

Investor Day at  
**CISCO** *Live!*

# Our Plan to Win

**Chuck Robbins**

Chair and Chief Executive Officer

## Forward-Looking Statements

This presentation contains projections and other forward-looking statements regarding future events or the future financial performance of Cisco, including future operating results and Cisco's forward-looking targets. These projections and statements are only predictions. Actual events or results may differ materially from those in the projections or other forward-looking statements. In addition, Cisco's forward-looking targets do not represent projections or guidance for a particular period, but rather long-term financial targets management utilizes in managing the business and actual results for a particular period may differ materially. Please see Cisco's filings with the SEC, including its most recent reports on Form 10-K and Form 10-Q, for a discussion of important risk factors that could cause actual events or results to differ materially from those in the projections or other 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>

Non-GAAP measures for future periods would not include, when applicable, share-based compensation expense, amortization of acquisition-related intangible assets, acquisition related/divestiture costs, significant asset impairments and restructurings, significant litigation settlements and other contingencies, Russia-Ukraine war costs, gains and losses on equity investments, the income tax effects of the foregoing, significant tax matters, and other items that Cisco may exclude from time to time in the future.

# A look back



2021 Investor Day



Subscriptions



Capital returns

# Our plan to win

Laser focused  
on growth

Consistent  
execution

Invest and win in  
AI & Cybersecurity

# Technology is defining every aspect of our lives



Connectivity

Cybersecurity

Insights

AI

Data

# Data is the ultimate differentiator



Unprecedented visibility



Scalable data platform



AI-powered analytics

# Unparalleled digital resilience



Prevent major issues



Remediate faster



Adapt quickly

# Strategy focused on solving customer priorities

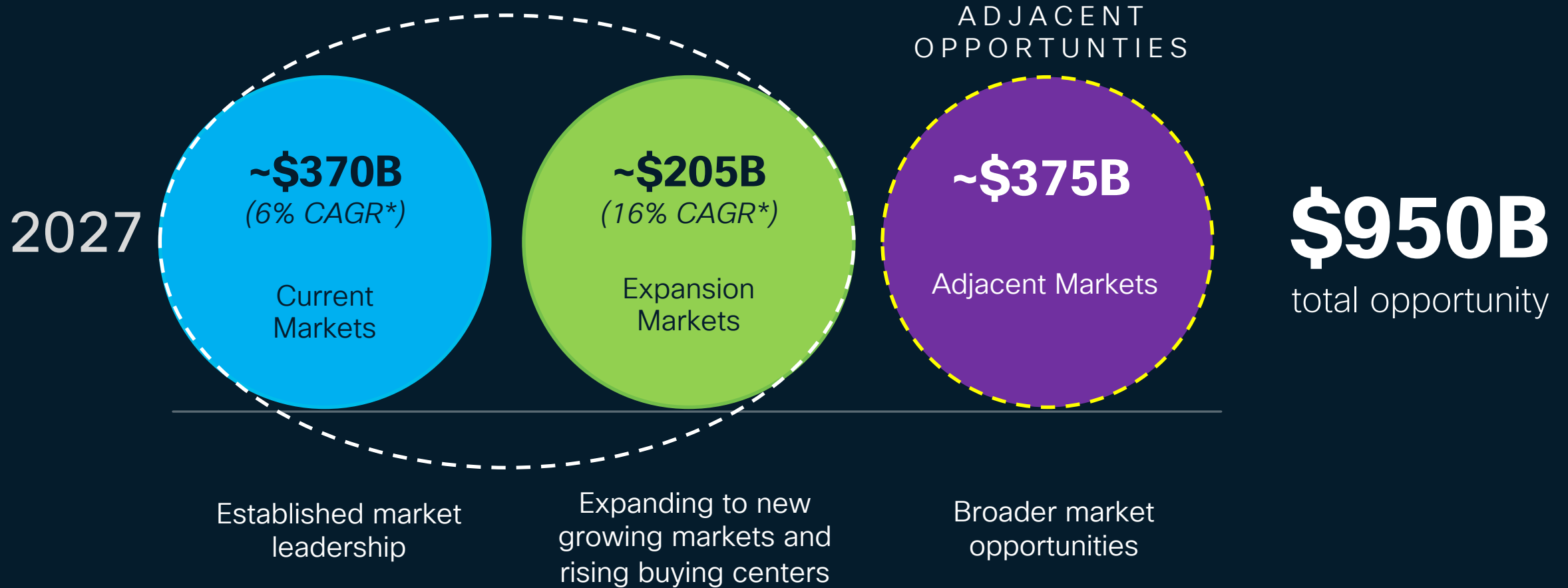
- 1 Modernize infrastructure  
Build modern, resilient infrastructure
- 2 Cybersecurity  
Protect against the threats of today and tomorrow
- 3 AI and data  
Harness the power of AI and data



