

AI / ML drive more capacity data management needs



Fueling Growth

Right Team, Right Product, Right Timing

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



Strategic Partners



Management Team

-  **Michael Tao** - CEO
Cornell College, Harvard, MIT, Texas-POMC, MS, BS MIT
-  **Gary Opatowicz** - VP Engineering
Cornell College, Internet, Engineering, PhD, BS UC Berkeley
-  **Jon Ash** - VP Sales
Newark, Newark, MIT, MIT, MIT, MIT, MIT, MIT
-  **Jon Tsai** - CMO
Brooklyn, MIT, MIT, MIT, MIT, MIT, MIT
-  **Mia Morgan** - CFO
Yale, Princeton, MIT, MIT, MIT, MIT, MIT

Cloudean: Cloud Storage in Your Datacenter

	Public Cloud	Cloudean
Transparently available	✓	✓
Always available	✓	✓
Automatic data protection	✓	✓
Security built in	✓	✓
Access from anywhere	✓	✓
Pay as you grow	✓	✓
Resides in your data center		✓
Multi-Cloud Enabled		✓



- 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
- Business Critical Data
- Storage as a Service
- Surveillance
- IoT, AI, ML

Highly Differentiated: 90% win ratio



Full Compatibility with S3 API



Policy-based Data Protection



Policy-based Tiering



Multi-tenancy Cap. Billing

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

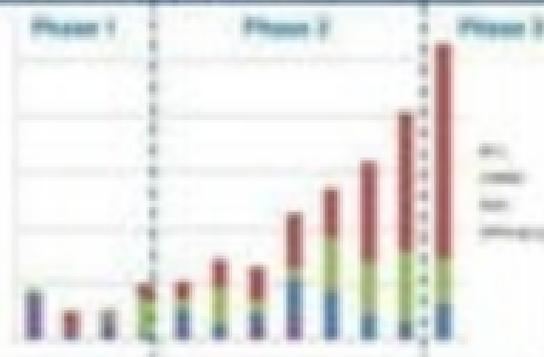
Customer Acquisition Accelerating

80% Customer
Growth over Past
Year



Rate 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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Once-in-a-Generation Opportunity





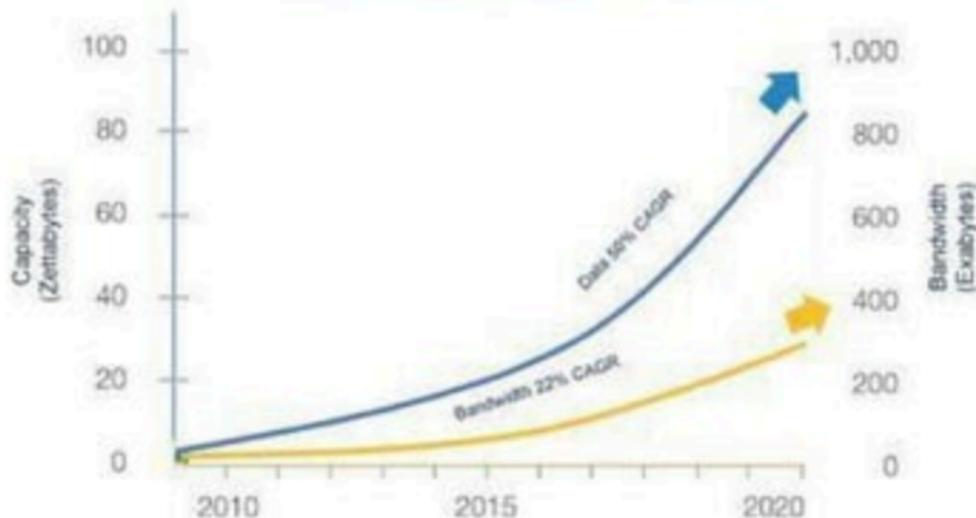
Enterprise Object Storage

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)

