

The background of the slide features a dark blue field with a complex, glowing hexagonal grid pattern. The grid is composed of thin, light blue lines forming a series of interconnected hexagons. At the vertices of this grid, there are small, bright blue dots that appear to be light sources or data points, creating a sense of depth and technological sophistication. The overall aesthetic is clean, modern, and high-tech.

ARISTA

# Investor Presentation

August 2025

# Safe Harbor

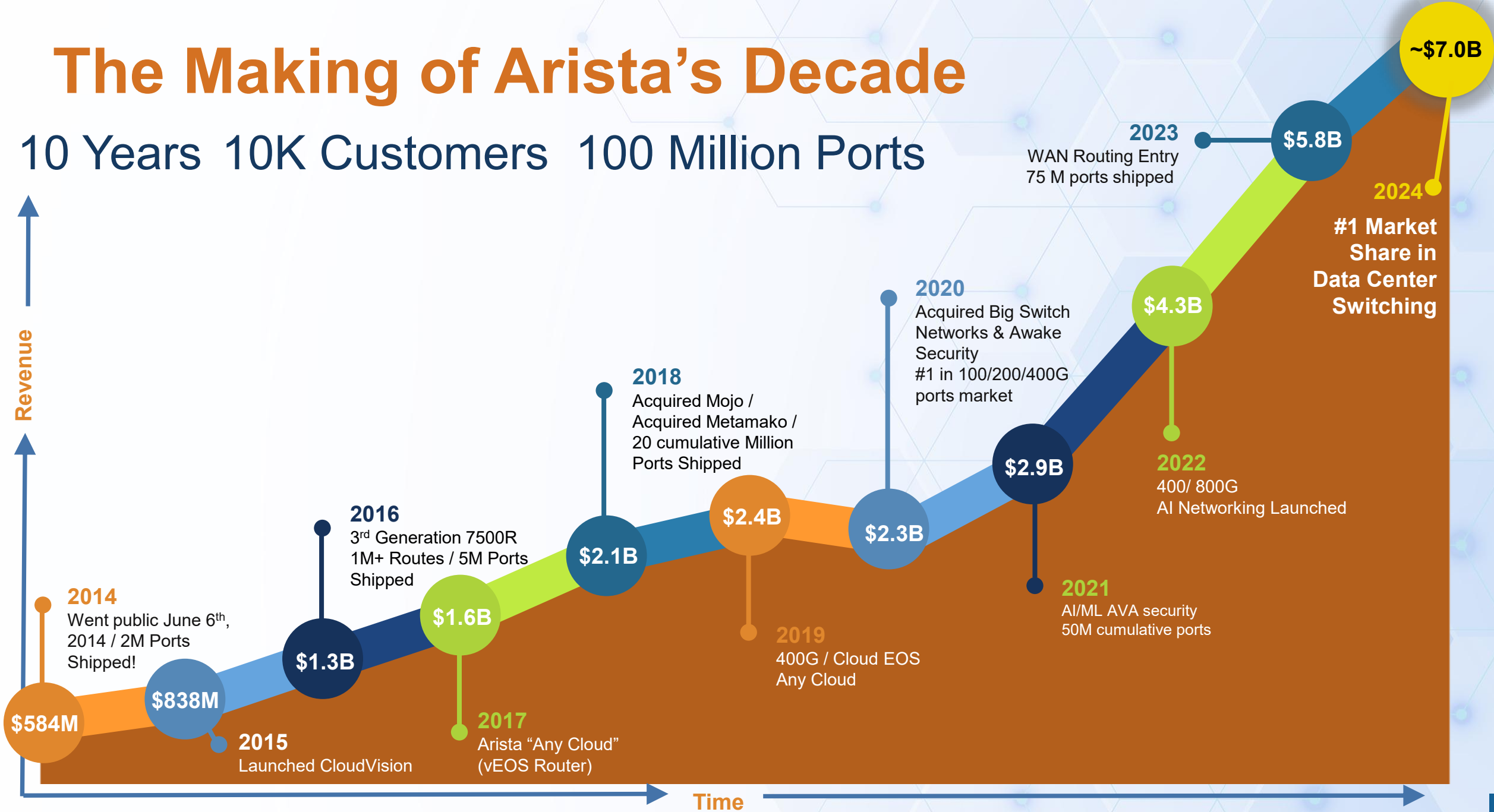
**Forward-Looking Statements** - This presentation and accompanying oral presentation contain “forward-looking statements” regarding our future performance, including but not limited to estimates regarding revenue, non-GAAP gross margin, and non-GAAP operating margin for the third quarter and fiscal year 2025, statements regarding Arista’s addressable market, products and services, innovation and leadership in data-driven AI networking. 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 affected countries; enhanced import/export restrictions, such as enhanced export controls the U.S. has adopted targeting trade with China, 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 and geopolitical conditions and conflicts, continuing uncertain economic conditions or reduced information technology and network infrastructure spending; the impact of sole or limited sources of supply, supply shortages and extended lead times or supply changes; volatility in our revenue and revenue growth rates; 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; variability in our gross margins; intense competition and industry consolidation; expansion of our international sales and operations; investments in or acquisitions of other businesses, products or technologies; seasonality and industry cyclicality; fluctuations in currency exchange rates; failure to raise additional capital on favorable terms; our inability to attract new large customers or sell additional products and services to our existing customers; inability to grow sales of switches which generate most of our product revenue; large customers requiring more favorable terms; 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; declines in maintenance renewals by customers; product quality problems, defects, errors or vulnerabilities in our products; failure to anticipate technological shifts; the complexity of managing the supply of our products and product components; our reliance upon a predominant merchant silicon vendor; 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 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 press release 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.

**Non-GAAP Financial Measures** - This presentation and accompanying appendix contain certain non-GAAP financial measures, including non-GAAP gross profit, non-GAAP gross margin, non-GAAP income from operations, non-GAAP operating margin, non-GAAP net income, and non-GAAP diluted net income per share. These non-GAAP financial measures exclude stock-based compensation expense, intangible asset amortization, (gains)/losses on strategic investments, and the income tax effect of these non-GAAP exclusions. In addition, non-GAAP financial measures exclude net tax benefits associated with stock-based awards, which include excess tax benefits and other discrete indirect effects of such awards. The company uses these non-GAAP financial measures internally in analyzing its financial results and believes that these non-GAAP financial measures are useful to investors as an additional tool to evaluate ongoing operating results and trends. In addition, these measures are the primary indicators management uses as a basis for its planning and forecasting for future periods.

Non-GAAP financial measures are not meant to be considered in isolation or as a substitute for the comparable GAAP financial measures. Non-GAAP financial measures are subject to limitations and should be read only in conjunction with the company’s consolidated financial statements prepared in accordance with GAAP. Non-GAAP financial measures do not have any standardized meaning and are, therefore, unlikely to be comparable to similarly titled measures presented by other companies. A description of these non-GAAP financial measures and a reconciliation of the company’s non-GAAP financial measures to their most directly comparable GAAP measures have been provided in the appendix to this presentation, and investors are encouraged to review the reconciliation.

