### **Revenue & Growth**

1. **Q:** What was Pure Storage’s total revenue in FY23?  
    **A:** Pure Storage’s total revenue in FY23 was **$2.8 billion**, up 26% year-over-year.
2. **Q:** What was Pure Storage’s total revenue in FY24?  
    **A:** Pure Storage’s total revenue in FY24 was **$2.8 billion**, up 3% year-over-year.
3. **Q:** How much revenue did Pure Storage generate in Q4 FY23?  
    **A:** Pure Storage generated **$810.2 million** in Q4 FY23, up 14% year-over-year.
4. **Q:** How much revenue did Pure Storage generate in Q4 FY24?  
    **A:** Pure Storage generated **$789.8 million** in Q4 FY24, a decline of 3% year-over-year

### **Subscription Services**

1. **Q:** What was Pure Storage’s subscription services revenue in FY23?  
    **A:** Subscription services revenue in FY23 was **$961.3 million**, up 30% year-over-year.
2. **Q:** What was Pure Storage’s subscription services revenue in FY24?  
    **A:** Subscription services revenue in FY24 was **$1.2 billion**, up 26% year-over-year.
3. **Q:** How much subscription services revenue did Pure Storage generate in Q4 FY23?  
    **A:** Pure Storage generated **$265.1 million** in subscription services revenue in Q4 FY23, up 23% year-over-year.
4. **Q:** How much subscription services revenue did Pure Storage generate in Q4 FY24?  
    **A:** Pure Storage generated **$328.9 million** in subscription services revenue in Q4 FY24, up 24% year-over-year

### **ARR & RPO**

1. **Q:** What was Pure Storage’s subscription annual recurring revenue (ARR) in Q4 FY23?  
    **A:** Subscription ARR in Q4 FY23 was **$1.1 billion**, up 30% year-over-year.
2. **Q:** What was Pure Storage’s subscription ARR in Q4 FY24?  
    **A:** Subscription ARR in Q4 FY24 was **$1.4 billion**, up 25% year-over-year.
3. **Q:** What was Pure Storage’s remaining performance obligations (RPO) in FY23?  
    **A:** Pure Storage’s RPO in FY23 was **$1.8 billion**, up 24% year-over-year.
4. **Q:** What was Pure Storage’s remaining performance obligations (RPO) in FY24?  
    **A:** Pure Storage’s RPO in FY24 was **$2.3 billion**, up 31% year-over-year

### **Profitability & Margins**

1. **Q:** What was Pure Storage’s GAAP operating income in FY23?  
    **A:** GAAP operating income in FY23 was **$83.5 million**.
2. **Q:** What was Pure Storage’s GAAP operating income in FY24?  
    **A:** GAAP operating income in FY24 was **$53.6 million**.
3. **Q:** What was Pure Storage’s non-GAAP operating income in FY23?  
    **A:** Non-GAAP operating income in FY23 was **$457.2 million**.
4. **Q:** What was Pure Storage’s non-GAAP operating income in FY24?  
    **A:** Non-GAAP operating income in FY24 was **$458.4 million**.
5. **Q:** What was Pure Storage’s GAAP operating margin in FY23?  
    **A:** GAAP operating margin in FY23 was **3.0%**.
6. **Q:** What was Pure Storage’s GAAP operating margin in FY24?  
    **A:** GAAP operating margin in FY24 was **1.9%**.
7. **Q:** What was Pure Storage’s non-GAAP operating margin in FY23?  
    **A:** Non-GAAP operating margin in FY23 was **16.6%**.
8. **Q:** What was Pure Storage’s non-GAAP operating margin in FY24?  
    **A:** Non-GAAP operating margin in FY24 was **16.2%**

### **Cash Flow & Liquidity**

1. **Q:** What was Pure Storage’s full-year operating cash flow in FY23?  
    **A:** Operating cash flow in FY23 was **$767.2 million**.
2. **Q:** What was Pure Storage’s full-year operating cash flow in FY24?  
    **A:** Operating cash flow in FY24 was **$677.7 million**.
3. **Q:** What was Pure Storage’s free cash flow in FY23?  
    **A:** Free cash flow in FY23 was **$609.1 million**.
4. **Q:** What was Pure Storage’s free cash flow in FY24?  
    **A:** Free cash flow in FY24 was **$482.6 million**.
5. **Q:** How much cash, cash equivalents, and marketable securities did Pure Storage hold at the end of FY23?  
    **A:** Pure Storage held **$1.6 billion** in cash, cash equivalents, and marketable securities at the end of FY23.
6. **Q:** How much cash, cash equivalents, and marketable securities did Pure Storage hold at the end of FY24?  
    **A:** Pure Storage held **$1.5 billion** in cash, cash equivalents, and marketable securities at the end of FY24