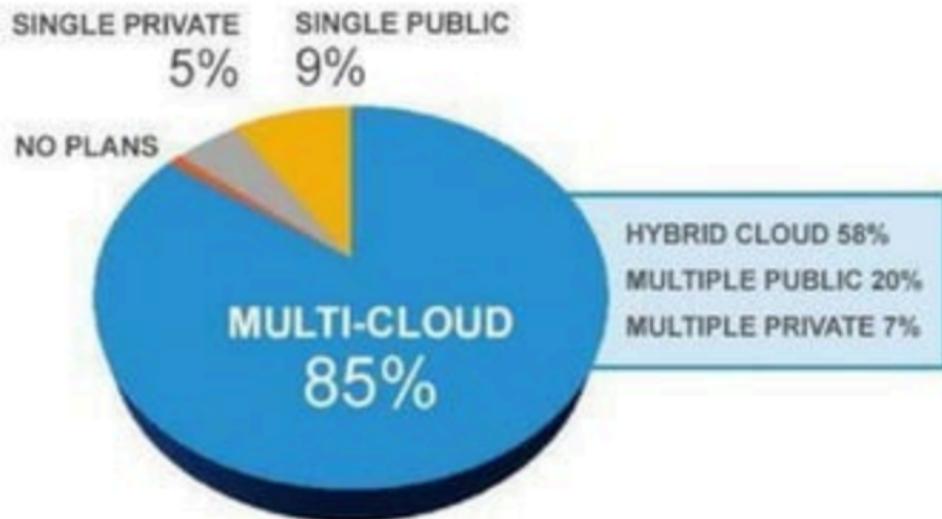
Widening gap between data size and bandwidth:

- 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

Enterprise Users Require a Multi-Cloud Strategy

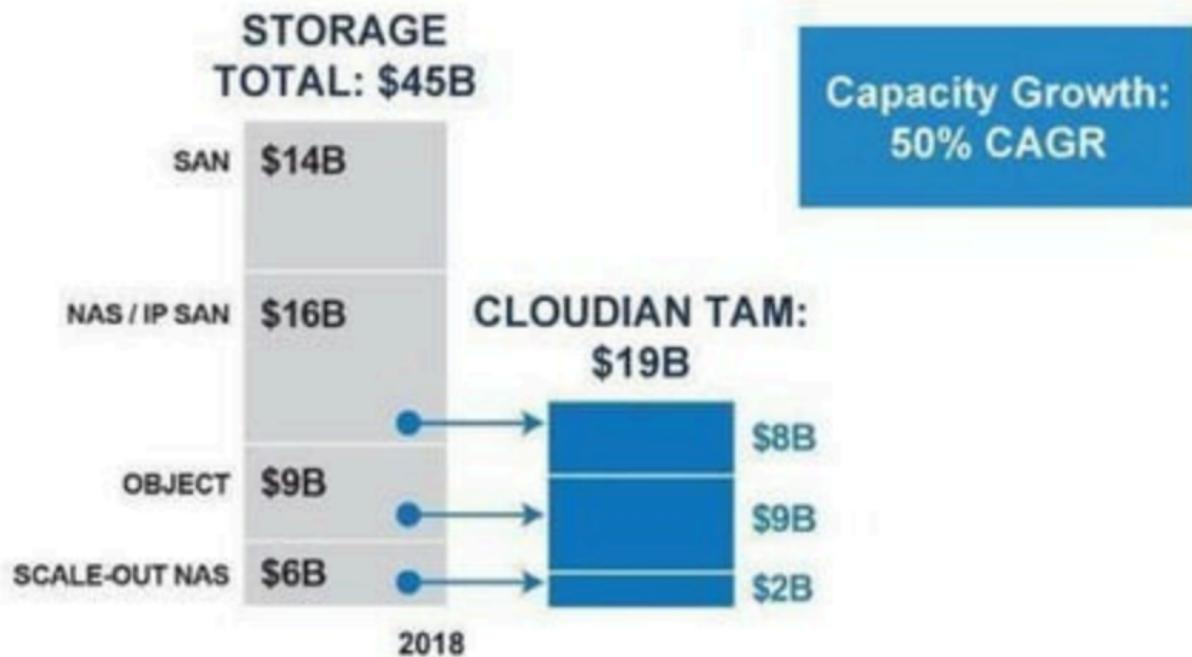


Multi-Cloud strategies drive Cloudian growth

- 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 – Cloudian TAM: \$19B



Source: IDC

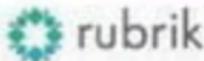
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Strategic Partners



