

Copyright © Arista 2019. All rights reserved.

Safe Harbor

This presentation and the accompanying oral presentation contain forward-looking statements that are based on our management's beliefs and assumptions and on information currently available to management. Forward-looking statements include all statements other than statements of historical fact contained in this presentation, including information concerning our business plans and objectives, total addressable market, potential growth opportunities, market potential by speed, trends relating to increase in storage, the router market, the campus market, the transition from 100GbE products to 400GbE products, competitive position, benefits of Arista's platforms, including the newly introduced 400GbE products and optics, industry environment and potential market opportunities.

Forward-looking statements are subject to known and unknown risks, uncertainties, assumptions and other factors that could cause actual results, performance or achievements to differ materially from those anticipated in or implied by the forward-looking statements including risks associated with: Arista Networks' limited operating history; Arista Networks' rapid growth; Arista Networks' customer concentration; the evolution and growth of the cloud networking market and the adoption by end customers of Arista Networks' cloud networking solutions; changes in our customer's demand for our products and services; requests for more favorable terms and conditions from our large end customers; declines in the sales prices of our products and services; changes in customer order patterns or customer mix; increased competition in our products 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; Arista Networks' dispute with OptumSoft; and general market, political, economic and business conditions. Additional risks and uncertainties that could affect Arista Networks can be found in Arista's Quarterly Report on Form 10-Q filed with the SEC on November 5th, and other filings that the company makes to the SEC from time to time. You can locate these reports through our website at http://investors.arista.com and on the SEC's website at www.sec.gov.

You should not rely upon forward-looking statements as predictions of future events. Although our management believes that the expectations reflected in our forward-looking statements are reasonable, we cannot guarantee that the future results, levels of activity, performance or events and circumstances described in the forward-looking statements will be achieved or occur. Moreover, neither we, nor any other person, assume responsibility for the accuracy and completeness of the forward-looking statements.

This presentation is being provided as of February 14th, 2019 and the forward looking statements and any other statements contained herein speak only as of the date of this presentation, and we undertake no obligation to publicly update any forward-looking statements or any other statements in this presentation for any reason after the date of this presentation to conform these statements to actual results or to changes in our expectations, except as required by law.

In addition to GAAP financial information, this presentation includes certain non-GAAP financial measures. The non-GAAP measures have limitations, and you should not consider them in isolation or as a substitute for our GAAP financial information. There are limitations to the use of non-GAAP measures. Non-GAAP gross margins and non-GAAP operating income exclude the impact of stock-based compensation expenses, legal fees and bond costs and recoveries associated with the OptumSoft and Cisco litigation, acquisition-related costs, including external professional fees and severance costs, amortization of acquisition-related intangible assets, and other non-recurring charges or benefits. See the Appendix for a reconciliation of all non-GAAP financial measures to their nearest GAAP equivalent.

Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

Copyright © Arista 2019. All rights reserved.

Arista Networks Overview

$2.15B
2018 Revenue

$7.96
2018 Non-GAAP EPS

30.7%
Y/Y Revenue Growth CY 2018

36.7%
Operating Margin CY 2018

IPO 2014
June 6th

S&P 500
Added in 2018

5 Year TAM
$16B 2018 to $30B 2023



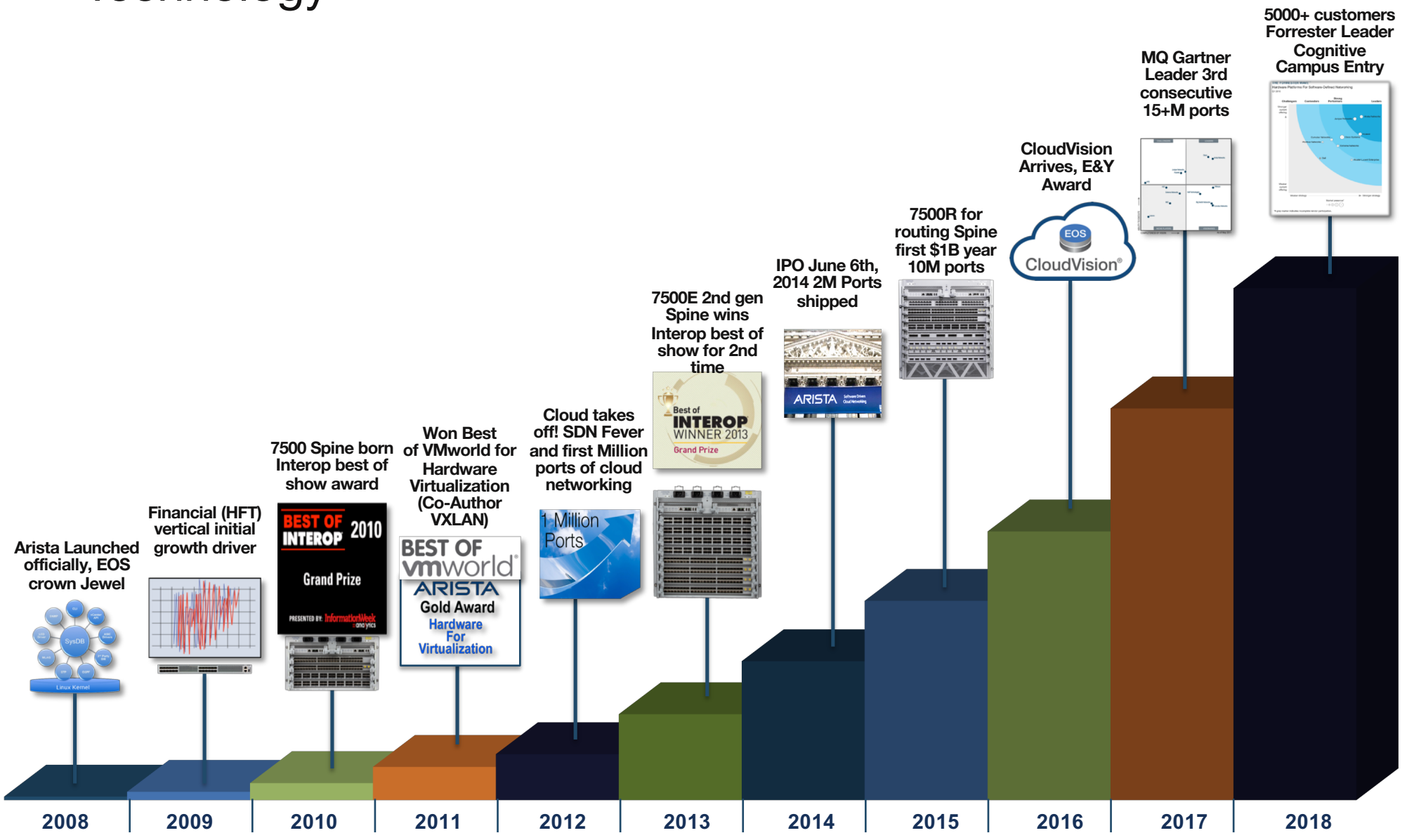
Company
Headquarters: Santa Clara, California

NYSE Ticker: ANET

Website: www.arista.com
Email: info@arista.com

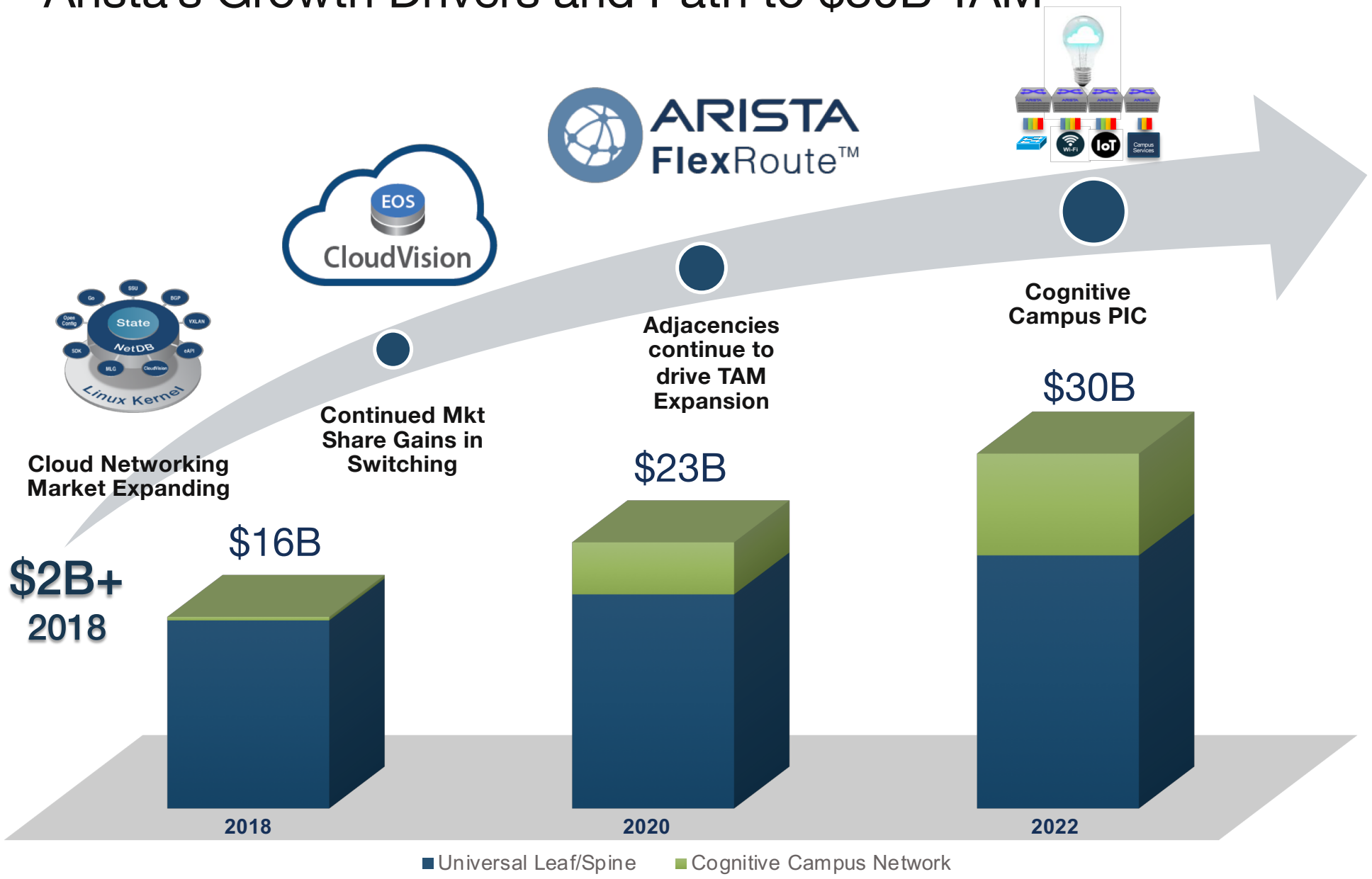
Copyright © Arista 2019. All rights reserved.

Arista Has a History of Delivering Industry Leading Technology



Copyright © Arista 2019. All rights reserved.

