(%)	<u>\$</u>	(%)		\$	(%)		\$	(%)
Product gross profit and margin (GAAP)	\$	279.1	69.8 %	\$ 272.9	67.8 %	\$ 296.0	66.3 %	\$ 1,222.4	68.2%	\$	1,150.4	70.9 %	\$	1,124.1	66.1 %
Add: SBC		3.0	0.7 %	3.4	0.9 %	4.1	0.9 %	10.3	0.6%		9.7	0.6 %		12.6	0.7 %
Add: Payroll tax related to stock-based activities		0.1	- %	0.2	- %	0.1	- %	0.2	- %		0.4	- %		0.8	0.1 %
Add: Duplicate lease costs during the transition of our corporate headquarters		0.4	0.1 %	-	- %	-	- %	0.6	0.1%		0.4	- %		-	- %
Add: Expenses for severance and termination benefits related to workforce realignment		-	- %	-	- %	-	- %	_	- %		0.2	- %		-	- %
Add: Amortization of acquired intangible assets		3.3	0.9 %	3.3	0.8 %	3.3	0.8 %	13.0	0.7%		13.2	0.9 %		13.2	0.8 %
Product gross profit and margin (non-GAAP)	\$	285.9	71.5 %	\$ 279.8	69.5 %	\$ 303.5	68.0 %	\$ 1,246.5	69.6%	\$	1,174.3	72.4 %	\$	1,150.7	67.7 %
Subscription services gross profit and margin (GAAP)	\$	207.5	71.8 %	\$ 267.2	74.0 %	\$ 308.3	74.4 %	\$ 675.2	70.2%	\$	870.8	72.1 %	\$	1,088.6	74.1 %
Add: SBC		6.8	2.4 %	8.0	2.2 %	8.6	2.1 %	22.6	2.3%		25.4	2.1 %		32.6	2.2 %
Add: Payroll tax related to stock-based activities		0.5	0.2 %	0.7	0.2 %	0.5	- %	1.4	0.2%		1.4	0.1 %		2.2	0.2 %
Add: Duplicate lease costs during the transition of our corporate headquarters		0.4	0.1 %	_	- %	141	- %	0.6	0.1%		0.4	- %		-	- %
Add: Expenses for severance and termination benefits related to workforce realignment		-	- %	-	- %	-	- %	-	- %		1.0	0.1 %		0.3	- %
Add: Costs associated with the exit of certain operations		-	- %	-	- %	-	- %	0.1	- %		-	- %		-	- %
Subscription services gross profit and margin (non-GAAP)	\$	215.2	74.5 %	\$ 275.9	76.4 %	\$ 317.4	76.5 %	\$ 699.9	72.8%	\$	899.0	74.4 %	\$	1,123.7	76.5 %
Total gross profit and margin (GAAP)	\$	486.6	70.7 %	\$ 540.1	70.7 %	\$ 604.3	70.2 %	\$ 1,897.6	68.9%	\$	2,021.2	71.4 %	\$	2,212.7	69.8 %
Add: SBC		9.8	1.4 %	11.4	1.5 %	12.7	1.5 %	32.9	1.2%		35.1	1.3 %		45.2	1.4 %
Add: Payroll tax related to stock-based activities		0.6	0.1 %	0.9	0.2 %	0.6	- %	1.6	- %		1.8	0.1 %		3.0	0.1 %
Add: Duplicate lease costs during the transition of our corporate headquarters		0.8	0.1 %	-	- %	-	- %	1.2	- %		0.8	- %		-	- %
Add: Expenses for severance and termination benefits related to workforce realignment		-	- %	-	- %	-	- %	-	- %		1.2	- %		0.3	- %
Add: Costs associated with the exit of certain operations		-	- %	-	- %	-	- %	0.1	- %		÷	- %		-	- %
Add: Amortization of acquired intangible assets		3.3	0.5 %	3.3	0.4 %	3.3	0.4 %	13.0	0.6%		13.2	0.4 %		13.2	0.5 %
Total gross profit and margin (non-GAAP)	\$	501.1	72.8 %	\$ 555.7	72.8 %	\$ 620.9	72.1 %	\$ 1,946.4	70.7%	\$	2,073.3	73.2 %	\$	2,274.4	71.8 %

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### Operating Expenses GAAP to Non-GAAP Reconciliation