Maximize  
business value  
of technology  
investments

# Positioned for **growth**

# Our large and growing opportunity



# Networking growth drivers



Proliferation of devices



Return to office



Secure networking



Cyber and AI-driven refresh

# AI & Cloud growth drivers



Traditional hyperscaler cloud infrastructure



Hyperscaler AI infrastructure  
InfiniBand to Ethernet



Enterprise AI infrastructure



Partnerships to accelerate enterprise adoption



Security for AI

# Cybersecurity growth drivers



Customers need a platform approach



Increasing regulatory requirements



Security for a hyper-distributed world



Security for AI, AI for Security



Extraordinary breadth of data and intelligence

# Investing to win



AI



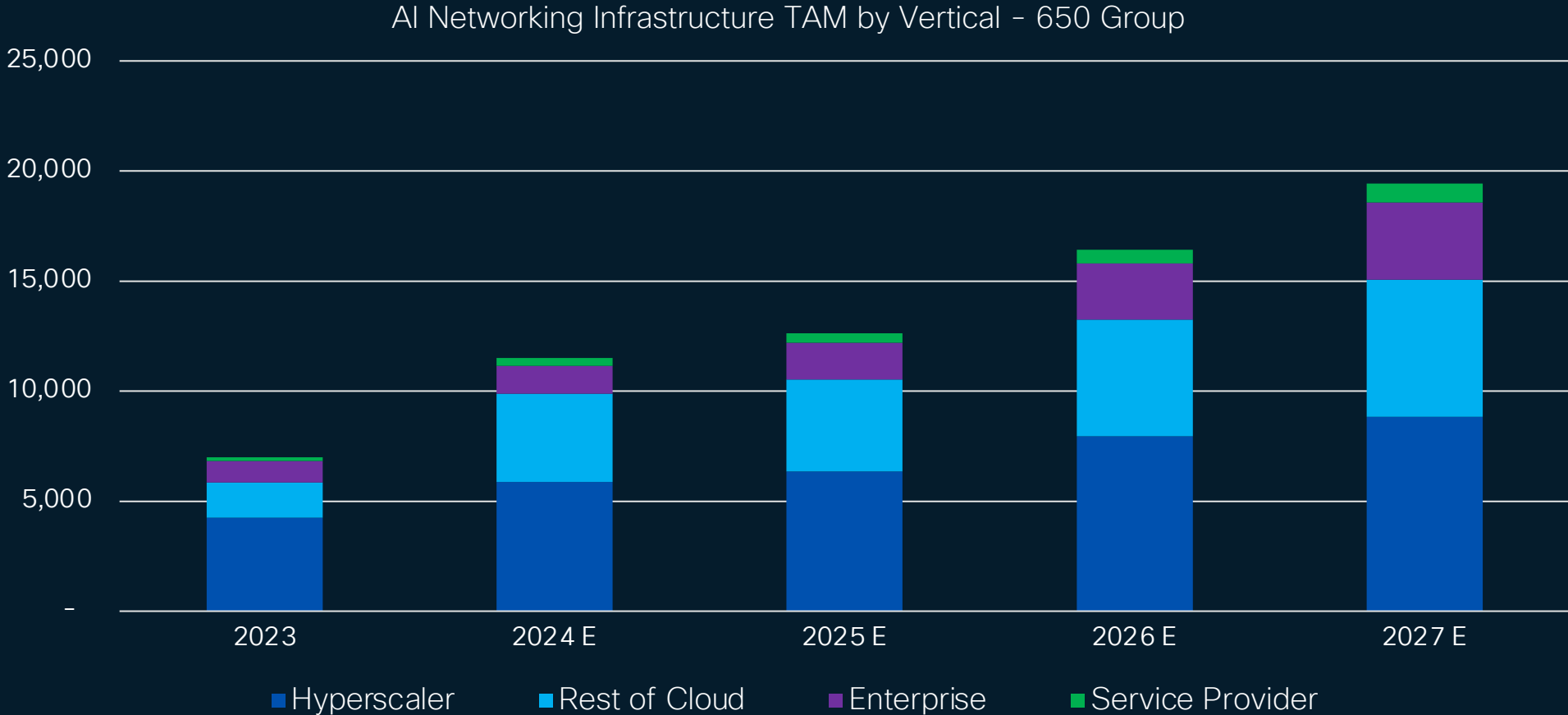
Cloud



Cybersecurity

~50% of R&D spend today

# Hyperscaler and other cloud providers drive AI networking through CY27



Source: 650 Group - 4Q23 DC Networking AI/HPC Market Forecast: Excludes NICs & Copper Connectivity - would add additional \$4B TAM in CY27

# Hyperscaler AI momentum

\$800M

AI orders to date

\$1B

AI orders line of sight (FY25E)

## Use cases

	AI	Total Web
In production	5	20
Design wins	11	17
Pipeline (FY25+)	5	12

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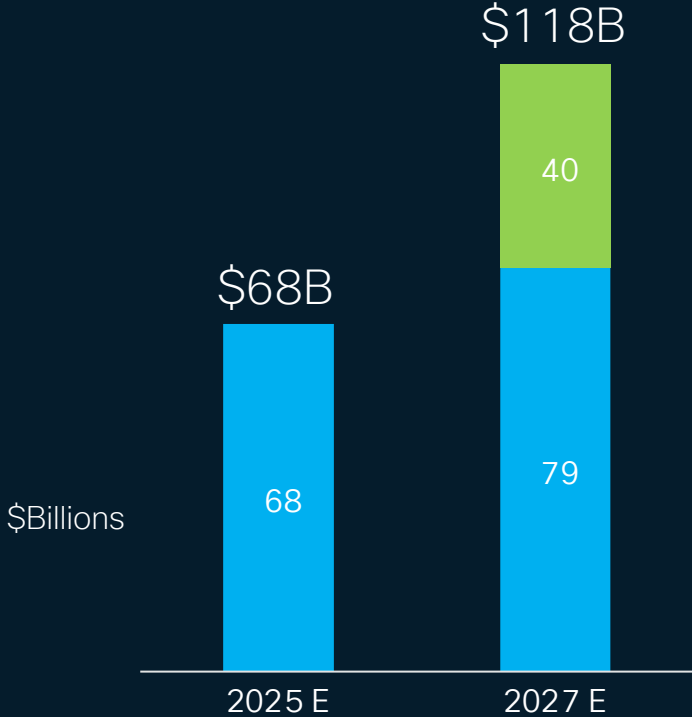
# Dave Maltz

