NetSuite: Global Leader in Cloud ERP
NYSE : N

As of April 28, 2015
Safe Harbor Statement

This presentation contains “forward-looking” statements that involve risks, uncertainties and assumptions relating to expectations, plans, and prospects including expectations relating to NetSuite’s future growth and the future growth of the cloud computing market. These statements are based on information available to NetSuite management at the time of this presentation.

Actual results could differ materially from our current expectations as a result of many factors, including, but not limited to: the market for on-demand services may develop more slowly than expected or than it has in the past; and adverse or unpredictable macro-economic conditions or reduced investments in on-demand applications and information technology spending. These and other risks and uncertainties associated with our business are described in our annual report on Form 10-K for the period ending December 31, 2014 and any subsequently filed periodic reports on Form 10-K or 10-Q.

We assume no obligation to, and do not intend to, update any forward looking statements.

Customers who purchase our services should make sure that their decisions are based on features that are currently available. Please be advised that any unreleased services or features from NetSuite referenced in this presentation or other public statements are not currently available and may not be delivered on time or at all.
Investment Highlights

• The World’s Leading Pure-play Software-as-a-Service (SaaS) Provider of ERP Software Suites
  - >24,000 customer organizations across 160+ countries

• Large and Expanding Addressable Market
  - ERP has largest TAM of any business app category
  - Suite approach expands TAM to multiple categories

• Decade of Sustained Revenue Growth
  - 12+ year head-start, not even a close #2
  - Powerful SaaS financial model; high visibility; strong renewals

• Winning Growth Strategy
  - Verticalization of the suite
  - Moving up market and going global with OneWorld
  - Platform Expanded to OmniChannel with SuiteCommerce
  - Large and growing partner ecosystem
Software-As-A-Service (SaaS) Adoption Disrupting Enterprise Software Landscape

Fiscal YOY Revenue Growth %

Source: Companies with dark blue bars represent the thirteen largest enterprise software vendors by total annual revenue according to Gartner March 2014 report; listed in order of respective growth rates.

YoY Revenue growth figures are based on Bloomberg data consensus estimates for company's current year as of January 29, 2015.

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## NetSuite: World’s #1 Cloud ERP

### Background
- Founded 1998; IPO in 2007
- Publicly traded on NYSE: “N”
- 3,500+ employees
- Offices in 12 countries
- $556.3M revenue in FY14

### Performance
- World’s most deployed cloud ERP
- Used by >24,000 organizations
- Fastest growing top 10 Financial Management Software Worldwide
- Used across 160+ countries

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### #1 Cloud ERP Suite

- Girl Scouts
- P&G
- Roku
- Groupon
- GoPro
- box
- school of rock
- Qualcomm
- Olympus
- Lytro
- Johnson & Johnson
- Jiffy Lube
- Splunk
- SolarWinds
- Qualys

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Top 10 WW FMS Vendors: 2014 YoY Market Share Growth Rate %

- NetSuite is the only pure Cloud vendor in Top 20
- NetSuite is #8 overall by Market Share

Chart created by NetSuite based on Gartner Market Share Note
Cloud Opportunity: The Big Land Grab

Massive Market Opportunity

<table>
<thead>
<tr>
<th>Year</th>
<th>ERP</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>$25</td>
</tr>
<tr>
<td>2014</td>
<td>$27</td>
</tr>
<tr>
<td>2015</td>
<td>$29</td>
</tr>
<tr>
<td>2016</td>
<td>$31</td>
</tr>
<tr>
<td>2017</td>
<td>$33</td>
</tr>
</tbody>
</table>

Source: Gartner, Total Enterprise Software Markets Worldwide, 1Q14 Update

Rapid Cloud ERP Growth

- HR: 7%
- Cloud Payments: 13%
- CRM: 16%
- Cloud Advertising: 17%
- ERP: 23%

Source: Gartner, Feb 2013, Public Cloud Service Subsegment, CAGR% (2011-16)

