ARISTA

Investor Presentation

May 2026

Safe Harbor

Forward-Looking Statements - This presentation contains “forward-looking statements” regarding our future performance, including but not limited to statements regarding Arista’s growth drivers, total addressable market, total addressable data center ethernet switch revenue, and campus ethernet switch revenue. 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 but not limited to risks associated with: escalated or escalating U.S. tariffs and countermeasures and retaliatory actions taken by other countries; some of the key components in our products come from sole or limited sources of supply, which increases the risk of supply shortages, extended lead times or supply changes; key component supply constraints and inventory management; our reliance upon a predominant merchant silicon vendor; enhanced import/export restrictions, as well as countermeasures taken by affected countries; large purchases by a limited number of customers who represent a substantial portion of our revenue; adverse economic conditions, continuing uncertain economic conditions or reduced information technology and network infrastructure spending; volatility in our revenue and revenue growth rates; variability in our gross margins; variations in our results of operations; the rapid evolution of the networking market; failure to successfully carry out new products and service offerings and expand into adjacent markets; intense competition and industry consolidation; expansion of our international sales and operations; investments in or acquisitions of other businesses, products or technologies; industry cyclicality; fluctuations in currency exchange rates; failure to raise additional capital on terms satisfactory to us; our inability to attract new large customers or sell additional products and services to our existing customers; inability to grow sales of switching and routing platforms which generate most of our product revenue; inability to increase market awareness or acceptance of our new products and services; decreases in the sales prices of our products and services; long and unpredictable sales cycles; inability to offer high quality support and services offerings; declines in maintenance renewals and support contracts by customers; product quality problems, defects, errors or vulnerabilities in our products; failure to anticipate technological shifts; our dependence on third-party manufacturers to build our products; assertions by third parties of intellectual property rights infringement, misappropriation or other violations; failure or inability to protect or assert our intellectual property rights; cybersecurity incidents and breaches of our cybersecurity systems, or other security or privacy breaches or incidents; failure to detect cybersecurity incidents; failure to comply with government law and regulations; issues in the development and use of artificial intelligence, combined with an uncertain regulatory environment; future decisions to reduce or discontinue repurchasing our common stock pursuant to our stock repurchase programs; and other future events. Additional risks and uncertainties that could affect us can be found in our most recent filings with the Securities and Exchange Commission, including, but not limited to, our annual report on Form 10-K and quarterly reports on Form 10-Q. You can locate these reports through our website at https://investors.arista.com/ and on the SEC’s website at https://www.sec.gov/. All forward-looking statements in this presentation are based on information available to the company as of the date hereof, and we disclaim any obligation to publicly update or revise any forward-looking statement to reflect events that occur or circumstances that exist after the date on which they were made.

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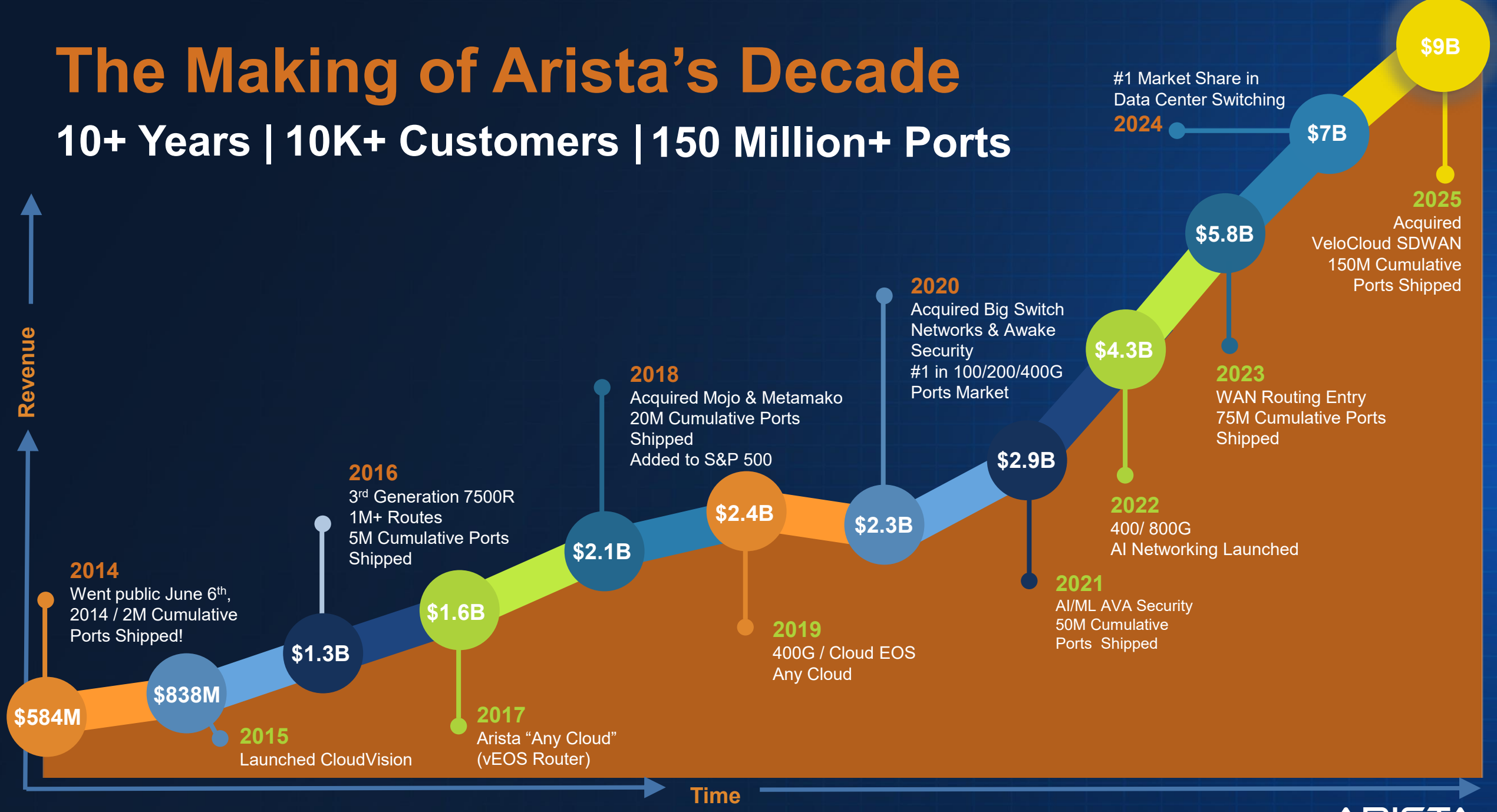
Corporate Overview

The Making of Arista's Decade

10+ Years | 10K+ Customers | 150 Million+ Ports



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Founders and Senior Leadership

Jayshree Ullal
CEO & Chairperson

Andy Bechtolsheim
Founder, Chief Architect

Chantelle Breithaupt
Chief Financial Officer & SVP

Ken Duda
President, Founder & Chief Technology Officer

Hugh Holbrook
Chief Development Officer

Todd Nightingale
President & Chief Operating Officer

Mark Foss
SVP, Global Operations & Marketing

John McCool
SVP & Special Advisor

Ashwin Kohli
Chief Customer Officer

Chris Schmidt
Chief Sales Officer

Chris Bellmare
SVP, Americas

Tyson Lamoreaux
SVP, Cloud/AI

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Leader in Data-Driven Networking

Addressing a broad TAM across diverse customer business priorities: AI and data center, campus and branch networking, security and observability

With a differentiated architecture that combines reliable, high-performance hardware with high-quality software

Enabling a modern operating model that lowers the cost of operations and delivers real-time visibility into an autonomous and software-driven network

With satisfied customers adopting the broader Arista platform and driving increased market share across multiple use cases

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The Arista Software Differentiators

NetDL	AI/ML-driven automation and analytics based on a single, centralized, and high-fidelity repository that aggregates diverse Arista and third-party datasets
EOS	Modern publish-subscribe–based state-sharing operating system that delivers industry-leading performance, reliability, and availability with capabilities such as in-service software upgrades performed with <1 sec traffic impact
Platform Dependent Infrastructure	Hardware abstraction interface for diverse silicon chipsets delivering superior route scale, fastest network convergence times, lossless load balancing, and extensive hardware telemetry that combine to drive positive business outcomes, such as speeding up job completion times
Robust Optical Connectivity	Support for connectivity via a diverse range of optics that leverage a common driver model, ensuring seamless plug-and-play as well as extensive telemetry that transforms raw optical data into actionable insights
NOS Independent HW Diagnostics	Network operating system (NOS)-agnostic, robust hardware diagnostics and validation suite for every Arista Platform that ensures a consistent and superior experience

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Leader Across Networking Segments

Gartner Magic Quadrant for Data Center Switching 2025

Gartner Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure 2025

Gartner Magic Quadrant for SD-WAN 2024

Source : Gartner®, Magic Quadrant™ for Data Center Switching, Andrew Lerner et al., 31 March 2025
Gartner®, Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure, Mike Leibovitz et al., 25 June 2025
Gartner®, Magic Quadrant ™ for SD-WAN, Jonathan Forest et al., 30 September 2024

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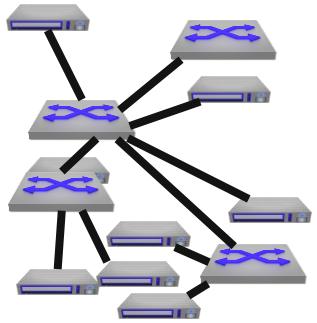
Arista Enables a Modern Network Operating Model

Traditional NetOps
Keep It Running

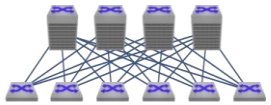
DevOps
Ship Better, Faster

AIOps
Operate Smarter, Safer

Anti-Pattern



Patterns

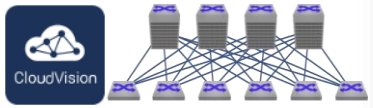


Repeatable design patterns

Runbooks/ITSM

Multi-Vendor/ Open Protocols

ITSM-Led



Monitoring / Telemetry / Observability

Read-Only Automation

Automated

Deployment and Workflow Automation

Testing environments

IaC

SW Defined

Database driven Source of Truth

Network CI Pipeline w/ pre-deployment testing

Proactive

AI-driven Ops

Predictive and Proactive Fault detection and correction

Network Simulation Environments

Years | **Quarters** | **Weeks** | **Days** | **Hours** | **Real-Time**

CLI-Led Operations

CLI Enhanced with CV

Infrastructure-as-Code / Network CI / AI

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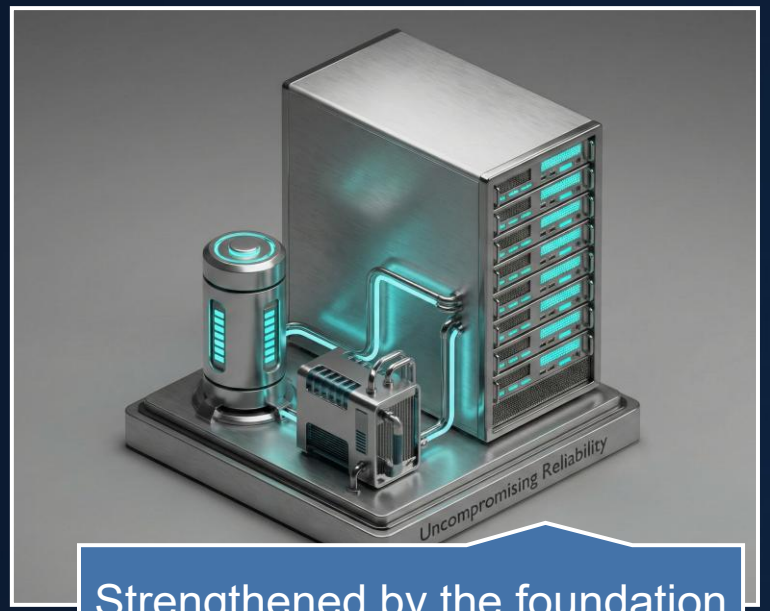
Why 10,000+ Customers Choose Arista



Strengthened by the foundation of robust quality assurance and diagnostics

Through an extensible platform that uses open standards to avoid vendor lock-in

Driven by real-time telemetry and AI Ops that lower manual effort for the network operator

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Arista Support NPS

World-Class • Top 1% of companies

Arista NPS Survey 2026

Compared to Other Vendors

"Customers who rated us equal to or better than other vendors "

- Post Sales Support (95%)
- Product Quality Software (94%)
- Product Quality Hardware (95%)
- RMA Replacement (93%)

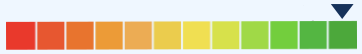
Customer Satisfaction Rating

- Tech Knowledge (93%)
- Time to Resolution (98%)
- Case Updates (96%)
- Responsiveness (97%)

What are our Customers saying?

Arista Customer Feedback

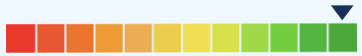
*"Arista TAC's biggest differentiator is its **knowledge, speed, and capability.** Supporting every customer and use case is not easy, and delivering a consistently world-class TAC experience is a real challenge. Yet in every interaction I've had, Arista TAC has gotten it right. I **couldn't be happier with the support.**"*



NPS - 10 Enterprise

Arista Customer Feedback

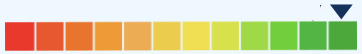
*"They have been **available 24/7** for me. Every single time. I love the **close integration** they have with the **account and engineering teams.** It makes it convenient for me to navigate high-stakes issues."*



NPS - 10 Cloud Titan

Arista Customer Feedback

*"What I value most about Arista TAC Support is their ability to **resolve issues quickly**. The engineers **consistently demonstrate strong technical expertise** and are able to guide us to solutions even when facing highly complex problems. Their willingness to work flexibly with our schedule and support us until the issue is fully resolved **has earned our deep trust.**"*



NPS - 10 Cloud Titan

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Customer Savings with Arista's Modern Operating Model: A Case Study

Network Provisioning with Arista AVD	14 Days to 4 Hours	$108K
Zero Touch Provisioning	40 Hrs/Device to 6 Hrs	$520K
Unique Code Configuration	112500 lines to 1500	$755K
Reduced Troubleshooting Hours	1350 Hrs to 540 Hrs	$165K
Time Spent on Change Mgmt	7650 Hrs to 4200 Hrs	$702K
Change Mgmt Team Hours	30 Mins/Week to 4 Mins	$312K
Network Incident Downtime (CODE)	6/Year to 2/Year	$1.1M
Network Incident Downtime (Human Error)	75% Reduction	$1.8M
Automated ANTA Network Testing	770,000 Test Created	$105K

$5.65M
Reduced Cost of Network Operations over Three Years

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Arista's Commitment to Corporate Responsibility

Environmental

Science-Based Targets Initiative-approved targets:

42% Reduction in absolute Scope 1, 2, and 3 emissions by 2030

Net Zero by 2050

Global Net Zero Supplier and Customer Engagement Program

7th Year

Reforestation across the globe through the Arista Tree Planting Initiative

Social

#15 America's Best Companies to Work For and Invest In by Forbes

7th Consecutive year of record number of Arista Foundation grants to impactful global non-profits

Ongoing partnership with Arizona State University to create new pathways into the IT workforce

Supporting food insecurity, education, disaster relief, essential medical assistance, and sustainability worldwide

View all our awards

Governance

Board oversees strategy, business plans and risk management

Lead Independent Director for independent oversight of management

77% independent directors

100% independent committee members

One of the few Fortune 1000 companies with **Female CEO & Female CFO**

Active year-round stockholder engagement

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Quarterly Highlights

Company Highlights

Arista Solutions for Scale-Up, Scale-Out, and Scale-Across AI Fabrics

Well-optimized networks can unlock latent AI performance across distributed XPU systems, unleashing productivity and intelligence at massive scale. Arista enables the optimal network topology and design with a leaf spine fabric.

