



We are building on our market leadership to capture growing demand for ADCs

Chad Whalen
Chief Revenue Officer

The company we keep reflects the trust we've earned from the largest companies and governments around the world

15/15

Biggest global banks



10/10

Top US retail business



10/10

Global automotive companies



10/10

Largest insurance firms



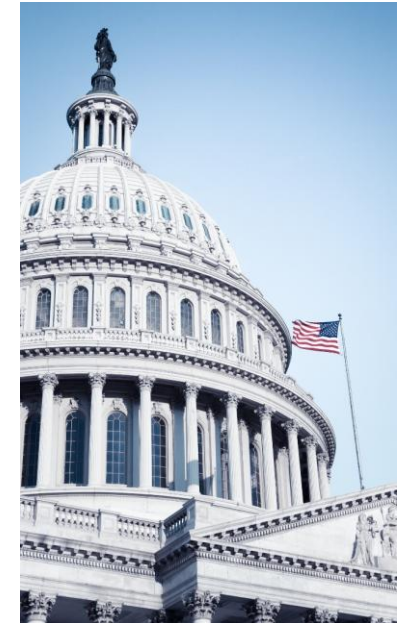
10/10

Global telecom companies

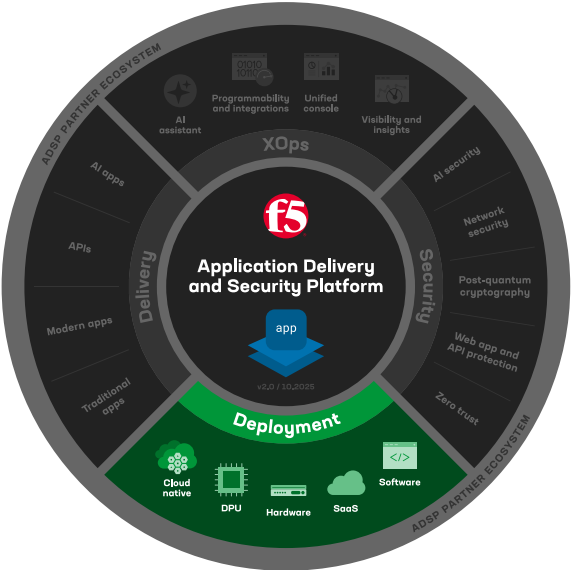


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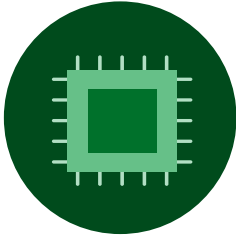
Executive departments of the US cabinet



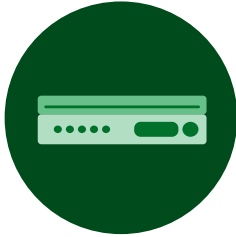
F5 has been intentional in giving customers the power of deployment model choice



Cloud native



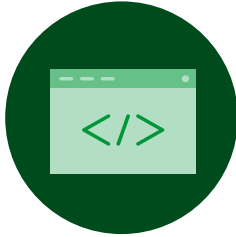
DPU



Hardware



SaaS



Software

Seamless deployment across any modality

1,900+

Customers that added an additional modality in the last 2 years

1,600+

Customers that have adopted F5 SaaS

25%

Y/Y growth for multi-modal customers

Cyclical and structural trends are driving ADC demand

→ ADC growth drivers →

Cyclical



Tech refresh plus
(replacement + expansion)

Structural



- **Digital sovereignty**
- **Competitive displacement**
- **AI-driven demand**



Digital sovereignty



Digital sovereignty

Customers are realizing that new and evolving government regulations on data and resiliency can only be addressed through a hybrid multicloud architecture



6,000+

Addressable government, telco, financial services, healthcare customers



\$700M+

Cumulative incremental addressable opportunity from CY27 to CY30



Digital sovereignty

Customers are realizing that new and evolving government regulations on data and resiliency can only be addressed through a hybrid multicloud architecture



Use case

Non U.S. government customer commencing sovereign datacenter buildout required AI data delivery, WAAP, and API security

Why we won

\$4M+ win by F5 as the only hybrid multicloud platform solution with unified security services

Future

Expansion of AI-driven workloads



Competitive displacement



Competitive displacement

F5 is winning new logos and displacing competitors due to our innovation velocity, flexible licensing model, and choice of multiple delivery modalities



3,000+

Enterprise accounts targeted for competitive displacements



\$600M+

Cumulative incremental addressable opportunity from CY27 to CY30



Competitive displacement

F5 is winning new logos and displacing competitors due to our innovation velocity, flexible licensing model, and choice of multiple delivery modalities



Use case

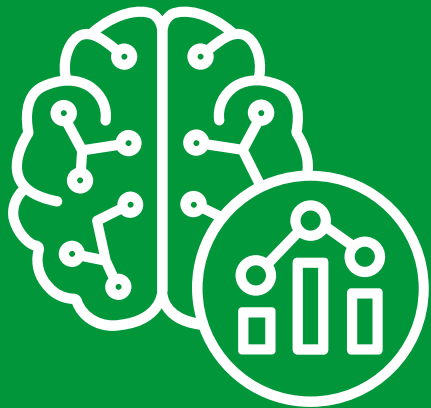
Fortune 50 customer in the oil & gas industry required a solution that was performant on-prem and in public cloud with consistent services

Why we won

\$2M+ win by F5 as the only hybrid multicloud platform solution with unified security services

Future

Expansion of security services across F5's platform



AI-driven demand



AI is driving capacity expansion, security attach, and new AI data delivery use cases

AI infrastructure buildouts are driving a material uplift in expansion and security opportunities



15,000+

Addressable customers as AI adoption becomes mainstream



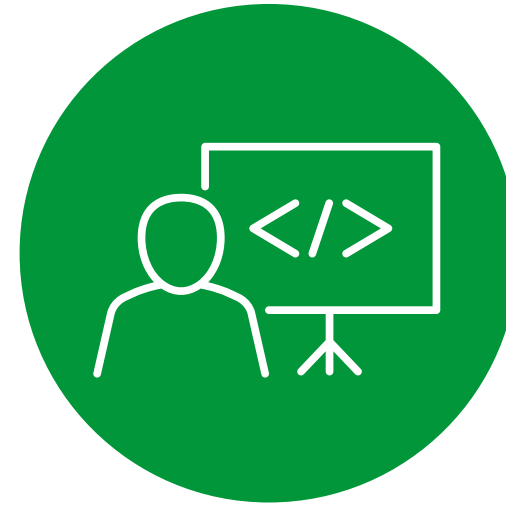
\$1.3B+

Cumulative incremental addressable opportunity from CY27 to CY30



AI is driving capacity expansion, security attach, and new AI data delivery use cases

AI infrastructure buildouts are driving a material uplift in expansion and security opportunities



Use case

Big Four professional services and accounting firm required highly performant AI data delivery solution for S3 storage

Why we won

\$4M+ win by F5 with the best performing solution leveraging NVIDIA and NetApp reference architectures

Future

Foundational solution for AI data delivery and runtime security expansion

F5's hybrid multicloud architecture and AI innovations uniquely position us for durable growth

DIGITAL SOVEREIGNTY



Growing customer demand for data custody to meet **digital sovereignty and resiliency requirements**

COMPETITIVE DISPLACEMENT



Our competitors' customers are **actively looking for alternatives** due to lack of innovation, limited deployment modalities, and inflexible licensing terms

AI-DRIVEN DEMAND



New AI workloads are leading to **ADC use case expansion**