# The Making of Arista's Decade

10 Years 10K Customers 100 Million Ports





# Leader in Data-Driven Networking



Broad TAM across diverse customer business priorities: AI and data center, campus networking, security and observability



Differentiated architecture that combines reliable, high-performance hardware with software designed to reduce cost of network operations

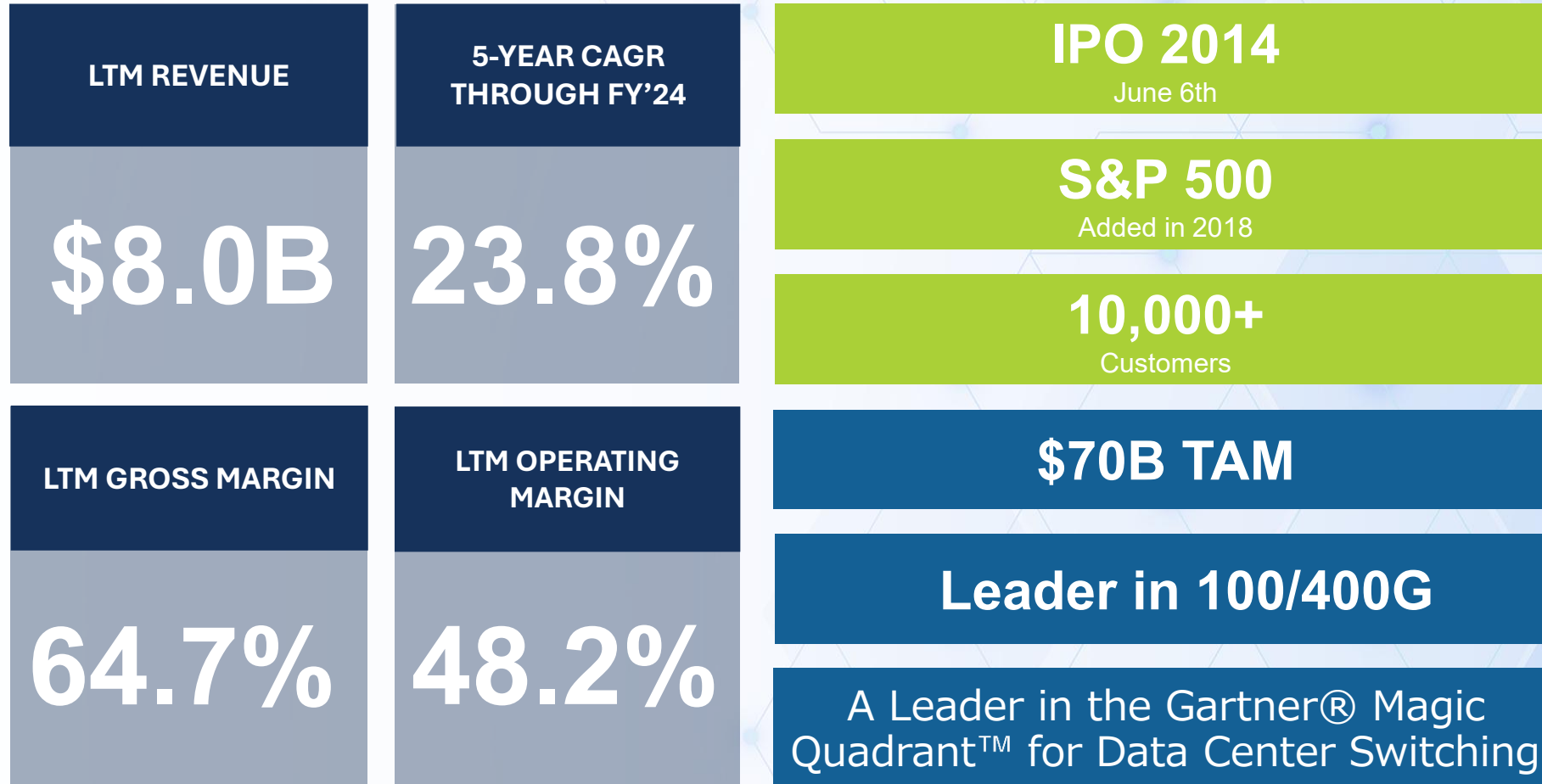


Enables a modern operating model for customers with real-time visibility into an autonomous and software-driven network



Satisfied customers generating platform sales and driving increased market share

# Arista At-a-Glance<sup>1</sup>



<sup>1</sup> Amounts are non-GAAP except for Revenue; refer to reconciliation between non-GAAP and GAAP in the appendix.

Gartner®, Magic Quadrant™ for Data Center Switching, Andrew Lerner et al., 31 March 2025

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# Founders and Senior Leadership



**Jayshree Ullal**  
CEO &  
Chairperson



**Andy Bechtolsheim**  
Founder, Chief  
Architect



**Chantelle Breithaupt**  
Chief Financial Officer



**Ken Duda**  
Founder, Chief  
Technology Officer



**Hugh Holbrook**  
Chief Development  
Officer



**Todd Nightingale**  
President, Chief  
Operating Officer



**Mark Foss**  
SVP, Global Operations  
& Marketing



**John McCool**  
Advisor to CEO  
(On Leave)



**Ashwin Kohli**  
Chief Customer  
Officer



**Chris Schmidt**  
Chief Sales Officer



**Chris Bellmare**  
SVP, Americas



# Second Quarter 2025: Company Highlights

**Arista Networks Expands AI-Driven Campus and Branch Networking Offerings** – introduced several AI-driven enterprise products that deliver an expanded set of switching, Wi-Fi 7 access point, and WAN capabilities.

**Arista Networks Acquired the VeloCloud® SD-WAN Portfolio from Broadcom** – VeloCloud expands choice and performance for Arista customers, enabling global WAN services to interconnect data centers and distributed campus/branch offices, while complementing Arista's existing CloudEOS® routing stack and high-end 7000-series WAN routers.

**Arista Networks Recognized in the Visionaries Quadrant of the 2025 Gartner® Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure published on 25 June 2025** – Gartner positioned Arista Networks as the vendor with the highest Ability to Execute in the Visionaries Quadrant in the report.

**Arista Expands Commitment to India for Enterprise Networking and AI Innovation** – The 'Make in India' initiative drives domestic manufacturing of key campus and data center switches as well as Wi-Fi 7 access points.

**Arista Networks appointed Todd Nightingale as President and Chief Operating Officer** – Mr. Nightingale previously served as the Chief Executive Officer and member of the Board of Directors of Fastly, Inc., and before that as the Executive Vice President and General Manager of Enterprise Networking and Cloud at Cisco Systems, Inc.

# Arista's FY 2024 Achievements

## EOS

- Arista EOS SWAG uses industry-standard Ethernet to group and manage individual switches via a single IP address
- The Arista EOS AI Agent aligns compute and network domains as a single managed AI entity, enabling coordination across domains to minimize job completion times

## Platforms

- The Arista Etherlink portfolio (Distributed Etherlink Switch, 7800R4, 7060X6) supports AI cluster sizes ranging from thousands to 100,000s of XPU's
- Arista's Wi-Fi 7 access points support use cases such as AR/VR, streaming multimedia, IoT, video applications and high-density deployments

## Innovation

- CloudVision UNO enables 360° AI-driven network observability and CloudVision Leaf Spine Stack (LSS™) Management helps customers manage a logical stack of switches as a single entity
- Arista MSS enables agentless microsegmentation via the switching fabric and simplifies customer zero trust networking efforts



# Why 10,000+ Customers Choose Arista



**Innovative &  
Data-Driven  
Automation,  
Telemetry, Analytics**



**Superior Quality, Low  
TCO and Simplicity  
with EOS**



**World Class  
Support**

**Modern Architecture – Scalable, Programmable, Standards-based**

# Arista's Commitment to Corporate Responsibility



## Environmental

New Science Based Targets approved by the Science Based Targets Initiative:

- 42% absolute Scope 1, 2, and 3 reduction by 2030
- Net Zero by 2050

Implemented new CO2 AI software for more accurate value chain emissions accounting

6th year of reforestation as part of Arista Tree Planting Initiative in Pune, India (and now, also globally)

## Social

Recognized as an America's Best Companies to Work For and Invest In by Forbes (#15)

Record # and \$s of Arista Foundation grants in 2024

Partnered with Arizona State University, to launch and develop a Technical Upskilling Program, which creates new pathways to enter the IT workforce  
Arista Foundation grants and donations to Second Harvest of Silicon Valley helps provide food and assistance for 500,000 clients/month

Arista grants and employee donations provided rapid support for disaster relief efforts, cataract surgeries for the elderly in need in India, and reforestation efforts across the globe

## Governance

Board of Directors composition:

- 77% Independent

The Board oversees Arista's strategy, business plans, and risk management. The Lead Independent Director facilitates independent board oversight of management.