Arista announced XPO high-density liquid-cooled pluggable optics

Designed for next-generation AI data centers, XPO reduces networking racks by up to 75% and saves up to 44% of floor space compared to traditional pluggable optics, enabling shorter cable runs and lower-power AI scale-up interconnect technologies such as copper and RF.

Arista received a 2026 NPS Score of 89

The updated net promoter score indicates that 94% of customers are strongly positive about the company. These industry-leading metrics are a testament to the company's focus on driving customer success and satisfaction.

Powering AI Centers with AI Spines

The universal AI spine powered by the Arista 7800 delivers massive scale, predictable performance, and high-speed interface support. Powerful features such as Virtual Output Queuing (VOQ) eliminate head-of-line blocking, and large buffers absorb AI microbursts and prevent PFC storms.

Arista's FY 2025 Achievements

EOS

- Cluster Load Balancing (CLB) in Arista EOS® maximizes AI workload performance with consistent, low-latency network flows that maximize AI cluster performance and efficiency.
- By combining the power of open standards like MCP with the robust data and programmability of Arista's EOS and NetDL, Arista's AI agents streamline network operations.

Platforms

- Arista's expanded set of AI-Driven campus and branch networking offerings deliver an expanded set of switching, Wi-Fi 7 access point, and SD-WAN capabilities.
- The R4 series of Arista platforms for AI, data center, and routed backbone deployment deliver high performance, low AI job completion times, low power consumption, and integrated security.

Innovation

- Arista AVA® offers agentic AI capabilities to help customers eliminate human effort and reduce the cost of network operations.
- Arista Networks is collaborating with industry leaders to deliver Ethernet for Scale-Up Networks (ESUN), an open OCP workstream committed to the goal of open standards-based solutions for scale-up, based on Ethernet, and open to all.

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Investor Conference Participation

Arista will attend the following conferences with the financial community in May and June 2026

21st Annual Needham Technology, Media, & Consumer Conference
Chantelle Breithaupt, Chief Financial Officer
Rudolph Araujo, Area Vice President of Product and Investor Advocacy
Thursday, May 14, 2026, 11:45 AM - 12:25 PM ET
Webcast: https://investors.arista.com

J.P. Morgan 2026 Global Technology, Media and Communications Conference
Ashwin Kohli, Chief Customer Officer
Tyson Lamoreaux, Senior Vice President, Cloud and AI Networking
Tuesday, May 19, 2026, 2:15 PM - 2:50 PM ET
Webcast: https://investors.arista.com

William Blair 46th Annual Growth Stock Conference
Chantelle Breithaupt, Chief Financial Officer
Rudolph Araujo, Area Vice President of Product and Investor Advocacy
Thursday, June 2, 2026, Time: 1:00 PM - 1:40 PM ET
Webcast: https://investors.arista.com

Bank of America Global Technology Conference 2026
Todd Nightingale, President and Chief Operating Officer
Brendan Gibbs, Area Vice President of Product Line Management
Wednesday, June 3, 2026, 10:45 AM – 11:15 AM ET
Webcast: https://investors.arista.com

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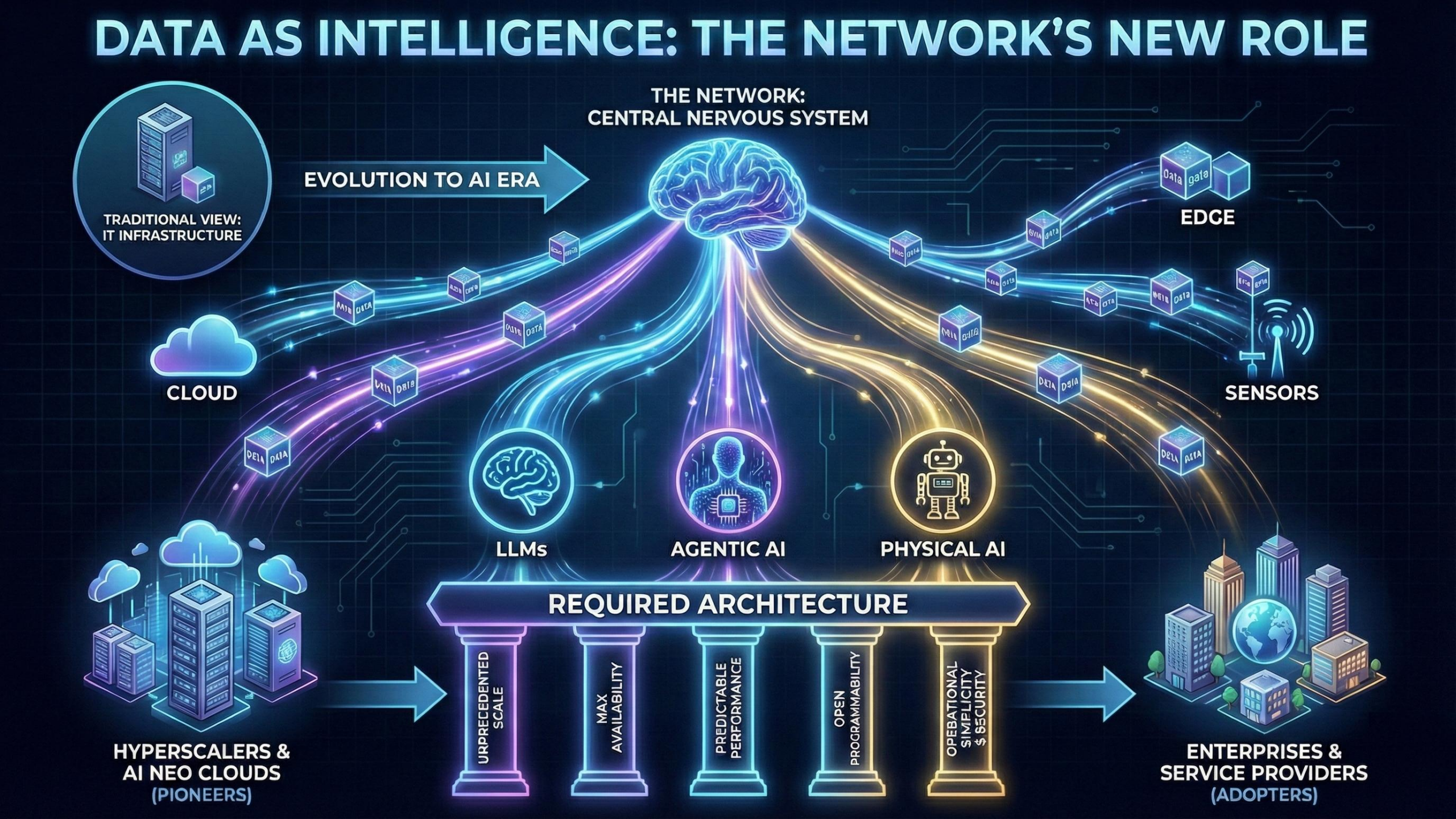
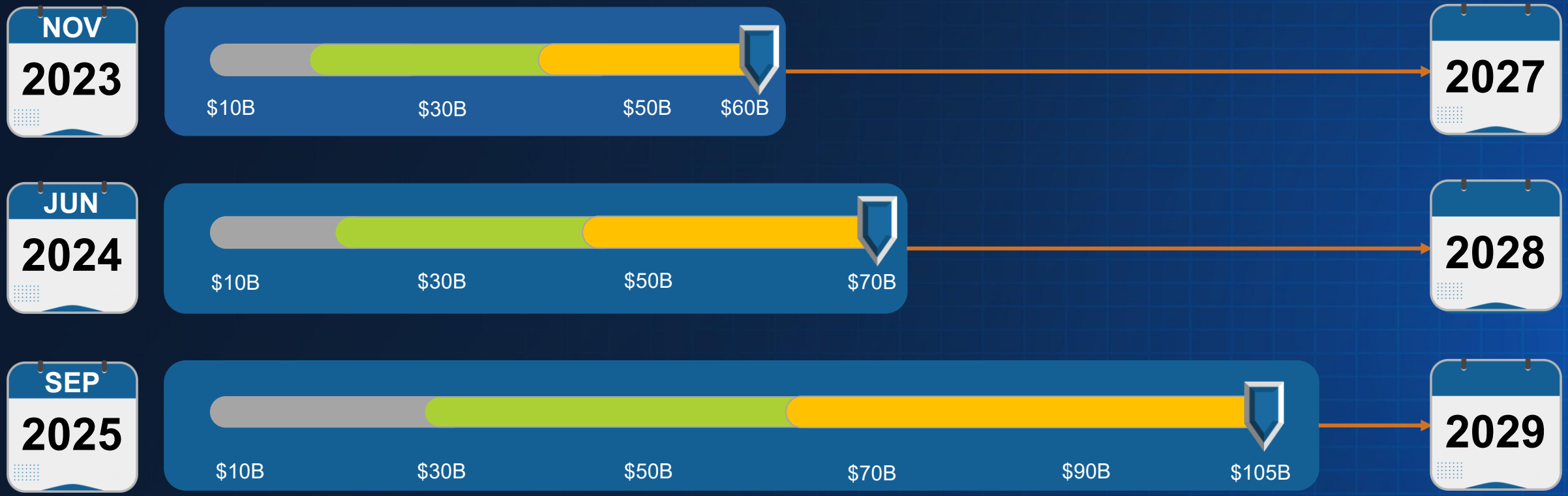
Growth Drivers and Market Opportunity

DATA AS INTELLIGENCE: THE NETWORK'S NEW ROLE



Arista's Growth Drivers Addressing $105B TAM



- Core - DC & AI/Cloud Networks → Fueled by large AI investment increases
- Strategic Expansion – Campus & Routing → Broad set of Campus/Branch offerings including SD-WAN
- Cognitive Networks – Software & Services → Increasing Observability market opportunity

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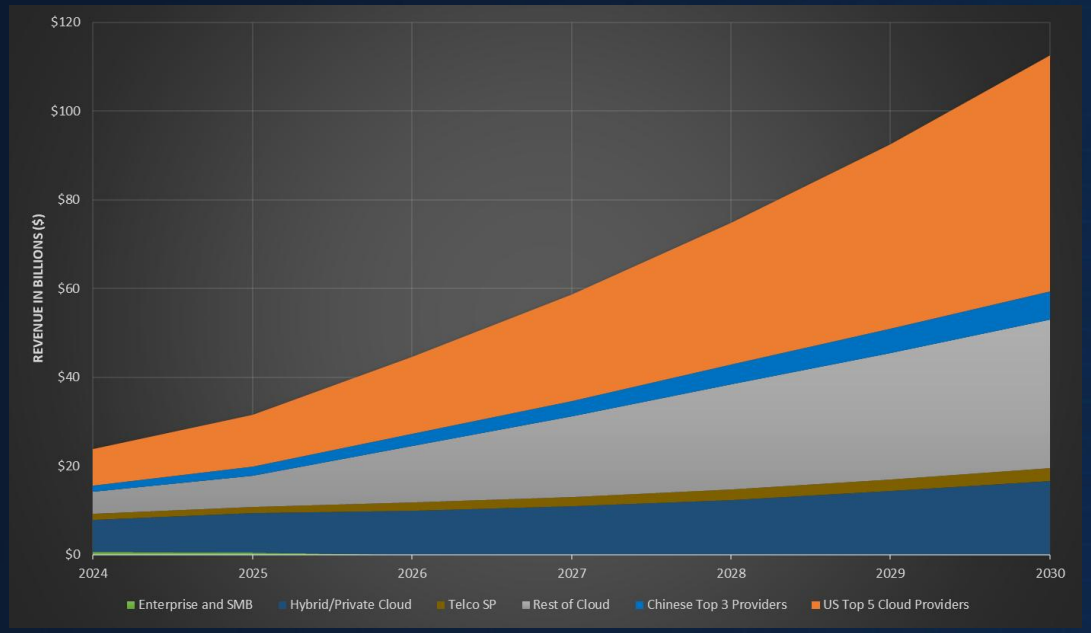
Continued Growth Ahead In Switching Market Opportunity

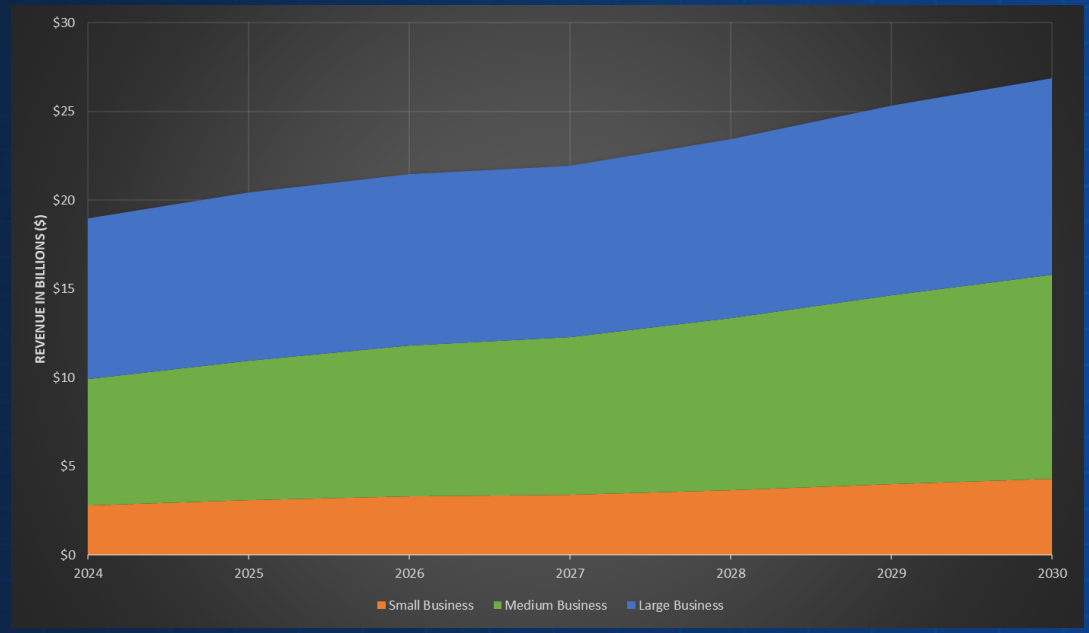
Data Center Ethernet Switch Revenue



Source: 650 Group Ethernet Switch Data Center Forecast Q4 2025

US Top 5 Cloud Providers: Amazon, Apple, Facebook, Google, Microsoft
Chinese Top 3 Providers: Alibaba, Baidu, Tencent

Campus Ethernet Switch Revenue



Source: 650 Group Campus Ethernet Market Forecast Q4 2025

Large Business - Fortune 2000
Medium Business - Rest of Enterprise Market
Small Business - Less than 50 Employees