		Q2 FY24	£.		Q2 FY25	i	Q2 FY26	2	FY23			FY24		FY25	
(Sin Millions)		\$	(%)		S	(%)	\$	(%)	\$	(%)	1	s	(%)	\$	(%)
R&D (GAAP)	\$	182.5	26.5 % \$	\$	195.5	25.6 %	\$ 242.0	28.1 %	\$ 692.5	25.2 % \$	ŝ	736.8	26.1 % \$	804.4	25.4 %
Less: SBC		(44.1)	(6.4)%		(50.9)	(6.7)%	(60.4)	(7.0)%	(161.7)	(5.9)%		(167.3)	(6.0)%	(201.1)	(6.3)%
Less: Payments to former shareholders of acquired companies		(0.9)	(0.1)%		-	- %	-	- %	(6.0)	(0.2)%		(2.3)	- %	-	- %
Less: Payroll tax related to stock-based activities		(1.9)	(0.3)%		(2.3)	(0.3)%	(1.9)	(0.2)%	(6.2)	(0.3)%		(7.0)	(0.3)%	(10.1)	(0.4)%
Less: Duplicate lease costs during the transition of our corporate headquarters		(3.9)	(0.6)%		141	- %	2	- %	(5.7)	(0.2)%		(3.9)	(0.1)%		- %
R&D (non-GAAP)	s	131.7	19.1 % \$	s	142.3	18.6 %	\$ 179.7	20.9 %	\$ 512.9	18.6 % \$		556.3	19.7 % \$	593.2	18.7 %
S&M (GAAP)	\$	232.7	33.9 % \$	\$	250.3	32.8 %	\$ 285.9	33.2 %	\$ 883.6	32.1 % \$	ŝ	945.0	33.3 % \$	1,020.9	32.2 %
Less: SBC		(19.5)	(2.8)%		(24.4)	(3.2)%	(26.5)	(3.1)%	(72.5)	(2.6)%		(74.7)	(2.7)%	(96.4)	(3.0)%
Less: Payroll tax related to stock-based activities		(1.6)	(0.3)%		(1.4)	(0.2)%	(1.1)	(0.1)%	(4.2)	(0.2)%		(4.2)	(0.1)%	(5.3)	(0.2)%
Less: Duplicate lease costs during the transition of our corporate headquarters		(0.8)	(0.2)%			- %	-	- %	(1.2)	- %		(0.8)	- %	-	- %
Less: Costs associated with the exit of certain operations		(4)	- %		0.40	- %	-	- %	(2.3)	(0.1)%		- 12	- %	-	- %
Less: Amortization of acquired intangible assets		(0.5)	(0.1)%		(0.3)	- %	(0.2)	- %	(2.1)	(0.1)%		(1.7)	- %	(0.9)	- %
S&M (non-GAAP)	s	210.3	30.5 % \$	\$	224.2	29.4 %	\$ 258.1	30.0 %	\$ 801.3	29.1 % \$	,	863.6	30.5 % \$	918.3	29.0 %
G&A (GAAP)	\$	60.8	8.8 % \$	\$	69.4	9.0 %	\$ 71.5	8.3 %	\$ 238.0	8.6 % \$	ŝ	252.2	8.9 % \$	286.2	9.0 %
Less: SBC		(16.0)	(2.3)%		(18.2)	(2.3)%	(17.8)	(2.1)%	(60.5)	(2.2)%		(54.3)	(1.9)%	(78.6)	(2.5)%
Less: Payroll tax related to stock-based activities		(0.4)	(0.1)%		(0.6)	- %	(0.6)	(0.1)%	(1.4)	- %		(1.7)	(0.1)%	(2.7)	(0.1)%
Less: Duplicate lease costs during the transition of our corporate headquarters		2.9	0.5 %			- %	-	- %	(0.6)	- %		(1.1)	- %	-	- %
Less: Impairment of right-of-use asset associated with cease-use of our former corporate headquarters		- 2	- %		12	- %		- %	-	- %			- %	(1.4)	- %
Less: Costs primarily associated with the exit of certain operations		11.71	- %		-	- %	-	- %	(0.5)	- %		-	- %	-	- %
G&A (non-GAAP)	\$	47.3	6.9 % \$	s	50.6	6.7 %	\$ 53.1	6.1 %	\$ 175.0	6.4 % \$		195.1	6.9 % \$	203.5	6.4 %
Restructuring and impairment (GAAP)	\$	16.8	2.4 %		U-3	- %	-	- %	-	- % \$	ŝ	33.6	1.2 % \$	15.9	0.5 %
Less: Impairment of right-of-use asset and abandonment associated with cease-use of our former corporate headquarters		(16.8)	(2.4)%		NO	- %	2	- %	- 2	- %		(16.8)	(0.6)%	(6.4)	(0.2)%
Less: Expenses for severance and termination benefits related to workforce realignment		10.774	- %		1177	- %		- %	,-	- %		(16.8)	(0.6)%	(9.5)	(0.3)%
Restructuring and impairment (non-GAAP)		\$ -	- %		\$ -	- %	\$ -	- %	\$ -	- %		\$ -	- %	\$ -	- %
Total operating expense (GAAP)	\$	492.8	71.6 % \$	\$	515.2	67.4 %	\$ 599.4	69.6 %	\$ 1,814.1	65.9 % \$	à	1,967.6	69.5 % \$	2,127.4	67.1 %
Less: SBC		(79.6)	(11.5)%		(93.5)	(12.2)%	(104.7)	(12.2)%	(294.7)	(10.7)%		(296.3)	(10.6)%	(376.1)	(11.8)%
Less: Payments to former shareholders of acquired companies		(0.9)	(0.1)%		-	- %	-	- %	(6.0)	(0.2)%		(2.3)	- %	-	- %
Less: Payroll tax related to stock-based activities		(3.9)	(0.7)%		(4.3)	(0.5)%	(3.6)	(0.4)%	(11.8)	(0.5)%		(12.9)	(0.5)%	(18.1)	(0.7)%
Less: Duplicate lease costs during the transition of our corporate headquarters		(1.8)	(0.3)%			- %		- %	(7.5)	(0.2)%		(5.8)	(0.1)%	-	- %
Less: Impairment of right-of-use asset and abandonment associated with cease-use of our former corporate headquarters		(16.8)	(2.4)%		0.40	- %	-	- %	-	- %		(16.8)	(0.6)%	(7.8)	(0.2)%
Less: Expenses for severance and termination benefits related to workforce realignment		-	- %		-	- %	-	- %	-	- %		(16.8)	(0.6)%	(9.5)	(0.3)%
Less: Costs primarily associated with the exit of certain operations		127	- %		- 1	- %	2	- %	(2.8)	(0.1)%			- %		- %
Less: Amortization of acquired intangible assets		(0.5)	(0.1)%		(0.3)	- %	(0.2)	- %	(2.1)	(0.1)%		(1.7)	- %	(0.9)	- %
Total operating expense (non-GAAP)	s	389.3	56.5 % \$	\$	417.1	54.7 %	\$ 490.9	57.0 %	\$ 1,489.2	54.1 % \$		1,615.0	57.1 % \$	1,715.0	54.1 %