Arista is one of a select few Fortune 1000 companies currently with a female CEO and a female CFO

view all [awards](#)

The background of the slide features a dark blue field with a pattern of lighter blue hexagons. A network of thin, light blue lines connects various points, some of which are highlighted with small, glowing blue dots, creating a sense of digital connectivity and data flow.

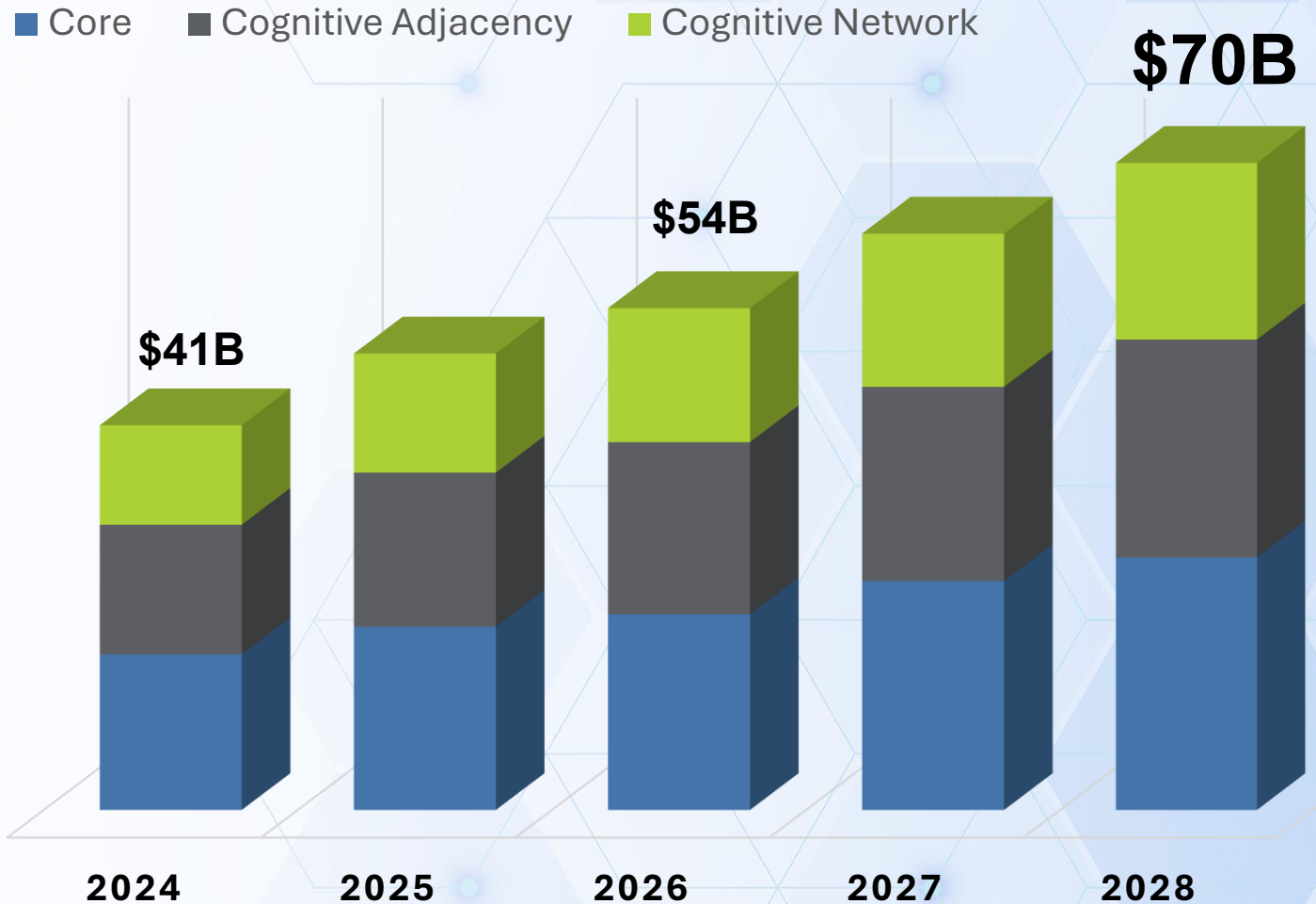
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# Growth Drivers and Market Opportunity



# Arista's Growth Drivers Addressing \$70B TAM

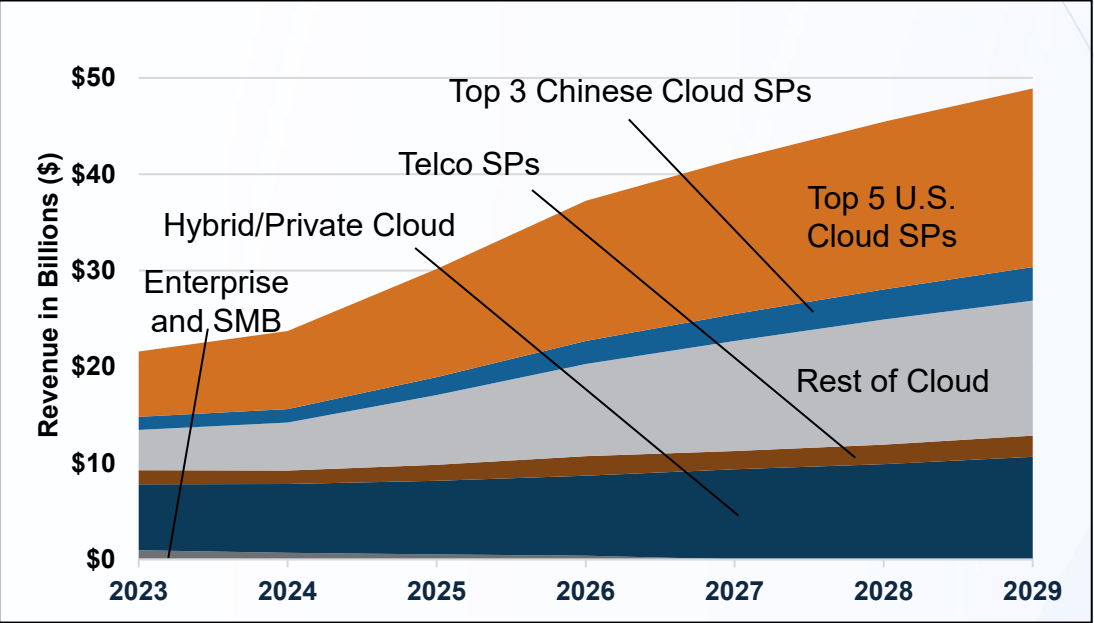
Cloud Networking Market  
Expansion



Core = Data Center & Cloud Networks  
Cognitive Adjacency = Campus & Routing  
Cognitive Network = Software & Services

# Continued Growth Ahead In Switching Market Opportunity

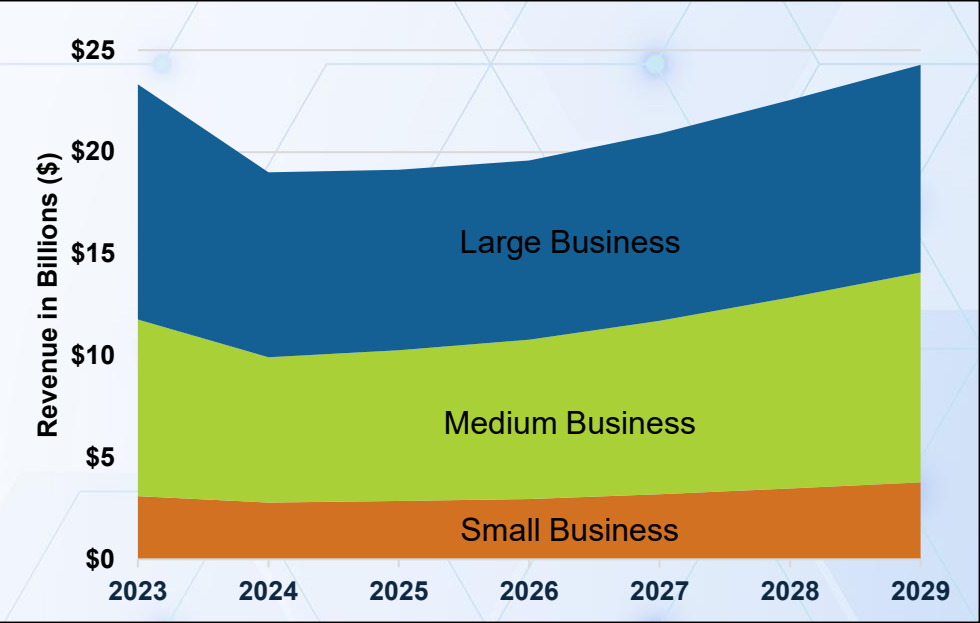
Data Center Ethernet Switch Revenue



Source: 650 Group Ethernet Switch Data Center Forecast Q1 2025

US Top 5 Cloud Providers: Amazon, Apple, Facebook, Google, Microsoft  
Chinese Tier 1 Cloud Providers: Alibaba, Baidu, Tencent