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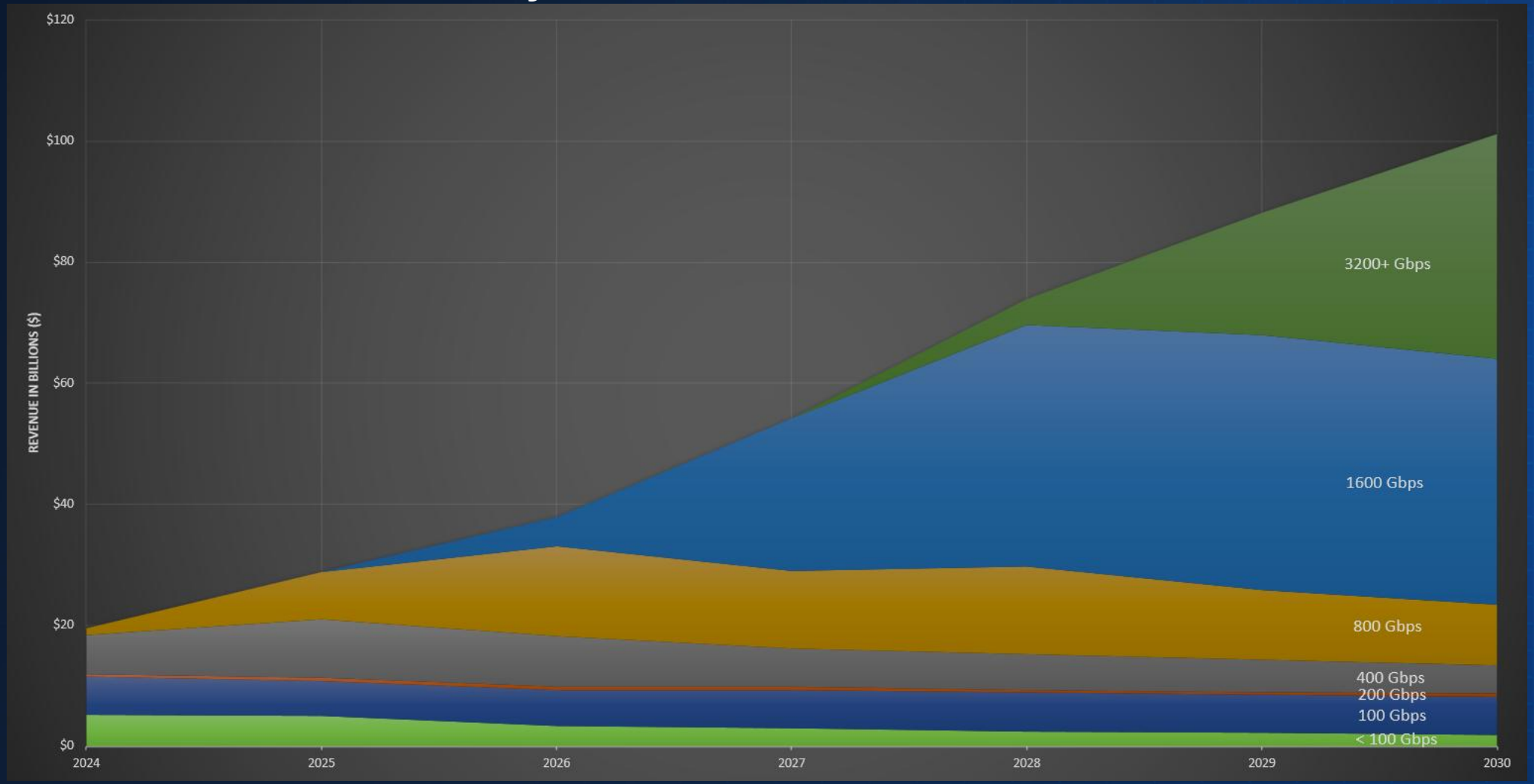
Continued Growth Ahead In Switching Market Opportunity

Data Center Ethernet Switch Analysis and Forecast



Source: Dell'Oro January 2026 – Long-Term Ethernet Data Center Switch Forecast

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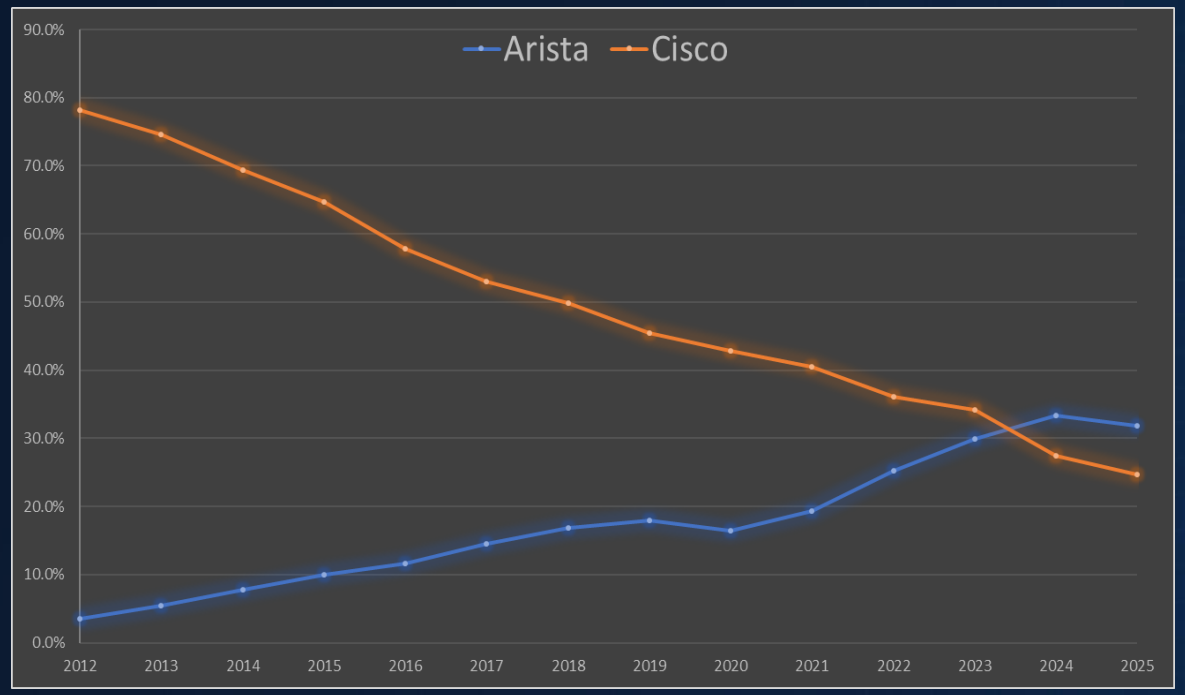
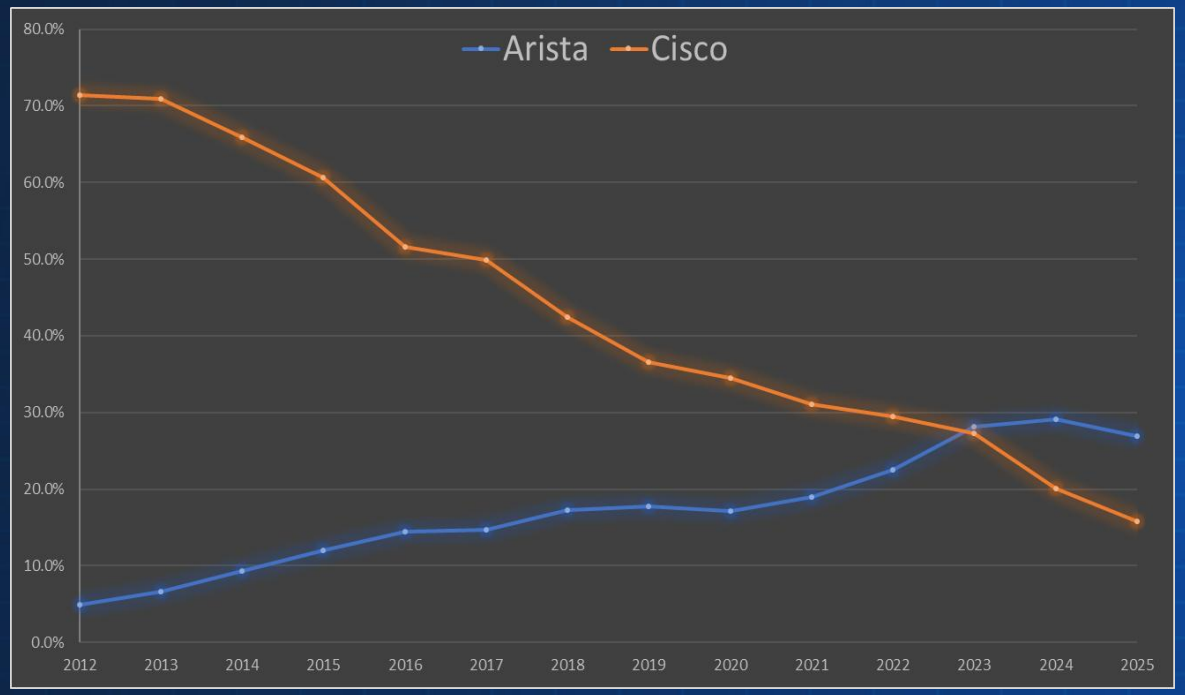
Delivering Consistent Market Share Gains vs Cisco

High Speed Data Center Switching Market

Share in Dollars



Share in Ports



Source: Crehan Research Data Center Switch Market Share Report 4Q'25
Note: 10GbE and Higher - Excludes blade switches

Strong, Sustained Share Gains Continued Through 2025

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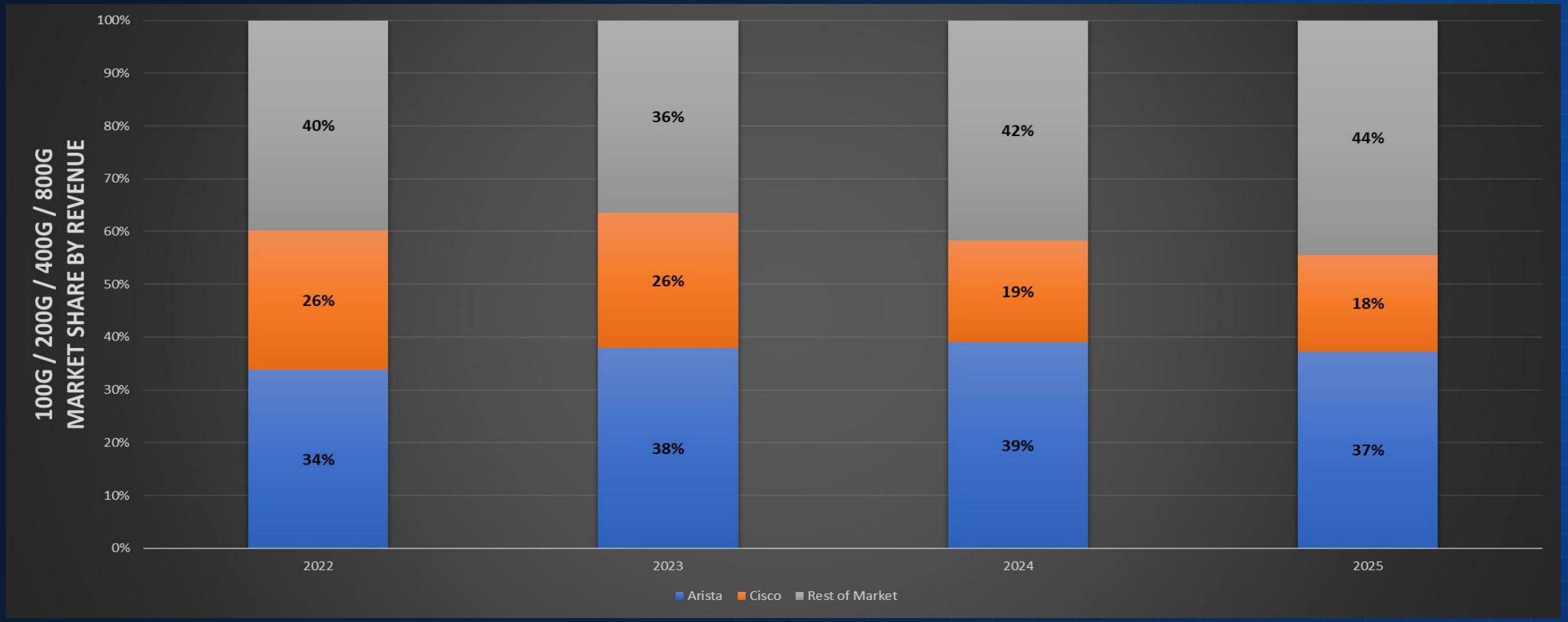
Arista's Market Leadership in 100G/200G/400G/800G

AI and Data Center High Speed Ethernet Market Analysis



Source: 650 Group Ethernet Switch Data Center Branded Vendor Shares Q4 2025

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Centers of Data

Powered by Arista Networks

Arista Platforms for the Centers of Data

7060X
AI Leaf

7280R, 7800R
AI Spine

7700R
Distributed Etherlink Switch

AI Center (Etherlink)

Access Points
Wi-Fi 7, 6E, 6

710P, 720X
Fixed Access PoE Switches

750
Modular Aggregation PoE Switches

Velo Edge
Unified Branch

Campus Center

CloudVision

EOS

AVA

7050X, 7060X
7130
Shallow Buffer & Low Latency Leaf

7020R, 7280R
Fixed Deep Buffer Leaf or Spine

7300X
Modular Shallow Buffer Spine

7800R
Modular Deep Buffer Spine

Data Center

AWE 7200
Route Reflector, Cloud Routing

Velo Edge
Secure SD-WAN

7020R, 7280R
Access & Edge Routing, Peering

7800R
Core Routing

WAN Center

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Built on the Foundation of Netdi

Network Diagnostic Infrastructure

Open Standards Commitment	Meticulous Design (L0/L1)	Rigorous Validation	Integrated Production	Resilient & Secure Platform	Support & Expertise

Netdi

Tools	HW Diagnostics	Signal Integrity	Quality Control	Control Trackers	L0 Passive & L1 Active Events

Every Arista platform has the same meticulous validation and robust diagnostics, whether an operator chooses to run Arista's flagship EOS or an open-source NOS

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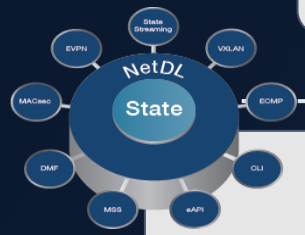
Data-Driven Network-as-a-Service Platform

Arista CloudVision®

AVA

- Network Automation Simplicity
- Complete Network Telemetry
- Technology Partner Centric

One Network Management System



Arista Extensible Operating System (EOS®)

EOS Netdi

- Trusted by 10K+ Customers
- Highest Quality Network Operating System
- Complete Switch & Router Capabilities
- Software Programmability

One Network Operating System (EOS) and One Network Data Lake (NetDL) powered by Netdi for Diagnostics Infrastructure

Edge Network	WAN Network	Campus Network	Data Center	AI Cloud	Private Cloud	Public Cloud
IoT				AI		aws Azure

Our Platform Mission

Deliver best multidomain data-driven networking for client to cloud /AI deployments

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Arista EOS, NetDL, AVA, and CloudVision