Arista's Growth Drivers and Path to $30B TAM

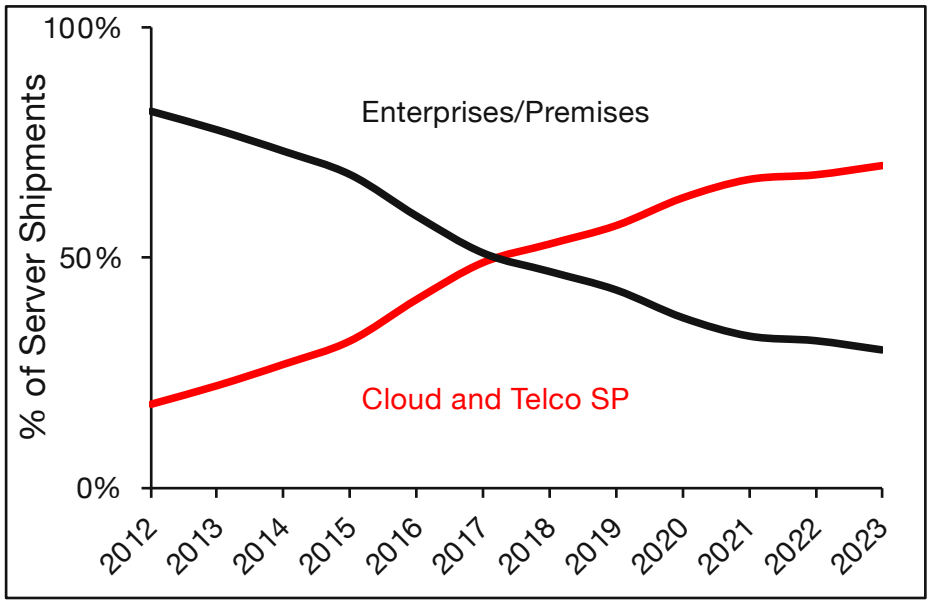


Source: Arista internal estimates and various industry analysts

Copyright © Arista 2019. All rights reserved.

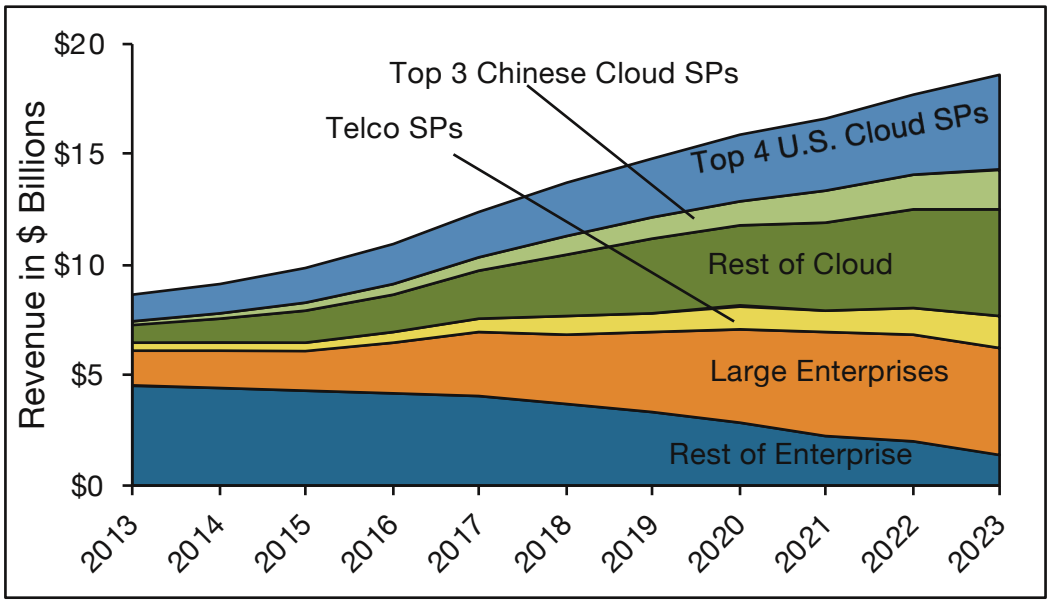
Arista's Cloud Networking Opportunity

Server Shipments



Source: Dell'Oro Group Server Research

Data Center Ethernet Switch Revenue



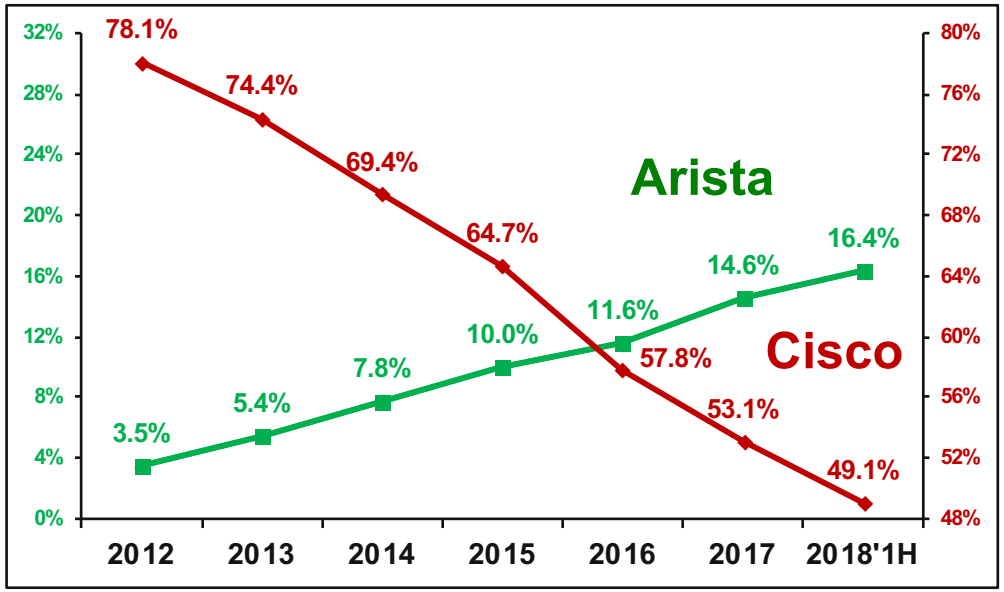
Source: Dell'Oro Ethernet Switch Data Center 5 Year Forecast Report January 2019

- Enterprise workloads are migrating to public & hybrid clouds
- Traditional enterprise served <100,000 employees vs. Clouds @ hundreds of millions of users
- The emergence of cloud native apps & containers necessitates a new architecture

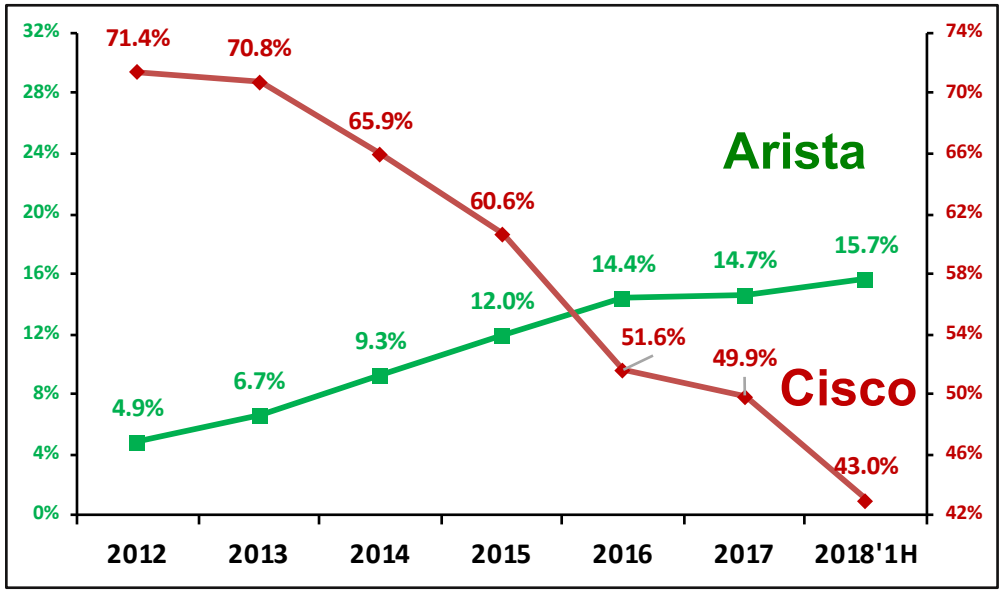
Copyright © Arista 2019. All rights reserved.

Arista Market Share vs Cisco
High Speed Data Center Switching Market

Share in Dollars



Share in Ports



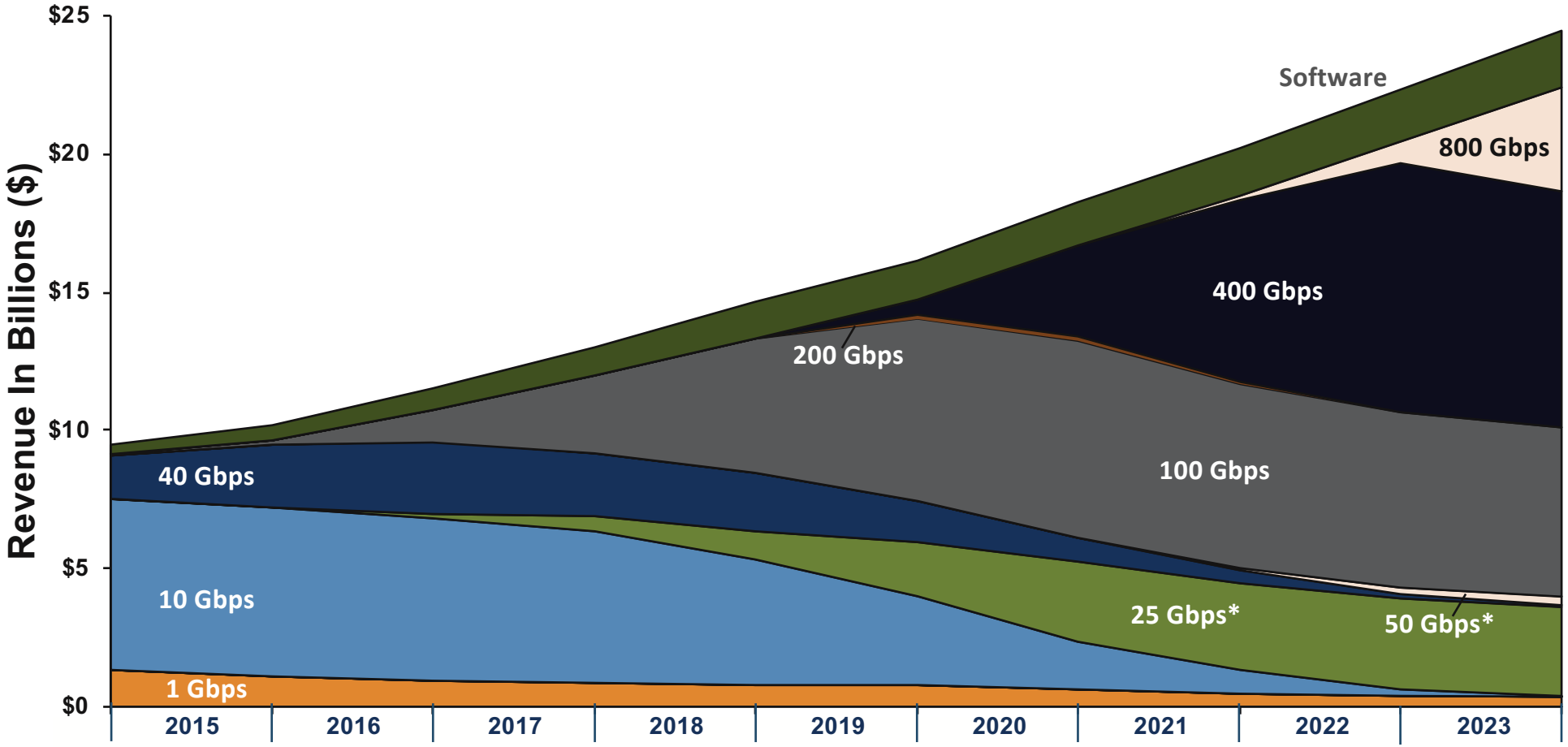
Source: Crehan Research Datacenter Switch Market Share Report Q2'2018

Note: 10GbE and Higher - Excludes blade switches

Copyright © Arista 2019. All rights reserved.

Market Potential by Speed

Data Center Ethernet Switch Revenue ($Bn)



Source: 650 Group January 2019 Long Term Ethernet Switch forecast

*Shows discrete 25G or 50G ports only. A significant portion of 25/50GE server ports are expected to connect via QSFP-100G break out to 100 GE switch ports at the large Cloud Service Providers.

