



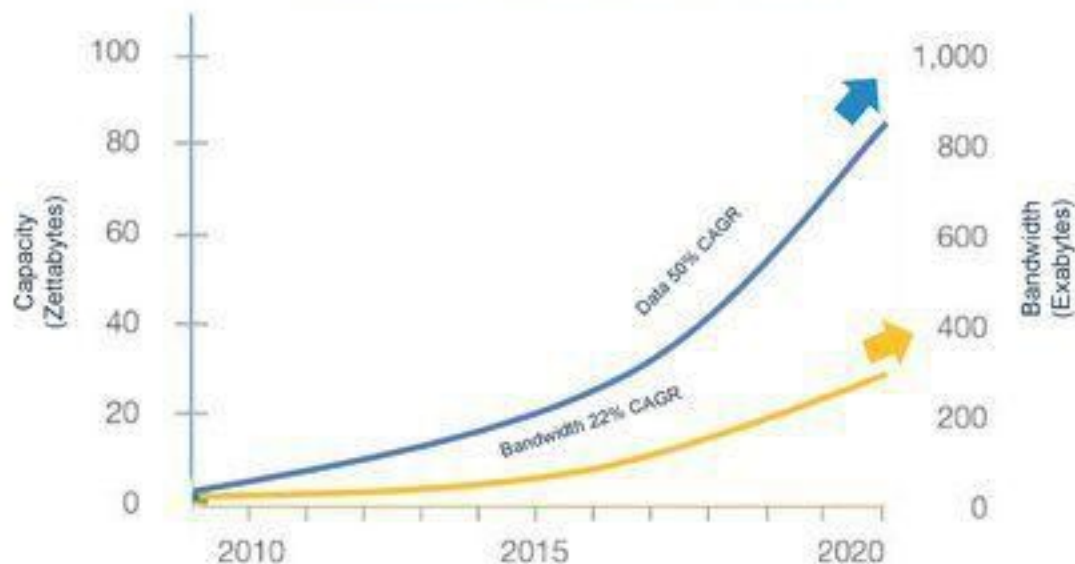
Enterprise Object Storage

Infinite Scalability, Infinite Possibilities

Market Opportunity

Enormous data volume growth, particularly unstructured data

Data Gravity Grows with Capacity



Source: IDC (Global data production) and Cisco (Global data traffic)

Widening gap between data size and bandwidth:

- Cost and time restrictions limit data mobility
- Data remain where it is created

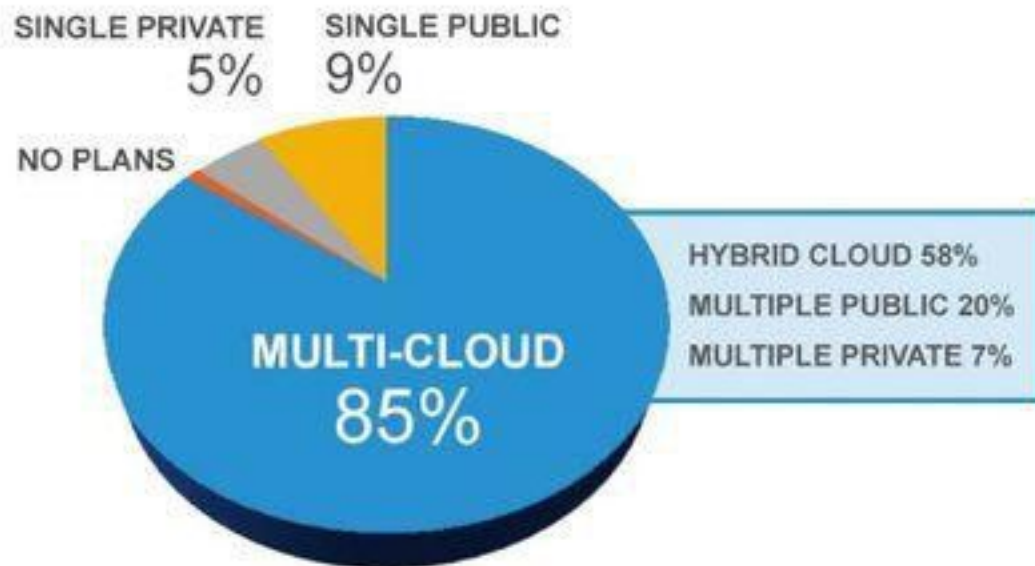
Data growth continue On-Premises, at Edge