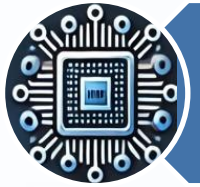
Top Five Reasons EOS is the Best

Superior Quality

Single OS Image

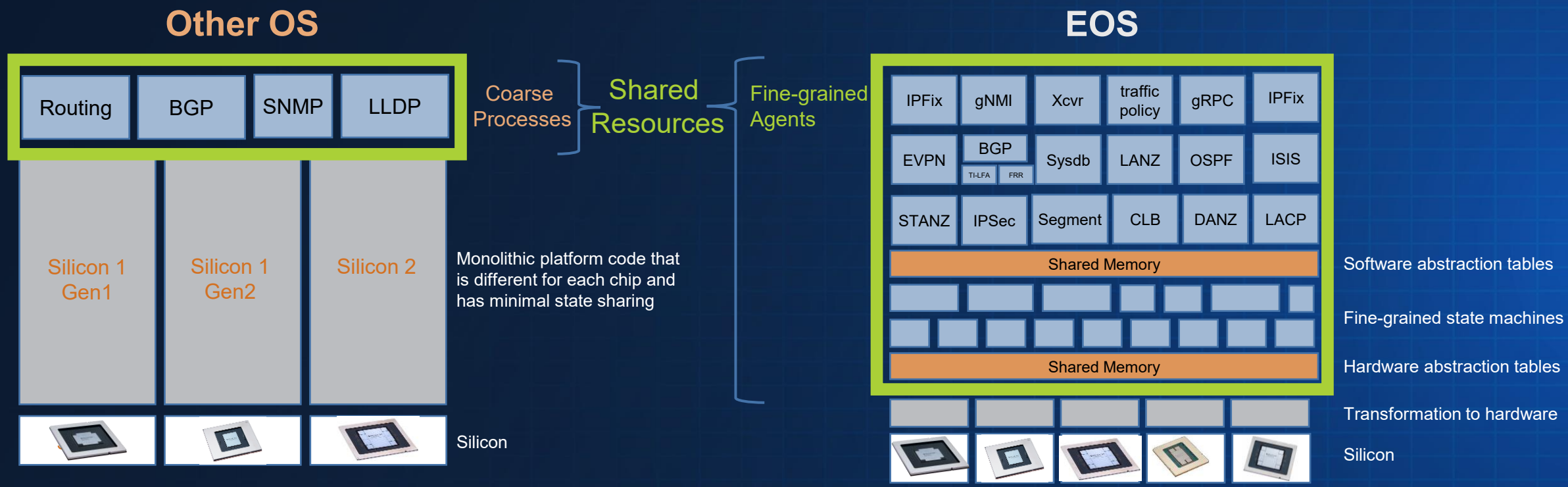
Real-time Visibility

APIs & Automation



Rich Features & Platforms

The EOS Architectural Advantage



Slow bring-up time
Poor resilience
Poor performance

Enhanced testability and better quality
Better performance
Improved fault isolation
Broader feature set

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Arista EOS Stack Evolution

AI-Enabled Network Operations 2020s

Centralize all network state data and enrich with 3rd party integrations to build a foundation for AI NetOps

SDN and Intent Systems 2010s

Centralized models for network automation and data

Federated Routing Protocol 1990s/2000s

Development of BGP/OSPF and multiple distributed topology construction methods - achieved unprecedented scale

NetDL - adds enriched data sources to packet, flow, and network data to enable powerful AI/ML applications

NetDB - centralizes the network state of multiple devices, enabling automation and provisioning orchestration

SysDB – aggregates network state at the device-level to improve reliability and efficiency via a publish/subscribe model

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EOS: A Network Operating System Optimized for AI

A robust and resilient network OS

- In-service software upgrades
- Low defects and CVEs

A lossless network

- Cell-based fabric
- Optimal load balancing
- Adjustable buffer allocation schemes
- Advanced congestion management

Scalability and multi-tenancy

- Mature feature set with VXLAN + EVPN
- Native support for encryption on the wire

Network observability

- Extensive counters
- Real-time state streaming
- End-to-end visibility across AI-workload/server, NIC, and switch

Optimizing Software for TTFJ in an AI world

- TTFJ: **Time to First Job** is a critical metric
  - Every day of bring-up is a day the GPUs are idle

- EOS is architected for TTFJ:
  - Availability is critical to bring up time
  - Deep telemetry
  - Deep platform sharing across silicon families
    - Optics and Phy management
    - Platform commands and telemetry
    - Test infrastructure and tests
- This can not be bolted on after the fact

Speed up TTFJ and drive better XPU utilization

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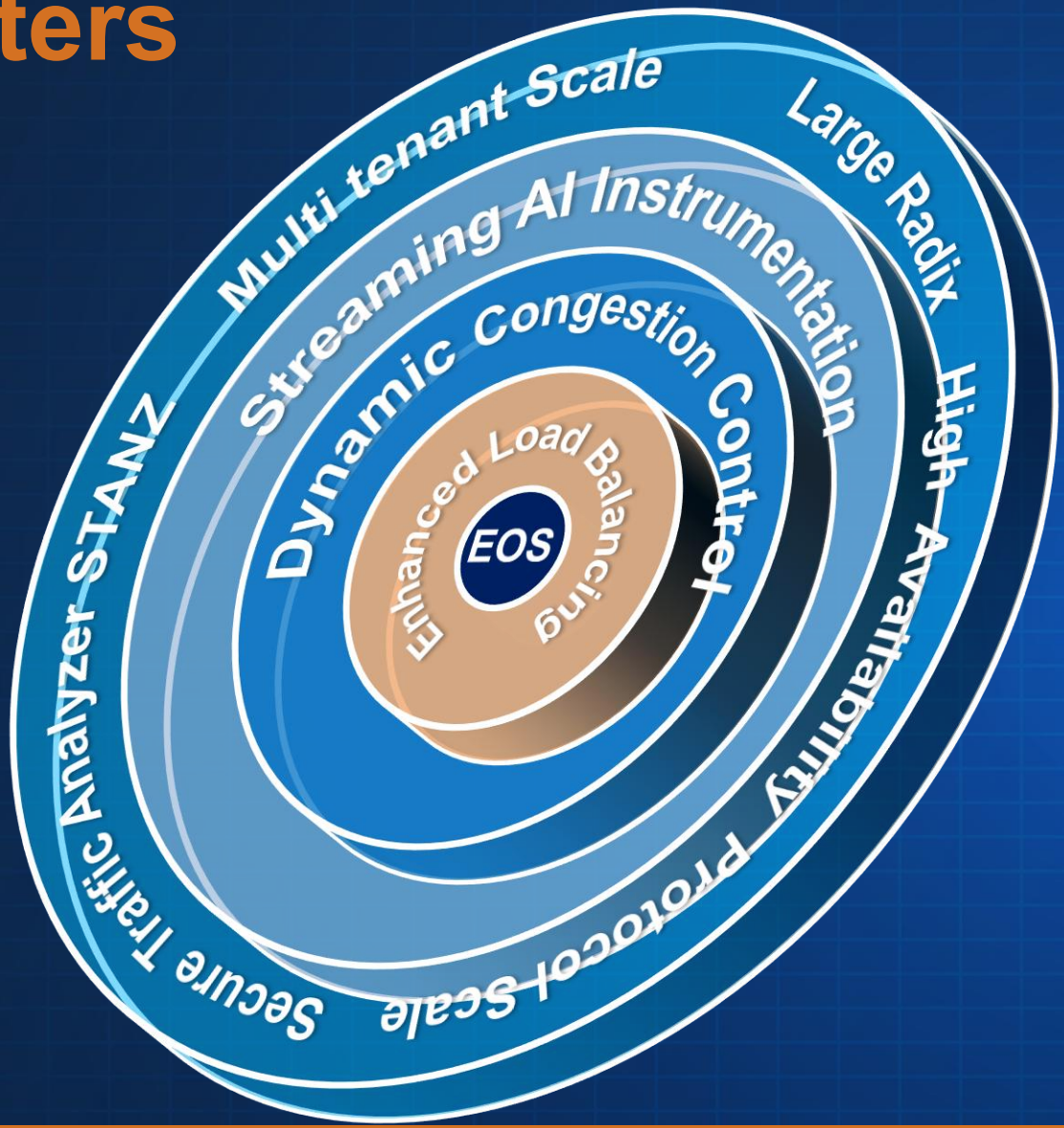
Rich EOS Suite for AI Centers

- Robust EOS foundations
  - State-rich, high quality and in-service update availability
- Enhanced load balancing for AI
  - RDMA-aware load balancing and QoS
  - Dynamic cluster load balancing
- Dynamic congestion control
  - ECN, PFC, buffer mgmt
- AI instrumentation
  - Including agents for hosts/DPUs/NICs and job-oriented observability
- Front End EOS-scale for AI Centers

- STANZ traffic analyzer
- Multitenancy for AI Centers interconnect
- Large Radix 600 way
- Multiprotocol scale



Powerful EOS Suite across Back End and Front End Etherlink networks

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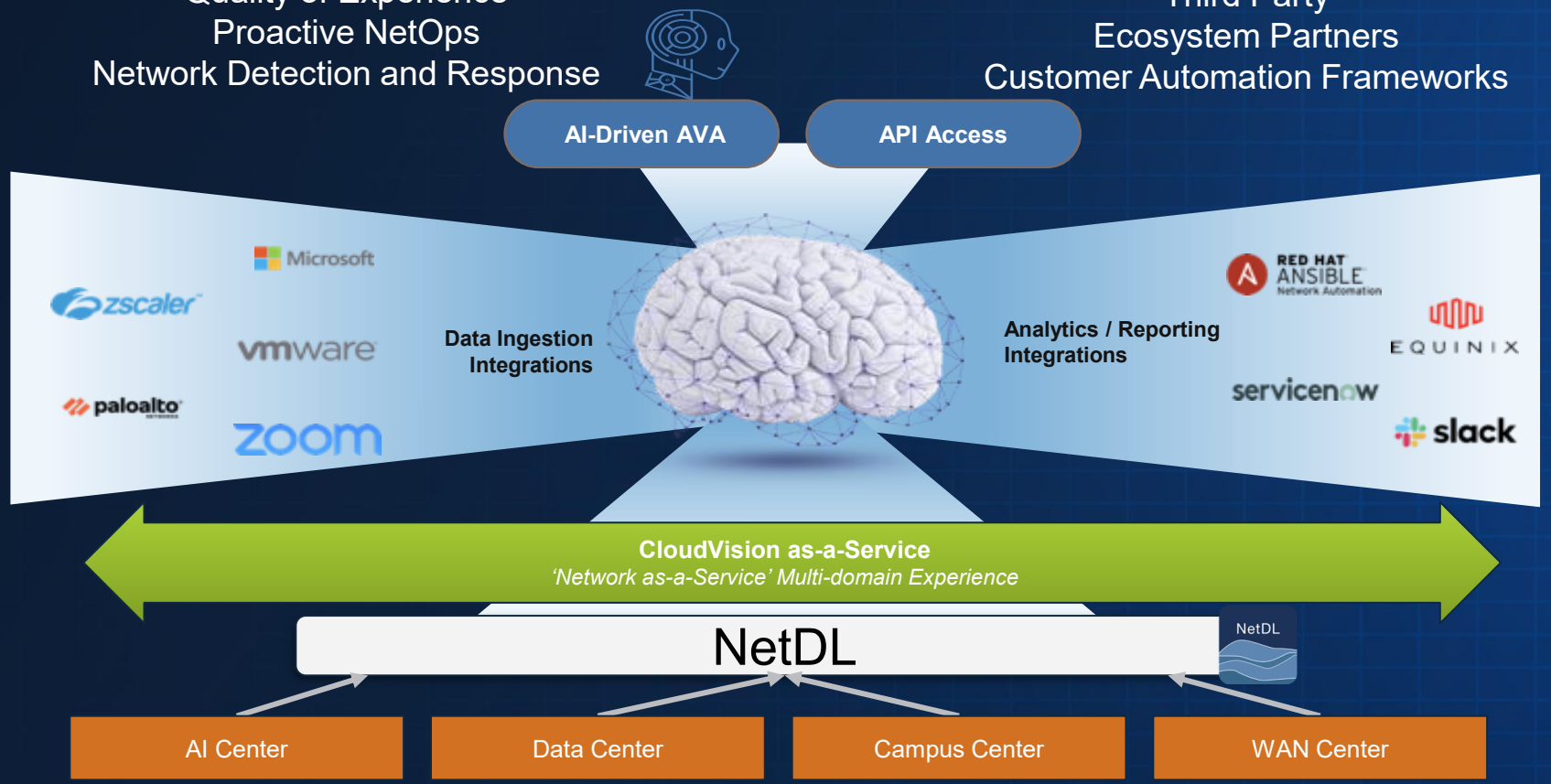
Extensible Network Data Lake with a Broad Ecosystem of Industry Partners

AVA - Autonomous Virtual Assist
Quality of Experience
Proactive NetOps
Network Detection and Response

Other NetDL - Enabled Applications
Third Party
Ecosystem Partners
Customer Automation Frameworks



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Optimized Networking: From Design to Operational Excellence

Design

Prescriptive architectures enabled as software with broad support for a myriad of design patterns

Arista Validated Designs (AVD)
Arista Cloud Test
Source of Truth integrations
Security / Identity Policy

Operations

Cloud-like service interface and catalog to provision topologies, overlays, and policies and controls

Enterprise-wide
Automated Provisioning
Network-wide Upgrades
Quality of Experience
Real-time Monitoring

Support

Enabling a shift from reactive TAC to proactive software-led troubleshooting and multi-channel support

Better Data → Better Insights
Automated Bug/PSIRT
Autonomous Virtual Assist (AVA)
Direct TAC Access
Proactive RMA

Full Stack Lifecycle

HW and SW lifecycle management.
From design, to HW selection, to procurement, to software versioning

Automated Lifecycle Mgmt
Compliance / Risk Mgmt
Broad Operator Types
Software Recommendation
3rd Party Integrations

CloudVision

NetDL

Network as-a-Service built on the NetDL Foundation

ARISTA

Arista AIOps for Networking Stack

Agents

Ask AVA | AVA Insights | AVA Agents

Services

AVA

AVA Runtime

LLMs | Context Engine | Tools & Actions | Policy & Safety | MCP

Network Intelligence

Event Engines | Topology Telemetry | Provisioning & Intent | Health & Compliance | Applications & Security

Best in Class Data

NetDL

EOS Network Data Lake (NetDL)

Unified, Multi-domain Network Telemetry, 3rd-party Data Sources, Application/Compute

Powered by EOS

OT | Campus | Data Center | IOT | SDWAN | Remote Users | IaaS / PaaS | Saa

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CloudVision: Multi-Function, Multi-Domain NetOps

Automated Deployments
Zero Touch, Network-wide config data models, Pre-deployment workflows

Change Controls
Orchestrate network-wide upgrades, rollback and snapshots

Compliance / Risk
Continuously assess, report, and remediate inventory, deviations, vulnerabilities, bugs

Real-time Telemetry
Granular state streaming for time-series continuum for metrics, flows, and events

Cognitive Analytics
Trend analysis, predictive algorithms across network and application state

Security Services
Security policy management / enforcement, Policy / Identity integration (third party), Wireless IPS

One Platform for Consistent Operations Across Domains

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Arista Data Center, Cloud and AI Solutions

AI Traffic Differs from Cloud Networking

Datacenter Type	CPU Datacenter	AI Datacenter
Connectivity per XPU	100G	400G/800G
Network Design	Oversubscribed	Non-Blocking
Bandwidth per 128K Chips	1 Petabit/Sec	100 Petabit/Sec
Traffic Pattern	Random	All-to-All, All-Reduce
Flow Duration	Short-lived	Long-lived
Congestion Impact	Minor	Very Significant

AI Networks Need a New Architecture to Optimize Performance

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AI Deployment Landscape

	Dedicated Training	Multi-tenant / Hosted	Inference
Purpose	Building a model based on very large data set	Training / Experimentation / Tuning / Inference	Application of the trained model
Where it happens	In the Cloud	Specialist Providers / Large Enterprise	In the Cloud / Distributed / On Prem
Scale	10,000s to 100,000s XPUs	100s to 1,000s XPUs	10s to 100s of XPUs
Workload Mix	Minimal, Model Specific	Generic, Highly Variable	Back-End: Model Specific Front-End: Transactional
Predictability	Predictable	Dynamic	Back-End: Predictable Front-End: Dynamic
Networking Profile	Very large scale Very high bandwidth	Large scale, high bandwidth	Back-End: High Performance Front-End: Load Dependent
Network Optimization	Highly Optimized	Fully Connected	Back-End: Optimized Front-End: Data Center+