Cloud is the Future

- 4x Faster growth than worldwide IT market
- 50+% Of companies plan to increase cloud spend over next 12 months
- #1 Technology affecting IT

Source: Gartner 2011 CIO Survey; Forrester The ROI of Cloud Apps, June 2011; IDC WW and Regional Public IT Cloud Service Forecast 2011-15

Fortune 5 Million: US Enterprise & Mid-Market SMBs

- Target Market
  - Enterprise
    - >1,000 employees
    - ~9,000 firms
  - Mid-Market
    - 100 - 1,000 employees
    - ~116,000 firms
  - Small
    - <100 employees
    - ~6,000,000

NetSuite SuiteCommerce: Addresses Accelerating Global Shift to Ecommerce

Global Ecommerce Sales Forecast: 2012-2016

(in $billions)

<table>
<thead>
<tr>
<th>Year</th>
<th>US Ecommerce</th>
<th>Europe Ecommerce</th>
<th>China Ecommerce</th>
<th>Latam Ecommerce</th>
<th>ROW Ecommerce</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>9%</td>
<td>15%</td>
<td>45%</td>
<td>11%</td>
<td>107%</td>
</tr>
<tr>
<td>2013</td>
<td>16%</td>
<td>15%</td>
<td>43%</td>
<td>14%</td>
<td>17%</td>
</tr>
<tr>
<td>2014</td>
<td>15%</td>
<td>15%</td>
<td>30%</td>
<td>11%</td>
<td>16%</td>
</tr>
<tr>
<td>2015</td>
<td>13%</td>
<td>13%</td>
<td>20%</td>
<td>9%</td>
<td>15%</td>
</tr>
<tr>
<td>2016</td>
<td>12%</td>
<td>12%</td>
<td>17%</td>
<td>9%</td>
<td>15%</td>
</tr>
</tbody>
</table>

% = Year-over-Year Growth Rate

Source: BAML Ecommerce /Industry Forecast, Dec 2013

ROW = Australia, Japan, Russia, India and Other ROW
A Decade in Cloud Leadership

**NetSuite Fiscal Year Annual Revenue (M)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003</td>
<td>$8</td>
</tr>
<tr>
<td>2004</td>
<td>$18</td>
</tr>
<tr>
<td>2005</td>
<td>$36</td>
</tr>
<tr>
<td>2006</td>
<td>$67</td>
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<tr>
<td>2007</td>
<td>$109</td>
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<tr>
<td>2008</td>
<td>$153</td>
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<td>2009</td>
<td>$167</td>
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<tr>
<td>2010</td>
<td>$193</td>
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<tr>
<td>2011</td>
<td>$236</td>
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<tr>
<td>2012</td>
<td>$309</td>
</tr>
<tr>
<td>2013</td>
<td>$415</td>
</tr>
<tr>
<td>2014</td>
<td>$556</td>
</tr>
<tr>
<td>2015E</td>
<td>$720M</td>
</tr>
</tbody>
</table>

**Midpoint of the range of FY2015 outlook of $715 to $725 million provided on NetSuite’s Q1 2015 earnings call as of April 23, 2015**
Accelerating Recurring Revenue

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>$139.1M</td>
<td>$163.9M</td>
<td>$199.6M</td>
<td>$252.9M</td>
<td>$333.6M</td>
<td>$447.8M</td>
</tr>
<tr>
<td>Q2</td>
<td>16% YoY</td>
<td>18% YoY</td>
<td>22% YoY</td>
<td>27% YoY</td>
<td>32% YoY</td>
<td>34% YoY</td>
</tr>
<tr>
<td>Q3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Q4</td>
<td></td>
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</tr>
</tbody>
</table>

NetSuite Annual Recurring Revenue Growth

In Millions
Leading Businesses Choose NetSuite

Total # of Companies, Subs and Organizations (NetSuite Customers)

