



*TOMORROW  
starts here.*

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C-Scape Program



# Accelerating Opportunity Cisco Asia Pacific and Japan

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# Cisco Second Quarter FY15 Highlights

## Solving Our Customers' Biggest Business Challenges

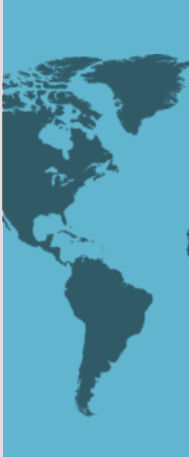


### Financial Highlights

Revenue	Operating Cash Flow
<b>\$11.9B</b>	<b>\$2.9B</b>
+7% Y/Y	
EPS	Cash Returned to Shareholders
<b>\$0.46</b> GAAP	<b>\$2.2B</b>
+70% Y/Y	
<b>\$0.53</b> non-GAAP	Dividends Paid
+13% Y/Y	<b>\$974M</b>
	Stock Repurchases
	<b>\$1.2B</b>

*This document includes non-GAAP net income per share data (EPS). Non-GAAP EPS for the second quarter of fiscal 2015 excludes the following: share-based compensation expense of \$306 million, amortization of acquisition-related intangible assets of \$305 million, acquisition-related costs of \$92 million; significant asset impairments and restructurings of \$69 million, gains on the VCE restructuring of \$126, the income tax effects of the foregoing of \$164 million, and significant tax matters of \$134 million.*

For the Q2 fiscal year 2015 Earnings Press Release please visit Cisco's Investor Relations website at <http://investor.cisco.com>.  
For ongoing Cisco news, please visit <http://newsroom.cisco.com>.

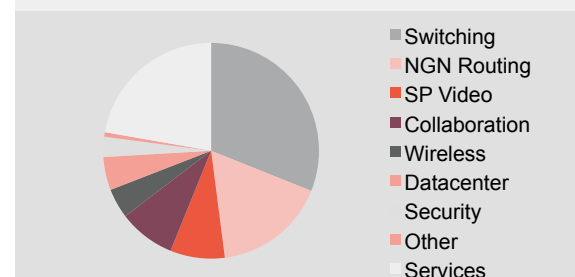
### Geographical Highlights

Revenue		
		
Americas	EMEA	APJC
<b>\$7.1B</b>	<b>\$3.1B</b>	<b>\$1.7B</b>
+9.9% Y/Y	+6.7% Y/Y	-3.1% Y/Y

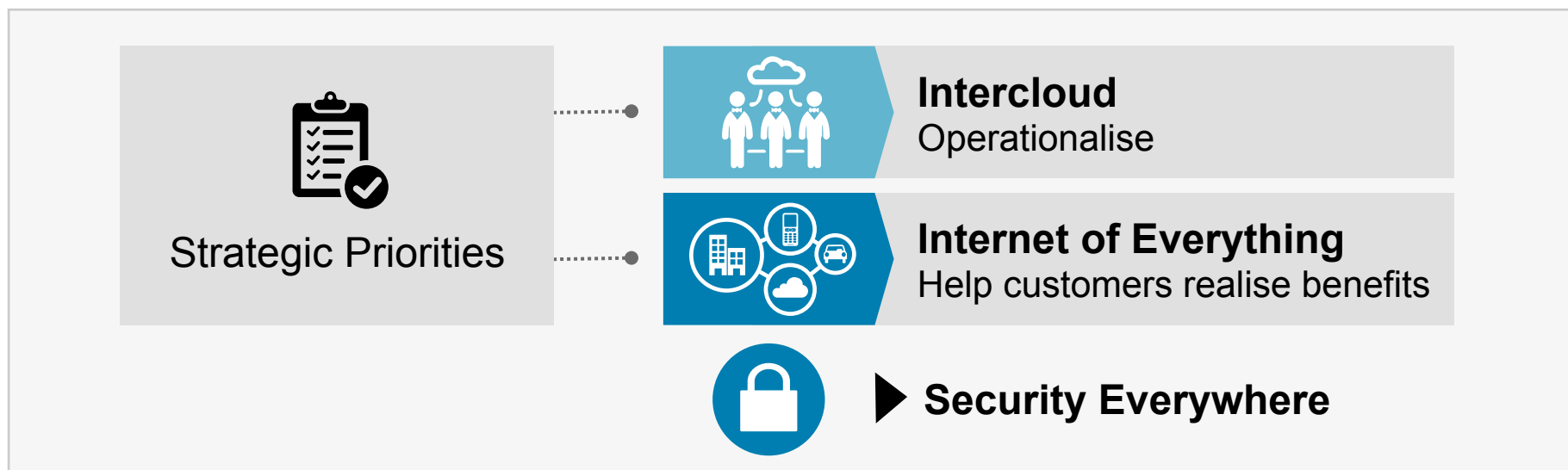
### Product & Service Portfolio Highlights

	\$M	Y/Y Growth
Switching	\$3,616	+11%
NGN Routing	\$1,764	+2%
Collaboration	\$990	+10%
SP Video	\$776	-19%
Data Center	\$846	+40%
Wireless	\$611	+18%
Security	\$416	+6%
Other	\$59	-8%
Services	\$2,858	+5%