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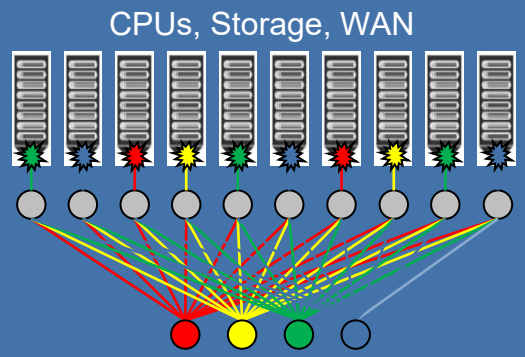
Networking for the AI Center: Training & Inference

Front End Leaf Spine

Connecting CPUs and storage
to the data center, campus, and users

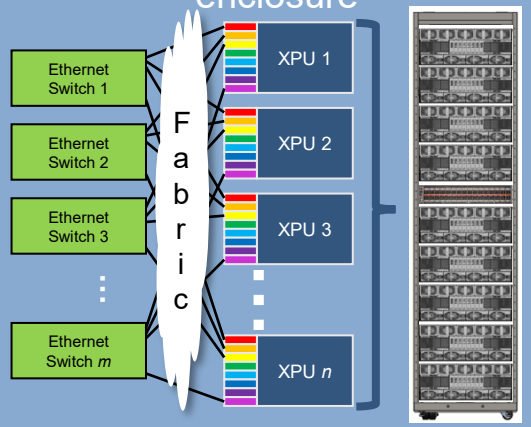


Thousands of XPU hosts, high speed storage and support applications

Back End AI Fabrics

Scale-Up

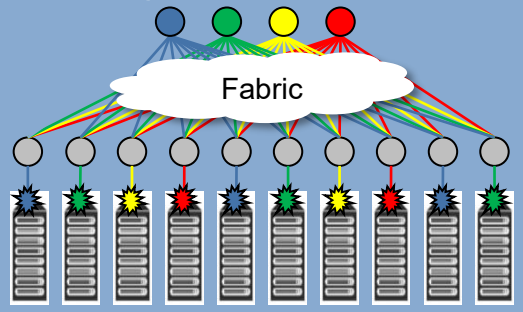
Connecting XPUs within an enclosure



Intra-rack scale-up for ~1k XPUs

Scale-Out

Back end connecting racks of XPUs together to form a cluster

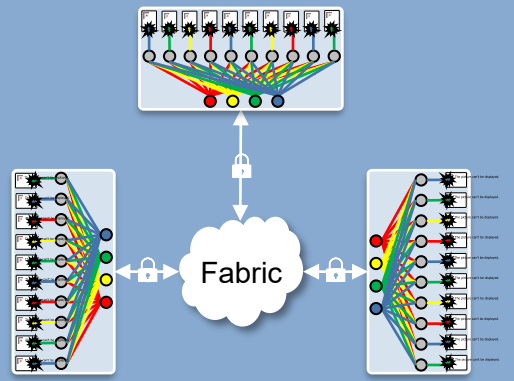


Fleet of XPUs

Inter-rack scale-out to ~100k XPUs

Scale-Across

Connecting distributed clusters to increase scale



Inter-site scale-across to >1M XPUs

ARISTA

Domain-Specific Products for Data Center Networks

Consistent High Performance and Extensible EOS

Highest Bandwidth

7060X Series

Cloud and AI application stacks

Highest Switching performance

Lowest Latency

Scale Out & High Radix

High density 400/800G Fixed Spines

Multiple Choices - 25G to 800G

Feature Rich

7050X Series

Enterprise application stacks

Multicast, EVPN, VXLAN

Rich Telemetry for deep visibility

Compute TOR for 10/25/50/100/400G

Flexible Traffic Management

Integrates into Campus Architecture

Cloud Grade Scale

7280/7800R Series

Routing, Storage and AI Spine

EVPN, MPLS, SR

High capacity scaling

Metro & DCI with MACSec & ZR

Packet Spraying & VOQ

Fixed and Modular Choices

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Arista Etherlink Evolution

- Evolution from current 100G to 200G SerDes platforms starting in 2026/27
- Single Chip TH5 → TH6 followed by VOQ Jericho/Ramon J3/R3→J4/R4
- Optics will evolve from the current 800G to 1600G and variants
- Etherlink TCO maximizes compute density - 65% performance advantage, 35% power and space savings
- Simplified network with 85% fewer switches to manage and 35% reduction in cables and optics

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Arista Etherlink AI Portfolio

Single Tier

Fixed & Modular Systems

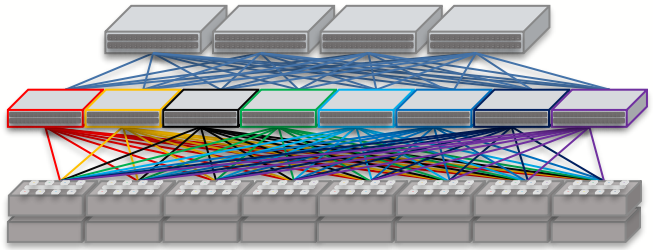
51.2T ⇨ 460.8T

64-576 x 800G Nodes

128-1152 x 400G Nodes

Lowest Cost, Power & Complexity

Leaf-Spine



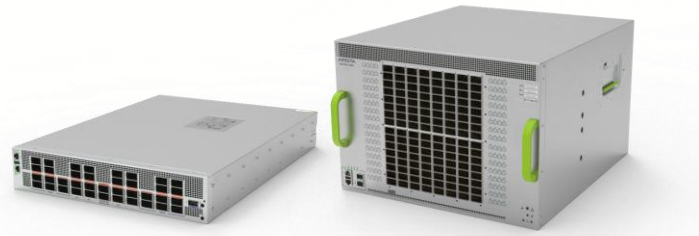
2- or 3-Tier
Leaf-Spine or Plane-based

Multi-Petabit Bisectional B/W

DLB, PFC, ECN,

Scales to Hundreds of Thousands of Accelerators

Distributed Etherlink Switch



Single Hop Interconnect

Fully Scheduled Lossless

100% Efficient, Cell Spraying

Multi-Petabit Bisectional B/W

Leading Edge Performance for up to 30,000 Accelerators

Accelerator & NIC Agnostic, Open Standards, Smart AI Features

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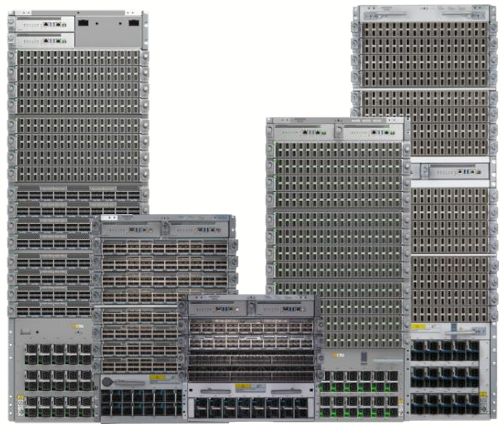
Scaling out the AI Spine

7800R4 AI Spine



Lossless Fully Scheduled VOQ

100% Fair And Efficient Traffic Spraying

Integrated Redundancy and Resilience

Optimized Pipeline for AI Workloads

50X Scale Out

7700R4 Distributed Etherlink Switch

Lossless Fully Scheduled VOQ

100% Fair And Efficient Traffic Spraying

Integrated Redundancy and Resilience

Optimized Pipeline for AI Workloads

Common Architecture – Re-packaged for AI Scale Out

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The 7700R4 Distributed Etherlink System

- Single-tier distributed switching system
  - Scales to over 30k accelerators in single system
- Optimized for AI workloads
  - 100% efficient VOQ/Cell architecture
- Rich EOS and CloudVision
  - Managed as single network cluster
  - Independent device upgrades and replacement
- Standard Ethernet network connectivity options
  - Linear-drive Pluggable Optics >= 50% power savings

DES is the Purest Form of Scale-Out Networking for AI

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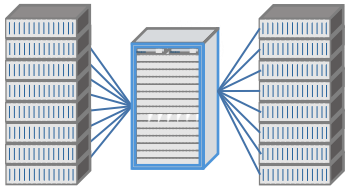
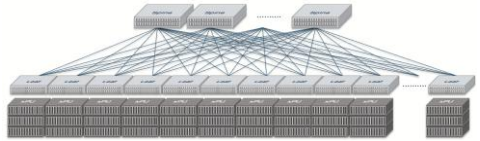
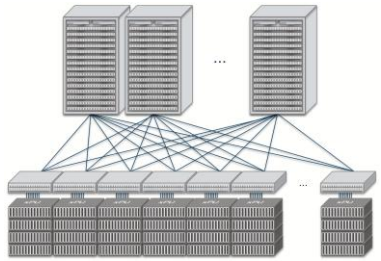
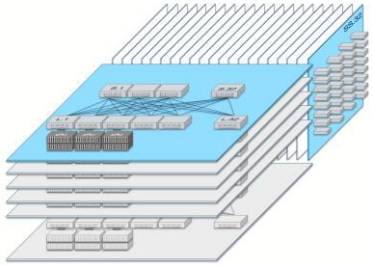
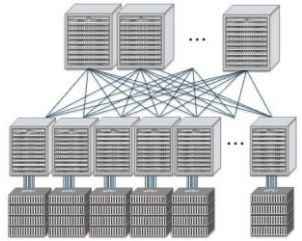
Arista's Scale Optimized AI Networking Portfolio

Single Device	7060 Leaf and Spine	7060 Leaf and 7800 Spine	7060 3-Tier	7800 2-Tier
				
400G Hosts 7060X6: ≤ 128 780xR4: 129 – 1,152 800G Hosts 7060X6: ≤ 64 780xR4: 65 – 576	400G Hosts (400G L-S) 1,153 – 8,192 400G Hosts (800G L-S) 1,153 – 4,096 800G Hosts 577 – 2,048	400G Hosts (400G L-S) 8,193 – 73,728 400G Hosts (800G L-S) 4,096 – 36,864 800G Hosts 2,049 – 18,432	400G Hosts (400G L-S) 73,729 – 262,144 400G Hosts (800G L-S) 36,685 – 131,072 800G Hosts 18,432 – 65,536	400G Hosts (400G L-S) 262,145 – 663,552 400G Hosts (800G L-S) 131,073 – 331,776 800G Hosts 65,537 – 165,888

Distributed Etherlink Switch		400G Hosts Up to 31k
Single Logical Hop		800G Hosts Up to 27k

With Arista, Most AI Clusters Can Be Built With An Efficient 1 or 2-Tier Design

Scale without Complexity

Optimal power utilization • Easiest incremental growth • Minimal optics/cabling

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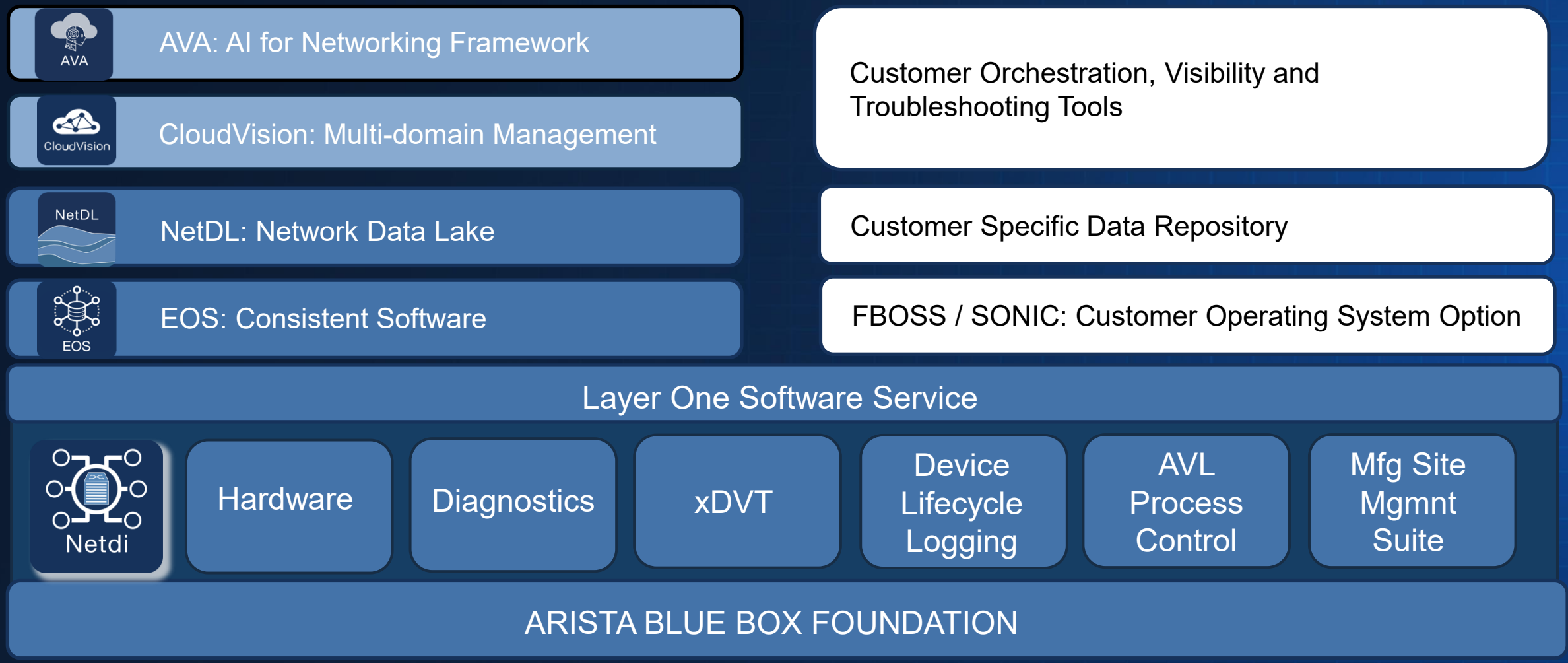
Arista Bluebox: Offering Customer Options



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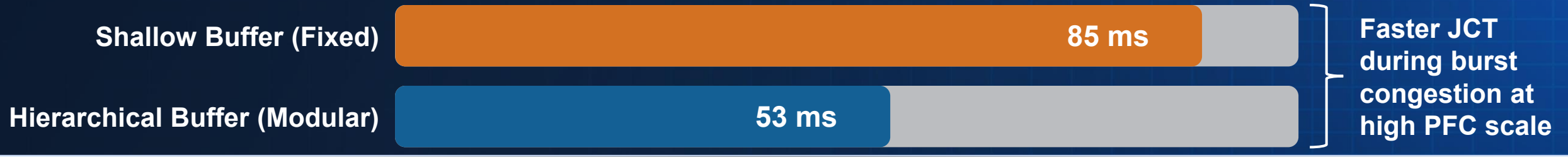
Delivering Faster Job Completion Times

