




SAS 2006

February 1–2

CONNECTING TO THE CUSTOMER

Bob MacRitchie

Executive Vice President, Global Sales
Sun Microsystems, Inc.

A large, out-of-focus crowd of people, likely at a concert or event, with many arms raised in the air. The scene is bathed in warm, golden light, suggesting an evening setting. The crowd is dense, and the focus is on the movement and energy of the event.

These slides contain projections or other forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements regarding Sun's expectations with respect to its market expansion in 2006. These forward-looking statements involve known and unknown risks, uncertainties and other factors that are difficult to predict and that may cause actual results to differ materially. Factors that could cause actual results to differ materially from those contained in our projections and forward-looking statements include: increased competition; the failure to rapidly and successfully develop and introduce new products; risks associated with our reliance on single-source suppliers; risks associated with our international customers and operations; delays in product development or customer acceptance and implementation of new products and technologies; pricing pressures; risks associated with our dependence on significant customers and specific industries; the failure to purchase a sufficient amount of components to meet customer demand; the failure to reduce costs or improve operating efficiencies; risks associated with our dependence on channel partners; and the failure to successfully integrate acquisition candidates. These and other risks are detailed from time to time in Sun's periodic reports that are filed with the Securities and Exchange Commission, including Sun's annual report on Form 10-K for the fiscal year ended June 30, 2005 and its quarterly report on Form 10-Q for the fiscal quarter ended September 25, 2005. Sun assumes no obligation to, and currently does not intend to, update these forward-looking statements.

SUN MICROSYSTEMS

2005 REPORT CARD

- ✓ Focused and strengthened industry-specific solutions to better meet customer needs
- ✓ Significant focus in the Financial Services industry with the “Take Back Wall Street” initiative
- ✓ Increased opportunities in Telecommunications, Global Governments, and Internet, Media & Entertainment
- ✓ Simplified, integrated Global Sales Organization that provides solutions expertise to customers