Revenue % of Total:



## Cisco APJ Second Half FY15



### Growth Plays

Unified Access  
Data Centre / ACI





Solutions  
Installed Base Migration

Collaboration  
Software





## Cisco Investing in IoE Globally

	Internet of Things Product and Solutions Group	<ul style="list-style-type: none"><li>• \$1B invested</li><li>• Another \$1B by 2017</li></ul>
	Cisco Consulting Services Group	<ul style="list-style-type: none"><li>• Helping customers capture IoE opportunities</li></ul>
	IoE Analytics Solutions Suite	<ul style="list-style-type: none"><li>• Unveiled December 2014</li><li>• Turn IoE connections into revenue and cost savings</li></ul>
	IoE Innovation Centres	<ul style="list-style-type: none"><li>• Collaboration to generate cutting edge IoE solutions</li></ul>

# Cisco IoE Innovation Centres



# Digitisation and the Internet of Everything in Asia Pacific and Japan



Connected Mining  
Australia



Connected Manufacturing  
Japan



Connected Health Research  
Australia



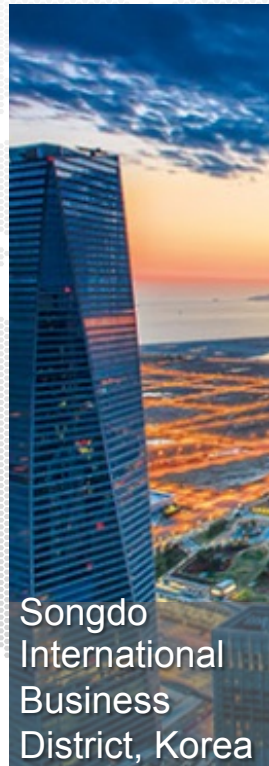
# Smart+Connected Cities Across Our Region