Accelerated High Scale RDMA for AI Powered by the Modular AI Spine Chassis

Feature Category	Fixed Form Factor	Modular Chassis Form Factor	Modular Chassis Advantage
Buffer Architecture	Shallow (Tomahawk)	Hierarchical Hybrid Buffers (Jericho) *Shallow on-chip + deep on-package buffering*	Very low latency during optimal conditions, while ensuring lossless RDMA delivery during transient congestion or long-distance transport
Congestion Management	Tiered/Hop-by-hop	Integrated Virtual Output Queuing (VOQ)	Fair and lossless transport with AI workload prioritization of RDMA traffic at high scale
Port Speeds	Up to 800 Gbps per port	Up to 3.2 Tbps per port with HyperPorts	HyperPort technology enables 4x faster port speeds for 44% faster JCT than 800GbE ports
Chassis Port Density	Up to 64x 800GbE per fixed switch *Inter-switch interconnect over optics*	Up to 576x 800GbE per modular chassis	Enables ultra scale in 2-tier AI cluster designs, for lower power, lower cost, and fewer optics
		Non-blocking, cell-based fabric *Low cost, low power interconnect over copper*	Perfectly efficient traffic distribution between all ports to maximize AI spine capacity utilization



The Arista 7800 Chassis delivers **up to 44% faster job completion times*** in Scale Out and Scale Across Networks

Improved Route Convergence | Faster Recovery Time | Lower Power Consumption | Higher AI Cluster Scale

*Internal side-by-side testing based on AI workloads; 38% faster JCT during congestion with large-scale PFC, 44% faster JCT during oversubscription with HyperPort

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Industry Innovation That Drives Open Standards

An Open Ecosystem for AI

Model Builders

ANTHROP\C · Google · Microsoft · Meta · OpenAI

NIC

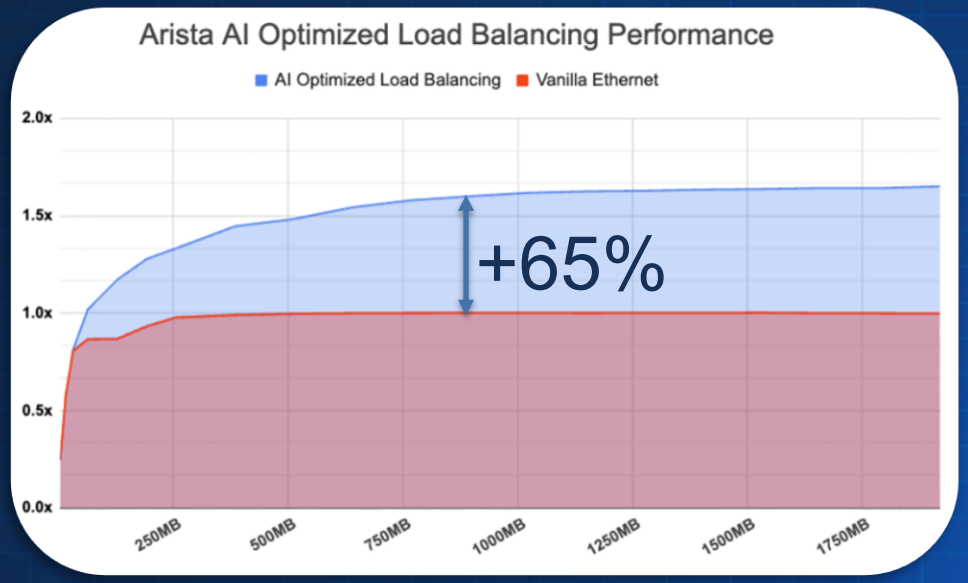
AMD · BROADCOM · intel · NVIDIA · Ultra Ethernet Consortium

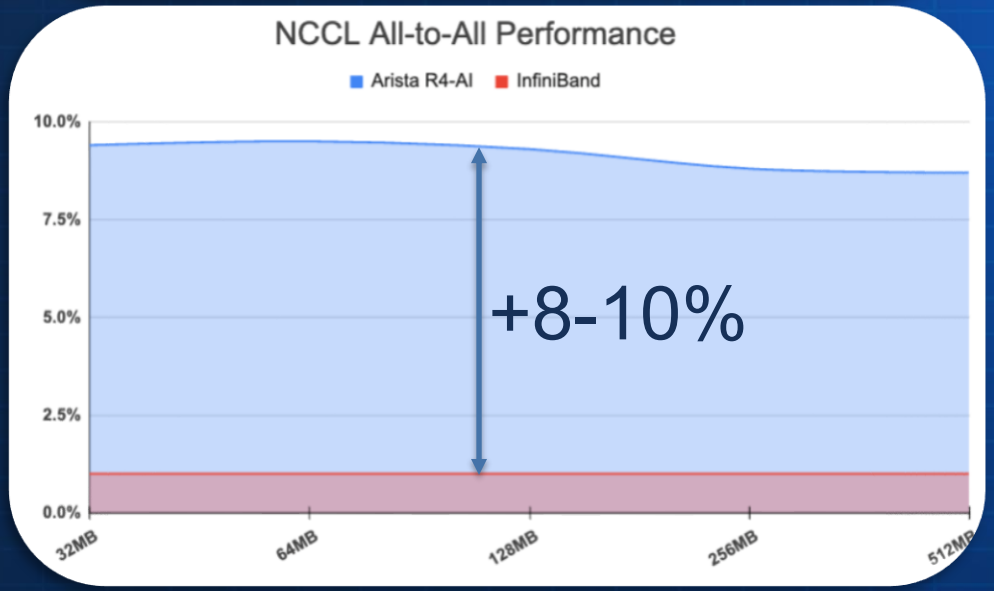
Storage

ddn · NetApp · PURESTORAGE · VAST · WEKA

Compute & Infrastructure

AMD · arm · Google · intel · Microsoft · NVIDIA · PENGUIN SOLUTIONS · SambaNova SYSTEMS · SUPERMICRO





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Driving Open Standards for AI Networking

Ultra Ethernet Consortium (UEC) and Ethernet for Scale Up Networking (ESUN)

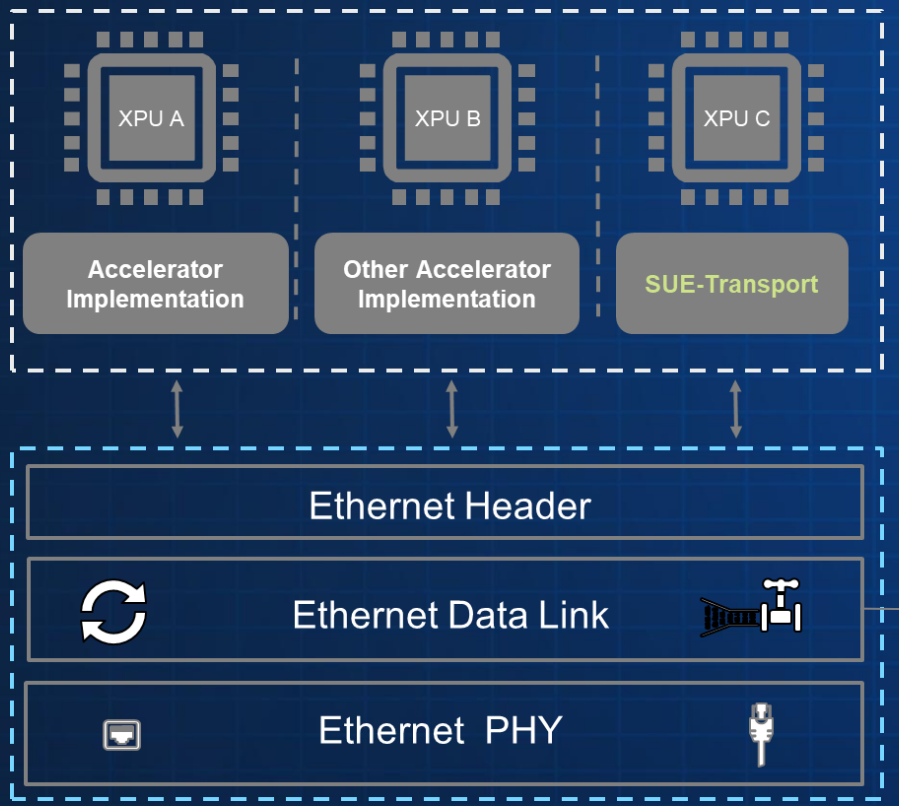
UEC Steering Members

AMD, Arista, Broadcom, Cisco, Eviden an atos business, Hewlett Packard Enterprise, intel., Meta, Microsoft, Oracle

- Native multipath aware end-to-end transport for very large-scale RDMA clusters
- Rapid connection ramp up, order independence and fast recovery
- Automated link level and end-to-end congestion control
- High-definition telemetry and signaling mechanisms
- Native hardware-based, high group-based encryption
- Maximize network utilization and minimize latency

ESUN OCP Workstream

AMD, Arista, arm, Broadcom, Cisco, HPE, Marvell, Meta, Microsoft, NVIDIA, OpenAI, Oracle



Focus Areas

- L2/L3 transport
- Efficient headers
- Error recovery
- Lossless network

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XPO: Densifying the Optical Layer

1. Up to 75% Reduction
in Switch Racks

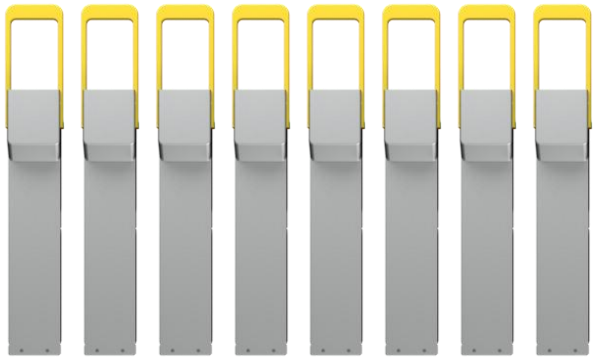
Large savings in structural costs (racks, bus bars, manifolds, plumbing, etc.)

2. Up to 44%
Footprint Reduction

Building half as many data centers saves a lot of time and money

4. Denser Switches & Routers
Up to 6.4 Pbps per rack

The density per rack is limited by the front-panel density of OSFP today



8x OSFP

1x XPO

4. Shorter Reaches
for Scale-Up Tech

Incredibly important to enable the lowest power options for the all-important Scale-Up use case

5. Optimize Revenue Potential
Reducing Structural "Tax"

No cloud/AI revenue is generated by rack packaging i.e. structural cost is a tax on revenue

ARISTA

XPO Addresses AI Requirements

1	Higher Density	204.8T per OU; 4X OSFP
2	Liquid Cooling	Large AI clusters are liquid cooled
3	Higher Reliability	Lower system-level failures in time
4	Optics Universality	DR, FR, LR, SR, ZR/ZR+, next-generation coherent-lite, slow&wide, copper, and RF-Microwave
5	Higher Power Efficiency	Linear-drive (LPO/LRO) support
6	Rapid Time to Market	Leverages existing ecosystem
7	Open Robust Ecosystem	Multi-vendor optionality

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Soldered-Down vs Open CPO

	Soldered-Down CPO	Open CPO	Open CPO Advantages
Connectorized	No	Yes	Allows repairability
Multivendor	No	Yes	Provides purchasing optionality via an open ecosystem
Laser Source	External	External/Internal	Offers the option of internal lasers that reduce power utilization
Fiber Attach	Fiber Array Unit	Pigtail	Lowers the cost through the use of pigtail connectors
Co-packaged Copper Support	No	Yes	Allows use of lower power copper connectivity

Open CPO = Lower Operational Risk • Lower Power Utilization • Lower Cost • Faster Time-to-Market

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Arista: History of Innovations in Optics

OSFP

Key Customer Benefits:

- Enables high-speed optics: 400G, 800G, 1.6T +
- For any type of optic: DAC, DR, FR, LR, SR, ZR/ZR+
- At high power & thermal tolerance: up to 40W

LPO

Key Customer Benefits:

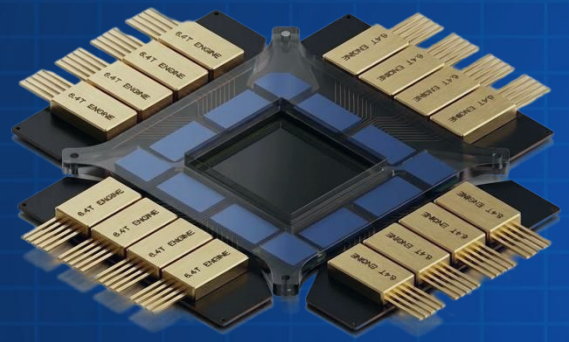
- 50% reduction in power usage per optic, with increased reliability, and reduced latency
- Yields ~40% reduction in power at the system level: 1kW less per 51.2T system

XPO

Key Customer Benefits:

- 4x density improvement
- 8x higher reliability; liquid cooling optics at 45C delivers higher longevity
- Supports 400W; 8x 1.6T ZR/ZR+ at 50W per channel

Open CPO (Future)



Key Customer Benefits:

- Serviceable, repairable via RTF
- Lower power consumption, lower cost, and simpler to manufacture than soldered-down CPO
- Open with multi-vendor options, supporting CPO and CPC

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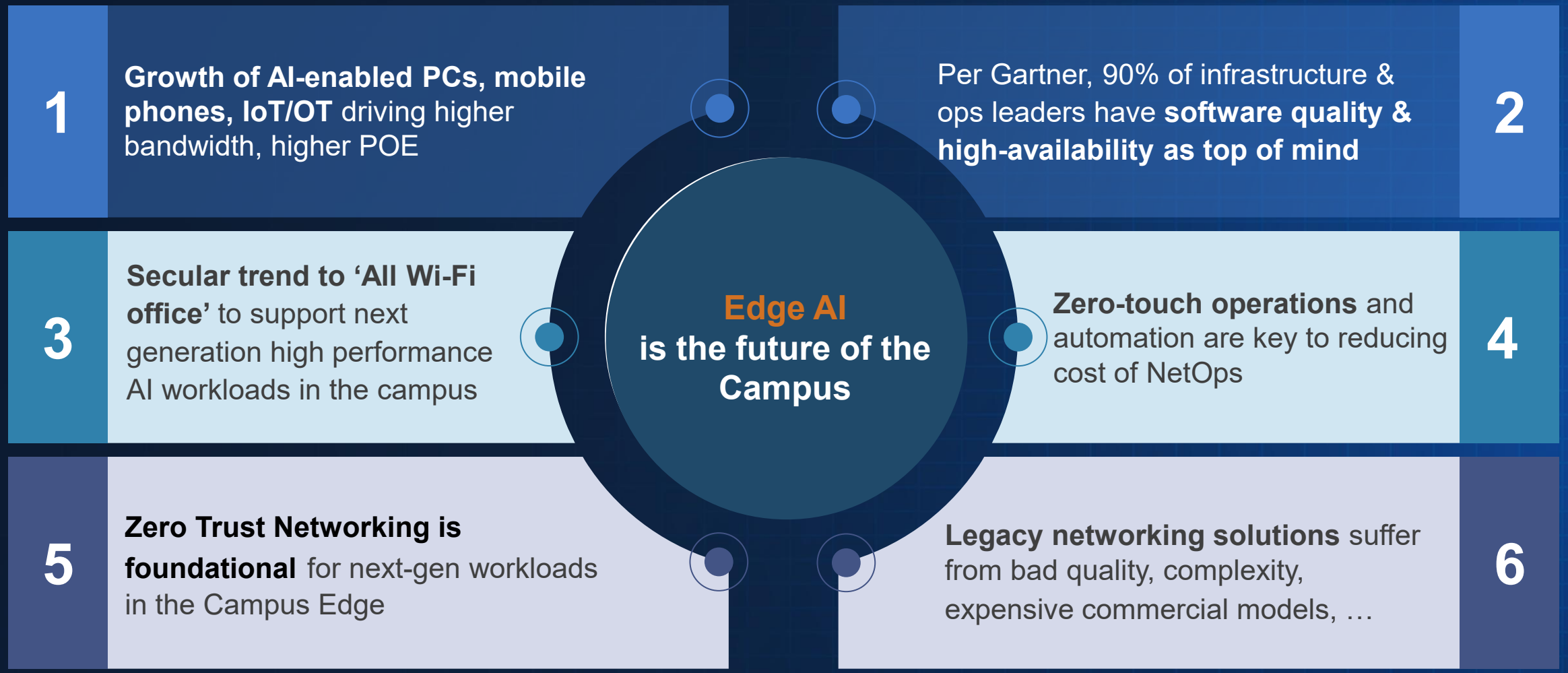
Arista Cognitive Campus