- Regulations / compliance
- Cloud access charges
- IoT data creation at edge

AI / ML drive more capacity data management needs



Enterprise Users Require a Multi-Cloud Strategy

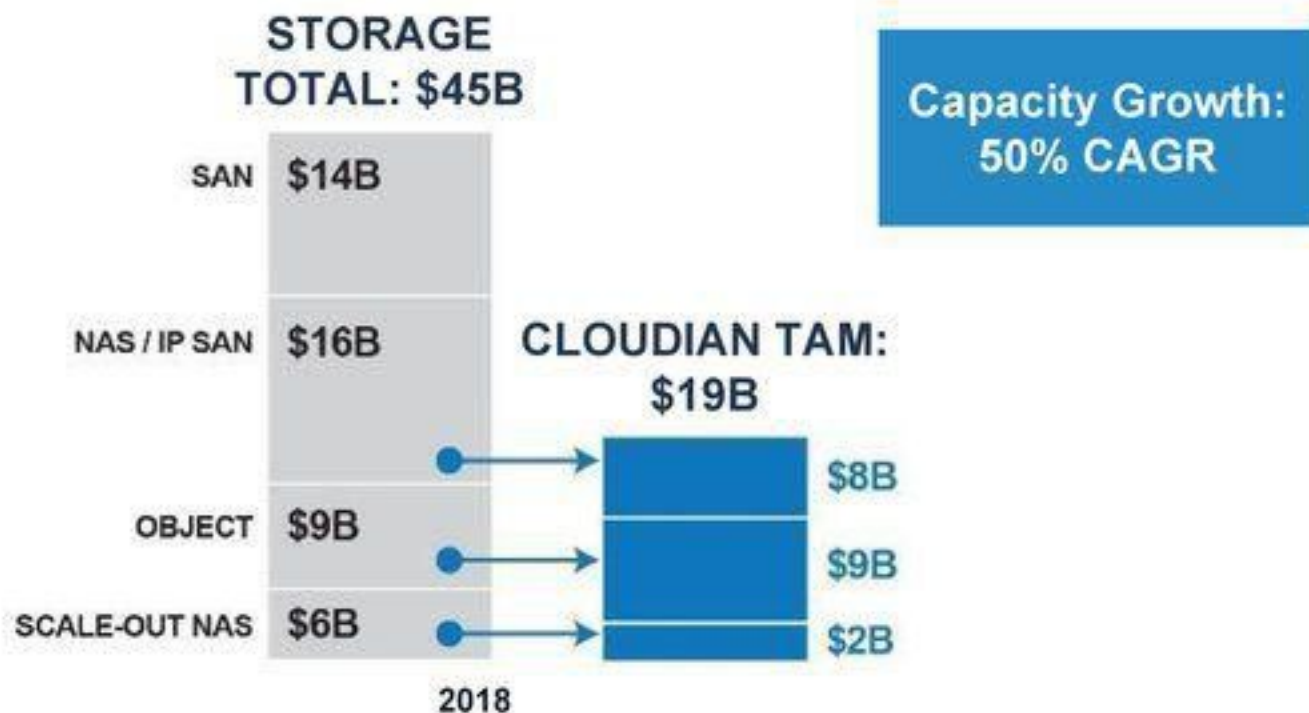


Multi-Cloud strategies drive Cloudian growth

- Enterprises demand technology options
- Over half of deployments are public cloud + on prem
- In multi-public cloud deployments, Cloudian enables data & application mobility

Source: RightScale, 2017 State of the Cloud Report,
Based on survey of IT Professionals in Enterprises
>1000 employees

Large addressable market – Clouddian TAM: \$19B



Source: IDC

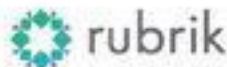
Fueling Growth

Right Team, Right Product, Right Timing

- Inktomi pedigree: Search, Telco, HyperScale
- 190 employees, Silicon Valley HQ, Amsterdam, Milan, Tokyo, Beijing
- \$173 million funding from top-tier investors