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

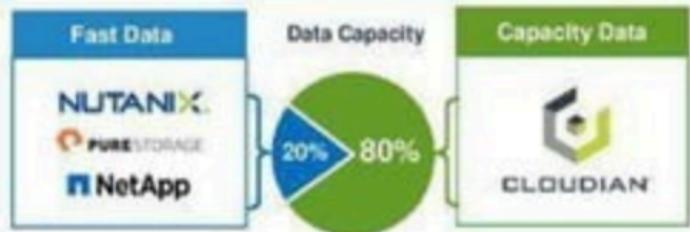
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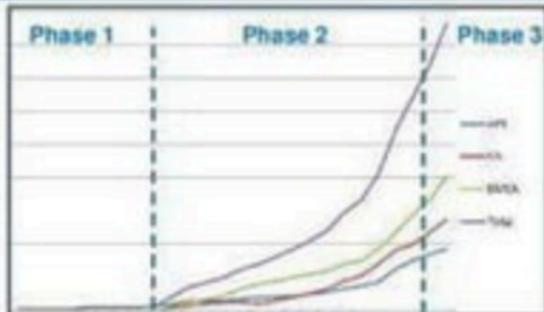
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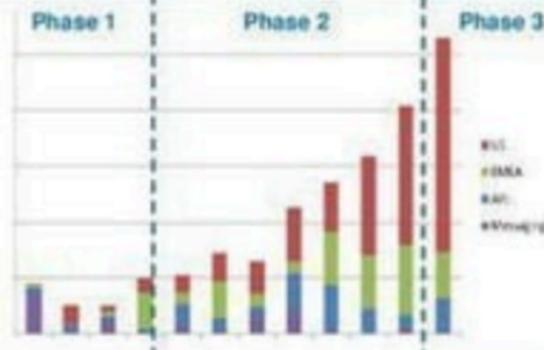
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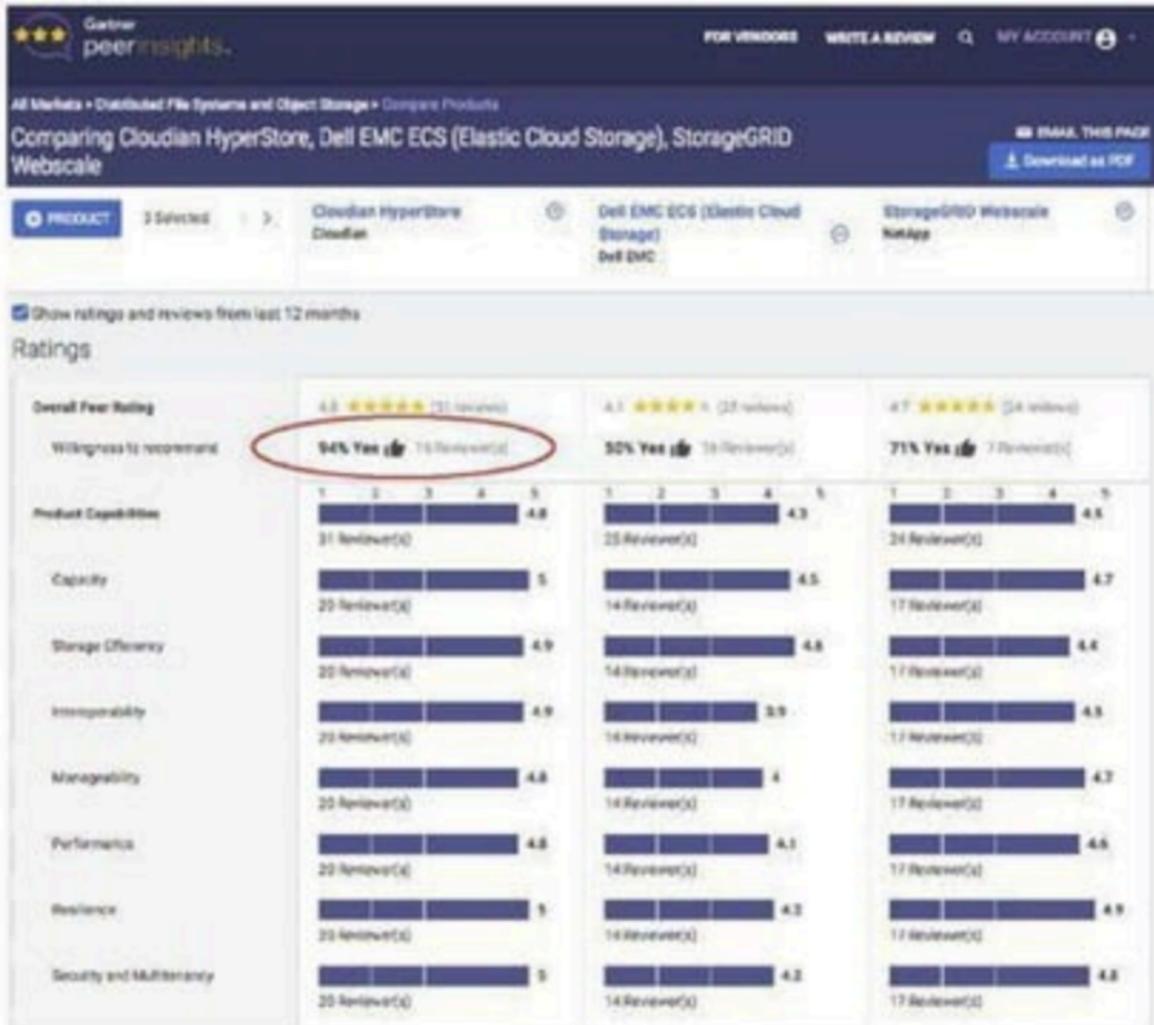
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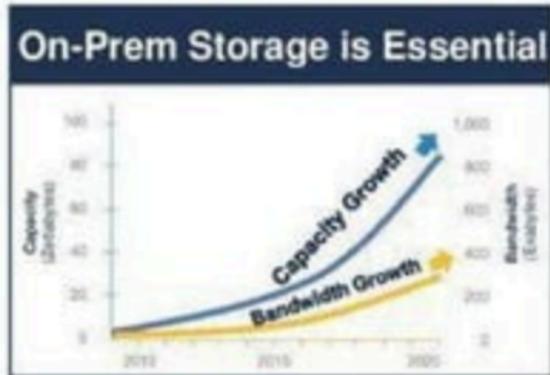
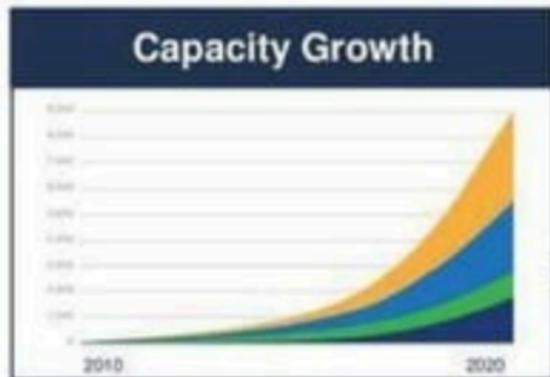
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Right Time.
Right Products.**