### **Quarterly Margins**

1. **Q:** What was Pure Storage’s Q4 FY23 GAAP gross margin?  
    **A:** Q4 FY23 GAAP gross margin was **69.3%**.
2. **Q:** What was Pure Storage’s Q4 FY24 GAAP gross margin?  
    **A:** Q4 FY24 GAAP gross margin was **72.0%**.
3. **Q:** What was Pure Storage’s Q4 FY23 non-GAAP gross margin?  
    **A:** Q4 FY23 non-GAAP gross margin was **70.8%**.
4. **Q:** What was Pure Storage’s Q4 FY24 non-GAAP gross margin?  
    **A:** Q4 FY24 non-GAAP gross margin was **73.7%**.
5. **Q:** What was Pure Storage’s Q4 FY23 GAAP operating income?  
    **A:** GAAP operating income in Q4 FY23 was **$64.6 million**.
6. **Q:** What was Pure Storage’s Q4 FY24 GAAP operating income?  
    **A:** GAAP operating income in Q4 FY24 was **$57.4 million**.
7. **Q:** What was Pure Storage’s Q4 FY23 non-GAAP operating income?  
    **A:** Non-GAAP operating income in Q4 FY23 was **$158.6 million**.
8. **Q:** What was Pure Storage’s Q4 FY24 non-GAAP operating income?  
    **A:** Non-GAAP operating income in Q4 FY24 was **$157.8 million**.
9. **Q:** What was Pure Storage’s Q4 FY23 GAAP operating margin?  
    **A:** GAAP operating margin in Q4 FY23 was **8.0%**.
10. **Q:** What was Pure Storage’s Q4 FY24 GAAP operating margin?  
     **A:** GAAP operating margin in Q4 FY24 was **7.3%**.
11. **Q:** What was Pure Storage’s Q4 FY23 non-GAAP operating margin?  
     **A:** Non-GAAP operating margin in Q4 FY23 was **19.6%**.
12. **Q:** What was Pure Storage’s Q4 FY24 non-GAAP operating margin?  
     **A:** Non-GAAP operating margin in Q4 FY24 was **20.0%**

### **Share Repurchases**

1. **Q:** How much did Pure Storage return to stockholders in FY23 through share repurchases?  
    **A:** Pure Storage returned **$219.0 million** in FY23 through share repurchases.
2. **Q:** How many shares did Pure Storage repurchase in FY23?  
    **A:** Pure Storage repurchased **7.8 million shares** in FY23.
3. **Q:** How much did Pure Storage return to stockholders in FY24 through share repurchases?  
    **A:** Pure Storage returned **$135.7 million** in FY24 through share repurchases.
4. **Q:** How many shares did Pure Storage repurchase in FY24?  
    **A:** Pure Storage repurchased **4.7 million shares** in FY24.
5. **Q:** What was the value of share repurchases in Q4 FY23?  
    **A:** Share repurchases in Q4 FY23 totaled **$67.5 million**.
6. **Q:** What was the value of share repurchases in Q4 FY24?  
    **A:** Share repurchases in Q4 FY24 totaled **$21.4 million**.
7. **Q:** How many shares did Pure Storage repurchase in Q4 FY23?  
    **A:** Pure Storage repurchased **2.4 million shares** in Q4 FY23.
8. **Q:** How many shares did Pure Storage repurchase in Q4 FY24?  
    **A:** Pure Storage repurchased **0.6 million shares** in Q4 FY24.
9. **Q:** What was the additional share repurchase authorization announced in FY23?  
    **A:** Pure Storage authorized up to an additional **$250 million** in share repurchases in FY23.
10. **Q:** What was the additional share repurchase authorization announced in FY24?  
     **A:** Pure Storage authorized up to an additional **$250 million**, plus $145 million remaining from the prior program, in FY24

### **Guidance for FY25**

1. **Q:** What revenue did Pure Storage guide for FY25?  
    **A:** Pure Storage guided **$3.1 billion** in revenue for FY25, a growth rate of 10.5%.
2. **Q:** What revenue did Pure Storage guide for Q1 FY25?  
    **A:** Revenue guidance for Q1 FY25 was **$680 million**, reflecting 15.4% year-over-year growth.
3. **Q:** What non-GAAP operating margin did Pure Storage guide for FY25?  
    **A:** Pure Storage guided a **17% non-GAAP operating margin** for FY25.
4. **Q:** What non-GAAP operating margin did Pure Storage guide for Q1 FY25?  
    **A:** Pure Storage guided a **10% non-GAAP operating margin** for Q1 FY25.
5. **Q:** What were the guided TCV sales for Evergreen//One and Evergreen//Flex in FY25?  
    **A:** TCV sales for Evergreen//One and Evergreen//Flex were guided at **$600 million**, approximately 50% growth

### **Product Launches & Strategic Highlights**

1. **Q:** Which new product did Pure Storage introduce in FY23?  
    **A:** Pure Storage introduced **FlashBlade//E** in FY23.
2. **Q:** What innovation was announced with FlashBlade//E?  
    **A:** FlashBlade//E offered flash at better economics than disk, priced under **$0.20 per GB**.
3. **Q:** What major product family did Pure launch in FY24?  
    **A:** Pure launched the **E//Family**, including **FlashBlade//E** and **FlashArray//E**, in FY24.
4. **Q:** What were the key advancements in FlashArray in FY24?  
    **A:** Pure delivered its **largest ever performance, efficiency, and security advancements** with next-generation FlashArray//X and FlashArray//C.
5. **Q:** What partnership did Pure expand in FY24?  
    **A:** Pure expanded its strategic partnership with **Microsoft** by introducing **Pure Cloud Block Store for Azure VMware Solution**.
6. **Q:** What AI milestone did Pure achieve in FY24?  
    **A:** Pure became one of the first vendors with **NVIDIA DGX BasePOD certification** and added 100+ AI customers across industries.
7. **Q:** How was Pure recognized in the Gartner Magic Quadrant in FY24?  
    **A:** Pure was recognized as a **Leader for the tenth consecutive year in Primary Storage** and **third consecutive year in Distributed File Systems & Object Storage**