Adelaide,  
Australia



Singapore



Songdo  
International  
Business  
District, Korea



Busan Green  
u-city, Korea



Delhi-Mumbai  
Industrial  
Corridor, India

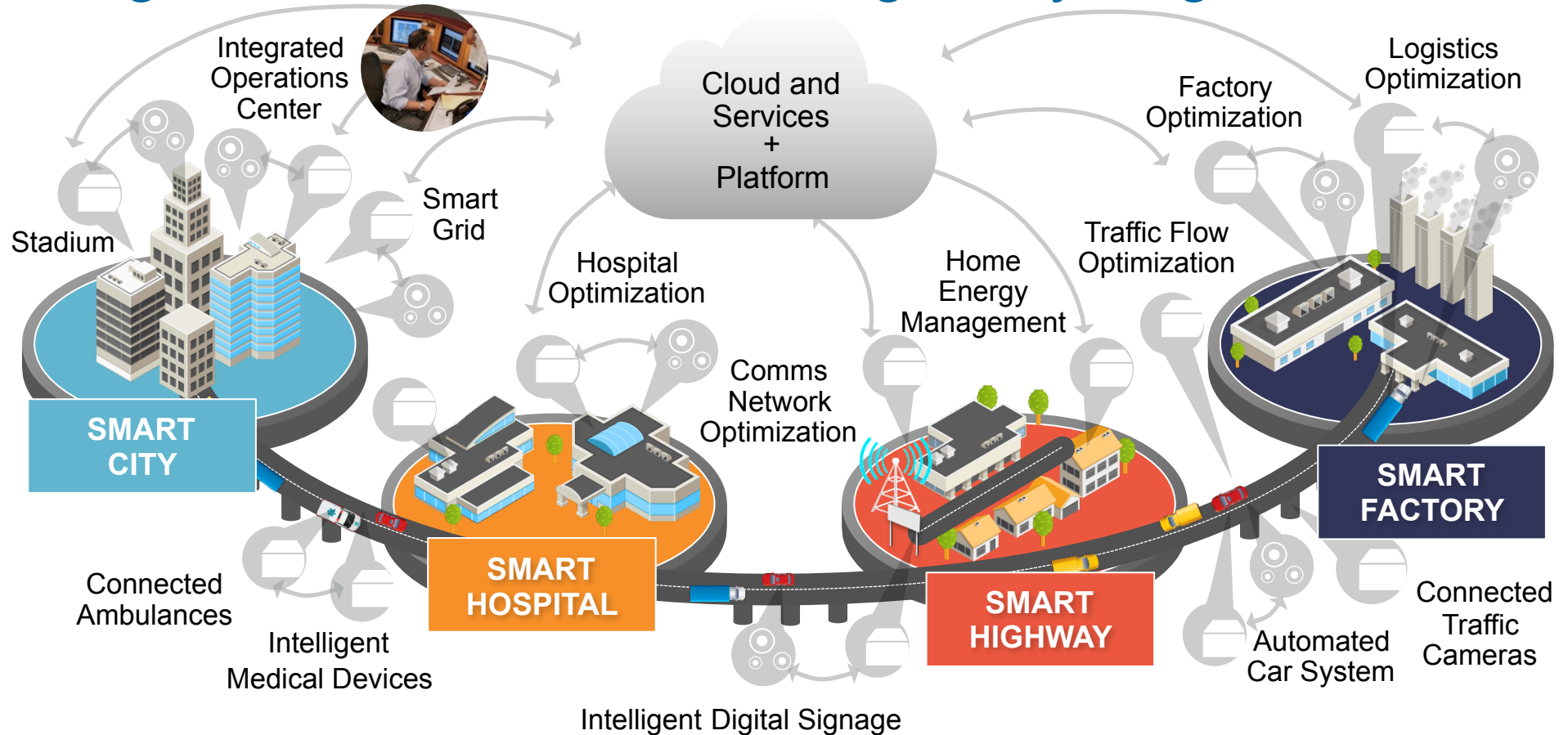


Bangalore,  
India



Nusajaya,  
Malaysia

# Digital Architecture Connecting Everything



# Accelerating Cloud and FOG Towards the Internet of Everything



## Cisco Cloud Strategy

- Addresses IT challenges
- Private, Public, Hybrid
- Moving workloads
- Scaling locally and globally
- Intercloud



## Cisco Intercloud

- First global Alliance **Telstra**  
Partner is operational
- Growing ecosystem:
- 60 Partners
  - 350 data centres
  - 50 countries

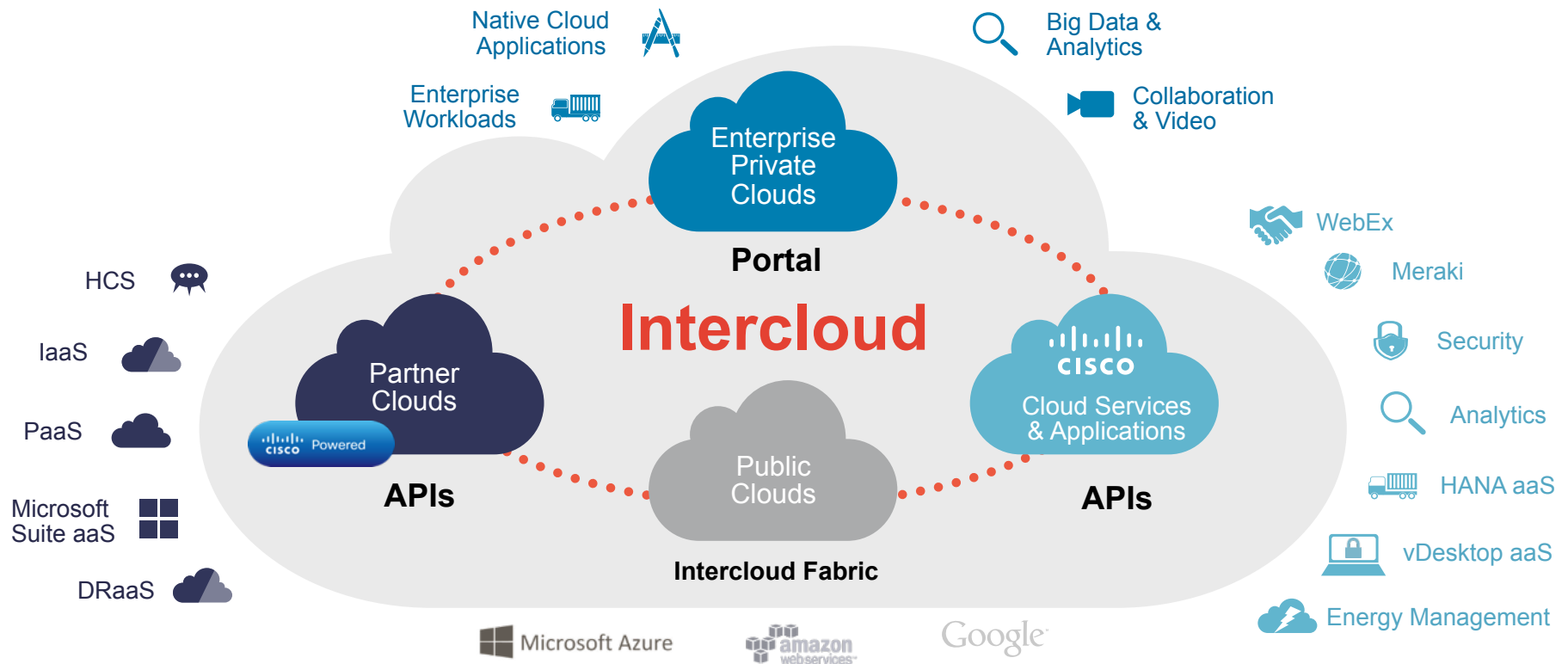


## FOG Computing

- Computing closer to network edge
- IoE... smart sensors
- Data distribution... real time decision making
- Better end-user experience



# Cisco and Partners Building World's Largest Intercloud



A long-exposure photograph of a city street at night. The foreground is filled with vibrant, curved light trails from car taillights in shades of orange, red, and yellow. In the background, a multi-lane road leads towards a bridge with blue lighting. Tall buildings with lit windows and some red flags are visible on the left side of the frame.

Q&A

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Thank you.

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