Copyright © Arista 2019. All rights reserved.

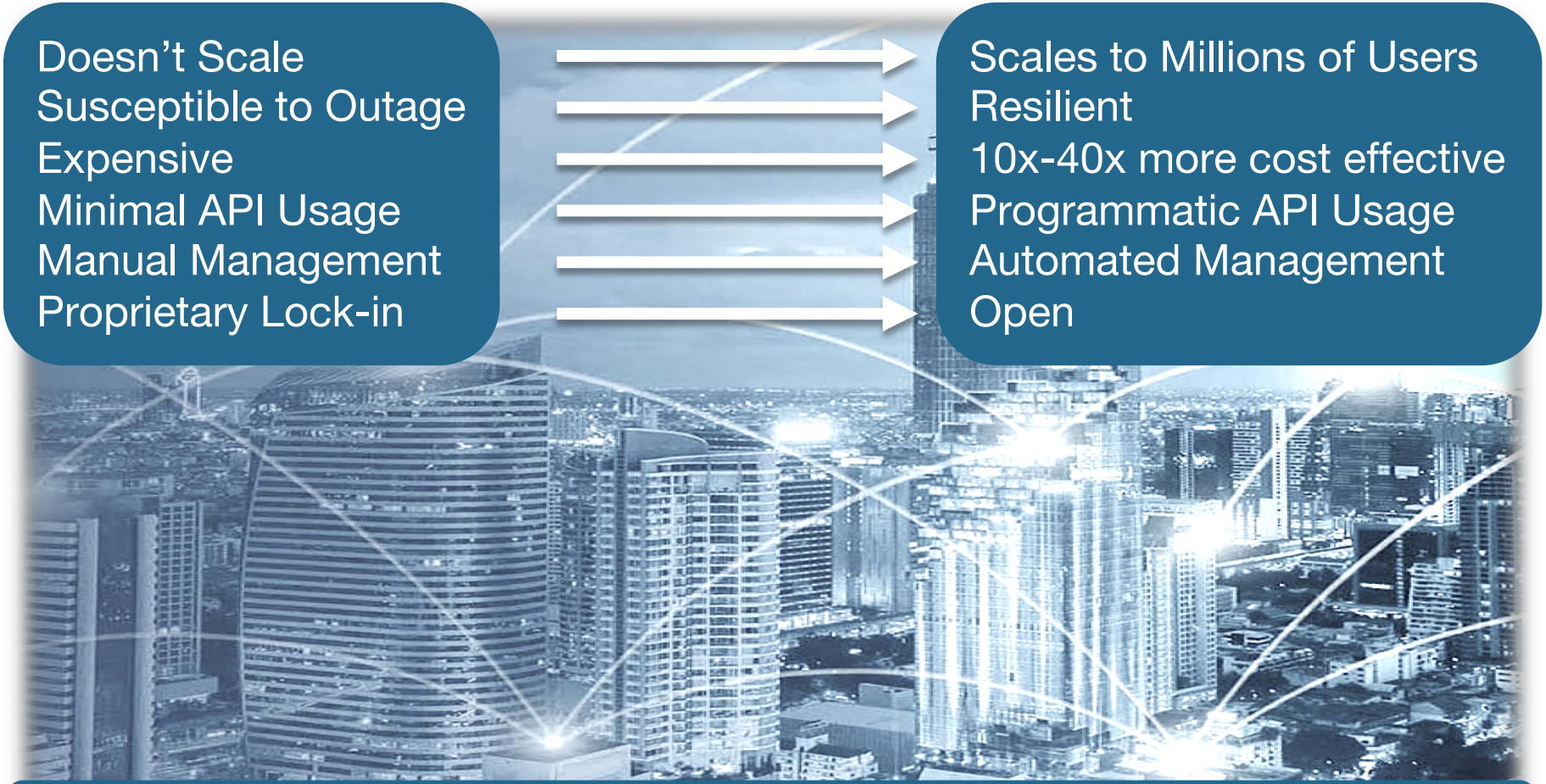
Arista Software Driven Cloud Networking

Legacy Networking

Doesn't Scale
Susceptible to Outage
Expensive
Minimal API Usage
Manual Management
Proprietary Lock-in

Cloud Networking

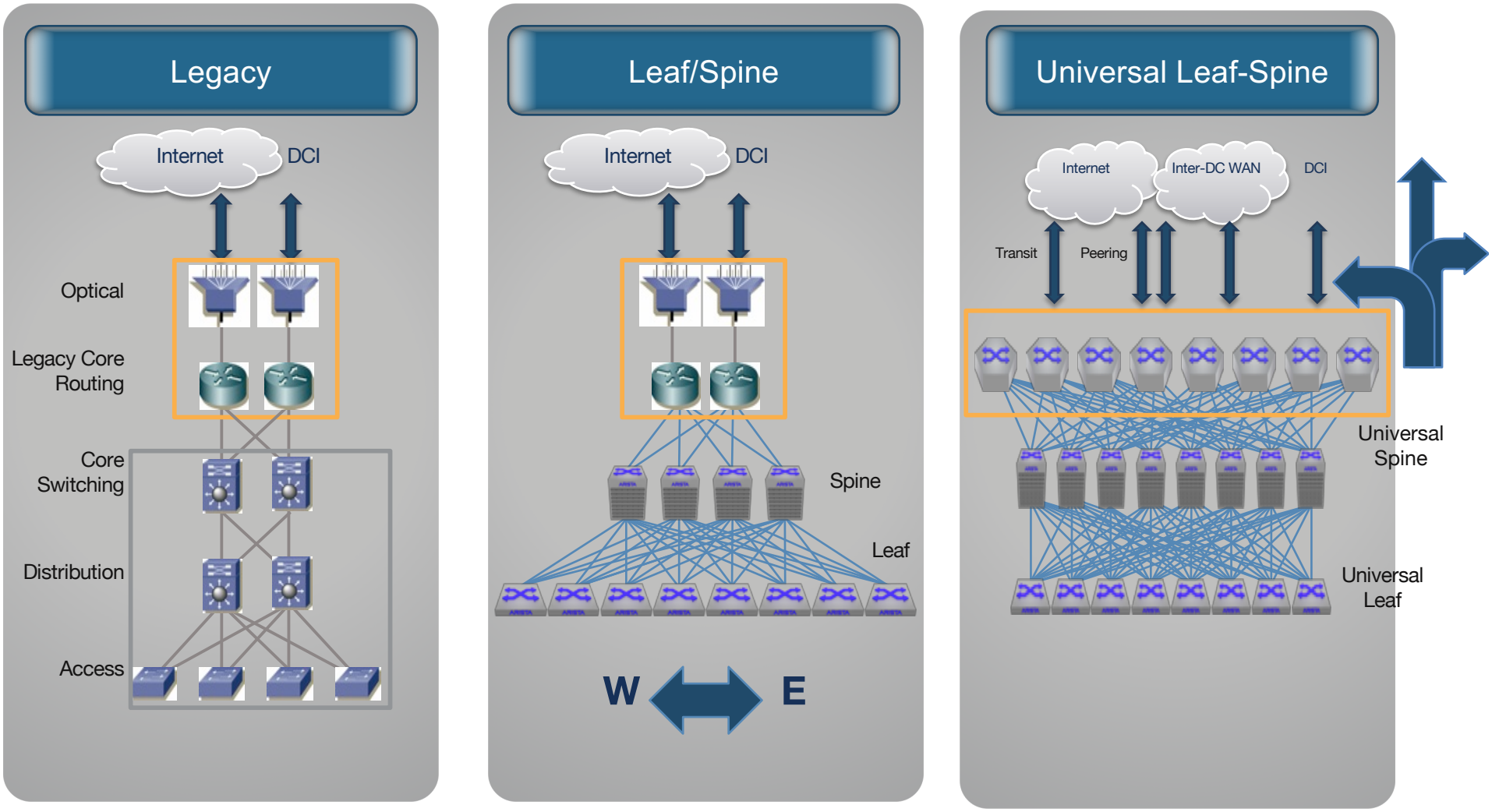
Scales to Millions of Users
Resilient
10x-40x more cost effective
Programmatic API Usage
Automated Management
Open



Mission:
Deliver the best cloud networking solutions for private, public and hybrid cloud deployments

Copyright © Arista 2019. All rights reserved.

Evolution of the Universal Cloud Network Architecture



Routing is Integrated into the Universal Spine and Leaf

Copyright © Arista 2019. All rights reserved.

Proven Architectural Flexibility

Open, Programmable, Modular, Scalable

Automation, Telemetry, Diagnostics

EOS CloudVision®

One Tool for Automation, Control, Telemetry and Diagnostics

Arista EOS

Abstraction Layer

EOS vEOS cEOS

One Image, Flexible Packaging Option

Hardware System Design



Leading Performance in Cooling, Energy Efficiency, Serviceability, Scale and Breadth of Optics

Merchant Silicon

17 Silicon Families

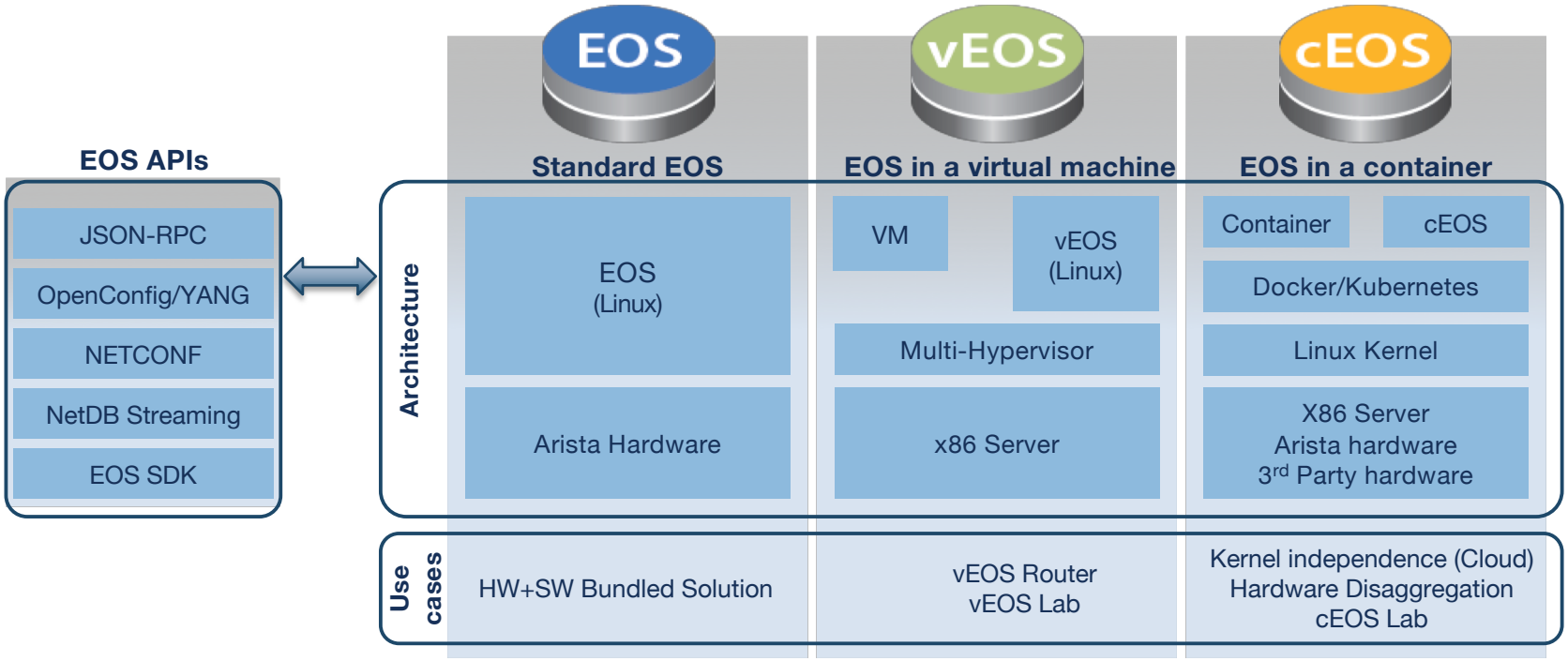
Tofino, Jericho+, Jericho, Alta, Bali, Arad, Petra, Trident 3, Trident II+, Trident II, Trident+, Helix, Tomahawk 3, Tomahawk 2, Tomahawk+, Tomahawk, XP80

10G, 25G, 40G, 50G, 100G, 200G, 400G

Leading Performance Best of Breed Merchant Silicon

Copyright © Arista 2019. All rights reserved.