Campus Ethernet Switch Revenue



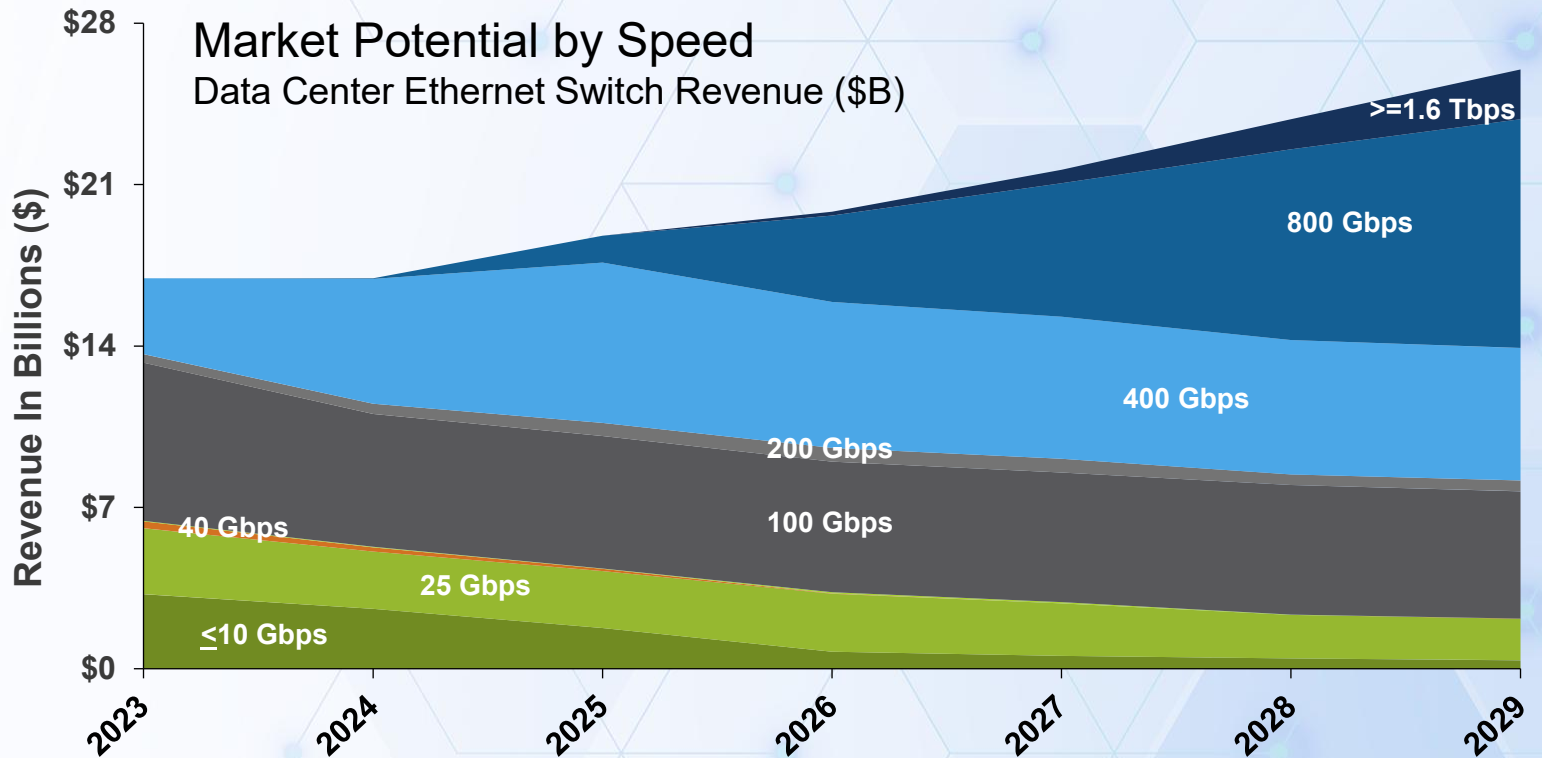
Source: 650 Group Campus Ethernet Market Forecast Q1 2025

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

**Data Center + Campus Opportunity Surpasses \$70B**

# Continued Growth Ahead In Switching Market Opportunity

## Data Center Ethernet Switch Analysis and Forecast



**Source:** Dell'Oro July 2025 – Long-Term Ethernet Switch Forecast

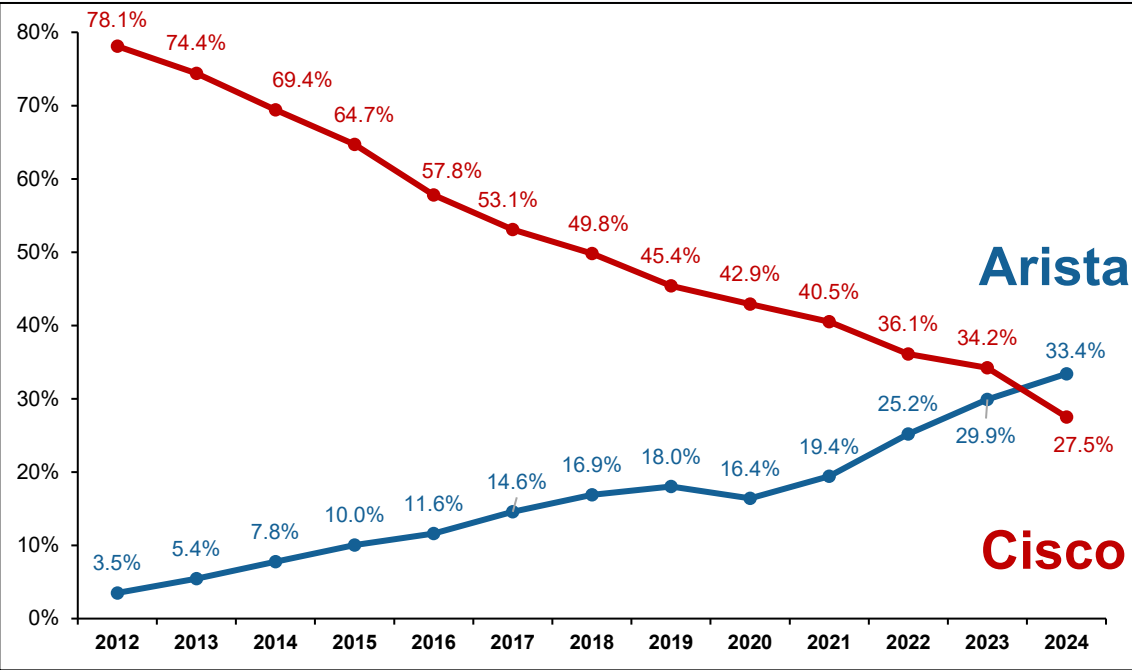
**\*Note:** Includes front-end only, excludes AI back-end networks