Technical Fellow & CVP,  
Microsoft



# Cisco + Microsoft

# The opportunity in Cybersecurity



New markets / expansion

14% CAGR

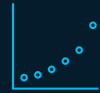
Current markets

8% CAGR

# Cybersecurity momentum



Firewall return to growth



New product traction



Market recognition



Order acceleration



Cisco + Splunk: Better together

# Our differentiation



Innovation & breadth of portfolio



Data & insights



Global scale



Powerful go-to-market & partner ecosystem



Customer trust

# Our plan to win

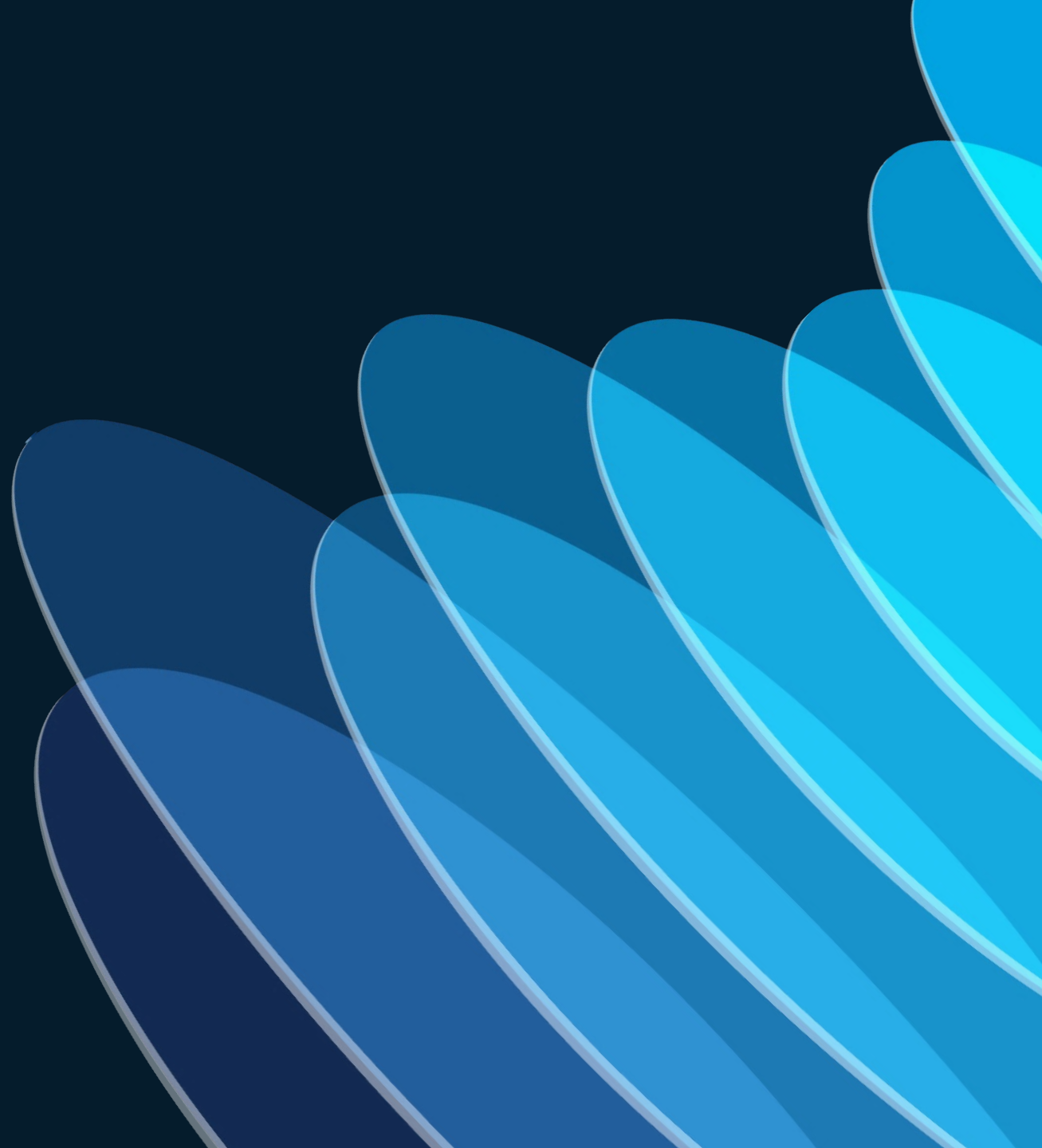
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**Thank  
you**



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