Arista's EOS offers an Open Programmable Environment with Flexible Packaging Options

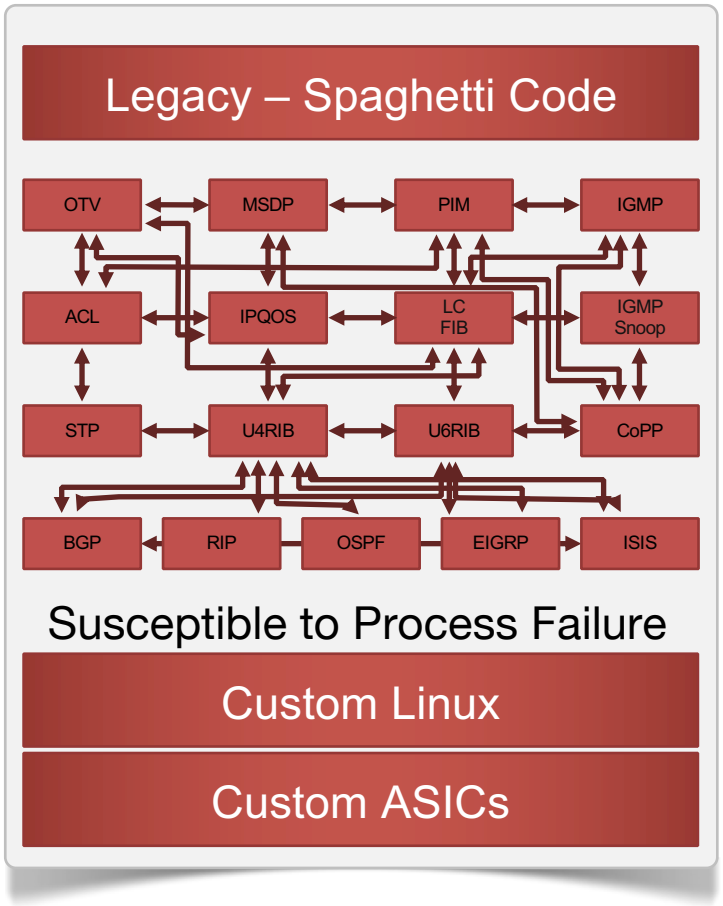


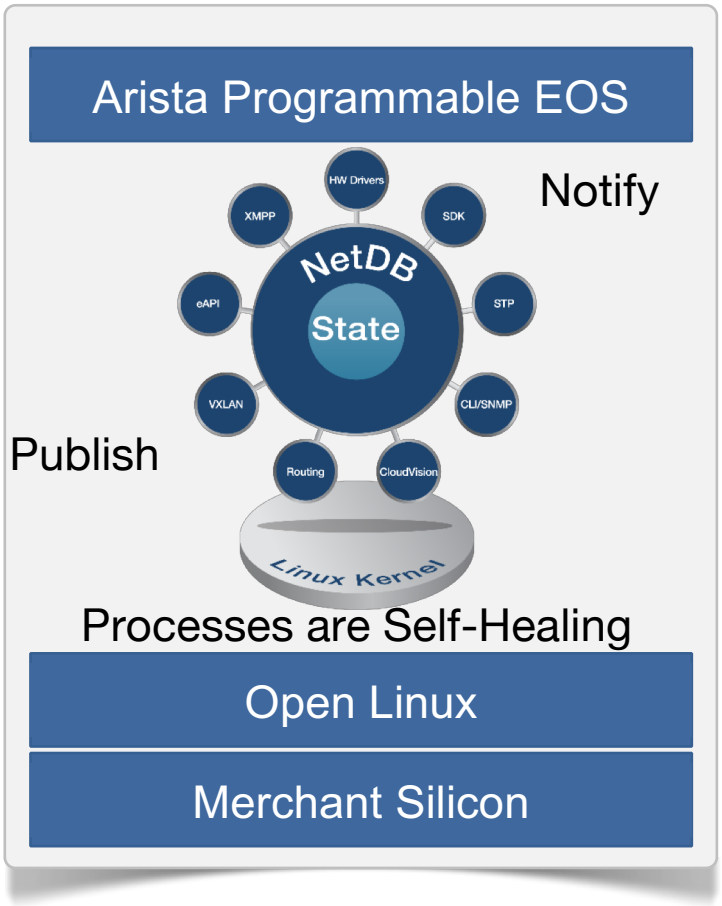
EOS was engineered from the beginning to support open Linux with rich APIs. Adhering to this principle enabled a scalable architecture that offers flexible packaging options in an open programmable environment.

Copyright © Arista 2019. All rights reserved.

Arista's Cloud Scale Software Architecture

- Differentiated Advantages
  - Stateful Orientation
  - Modern, open, and scalable architecture
  - Software Quality





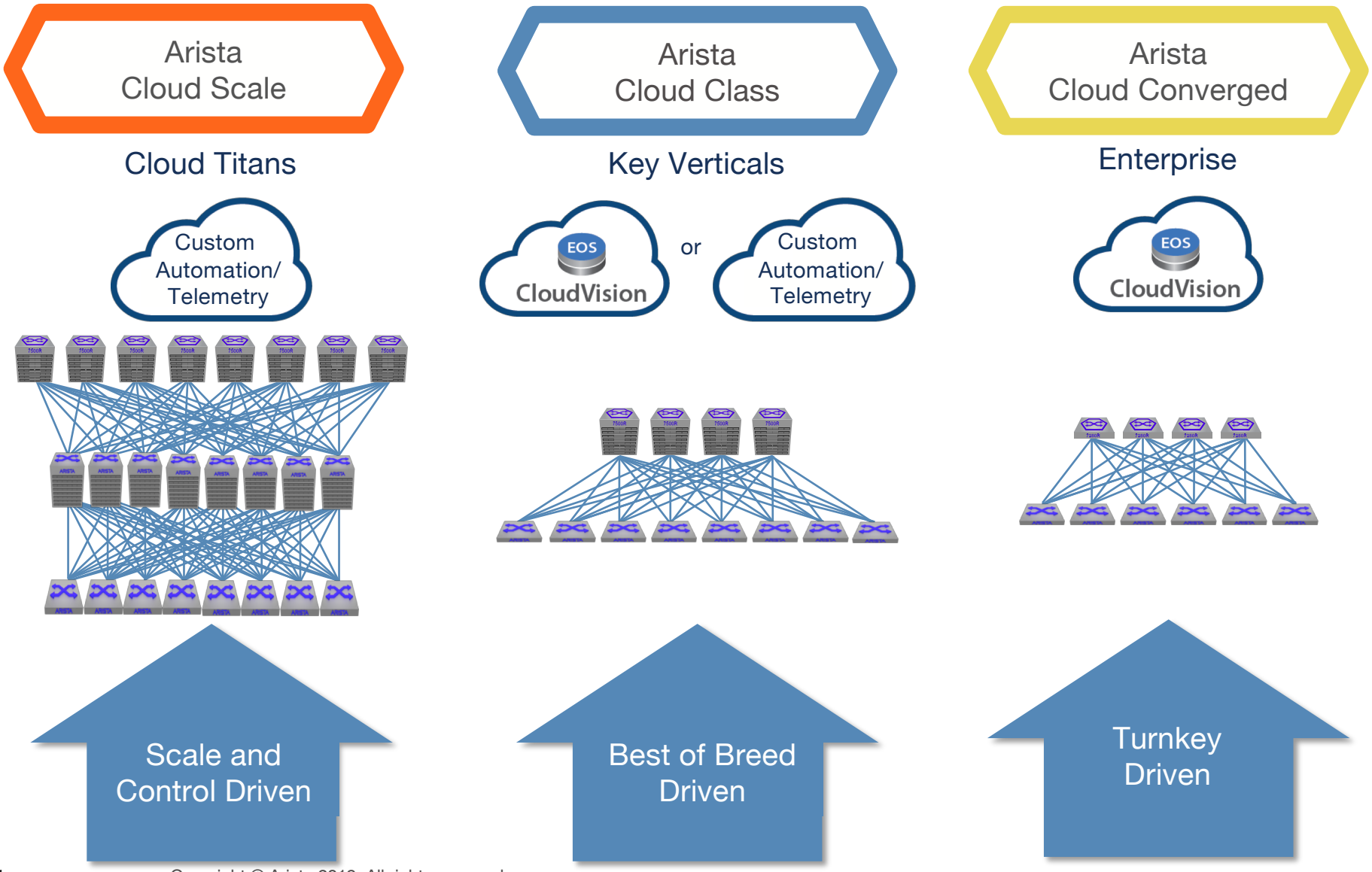
Resilient

Programmable

Scalable

Copyright © Arista 2019. All rights reserved.

Cloud Networking is Everywhere:
Three Key Markets – One Architecture – One EOS



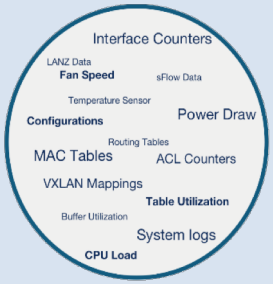
Copyright © Arista 2019. All rights reserved.

CloudVision: Multi-Function Hybrid Cloud Platform

Overlay Integration

API's for simplified network integration to a best of breed ecosystem





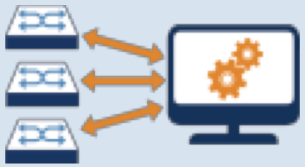
Telemetry & Analytics

Real-time state streaming and historical analytics



Automated Deployments

Initial and ongoing provisioning network-wide





Macro-Segmentation Services (MSS)