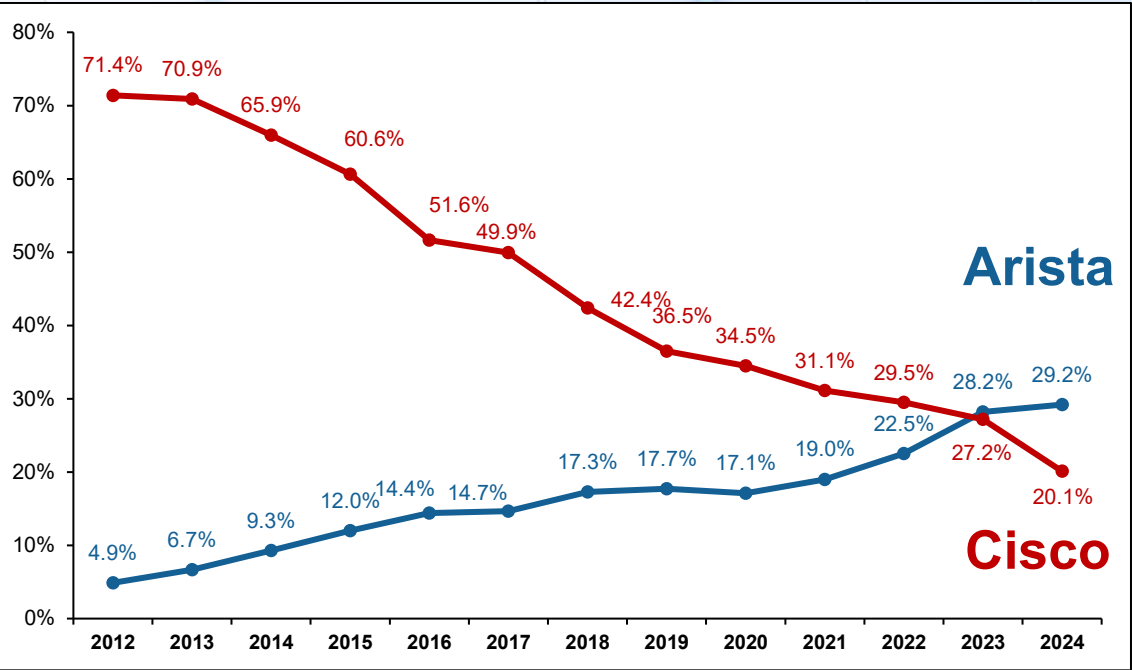
# Delivering Consistent Market Share Gains vs Cisco

High Speed Data Center Switching Market

Share in Dollars



Share in Ports

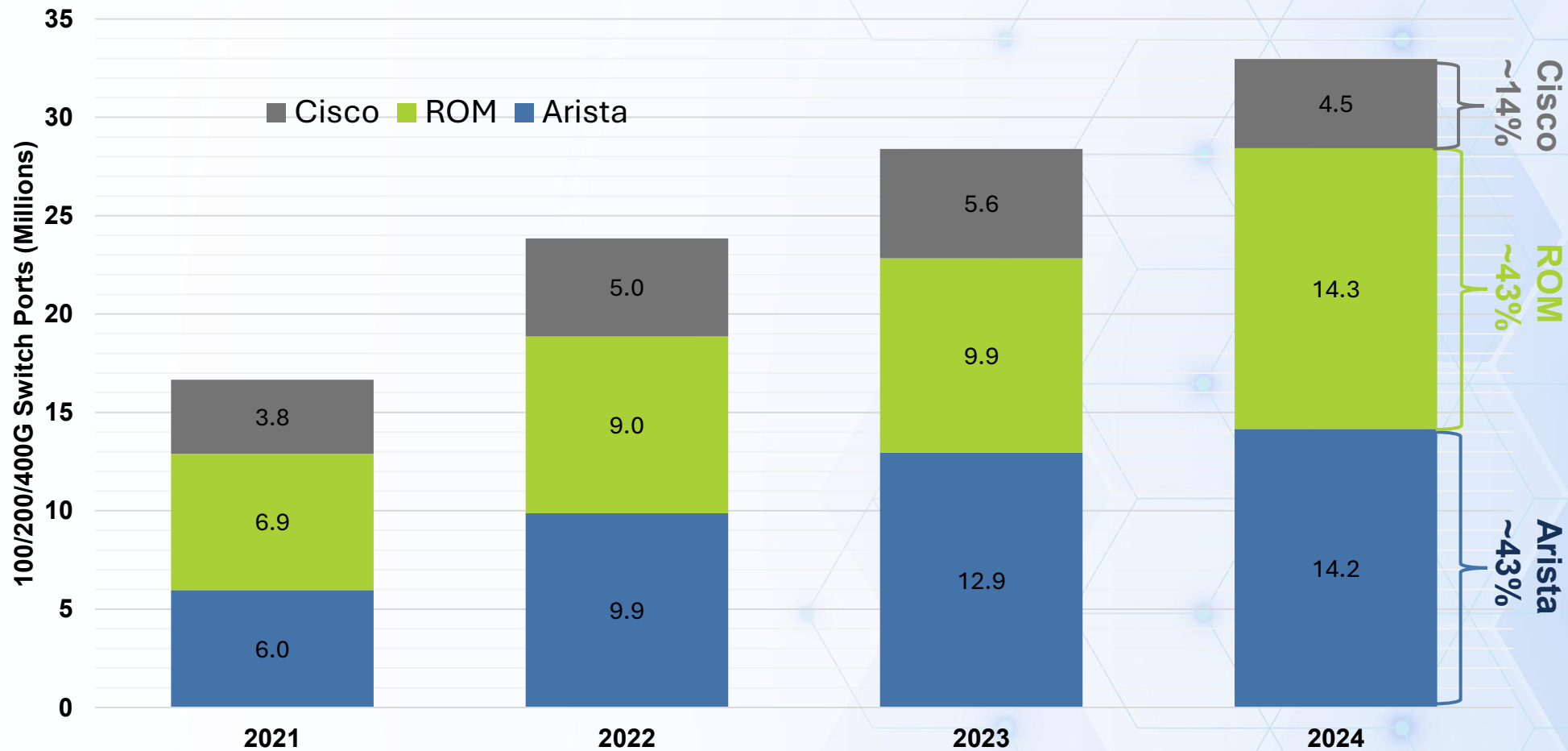


**Source:** Crehan Research Data Center Switch Market Share Report 4Q'24  
**Note:** 10GbE and Higher - Excludes blade switches

Strong, Continual Share Gains Continue Into 2024

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

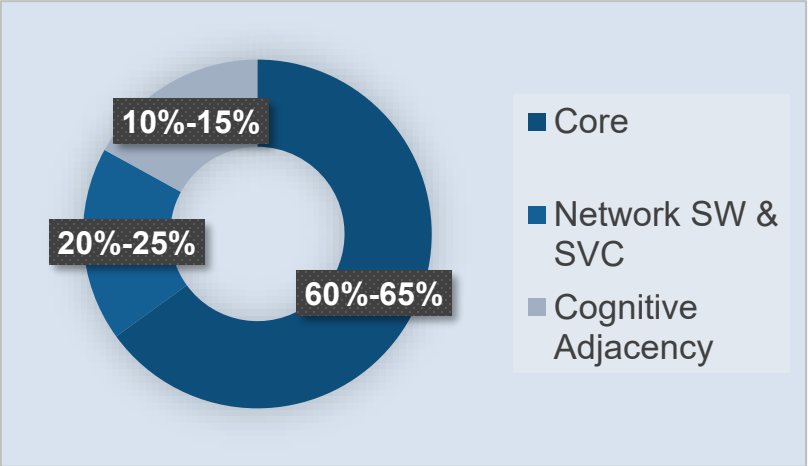
Data Center High Speed Ethernet Port Analysis