Source: NetSuite public disclosure of customer count

Leading Brands Across Industries

Source: NetSuite public disclosure of customer count
<table>
<thead>
<tr>
<th>Best Known Brands Run NetSuite</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>QUALCOMM</strong></td>
</tr>
<tr>
<td>Selected NetSuite OneWorld for business management in subsidiaries and emerging markets.</td>
</tr>
<tr>
<td><strong>LAND O’ LAKES</strong></td>
</tr>
<tr>
<td>Expanded to international markets with NetSuite OneWorld in under four months.</td>
</tr>
<tr>
<td><strong>Girl Scouts</strong></td>
</tr>
<tr>
<td>Girl Scouts has made NetSuite SuiteCommerce central to its strategy to grow its online business while delivering a cohesive Web experience for all customers.</td>
</tr>
<tr>
<td><strong>GoPro</strong></td>
</tr>
<tr>
<td>Saving $360,000 annually on IT costs over on-premise ERP, and reduced order management response times more than sixteen-fold.</td>
</tr>
<tr>
<td><strong>SIEMENS</strong></td>
</tr>
<tr>
<td>Using NetSuite across 2,700+ users in 15+ countries – and across 3,000+ client projects and 1,500+ products and skills.</td>
</tr>
</tbody>
</table>
NetSuite Solution
Today’s Businesses Struggle with an Application Hairball
NetSuite: One System for Running a Business

- Core Business
  - Customer Management
  - Order Management
  - Global Financial Management
  - Billing Management
  - Revenue Management
- Core Functions
  - Resource Management
  - Time & Expense
  - Project Accounting
- External Systems
  - ERP
  - SRP
  - Project Management
- People
  - CEO
  - CFO
  - Support Manager
  - Sales Rep/Manager
  - Ecommerce Manager
  - Shipping Manager
  - Vendors
  - Partners
Solution Overview

• NetSuite: Modular cloud business suite
  - ERP, CRM, Ecommerce, PSA
  - For midsize companies to large enterprises

• NetSuite OneWorld: Global management

• NetSuite SuiteCommerce: Ecommerce

• NetSuite OpenAir: Enterprise PSA

• NetSuite SuiteCloud Platform
NetSuite is the most successful ERP suite SaaS provider operating in terms of active customers, international presence and functionality offered across the product.
19+ Languages, 190+ Currencies
Why Businesses Choose NetSuite

• Last ever ERP upgrade – No “version-lock”
• Eliminates application hairball
• Deploys in months, not years
• Modern, flexible and evolving
• Dramatically lowers IT cost
Enterprise Opportunity: Two-Tier
The Two-Tier Opportunity

A tiered ERP suite strategy is the use of ERP suites from different vendors in two or more levels of the organization—for example, corporate headquarters and local subsidiary operations. A tiered ERP suite strategy is the use of ERP suites from different vendors in two or more levels of the organization—for example, corporate headquarters and local subsidiary operations. The concept of a single ERP suite that meets all of an enterprise's needs, particularly in large, complex and diverse organizations, is no longer tenable. Adopting a two-tier ERP strategy can dramatically reduce regional business unit implementation times, provide greater agility and improve operational costs. CIOs understanding its definition, the rationale for selection and the diverse deployment options is key to a successful implementation.

Rise of the Two-Tier

48% enterprises now opting for two-tier

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1: Source: Develop a Strategic Road Map for Postmodern ERP in 2013 and Beyond
2: Source: How to Evaluate a Vendor’s Commitment to the Cloud and SaaS
3: Source: Understand the Deployment Options for a TwoTier ERP Suite Strategy, May 2013
NetSuite’s Two-Tier Solution

NetSuite Cloud Running NetSuite OneWorld

CORPORATE Running Oracle/SAP E-Business Suite Financials

SuiteCloud Connect

NetSuite Cloud Running NetSuite OneWorld

Worldwide Operations

US Operations

China

Vietnam

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Two-Tier: Driving Business Velocity

Emerging Markets & Products:
Rapidly deploy ERP with minimal CapEx and IT

Mergers and Acquisitions:
Cost effective ERP within subsidiaries

Divestitures:
Shed legacy ERP with lean, customizable cloud ERP
Enterprise Partnerships to Drive Success

“Accenture’s unmatched industry expertise and NetSuite’s sophisticated cloud leadership pave the way forward for global enterprises.”