Service insertion for securing today's cloud networks

Change Controls

Network-wide upgrades, rollback and snapshots. Compliance and Bug Visibility



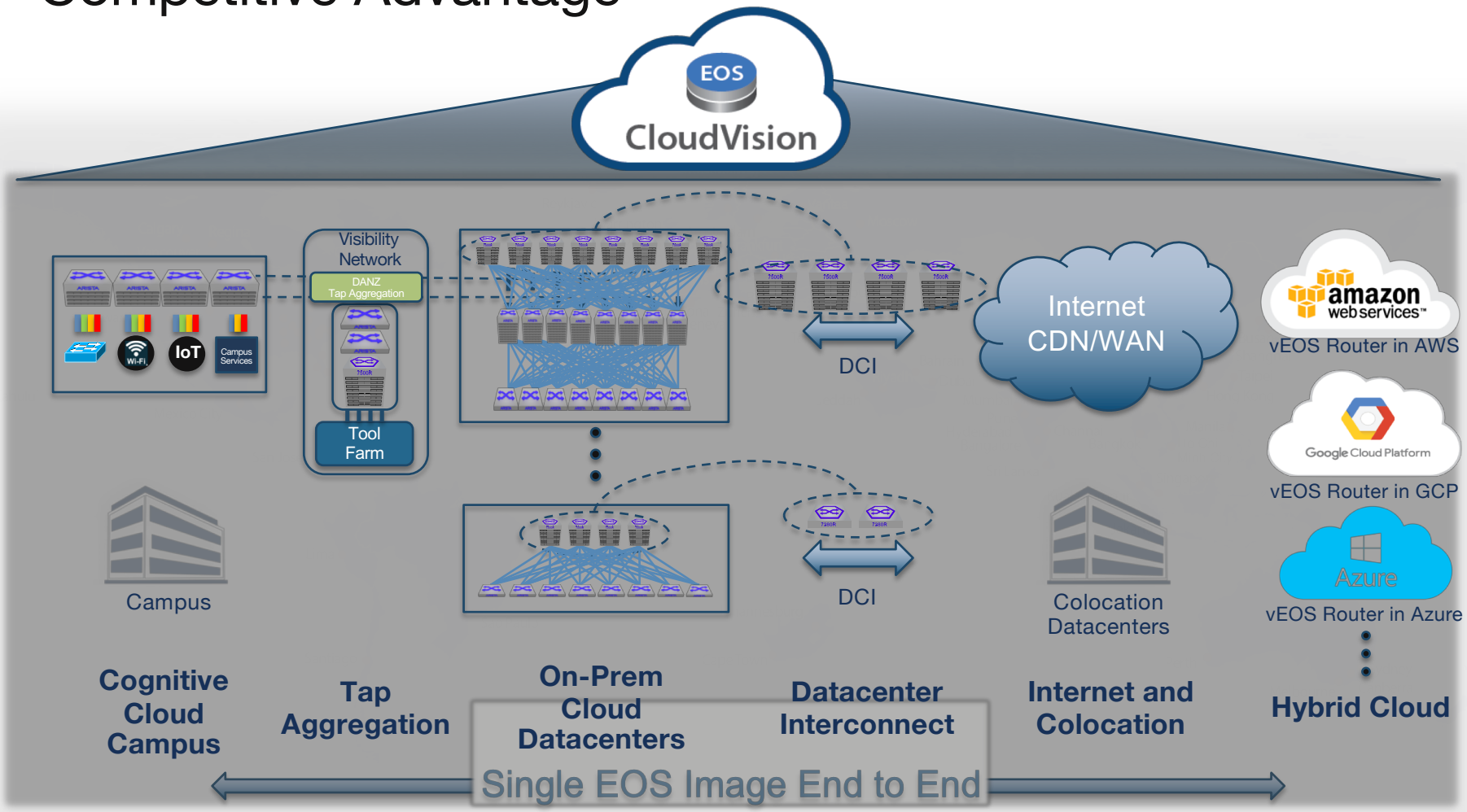


DANZ TAP Aggregation

Purpose-built to capture traffic at cloud scale and speed

Copyright © Arista 2019. All rights reserved.

A Single EOS Image Underpins a Sustainable Competitive Advantage



A single image improves network availability while lowering TCO. Legacy vendors can have more than 5 images with multiple management tools, adding complexity, multiplying cost and reducing stability.

Copyright © Arista 2019. All rights reserved.

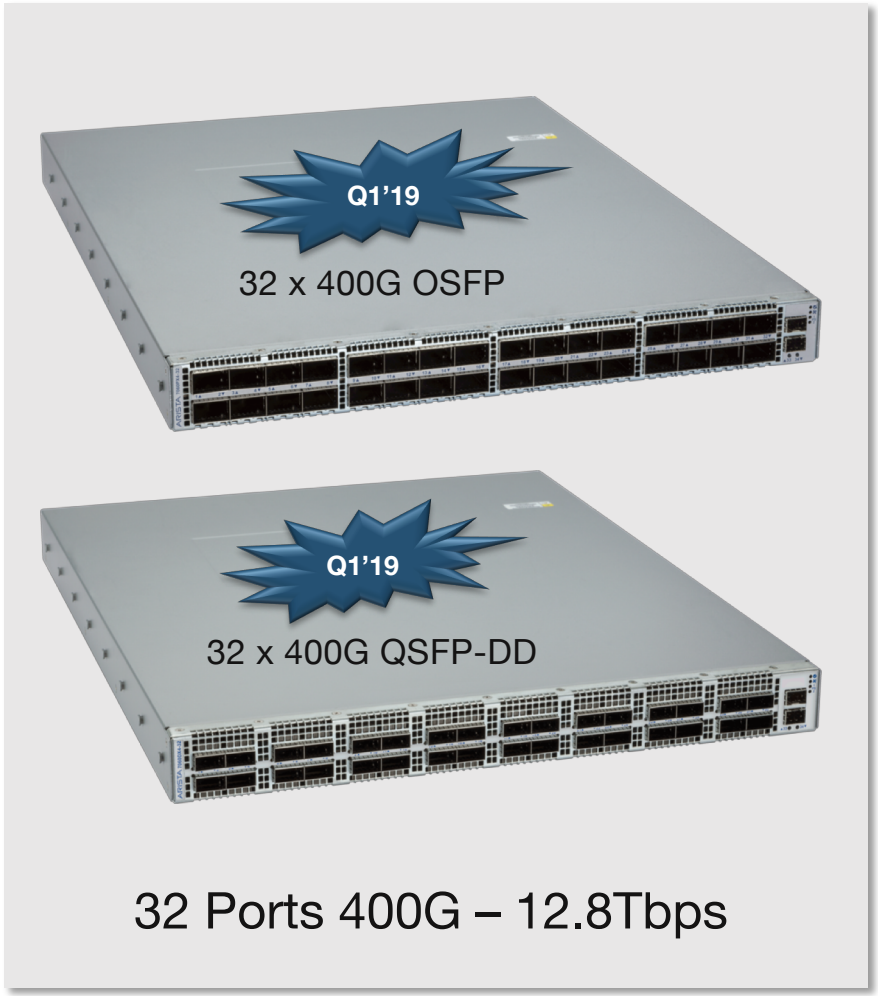
Cloud-Class Market Leadership Platform Portfolio



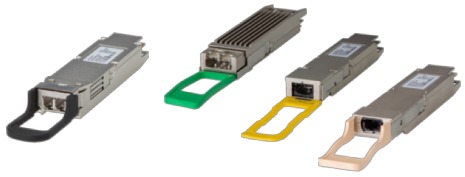
Single Image Arista EOS Across All Platforms

Copyright © Arista 2019. All rights reserved.

Arista Introduces 400G Platforms



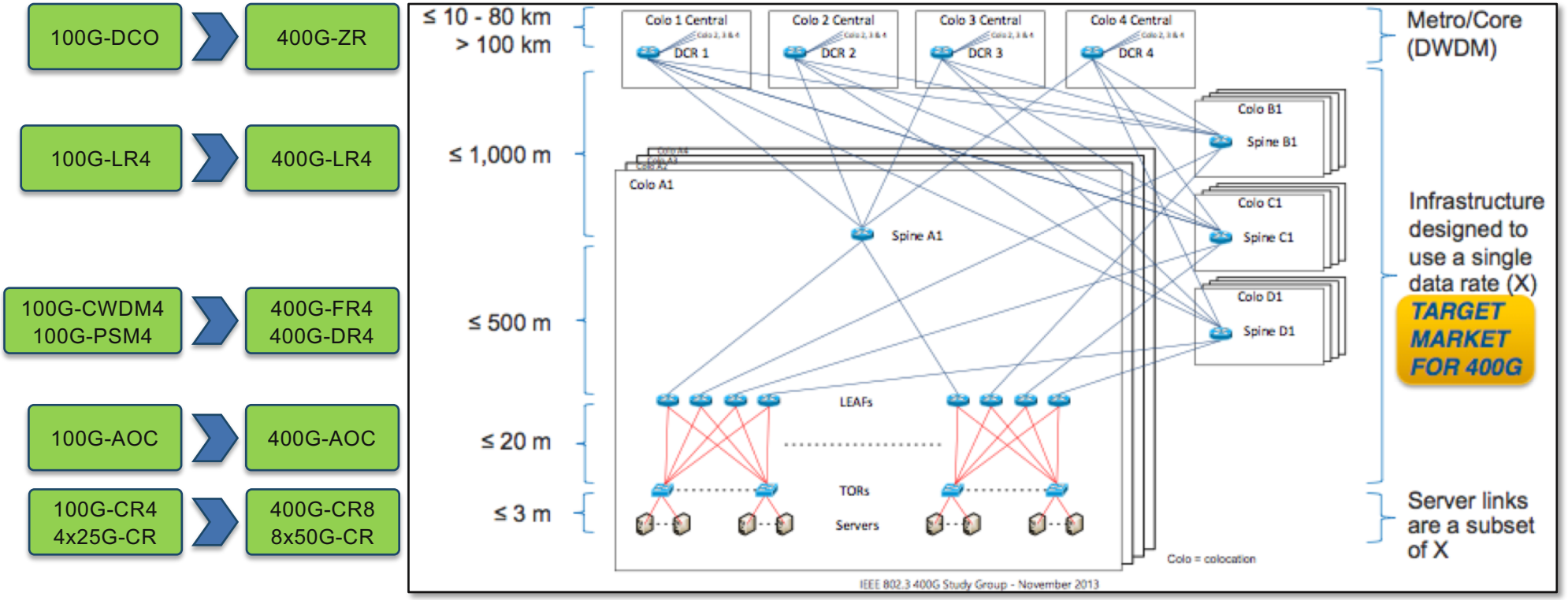
- 400G Switches Deliver
  - 2x the price performance
  - 2x the power efficiency
  - 4x the density per 1RU
  - 4x the buffer memory per switch
  - 4x the overall network scale without change to network topology
- Two 7060X4 Models
  - 32 x 400G OSFP
    - » 128 x 100G with parallel optics and cables
    - » 32 x 100G with OSFP to QSFP Adapter
  - 32 x 400G QSFP-DD
    - » 128 x 100G with parallel optics and cables
    - » 32 x 100G with QSFP28 optics



Consistent architecture with choice of industry standard interfaces

Copyright © Arista 2019. All rights reserved.

Transition of Cloud Networks from 100G to 400G



Source: Brad Booth and Tom Issenhuth Microsoft, IEEE 802.3bs 400G

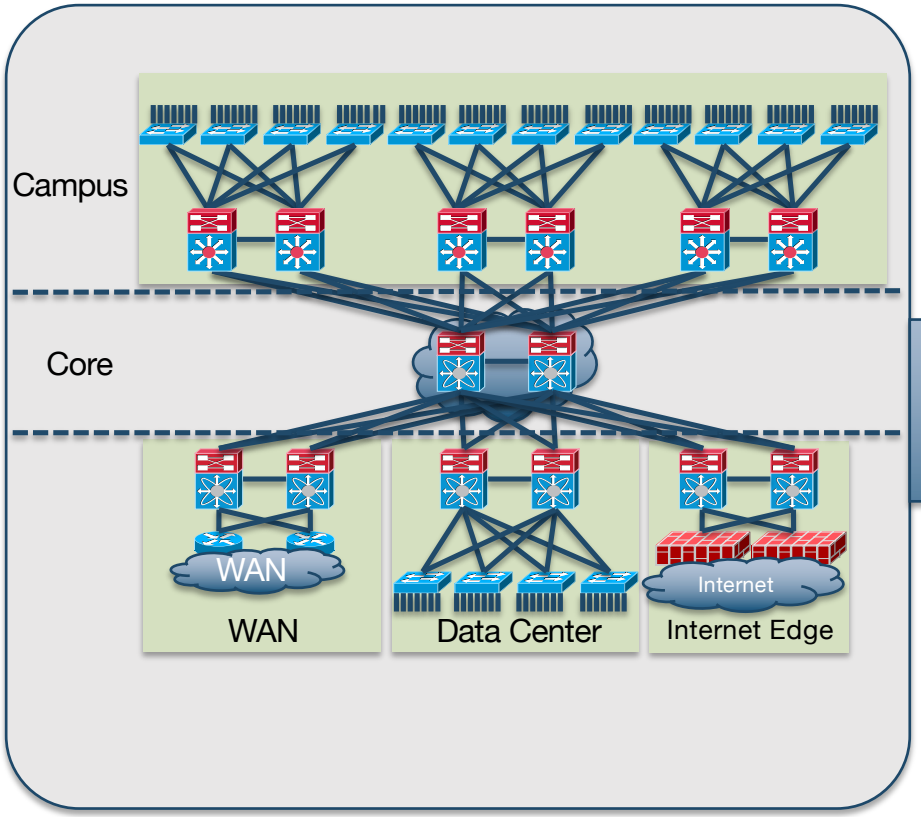
4x the overall network scale without change to network topology

Copyright © Arista 2019. All rights reserved.