Source: Crehan Ethernet Switch Data Center Total Vendor Tables – 4Q'24

# Arista's Product and Market Sector Diversification

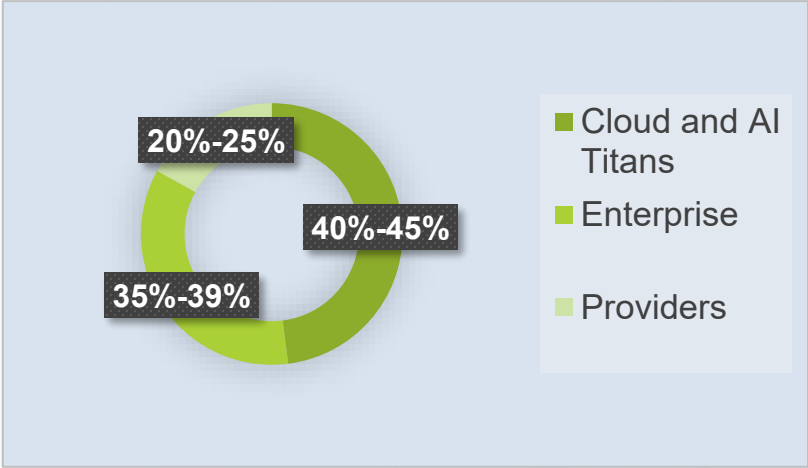
Product Trends\*



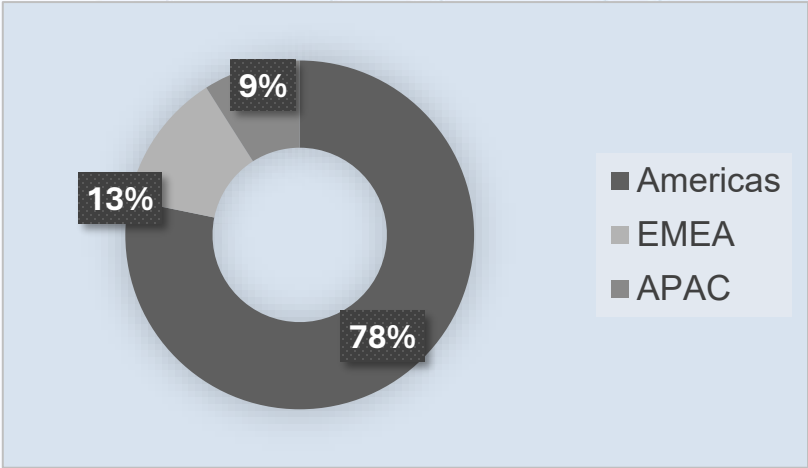
**Core – Data Center & Cloud Networks**  
**Cognitive Adjacencies – Campus & Routing**  
**Cognitive Network - SW & Services**

\*Management estimate of long-term revenue mix trends during normalized business conditions; trends may vary in a supply constrained environment

Market Sector Trends\*



Geographic Mix Q2'FY25





The background of the slide features a dark blue field with a pattern of lighter blue hexagons. A network of thin, light blue lines connects small, glowing blue dots, creating a digital or circuit-like aesthetic. The Arista logo is positioned in the upper left corner.

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# Business Model and Q2'25 Financial Update

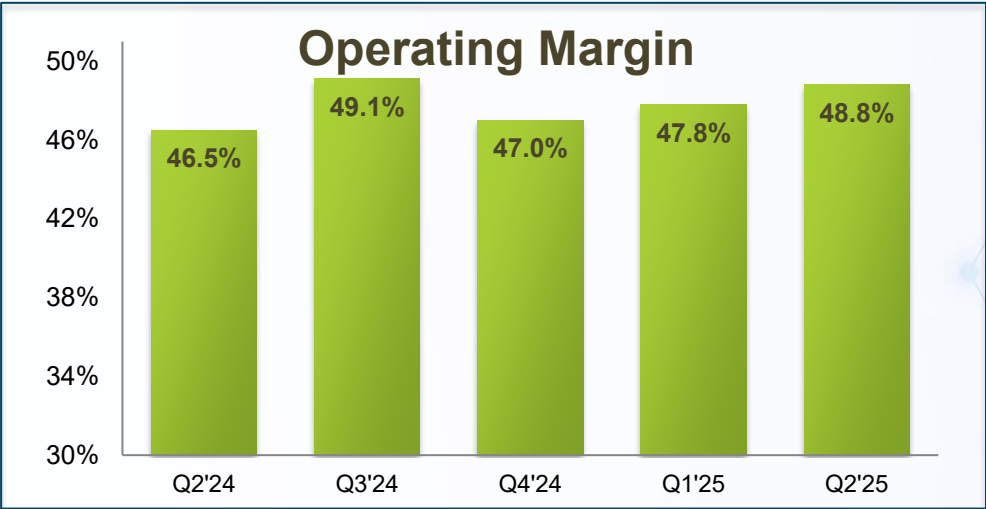
# Financial Results for Second Quarter 2025

## Financial Results (non-GAAP)<sup>1</sup>

	Q2'25 Results
Revenue	\$2.205B, up 30.4% YoY
Gross Margin (Non-GAAP) <sup>(1)</sup>	65.6%
Operating Margin (Non-GAAP) <sup>(1)</sup>	48.8%
EPS (Non-GAAP) <sup>(1)</sup>	\$0.73

<sup>1</sup> Amounts are non-GAAP except for Revenue; refer to reconciliation between non-GAAP and GAAP in the appendix.

# Financial Highlights<sup>1</sup>

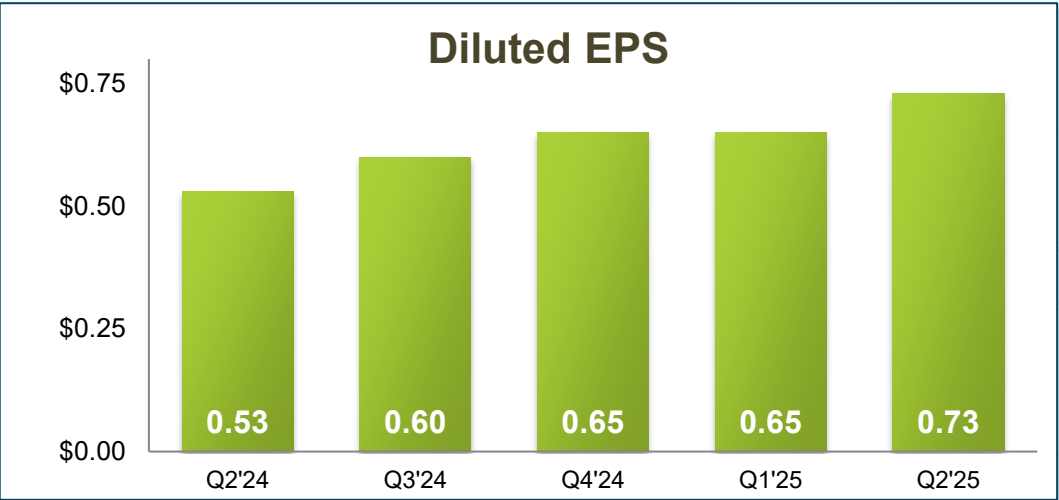
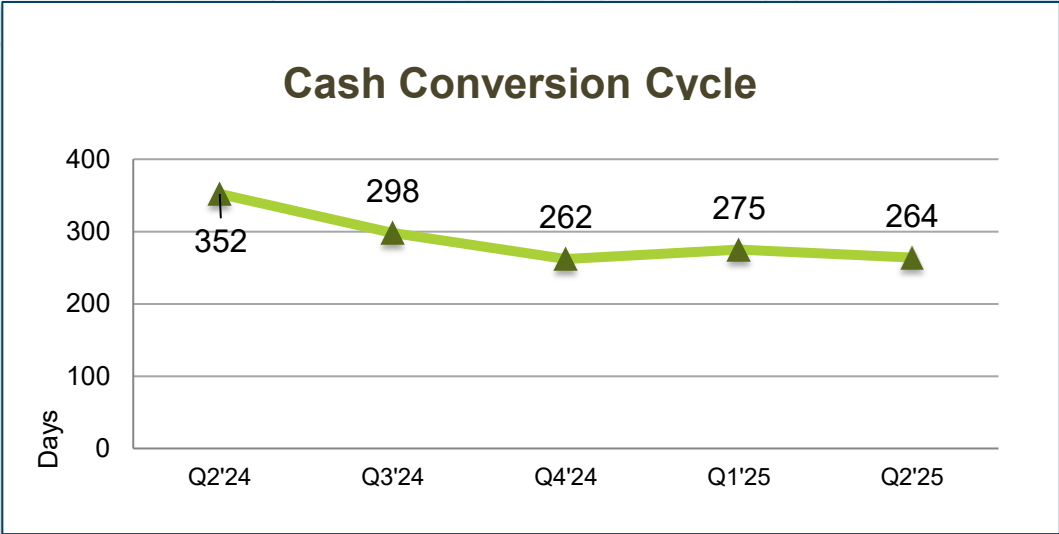
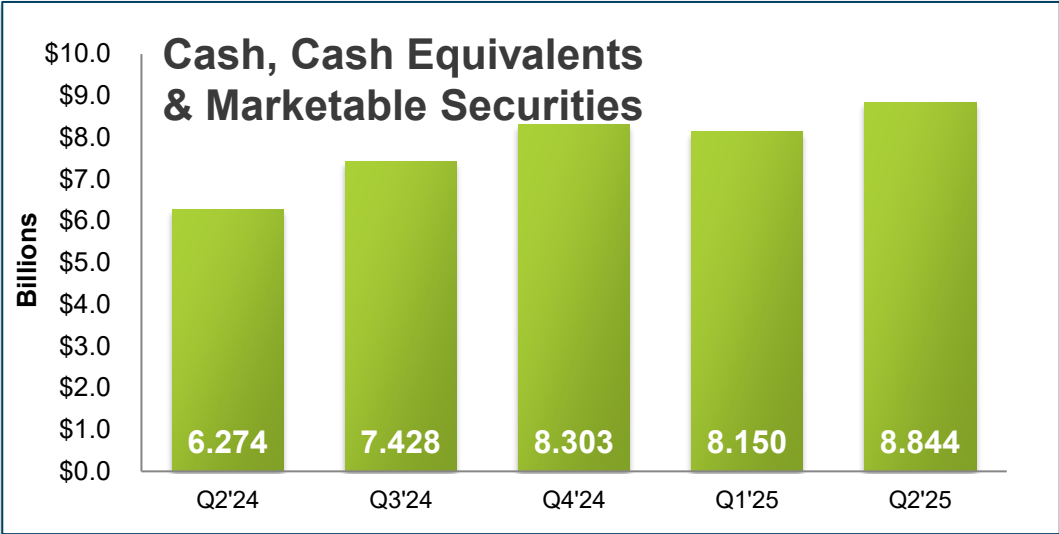