Paul Daugherty
Chief Technology Architect
SuiteCommerce
Commerce is Changing Every Industry

• Retail: Omnichannel as a matter of survival

• Manufacturing: Direct access to customers
  - Sell B2B, B2C, retail, on marketplaces

• Wholesale Distributor: B2B, digital supply chain and B2C

• Software: Subscription management, Usage-based billing

• Services: Unified billing, Internet and new media

• Products are becoming services
Transforms the NetSuite Operational System Into a Commerce Platform That Provides Complete Flexibility to:

Support Multiple Touchpoints | Support Any Business Model | Integrate the Back-office Commerce Operation | Innovate Rapidly to Embrace an Ever-changing Landscape
SuiteCommerce Powers Global Expansion of Omnichannel
Financial Highlights
Q1 2015 Financial Highlights

• Record Q1 2015 revenue of $164.8 Million, a 34% increase Year-over-Year
• Record Q1 2015 recurring revenue of $133.0 Million, a 34% increase Year-over-Year
• Record Q1 Operating Cash Flow of $28.0 Million, a 46% increase Year-over-Year
• Eight consecutive quarters of more than 30% Year-over-Year recurring revenue growth

Note: Reconciliation of Non-GAAP measures to the comparable GAAP measures are available in the quarterly results press releases which can be found on NetSuite’s website in the investor relations section.
Key Financial Trends

<table>
<thead>
<tr>
<th>Non-GAAP Net Income ($ Millions)</th>
<th>Non-GAAP Recurring Revenue Gross Margin %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009 $3.4</td>
<td>2009 84.3%</td>
</tr>
<tr>
<td>2010 $8.5</td>
<td>2010 85.8%</td>
</tr>
<tr>
<td>2011 $10.8</td>
<td>2011 85.2%</td>
</tr>
<tr>
<td>2012 $19.1</td>
<td>2012 85.3%</td>
</tr>
<tr>
<td>2013 $19.9</td>
<td>2013 85.3%</td>
</tr>
<tr>
<td>2014 $25.0</td>
<td>2014 85.8%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Deferred Revenue ($ Millions)</th>
<th>Cash Flow from Operations ($ Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009 $72.7</td>
<td>2009 $4.7</td>
</tr>
<tr>
<td>2010 $81.1</td>
<td>2010 $18.2</td>
</tr>
<tr>
<td>2011 $111.7</td>
<td>2011 $36.3</td>
</tr>
<tr>
<td>2012 $161.4</td>
<td>2012 $54.3</td>
</tr>
<tr>
<td>2013 $224.6</td>
<td>2013 $62.2</td>
</tr>
<tr>
<td>2014 $314.5</td>
<td>2014 $74.9</td>
</tr>
</tbody>
</table>

Note: Reconciliation of Non-GAAP measures to the comparable GAAP measures are available in the quarterly results press releases which can be found on NetSuite’s website in the investor relations section.
Q2’15 and FY2015 Outlook

<table>
<thead>
<tr>
<th></th>
<th>Q2 2015</th>
<th>FY2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$170M to $172M</td>
<td>$715M to $725M</td>
</tr>
<tr>
<td><strong>Non-GAAP EPS</strong></td>
<td>$0.03 to $0.04</td>
<td>$0.32</td>
</tr>
<tr>
<td><strong>Operating Cash Flow</strong></td>
<td>$20M to $22M</td>
<td>$90M to $95M</td>
</tr>
</tbody>
</table>

Q2’15 and FY2015 Outlook ranges provided on NetSuite’s Q1’2015 earnings call as of April 23, 2015.

Note: Reconciliation of Non-GAAP measures to the comparable GAAP measures are available in the quarterly results press releases which can be found on NetSuite’s website in the investor relations section.
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