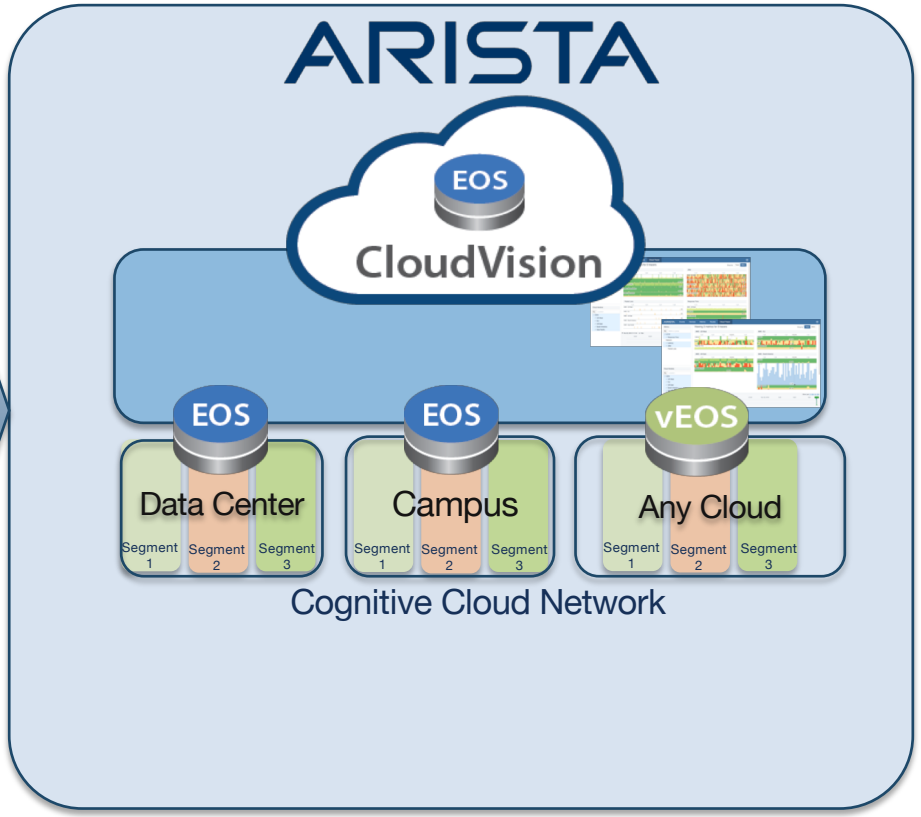
Arista Datacenter Principles Applied to Campus

Moving from PINs to PICs

Legacy: Silo Products
Places In the Network (PIN)

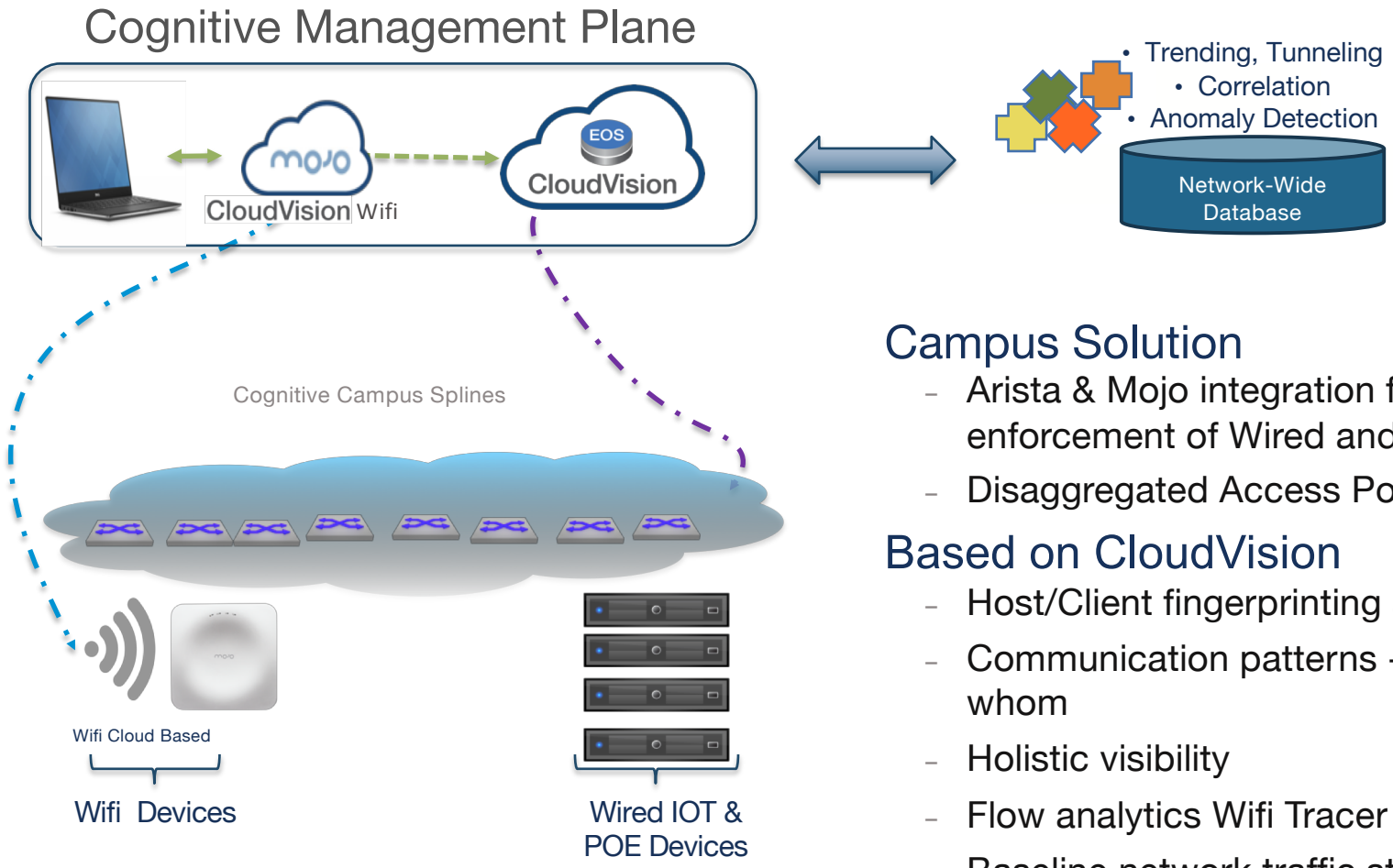


Modern: Unified Products
Places In the Cloud (PIC)



Copyright © Arista 2019. All rights reserved.

Introducing the Cognitive Campus



Campus Solution

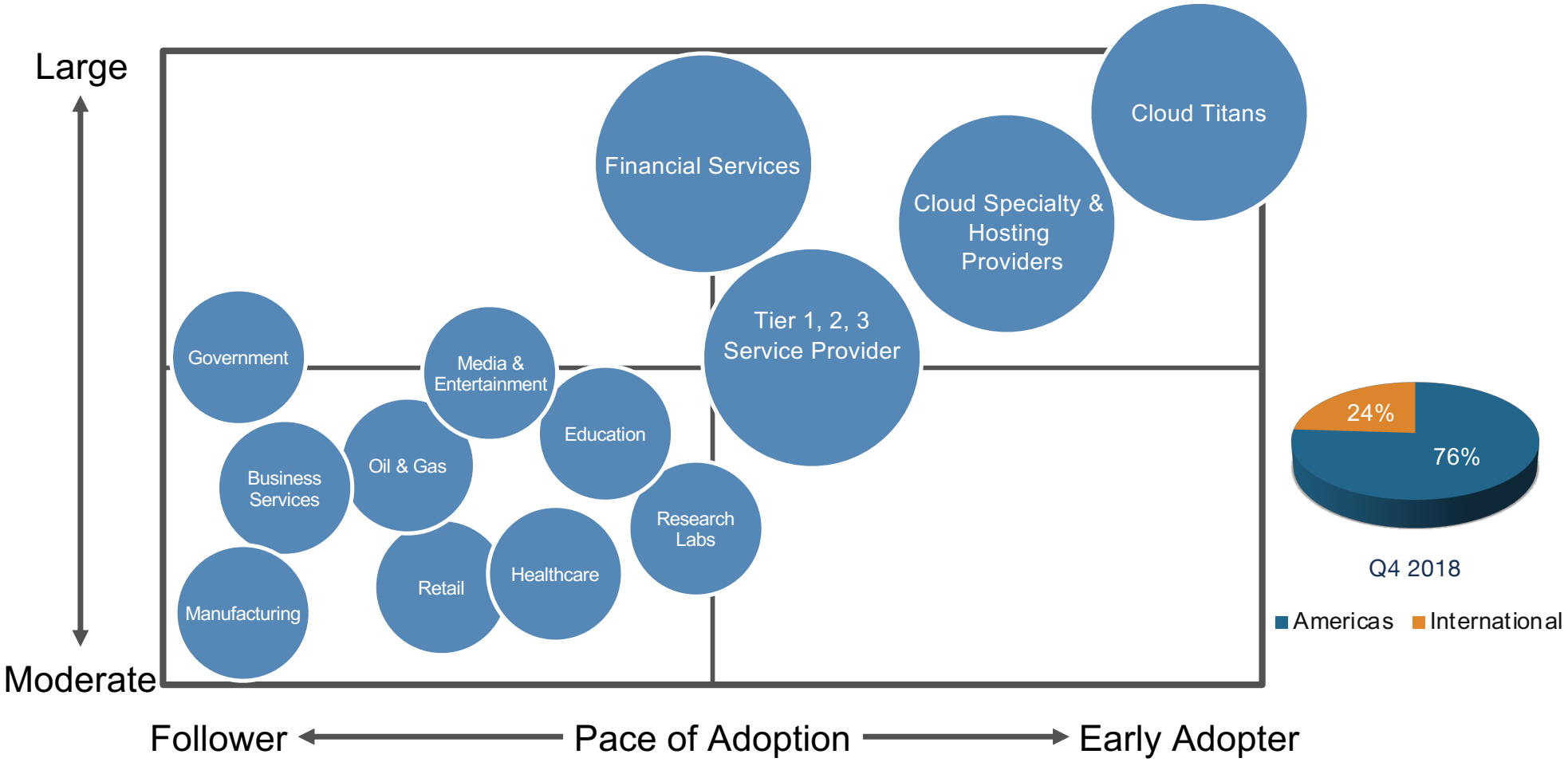
- Arista & Mojo integration for common enforcement of Wired and Wifi workloads
- Disaggregated Access Points

Based on CloudVision

- Host/Client fingerprinting and inventory
- Communication patterns - who is talking to whom
- Holistic visibility
- Flow analytics Wifi Tracer
- Baseline network traffic statistics, trace flow through the network and detect anomalies (Flow Trackers)

Copyright © Arista 2019. All rights reserved.