Business Needs Dictate IT Challenges*

Business Need

Greater profitability

Technology that provides competitive advantage

Cost-effective customer relationship management

Meet all corporate governance requirements

Maintain efficiency and productivity at multiple sites

Contain product costs and reduce time to market

IT Challenge

Reduce costs through efficiency and productivity

Drive business innovation









Improve customer satisfaction

Enable regulatory compliance

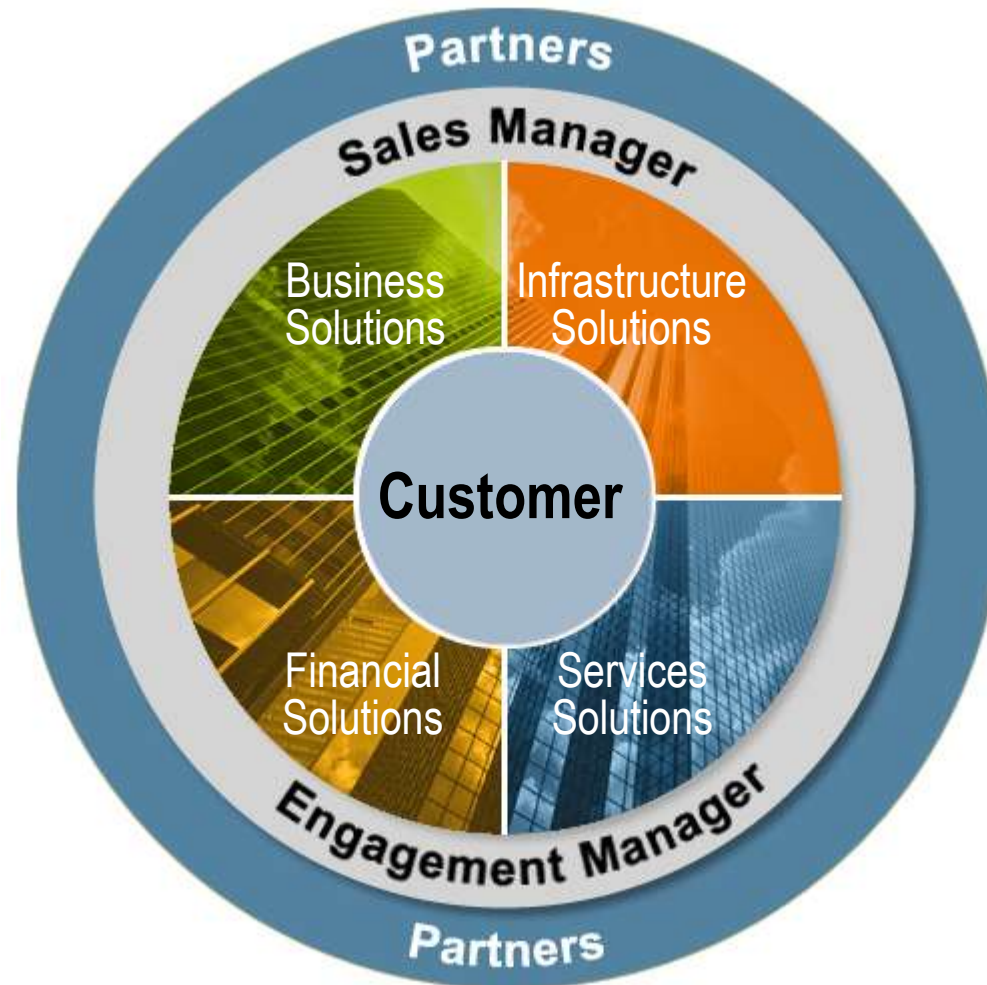
Enable global operations

Streamline the supply chain

Industry Presence

	<p>Education</p>	<ul style="list-style-type: none"> • Leading global education; 4.5M developers
	<p>Financial Services</p>	<ul style="list-style-type: none"> • Top 10 Wall Street firms, leading insurance carriers and global stock exchanges
	<p>Internet, Media and Entertainment</p>	<ul style="list-style-type: none"> • Top 10 cable providers
	<p>Government</p>	<ul style="list-style-type: none"> • Global player in government
	<p>Telecommunications</p>	<ul style="list-style-type: none"> • 8 of the 10 largest carriers
	<p>Retail / eTail</p>	<ul style="list-style-type: none"> • Driving the supply chain with technology
	<p>Healthcare / Life Sciences</p>	<ul style="list-style-type: none"> • National healthcare systems
	<p>Energy</p>	<ul style="list-style-type: none"> • Strong global track record
	<p>Manufacturing</p>	<ul style="list-style-type: none"> • 22 of top 30 Fortune Global 500 manufacturing companies
	<p>Transportation</p>	<ul style="list-style-type: none"> • 7 of the top 10 airlines, 6 of the top 10 hotels, top 5 transportation companies

Solutions that Meet Customer Needs



Why Customers Choose Sun



- A portfolio that offers choice, value, openness and innovation
- Dedicated teams focused on customer business needs
- A partner community that provides unique solutions
- Sun Industry Centers to develop and test leading-edge industry solutions

Let's Hear from Customers.



Lufthansa Systems (Germany)

Transportation



Karlheinz Sosenheimer
VP, Multihosting Services



Lufthansa Systems

Lufthansa Systems Highlights

- Annual revenue: \$779M
- 4,500 employees worldwide
- Branches in 17 countries
- Wholly-owned subsidiary of Deutsche Lufthansa AG
- One of the top three full-service airline suppliers worldwide

United Utilities (UK)

Energy



Alan Mather

Director of IT / IS
Transformation and Strategy



United Utilities Highlights

- Annual revenue: \$3.9B
- Assets: \$19.2B
- 2.9+ million customers
- 17,000+ employees
- 30+ sites

Wells Fargo (US)

Financial Services



Victor Nichols
EVP and CIO

WELLS
FARGO

Wells Fargo Highlights

- Annual revenue: \$30.1B
- Assets: \$453B
- 29th in revenue, 17th most profitable on the Fortune 500
- 153,000+ employees
- 23 million customer households

Panel Moderator

Introducing



Gary Beach
Publisher, CIO Magazine



Professional Highlights

- 28 years of IT publishing experience and knowledge
- US and global IT industry spokesperson
- Served on US Dept. of Commerce National IT Workforce Committee
- Headed a special UN multinational team to assist developing countries
- Overseer of the Computer Museum and Chairman of Tech Corps

Panel Participants



**Karlheinz
Sosenheimer**

VP, Multihosting Services
Lufthansa Systems



**Alan
Mather**

Director of IT / IS
Transformation & Strategy
United Utilities (UK)

**WELLS
FARGO**

**Victor
Nichols**

EVP and CIO
Wells Fargo

CIO

**Gary
Beach**

Panel Moderator
Publisher, CIO Magazine



What to Watch for

Market Expansion in 2006

- Retain every customer
- Grow existing customers
- Win new customers

Sun's
Addressable Market



A large crowd of people at a concert or event, with many arms raised in the air, set against a warm, orange-toned background.

Learn More:

Investor Relations
sun.com/investors

Analyst Relations
sun.com/aboutsun/media/analyst