Strategic Partners



**Hewlett Packard
Enterprise**



Management Team



Michael Tso : CEO

Gemini Mobile, Inktomi, Intel, Xerox PARC; MS, BS MIT



Gary Ogasawara : VP Engineering

Gemini Mobile, Inktomi, ImpulseBuy; PhD, BS UC Berkeley



Jon Ash : VP Sales

Nexenta, Storwize, MaXXan, nStor, Unisys; Uni. Warwick



Jon Toor : CMO

Brocade, Xsigo, Maxtor, Quantum, Seagate; MBA, BS Stanford



Mike Morgan : CFO

Tegile, Panzura, Model N, Skybox, Backweb, KPMG; BS SJSU

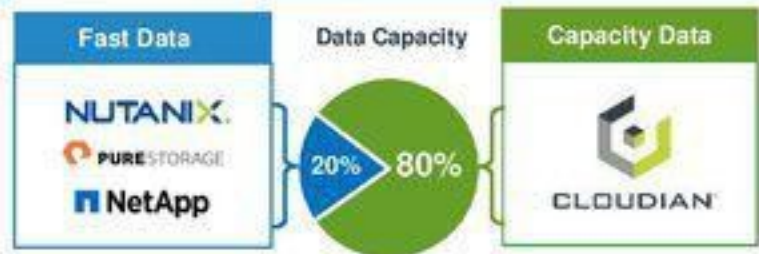
Cloudian: Cloud Storage in Your Datacenter

	PUBLIC CLOUD	CLOUDIAN
Transparently scalable	✓	✓
Always available	✓	✓
Automatic data protection	✓	✓
Security built in	✓	✓
Access from anywhere	✓	✓
Pay as you grow	✓	✓
Resides in your data center		✓
Multi-Cloud Enabler		✓



- Industry's best S3 compatibility, guaranteed
- On-premises, multi-DC, hybrid, multi-cloud
- Start small, scale to an exabyte

Where We Fit



Primary Use Cases

- Media/Entertainment
- Backup/Archive
- Bio/Research Data
- Storage-as-a-Service
- Surveillance
- IoT, AI, ML

Highly Differentiated: 90% win ratio



Customer-First GTM Strategy: Only One First Impression

Phase 1: Product Excellence

- 100% focused on initial Japan Telcos
- Result: best product with 90% win ratio

Phase 2: Repeatability

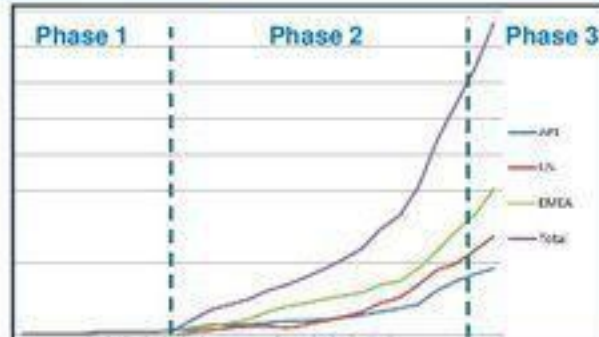
- Leads → Wins → Expansions
- Repeatable use cases
- Appliances: Easy fulfillment, mgmt, support