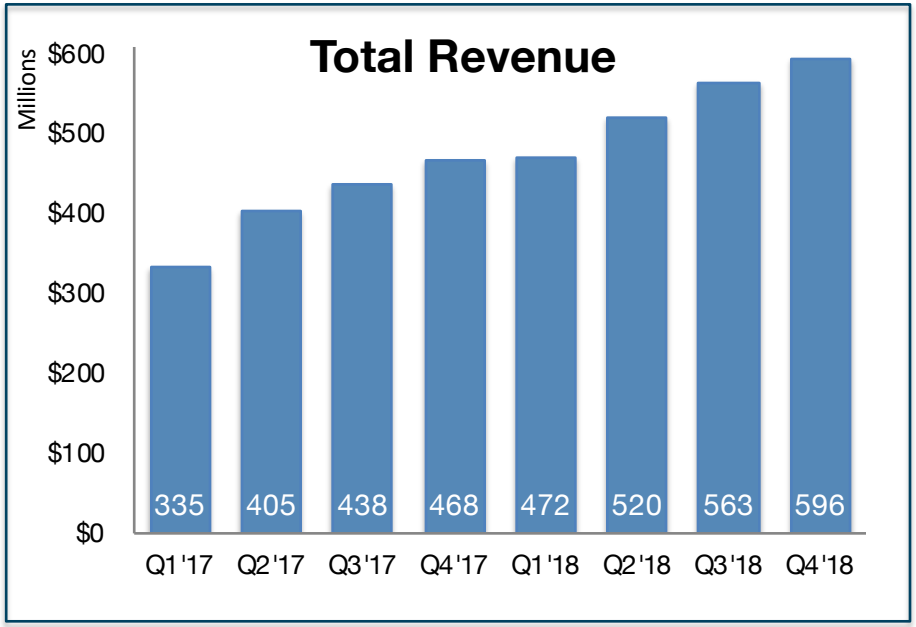
Major Verticals

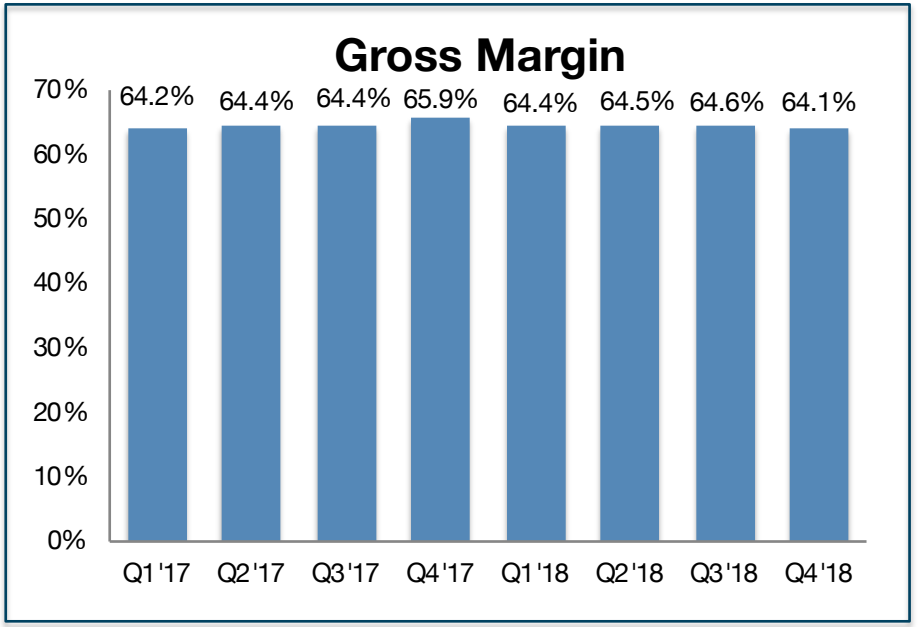


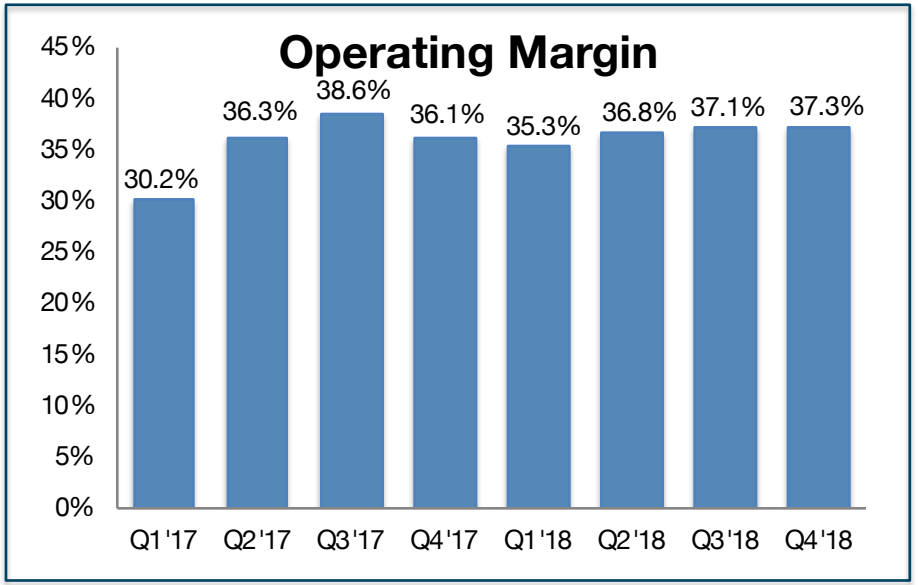
Note: By Billings. Only selected verticals shown. Diagram not to scale.

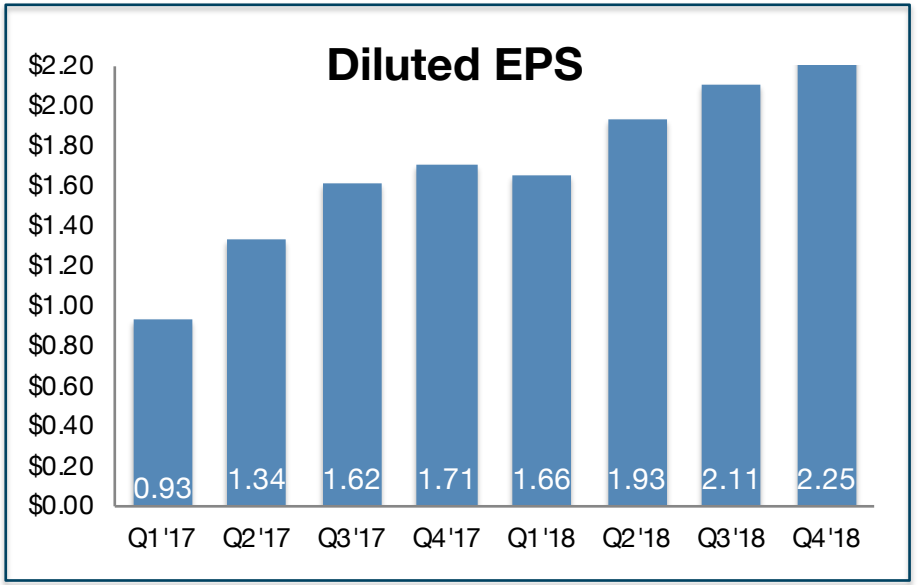
Copyright © Arista 2019. All rights reserved.

Financial Highlights[1]





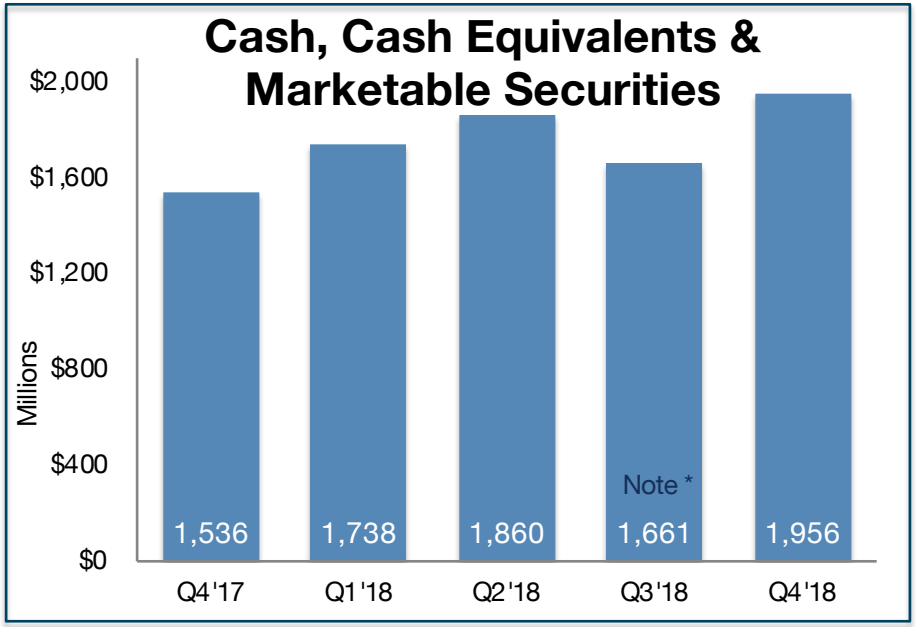


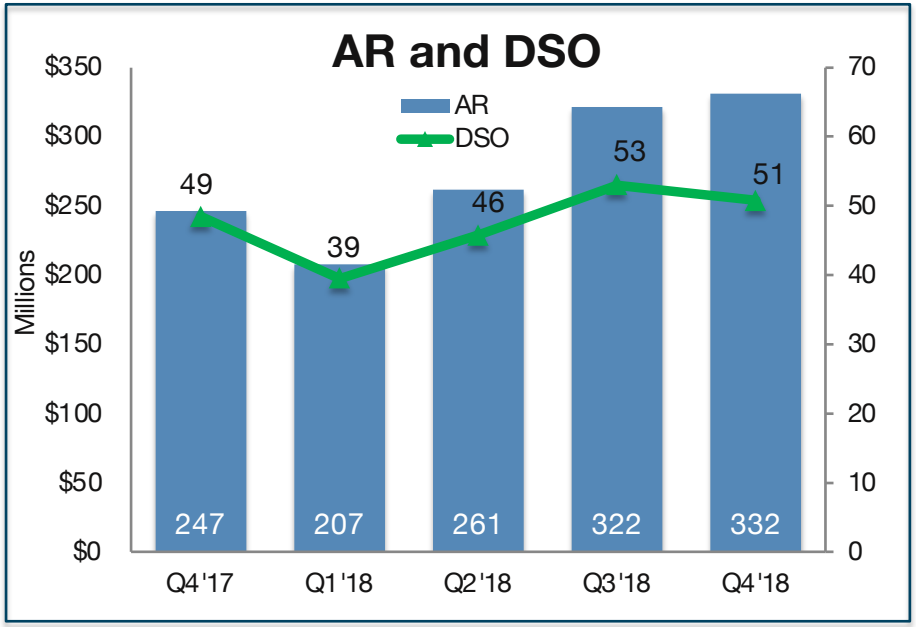


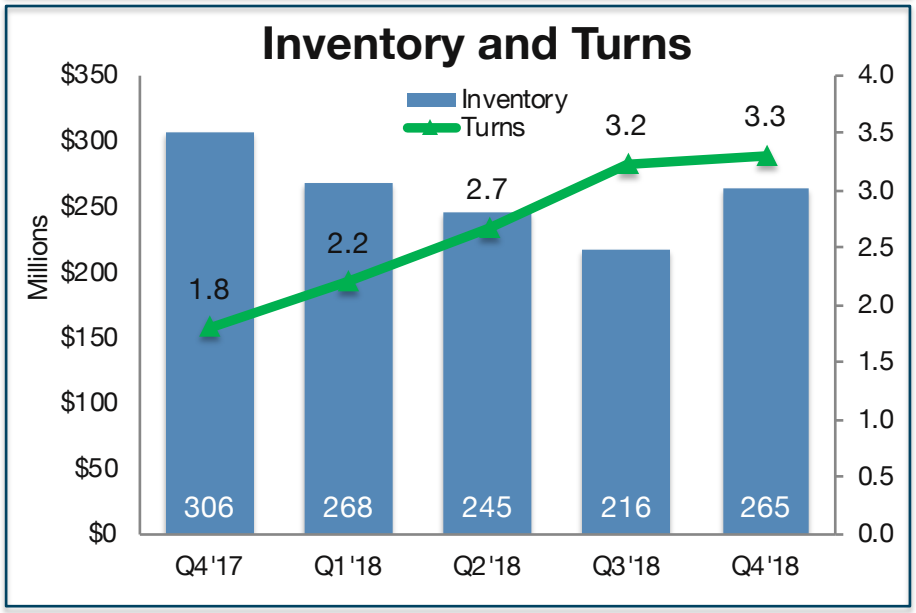
[1] Amounts are non-GAAP except for Revenue; refer to reconciliation between non-GAAP and GAAP in the appendix.