Campus Networking Ready for Modernization



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Arista Strategy For The Cognitive Campus

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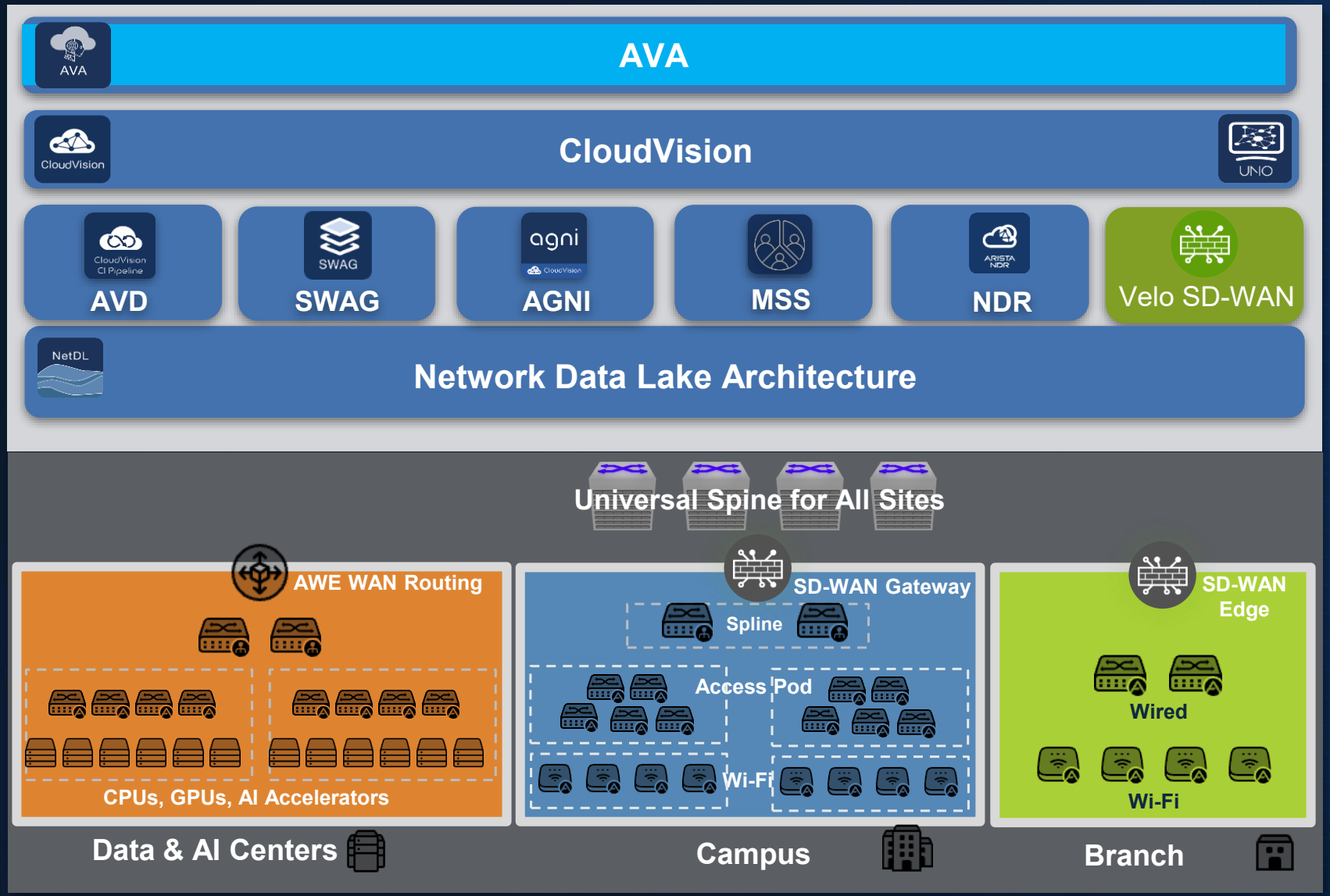
Arista's Comprehensive Campus Portfolio



Arista Modern Operating Model

- **AVA** AI for Networking
- **AGNI** for Identity Management
- **NetDL** for real-time consistent state streaming
- **MSS** for consistent end-to-end segmentation
- **SWAG** for virtual campus switch aggregation
- **SD-WAN** for distributed Campus-to-Branch

Arista Architecture Blueprints

- **Common Spine** across the enterprise (DC, AI, Campus & Routing)
- **Single EOS Operating System**
- **Scalable** L&S Architecture
- **Eliminate** downtime (SSU, Hitless upgrades)

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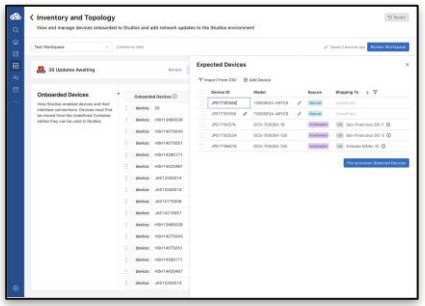
Arista Cognitive Campus Operations

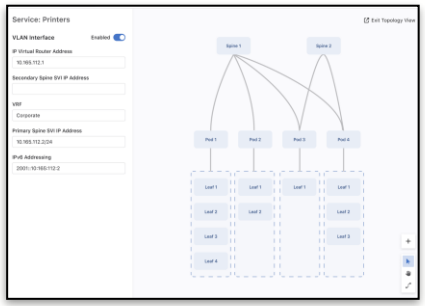
CloudVision Campus for Wired + Wireless

Day-0: Build



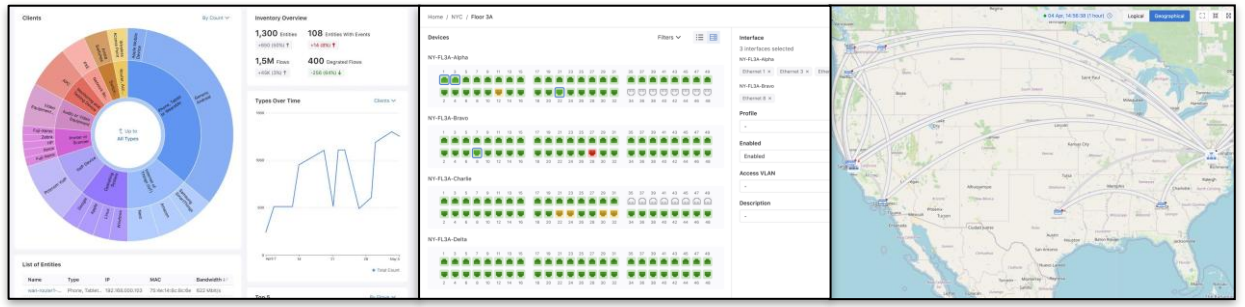
Tenant Provisioning,
Device Pre-provisioning,
Design Templates,
Cloud Test

Day-1: Deploy



Zero Touch Provisioning,
Device Onboarding,
Image Download,
Campus Studios,
Connectivity Baselines,
Segmentation Policy,
PoE Management

Day-2: Operate



AIOps + Troubleshooting,
Unified Campus Dashboard,
Level 1 Operator Workflows,
Change Controls, Compliance,
Zero Touch Replacement
Application QoE
Radio Resource Management

Zero Touch Provisioning → Zero Touch Operations

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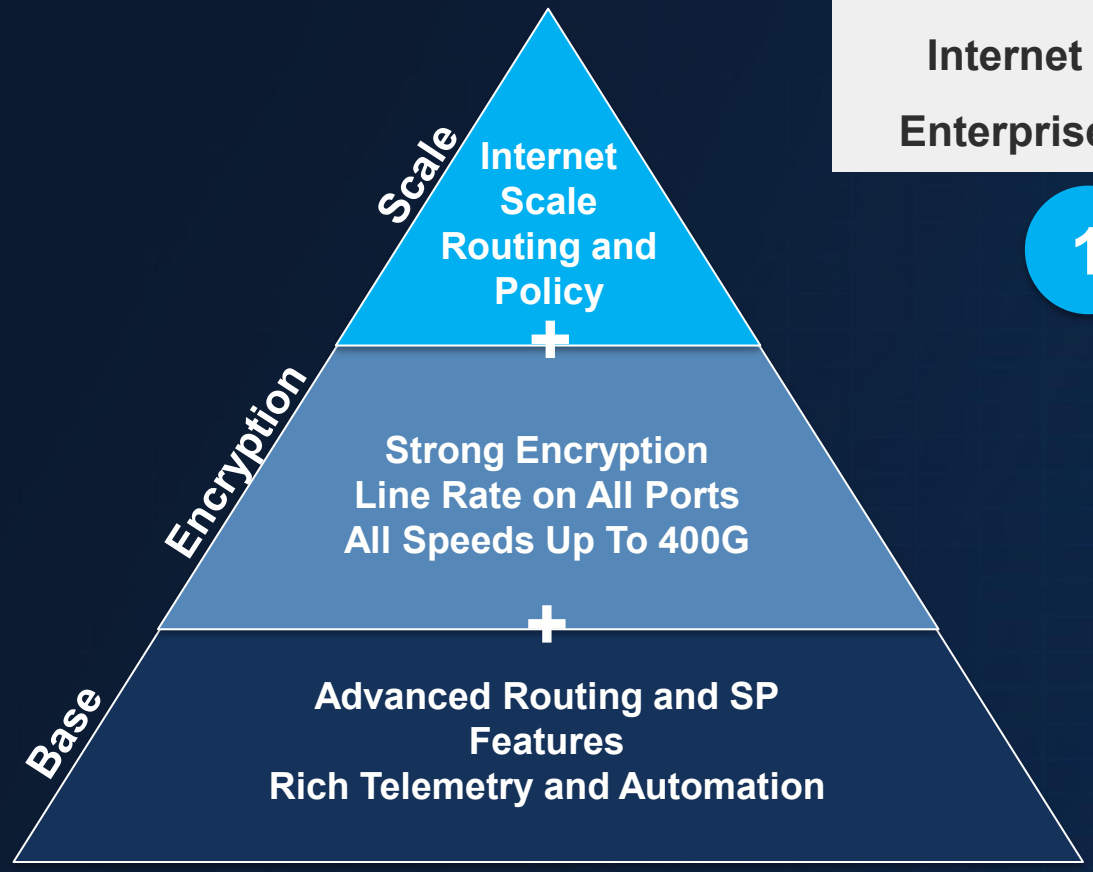
Arista Routing Portfolio

Arista Routing Use Cases

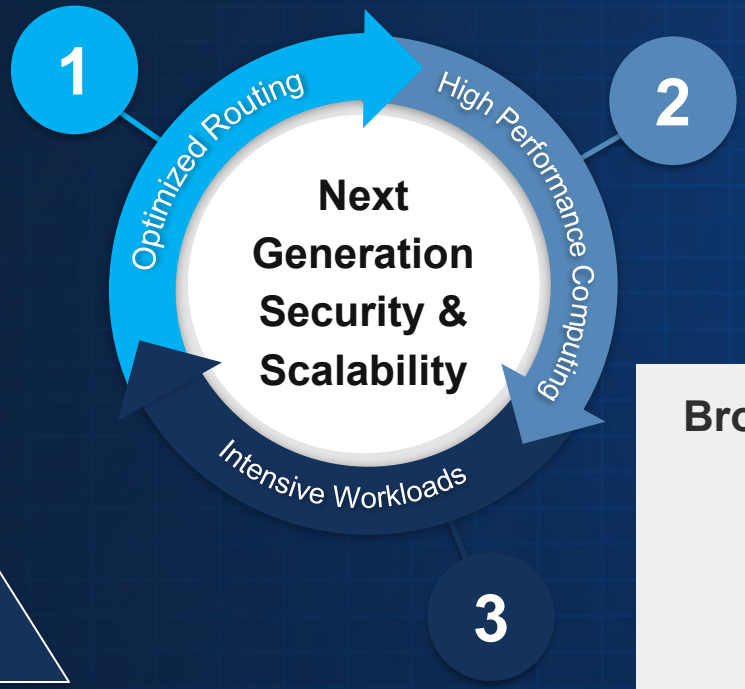


Service Provider

Cloud Backbone

Internet Exchange

Enterprise Backbone



AI/ML Clusters

Financial Services

HPC / Supercomputer

Render Farms

Broadcast & Post-production

IP Storage

Enterprise Data Center

Big Data Clusters

Purpose Built for Intensive Cloud, Enterprise and Carrier Workloads

ARISTA

Spine and Routing R3 Series Portfolio

30 Fixed and Modular Products
Jericho2c+ and Qumran2c+

Universal TunnelSec™ Encryption

Dense 400G DWDM
Rich EVPN Services

50% Reduction in Power
Consumption / 100Gbps

Cloud Grade Routing and an AI Spine from 1 to 460 Tbps

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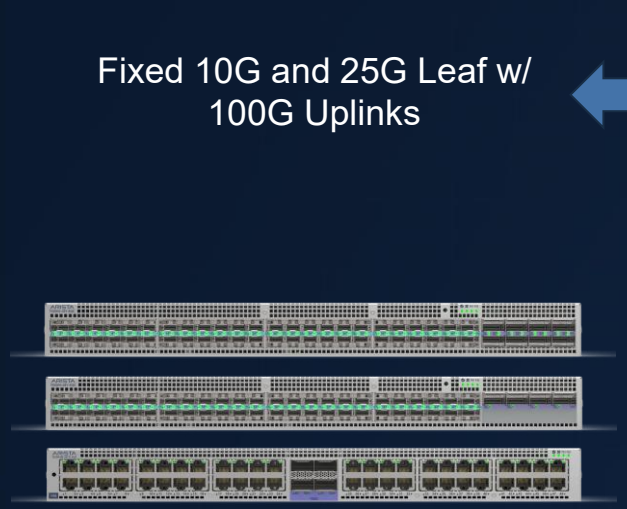
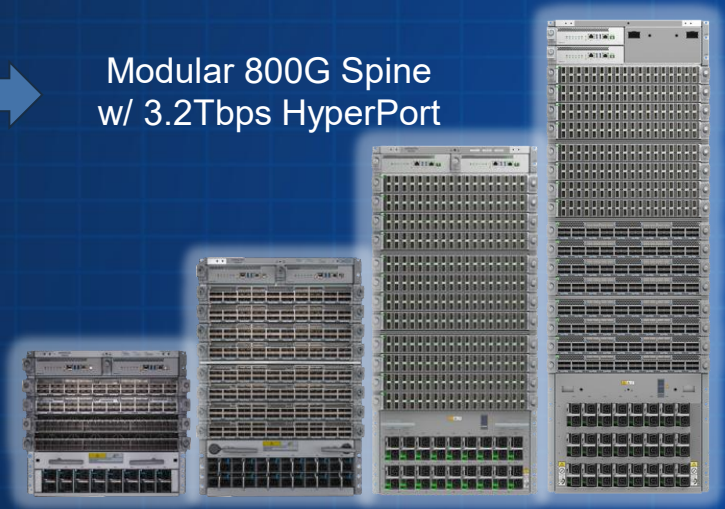
The Arista AI Spine (R4 Portfolio)