**Q2'25 higher operating margin Y/Y driven by productivity gains and higher gross margin**

<sup>1</sup> Amounts are non-GAAP except for Revenue; refer to reconciliation between non-GAAP and GAAP in the appendix.



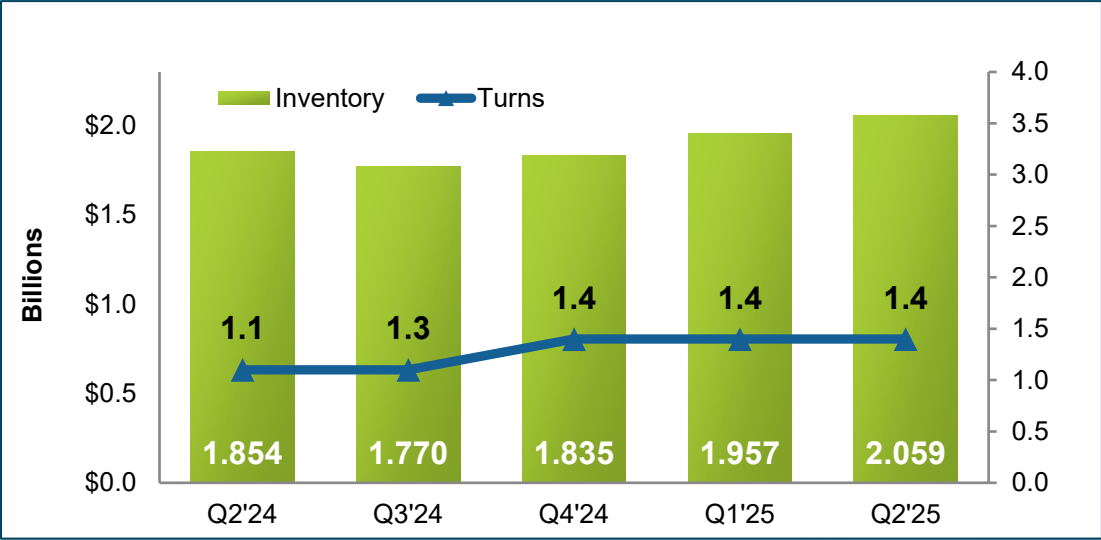
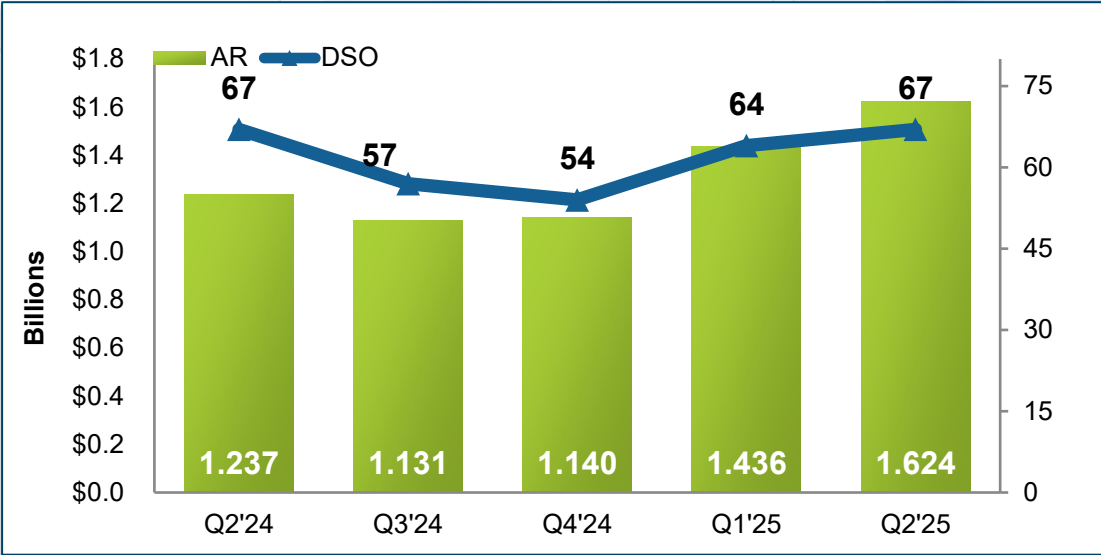
# Balance Sheet & Cash Conversion Cycle<sup>1</sup>



**Strong EPS growth at +37.7% Y/Y**

<sup>1</sup> EPS amounts are non-GAAP; refer to reconciliation between non-GAAP and GAAP in the appendix.