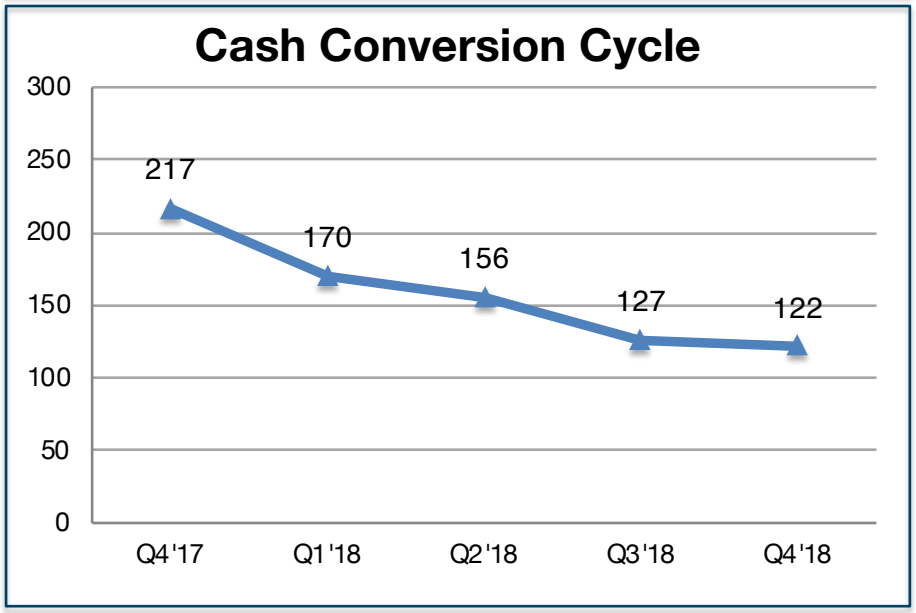
Copyright © Arista 2019. All rights reserved.

Balance Sheet & Cash Conversion Cycle









Copyright © Arista 2019. All rights reserved.

* Includes $405M one time payment for Cisco litigation settlement.

Foundational Technology Underpins TAM Expansion

- We partner with customers and follow their journey
- EOS software drives repeat purchases, Arista cultivates customer advocacy
- EOS software organically enables additional use cases

Top 15 Customers	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018
Customer 1												
Customer 2												
Customer 3												
Customer 4												
Customer 5												
Customer 6												
Customer 7												
Customer 8												
Customer 9												
Customer 10												
Customer 11												
Customer 12												
Customer 13												
Customer 14												
Customer 15												

Additional Purchases

Did Not Purchase

Chart illustrates the top 15 customers based on the last 12 quarters of total product and service billings.

Copyright © Arista 2019. All rights reserved.

Arista Highlights - Fourth Quarter and Full Year 2018

Key Highlights

Q4-2018:

- Arista Introduces 400 Gigabit Platforms, New 400G fixed systems offer the choice of two optical module form factors - OSFP and QSFP-DD and deliver the performance for the growth of applications such as AI (artificial intelligence), machine learning, and serverless computing.
- Arista Expands CloudVision to the Campus. Arista Networks announced the next phase in its campus architecture, changing the way enterprises rebuild campus networks in the future. Arista's Cognitive Campus unifies wired and wireless campus networking, applying modern software-driven cloud principles.
- Arista to Demonstrate Any Cloud Networking for Kubernetes at KubeCon NA 2018. Arista Networks unveiled a technology preview of Arista's Any Cloud platform for Red Hat OpenShift Container Platform, and Tigera Secure Enterprise Edition, providing a consistent and more secure enterprise-class solution for Kubernetes-managed container workloads.

Full Year 2018:

- Arista Introduces Cognitive Cloud Networking for the Campus encompassing a new network architecture designed to address transitional changes as the enterprise moves to an IoT ready campus.
- Acquires Mojo Networks for Cloud Networking Expansion. Arista entered the wireless LAN market with a portfolio of WIFI edge products through acquisition of cognitive WIFI pioneer, Mojo Networks.
- Arista Acquires Metamako, a leader in low-latency, FPGA-enabled network solutions. This acquisition will play a key role in the delivery of next generation platforms for low-latency applications.
- Arista Announces New Multi-function Platform for Cloud Networking Based on the Barefoot Tofino™ series of P4-programmable Ethernet switch chips.
- The Forrester Wave™ Hardware Platforms for SDN, Q1 2018, recognized Arista Networks as a leader in the current offering and strategy categories.
- Arista Networks maintained its Leadership position in the Gartner July 2018 Magic Quadrant for Data Center Networking for the fourth consecutive year.

Financial Results (non-GAAP)[1]

Q4-2018:

Q4'18 Revenue: $595.7M Q4'18 EPS: $2.25
Q4'17-Q4'18 YOY Revenue Growth: 27.3%
Q4'18 Gross Margin: 64.1%
Q4'18 Operating Margin: 37.3%

Full Year 2018:

FY'18 Revenue: $2.15B FY'18 EPS: $7.96
FY'17-FY'18 YOY Revenue Growth: 30.7%
FY'18 Gross Margin: 64.4%
FY'18 Operating Margin: 36.7%

Mission:

Deliver the best cloud networking solutions for private, public and hybrid cloud deployments

Copyright © Arista 2019. All rights reserved.
[1] Amounts are non-GAAP except for Revenue; refer to reconciliation between non-GAAP and GAAP in the appendix.

Appendix: GAAP to Non-GAAP Reconciliation

In 000's except per share data	Q1'17	Q2'17	Q3'17	Q4'17	Q1'18	Q2'18	Q3'18	Q4'18	2017	2018
GAAP gross profit	$ 214,210	$ 259,777	$ 280,617	$ 307,165	$ 302,919	$ 333,883	$ 361,583	$ 374,992	$ 1,061,769	$ 1,373,377
GAAP gross margin	*63.9%*	*64.1%*	*64.1%*	*65.7%*	*64.1%*	*64.2%*	*64.2%*	*62.9%*	*64.5%*	*63.8%*
Stock-based compensation expense	1,024	1,087	1,113	1,129	1,202	1,236	1,268	1,381	4,353	5,087
Intangible asset amortization	-	-	-	-	-	-	1,198	2,626	-	3,824
Acquisition-related costs	-	-	-	-	-	-	-	3,138	-	3,138
Non-GAAP gross profit	$ 215,234	$ 260,864	$ 281,730	$ 308,294	$ 304,121	$ 335,119	$ 364,049	$ 382,137	$ 1,066,122	$ 1,385,426
Non-GAAP gross margin	*64.2%*	*64.4%*	*64.4%*	*65.9%*	*64.4%*	*64.5%*	*64.6%*	*64.1%*	*64.8%*	*64.4%*
GAAP income (loss) from operations	$ 73,418	$ 116,634	$ 140,832	$ 139,388	$ 138,738	$ (239,803)	$ 180,770	$ 193,642	$ 470,272	$ 273,347
GAAP operating margin	*21.9%*	*28.8%*	*32.2%*	*29.8%*	*29.4%*	*-46.1%*	*32.1%*	*32.5%*	*28.6%*	*12.7%*
Stock-based compensation expense	16,439	18,400	20,152	20,436	20,851	22,478	23,254	24,619	75,427	91,202
Litgation expenses (benefit)	11,466	11,957	7,857	9,072	7,085	3,569	(100)	(3,988)	40,352	6,566
Legal settlement	-	-	-	-	-	405,000	-	-	-	405,000
Intangible asset amortization	-	-	-	-	-	-	1,610	3,500	-	5,110
Acquisition-related costs	-	-	-	-	-	-	3,432	4,313	-	7,745
Non-GAAP income from operations	$ 101,323	$ 146,991	$ 168,841	$ 168,896	$ 166,674	$ 191,244	$ 208,966	$ 222,086	$ 586,051	$ 788,970
Non-GAAP operating margin	*30.2%*	*36.3%*	*38.6%*	*36.1%*	*35.3%*	*36.8%*	*37.1%*	*37.3%*	*35.6%*	*36.7%*
GAAP diluted net income (loss) to common stockholders	$ 82,716	$ 102,474	$ 133,555	$ 103,758	$ 144,456	$ (155,187)	$ 168,445	$ 170,218	$ 422,468	$ 327,940
Net income attributable to participating securities	245	211	167	75	82	(82)	79	104	733	175
Stock-based compensation expense	16,439	18,400	20,152	20,436	20,851	22,478	23,254	24,619	75,427	91,202
Litigation expenses (benefit)	11,466	11,957	7,857	9,072	7,085	3,569	(100)	(3,988)	40,352	6,566
Loss on investments in privately held companies	-	-	-	-	-	9,100	-	4,700	-	13,800
Legal settlement	-	-	-	-	-	405,000	-	-	-	405,000
Intangible asset amortization	-	-	-	-	-	-	1,610	3,500	-	5,110
Acquisition-related costs	-	-	-	-	-	-	3,432	4,313	-	7,745
Acquisition-related tax expense	-	-	-	-	-	-	5,853	-	-	5,853
Tax benefits on stock-based awards	(30,623)	(18,070)	(24,562)	(38,287)	(32,846)	(25,472)	(26,130)	(8,227)	(111,542)	(92,675)
Impact of the U.S. Tax Cuts and Jobs Act	-	-	-	51,812	-	-	-	(12,632)	51,812	(12,632)
Tax effect of non-GAAP exclusions	(8,436)	(9,502)	(8,947)	(9,536)	(5,505)	(103,686)	(5,149)	(429)	(36,421)	(114,769)
Non-GAAP net income	$ 71,807	$ 105,470	$ 128,222	$ 137,330	$ 134,123	$ 155,720	$ 171,294	$ 182,178	$ 442,829	$ 643,315
GAAP diluted income (loss) per share to common stockholders	$ 1.07	$ 1.30	$ 1.68	$ 1.29	$ 1.79	$ (2.08)	$ 2.08	$ 2.10	$ 5.35	$ 4.06
Non-GAAP adjustments to net income (loss) per share	(0.14)	0.04	(0.06)	0.42	(0.13)	4.01	0.03	0.15	0.26	3.90
Non-GAAP diluted income per share	$ 0.93	$ 1.34	$ 1.62	$ 1.71	$ 1.66	$ 1.93	$ 2.11	$ 2.25	$ 5.61	$ 7.96
GAAP weighted diluted shares	77,516	78,756	79,322	80,243	80,721	74,503	81,018	80,928	78,977	80,844
Non-GAAP weighted diluted shares	77,516	78,756	79,322	80,243	80,721	80,826	81,018	80,928	78,977	80,844
Summary of non-GAAP adjustments:										
Cost of revenue-product	$ 483	$ 534	$ 552	$ 573	$ 556	$ 562	$ 1,770	$ 6,366	$ 2,142	$ 9,254
Cost of revenue-service	541	553	561	556	646	674	696	779	2,211	2,795
Research and development	9,587	10,342	11,048	11,207	10,945	11,745	13,025	13,505	42,184	49,220
Sales and marketing	3,456	4,080	5,115	5,302	5,960	6,274	6,949	7,098	17,953	26,281
General and administrative	13,838	14,848	10,733	11,870	9,829	6,792	5,756	696	51,289	23,073
Other expense	-	-	-	-	-	9,100	-	4,700	-	13,800
Income tax provision (benefit)	(39,059)	(27,572)	(33,509)	3,989	(38,351)	(129,158)	(25,426)	(21,288)	(96,151)	(214,223)

Copyright © Arista 2019. All rights reserved.



Copyright © Arista 2019. All rights reserved.

ARISTA