### Operating Income & Margin GAAP to Non-GAAP Reconciliation

	Q2 FY	24	Q2 FY	<u>25</u>		Q2 FY2	26	FY23	3	FY2	<u>l</u>	FY25	<u>5</u>
(\$ in Millions)	<u>\$</u>	(%)	<u>\$</u>	(%)		<u>\$</u>	(%)	<u>\$</u>	(%)	<u>\$</u>	(%)	<u>\$</u>	<u>(%)</u>
Operating income (loss) and margin (GAAP)	\$ (6.2)	(0.9)%	\$ 24.9	3.3 %	\$	4.9	0.6 %	\$ 83.5	3.0 %	\$ 53.6	1.9 %	\$ 85.3	2.7 %
Add: SBC	89.4	12.9 %	104.9	13.7 %		117.4	13.7 %	327.6	11.9 %	331.4	11.9 %	421.3	13.2 %
Add: Payments to former shareholders of acquired companies	0.9	0.1 %	-	- %		-	- %	6.0	0.2 %	2.3	- %	-	- %
Add: Payroll tax related to stock-based activities	4.5	0.8 %	5.2	0.7 %		4.2	0.4 %	13.4	0.5 %	14.7	0.6 %	21.1	0.8 %
Add: Duplicate lease costs during the transition of our corporate headquarters	2.6	0.4 %	_	- %	Ξ	-	- %	8.7	0.2 %	6.6	0.1 %	-	- %
Add: Impairment of right-of-use asset and abandonment associated with cease-use of our former corporate headquarters	16.8	2.4 %	2	- %		_	- %	-	- %	16.8	0.6 %	7.8	0.2 %
Add: Expenses for severance and termination benefits related to workforce realignment	-	- %	L	- %		-	- %	-	- %	18.0	0.6 %	9.8	0.3 %
Add: Costs primarily associated with the exit of certain operations	-	- %	2	- %	Ξ	-	- %	2.9	0.1 %	-	- %	-	- %
Add: Amortization of acquired intangible assets	3.8	0.6 %	3.6	0.4 %		3.5	0.4 %	15.1	0.7 %	14.9	0.4 %	14.1	0.5 %
Operating income and margin (non-GAAP)	\$ 111.8	16.2 %	\$ 138.6	18.1 %	\$	130.0	15.1 %	\$ 457.2	16.6 %	\$ 458.3	16.2 %	\$ 559.4	17.7 %

### Free Cash Flow GAAP to Non-GAAP Reconciliation (1)

#### (\$ in millions)

Cash provided by operations (GAAP) Less: Capital expenditures 1

Free cash flow (non-GAAP)

Free cash flow margin (non-GAAP)

Q	2 FY24	C	2 FY25	C	2 FY26
\$	101.6	\$	226.6	\$	212.2
	(55.1)		(60.0)		(62.1)
\$	46.5	\$	166.6	\$	150.1
	6.8 %	ó	21.8 %	6	17.4 %

FY23		FY24		FY25
\$ 767.2	\$	677.7	\$	753.6
(158.1)		(195.1)		(226.7)
\$ 609.1	\$	482.6	\$	526.9
22.1 %	ó	17.1 9	6	16.6 %

<sup>(1)</sup> Includes capitalized internal-use software costs of \$5.3 million, \$5.3 million and \$8.7 million for Q2 FY24, Q2 FY25 and Q2 FY26 and \$13.7 million, \$19.4 million and \$21.2 million for FY23, FY24 and FY25.

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