Phase 3: Scale

- Strategic Partners: Cisco, HPE, Lenovo

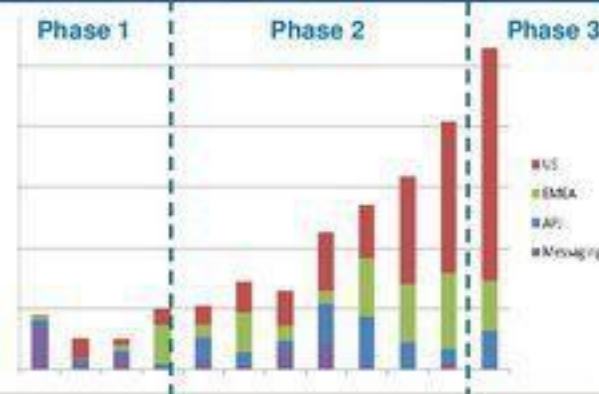
Customer Acquisition Accelerating

80% Customer Growth over Past Year



Pace of Bookings Continues to Increase

~ 2x Revenue Growth over Past Year



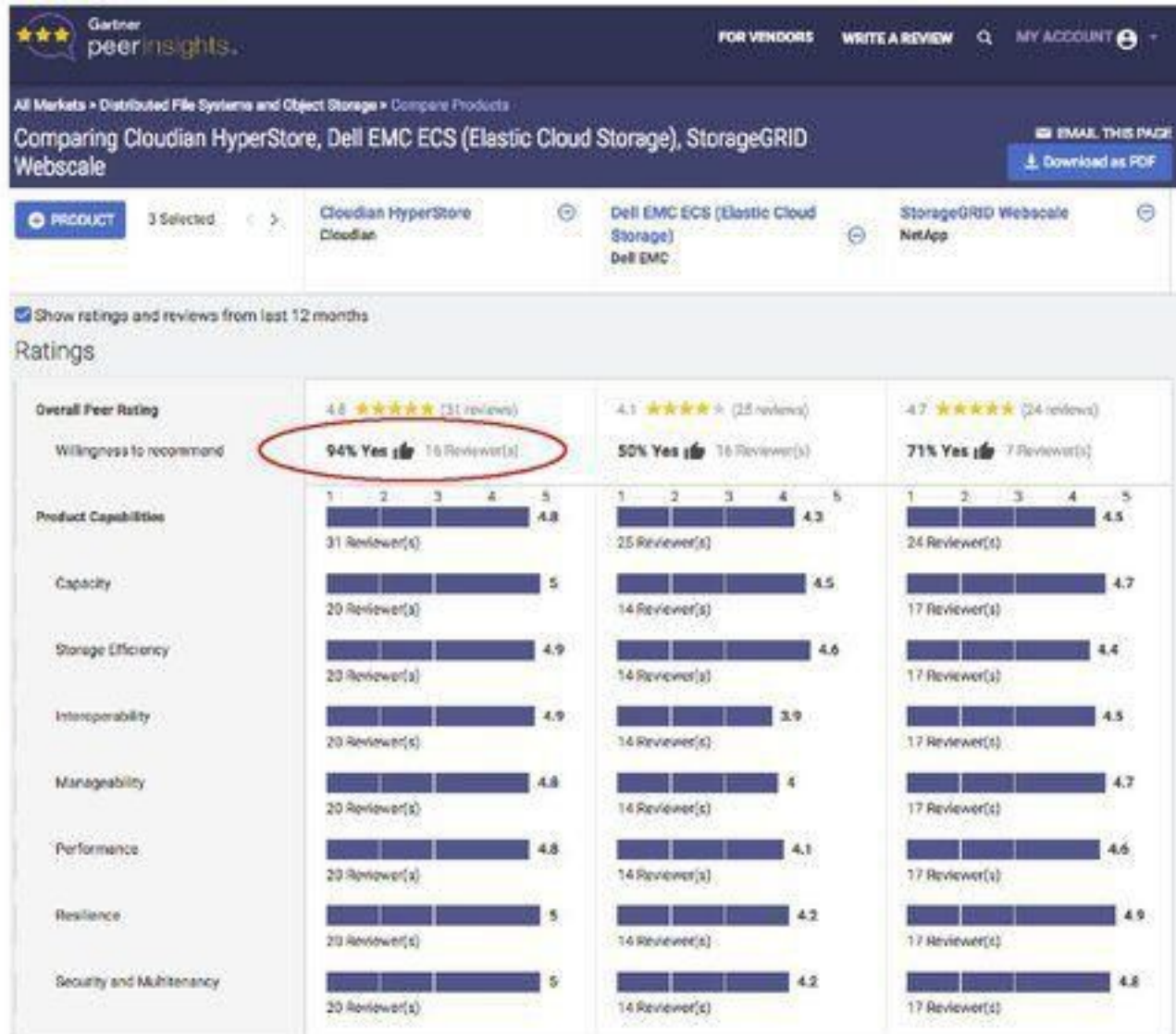
Six-year history: Zero customer churn to competitors

Gartner Peer Insights Reviews

Highest rating of all object storage companies

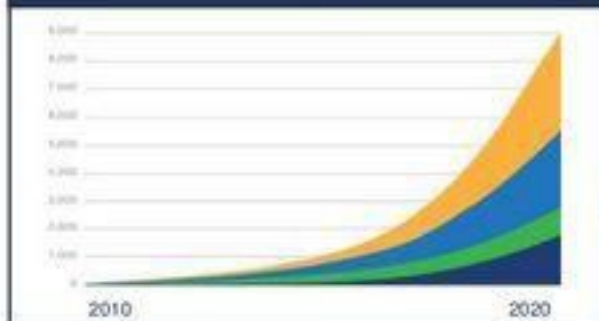
94% recommend
vs. 50% Dell EMC, 71% NetApp

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Data as of March 21, 2019.

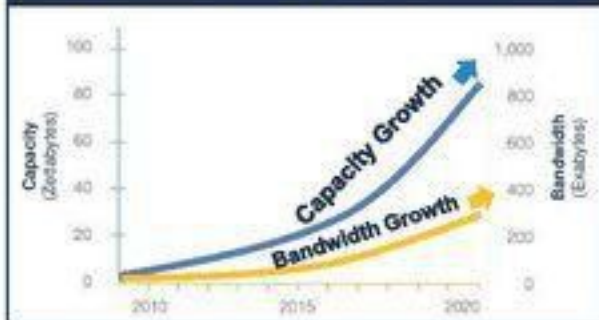


Once-in-a-Generation Opportunity

Capacity Growth



On-Prem Storage is Essential



**Right Place.
Right Time.
Right Products.**

Established Standard



Multi-Cloud Adds Complexity