# Inventory Turnover



**Purchase commitments remain elevated due to new product introductions.**

# Our Approach to Capital Allocation

Maintain a healthy balance sheet

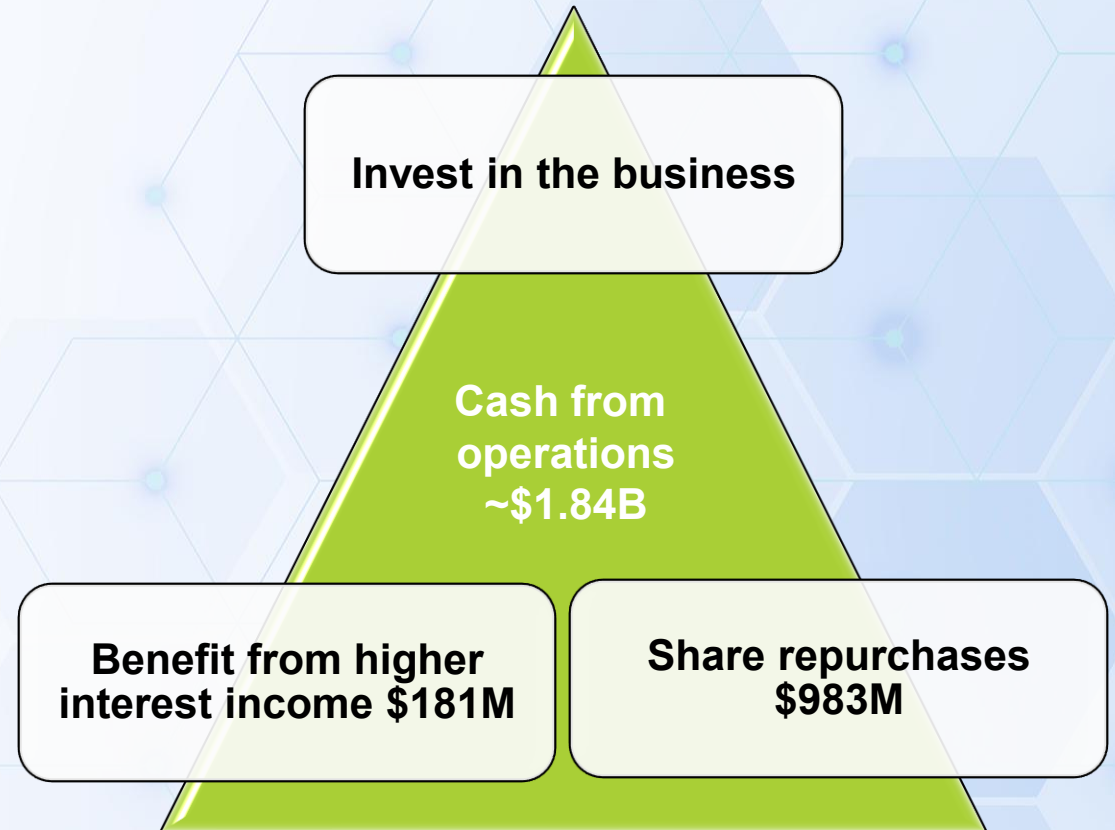
Invest to strengthen operations/position of existing business if we earn a reasonable return e.g., supply chain & working capital investments

Invest cash balance to earn interest income when accretive to EPS

M&A (strategic opportunities and when the deal makes sense from multiple angles)

Share repurchases to offset dilution and return cash to shareholders at a price that is accretive

**First Half of FY 2025**  
**Net Income \$1.7B**



The background of the slide features a dark blue field with a pattern of lighter blue hexagons. Some of these hexagons are interconnected by thin white lines, and at the points of intersection, there are small, glowing blue dots, creating a network-like or circuit-like aesthetic.

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# Guidance and Financial Outlook



## Third Quarter 2025 – Guidance

	Q3'25 Guidance
Revenue	~ \$2.25B
Gross Margin (Non-GAAP) <sup>(1)</sup>	~ 64%
Operating Margin (Non-GAAP) <sup>(1)</sup>	~ 47%

*Diluted Shares ~ 1.275 billion*  
*Non-GAAP Tax Rate<sup>(1)</sup> ~ 21.5%*

(1) Guidance for non-GAAP financial measures excludes stock-based compensation, amortization of acquisition related intangible assets, and other non-recurring items. A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis because these measures are difficult to predict and subject to change. The actual amount of stock-based compensation expense will have a significant impact on the company's GAAP gross margin and GAAP operating margin.

# Arista 2025 Goals



# FY25 Financial Outlook



1

## Revenue

~25% growth

Higher mix of Cloud/AI customers

2

## Gross Margin

~63-64%

Driven by customer mix

3

## Operating Margin

~48%

Continue to invest in the business

*Guidance for non-GAAP financial measures excludes stock-based compensation, amortization of acquisition related intangible assets, and other non-recurring items. A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis because these measures are difficult to predict and subject to change. The actual amount of stock-based compensation expense will have a significant impact on the company's GAAP gross margin and GAAP operating margin.*

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# Third Quarter 2025 Investor Conference Participation

**Arista will participate in the following conferences in August and September 2025 with the financial community**

## **J.P. Morgan Hardware & Semis Access Forum**

Martin Hull, Vice President and General Manager, Cloud and AI Platforms  
Wednesday, August 13, 2025 at 2:00 PM – 2:45 PM ET  
Webcast: <https://investors.arista.com>

## **Deutsche Bank's 2025 Annual Technology Conference**

Mark Foss, Senior Vice President, Global Operations & Marketing  
Hardev Singh, General Manager, Products, Cloud Titans and AI  
Wednesday, August 27, 2025 at 1:15 PM – 1:50 PM ET  
Webcast: <https://investors.arista.com>

## **Citi's 2025 Global TMT Conference**

Chantelle Breithaupt, Chief Financial Officer  
Ashwin Kohli, Chief Customer Officer  
Thursday, September 4, 2025 at 10:10 AM – 10:45 AM ET  
Webcast: <https://investors.arista.com>

## **Goldman Sachs Communacopia + Technology Conference**

Todd Nightingale, President and Chief Operating Officer  
Martin Hull, Vice President and General Manager, Cloud and AI Platforms  
Wednesday, September 10, 2025 at 4:45 PM – 5:20 PM ET  
Webcast: <https://investors.arista.com>





# Appendix I

- GAAP to Non-GAAP Reconciliation

# Appendix: GAAP to Non-GAAP Reconciliation

In millions except per share data	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	LTM
GAAP gross profit	\$ 1,097.2	\$ 1,161.7	\$ 1,231.0	\$ 1,276.1	1,438.6	\$ 5,107.4
GAAP gross margin	64.9%	64.2%	63.8%	63.7%	65.2%	64.2%
Stock-based compensation expense	4.0	4.1	4.3	5.5	5.8	19.7
Intangible asset amortization	4.2	4.2	4.2	3.2	2.6	14.2
Non-GAAP gross profit	\$ 1,105.4	\$ 1,170.0	\$ 1,239.4	\$ 1,284.8	1,447.0	\$ 5,141.3
Non-GAAP gross margin	65.4%	64.6%	64.2%	64.1%	65.6%	64.7%
GAAP income (loss) from operations	\$ 699.6	\$ 785.3	\$ 799.7	\$ 858.8	986.2	\$ 3,429.9
GAAP operating margin	41.4%	43.4%	41.4%	42.8%	44.7%	43.1%
Stock-based compensation expense	79.3	98.1	100.7	93.0	85.2	377.1
Intangible asset amortization	6.7	6.7	6.7	5.6	5.0	24.0
Non-GAAP income from operations	\$ 785.6	\$ 890.1	\$ 907.1	\$ 957.4	1,076.4	\$ 3,830.9
Non-GAAP operating margin	46.5%	49.1%	47.0%	47.8%	48.8%	48.2%
GAAP net income	\$ 665.4	\$ 747.9	\$ 801.0	\$ 813.8	888.8	
Stock-based compensation expense	79.3	98.1	100.7	93.0	85.2	
(Gain)/loss on strategic investments	-	(12.4)	-	(5.5)	(5.4)	
Intangible asset amortization	6.7	6.7	6.7	5.6	5.0	
Tax benefits on stock-based awards	(64.5)	(57.7)	(61.6)	(66.1)	(41.6)	
Tax effect of non-GAAP exclusions	(14.2)	(13.6)	(16.7)	(14.6)	(8.5)	
Non-GAAP net income	\$ 672.6	\$ 769.1	\$ 830.1	\$ 826.2	923.5	
GAAP diluted net income per share	\$ 0.52	\$ 0.58	\$ 0.62	\$ 0.64	0.70	
Non-GAAP adjustments	0.01	0.02	0.03	0.01	0.03	
Non-GAAP diluted income per share	\$ 0.53	\$ 0.60	\$ 0.65	\$ 0.65	0.73	
GAAP and non-GAAP diluted shares	1,279.7	1,281.8	1,283.4	1,279.2	1,271.2	



# ARISTA

# Thank You

[www.arista.com](http://www.arista.com)