End-to-End Encryption: MACsec, IPsec, VXLANsec

Fixed 10G and 25G Leaf w/ 100G Uplinks ⟷ Fixed 100G Leaf w/ 800G Uplinks ⟷ Fixed 800G Spine ⟷ Modular 800G Spine w/ 3.2Tbps HyperPort





7020R4 | 7280R4 | 7800R4

AI Spine: Consistent Rich Features, Deep Buffers, Scale with Quality

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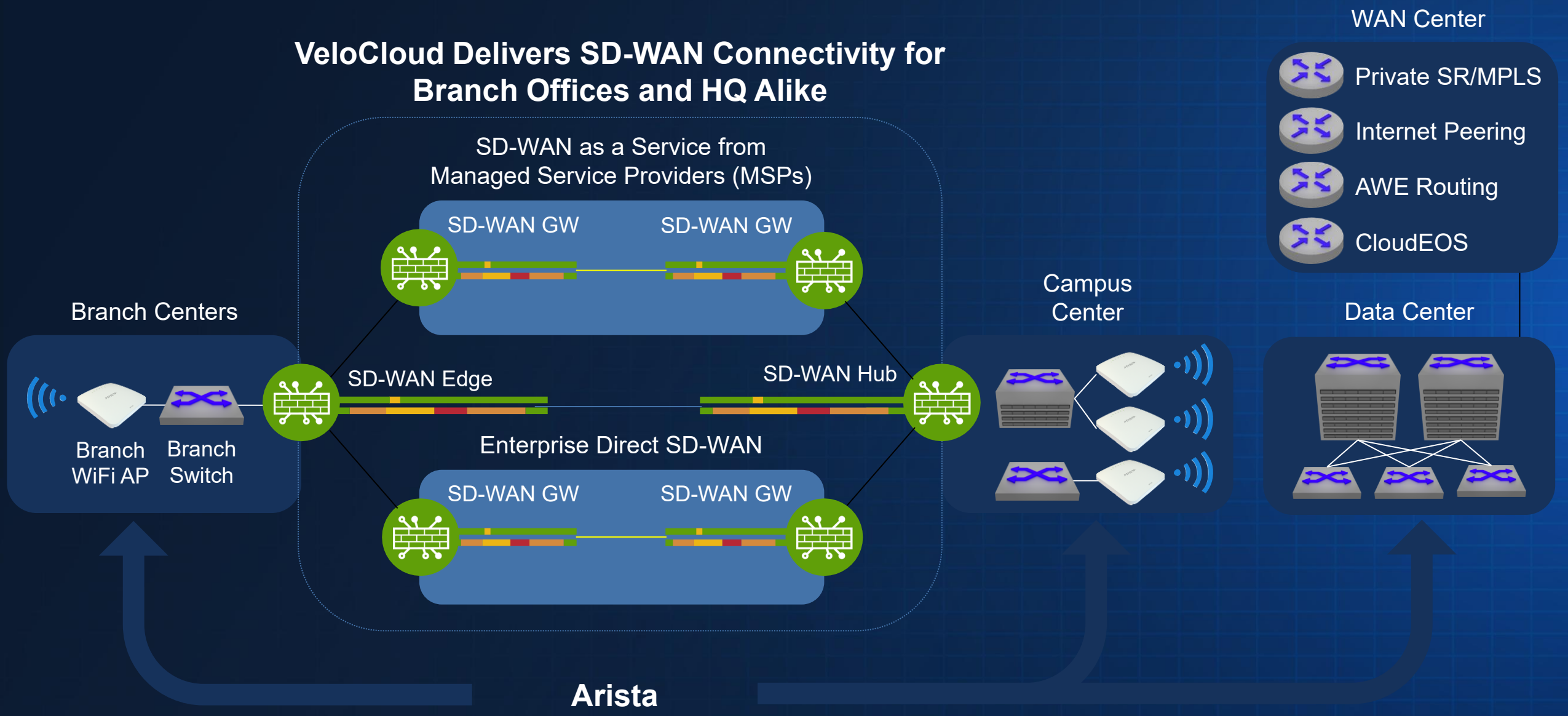
Arista and VeloCloud: Elevating the Branch



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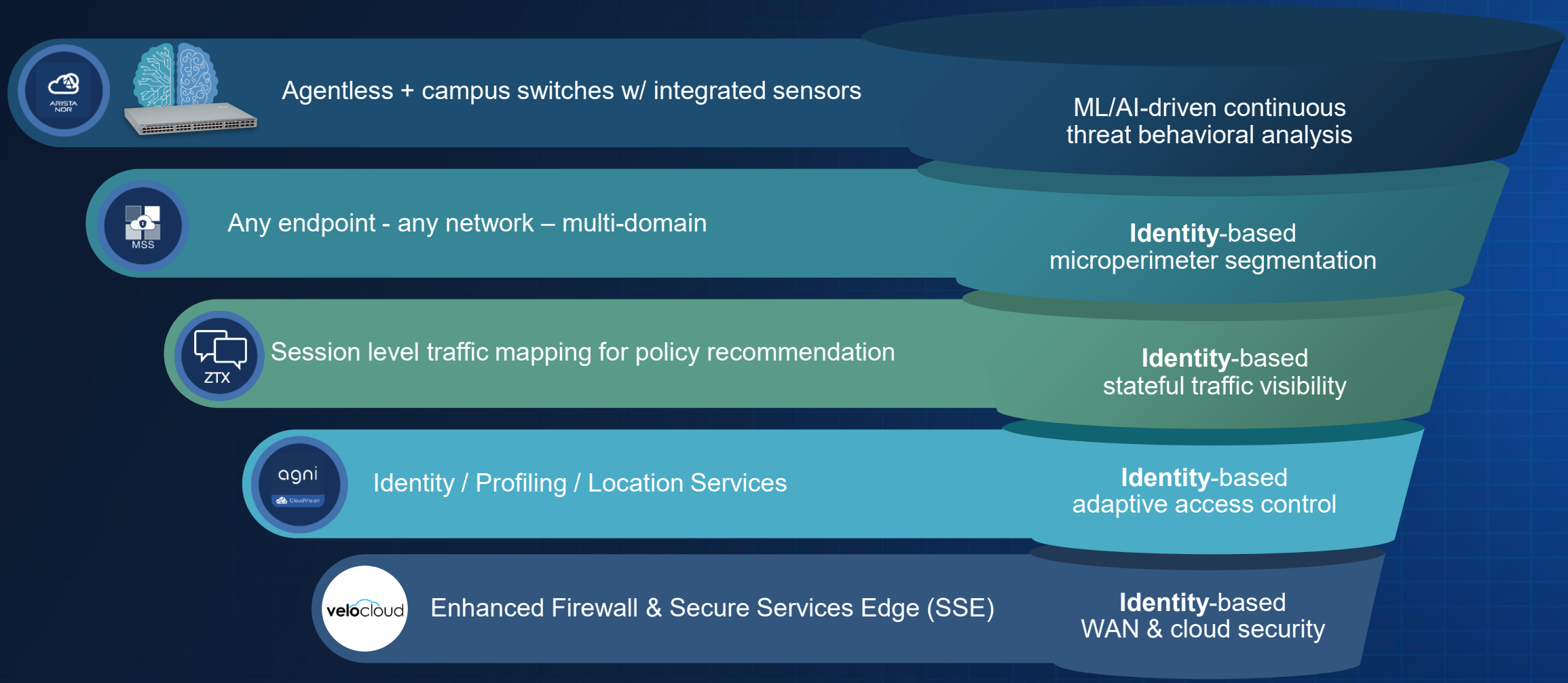
Arista Network Software and Services

Arista Zero Trust Networking: Enhanced!

Open Services with Interoperability across the Stack



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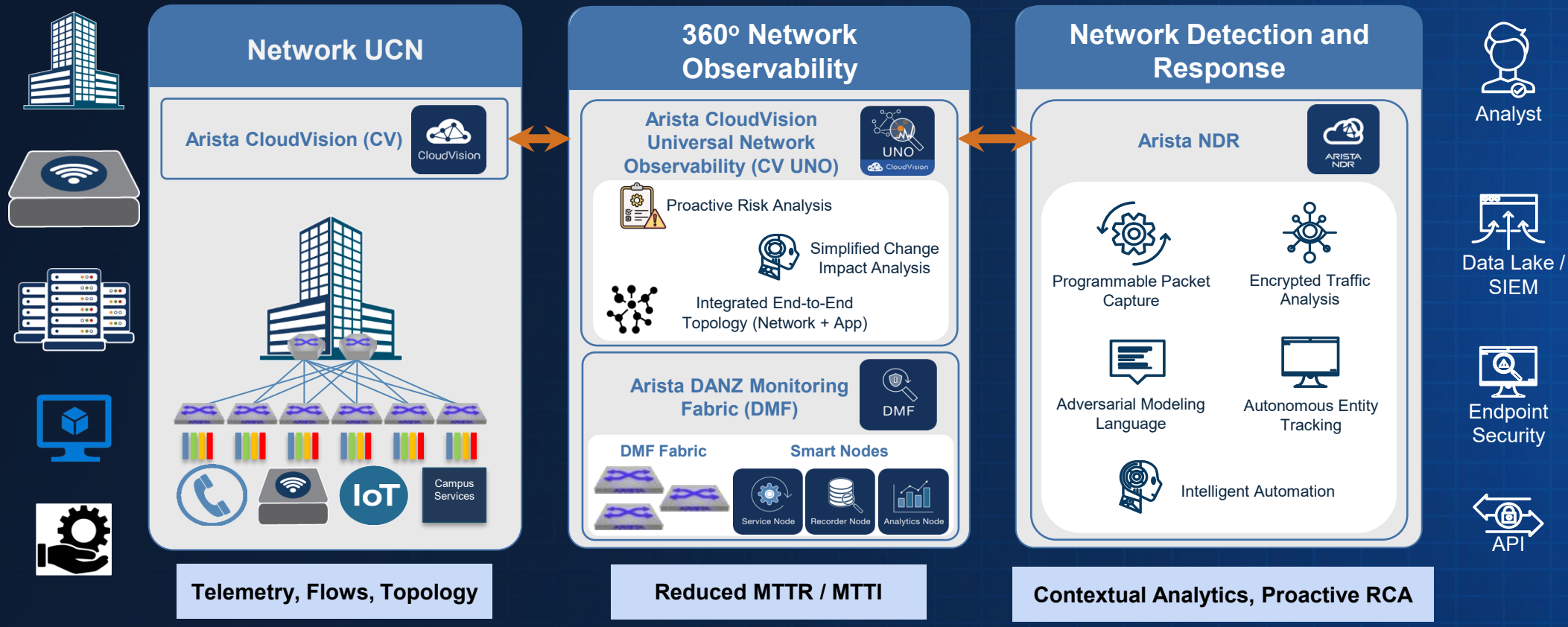
Pervasive Observability with Zero Trust Security



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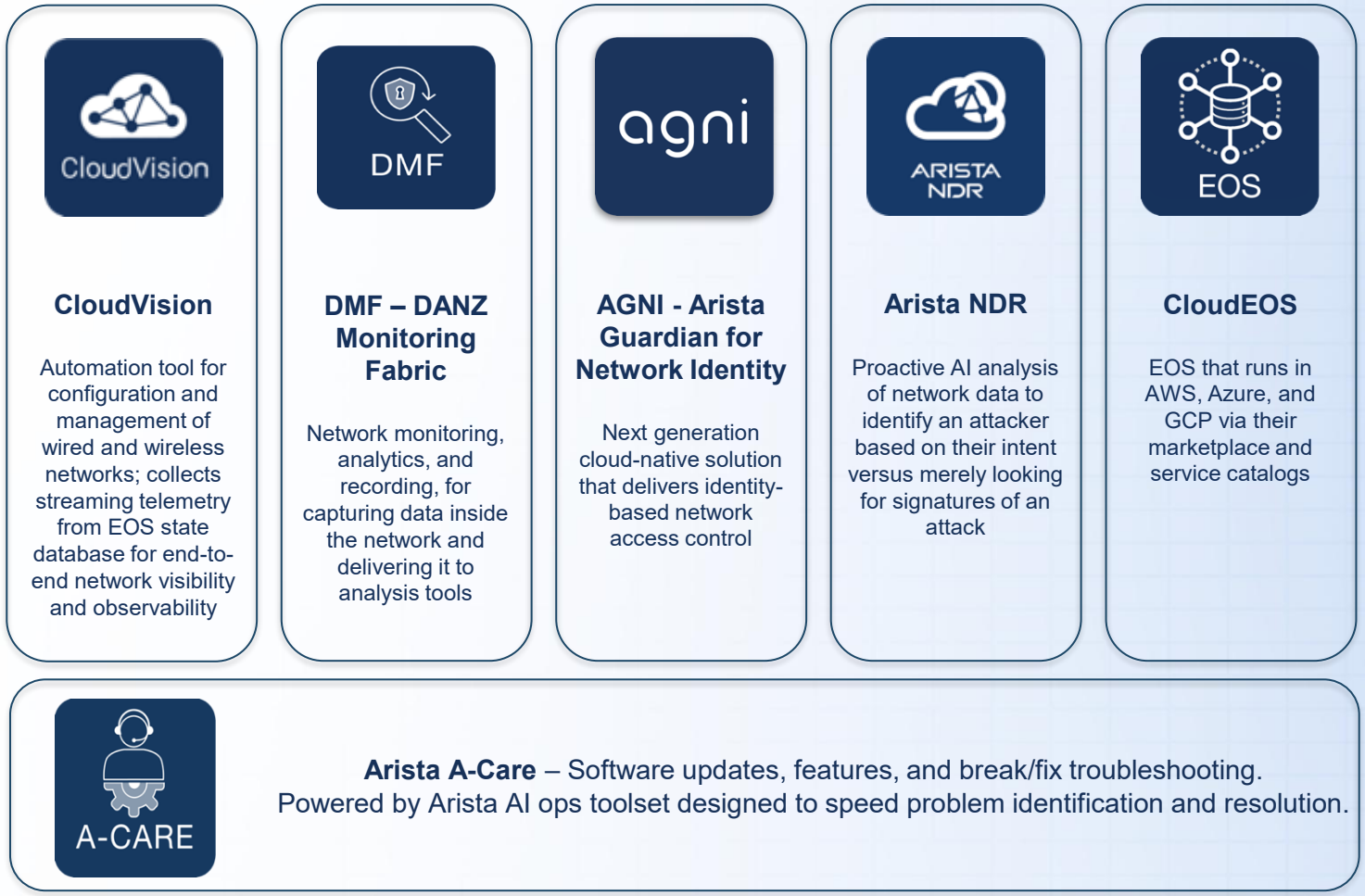
Network Software and Services

Arista's Holistic Approach



Our Competitive Strengths

Best-of-breed merchant silicon for high-performance, purpose-built platforms

Industry-leading capacity for diverse requirements including, low latency, high port density, and deep packet buffers

Netdi diagnostics and infrastructure service ensures high quality, signal integrity, and power efficiency

One operating system (EOS), one data lake (NetDL), and one management platform (CloudVision) compared to fragmented competitive approaches

Feature consistency across the entire portfolio from client to cloud

Modern operating model with AI Ops, real-time telemetry, and in-service upgrades to lower network operations costs

Arista-staffed Technical Assistance Center (TAC) that provides 24/7/365 support to drive customer success

Industry-leading Net Promoter Score that reflects deep customer trust in both hardware and software leadership

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Thank You

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