



/4 - 583 (:/54 * 54 * , 84/4 . - 58 < (8+/2551/4 . 9: (: , 3 , 4 : 9

3>0PE ° 3@2BKK>K * L J M>KFBP /K@fi
 * LKPLIFA>QBA 9Q>QB J BKQP LC /K@L J B

8BSBKRB
 ,UMBKPB'

5 MB0>QFKD BUMBKPBP
 5 MB0>QFKD FK@L J B
 5 QEBO KBQ ?BKBCFQ @OBAFQP
 /KQB0BPQ FK@L J B
 /KQB0BPQ BUMBKPBP
 /KSBPQ J BKQ FK@L J B 1LPP
 /K@L J B ?BCLOB FK@L J B Q>UBP
 /K@L J B Q>U BUMBKPBP
 4BQ FK@L J B ?BCLOB KLK/@LKQOLIIFKD FKQB0BPQP
 2BPP' 4BQ FK@L J B >QQOF?RQ>?IB QL KLK/@LKQOLIIFKD FKQB0BPQP
 4BQ FK@L J B >QQOF?RQ>?IB QL QEB * L J M>KV
 4BQ FK@L J B MB0 PE>OB >QQOF?RQ>?IB QL QEB * L J M>KV'
 /)>Pf@
 / +FIRQBA
 (SB0>DB KR J ?B0 LC PE>OB LRQPQ>KAFKD'
 /)>Pf@
 / +FIRQBA
 9E>OBP LRQPQ>KAFKD >Q +B@B J ?B0 žt

| : E0BB 3 LKQEP , KABA +B@B J ?B0 žt | : TBISB 3 LKQEP , KABA +B@B J ?B0 žt |
|--|---|
| žŁž! | žŁž! |
| #iŁ#\$ | ž!i!"% |
| ži#žŁ | † ži&&# |
| †iž&" | !i#!" |
| !i&ž" | †%i#!† |
| †i†!ž | "i%†\$ |
| #\$ | ž#% |
| žž | %ž |
| žž† | žŁŁ |
| & | †ž |
| †iŁŁ& | "i!%Ł |
| žŁ% | †iž#ž |
| %Ł† | !i††\$ |
| †ž | "\$ |
| \$%% | !iŁ#Ł |
| †fi#Ł | %fiž# |
| †fi"& | %fi†% |
| !&† | !&ž |
| !&# | !&# |
| !&† | !&† |

3>0PE ° 3@2BKK>K * L J M>KFBP_i /K@_i
 9RMMIB J BKQ>I /KCL0 J >QFLK / 8BSBKRB (K>IVPFP
 : E0BB 3 LKQEP , KABA +B@BJ ?B0 ž†

| | : E0BB 3 LKQEP , KABA +B@BJ ?B0 ž† | * E>KDB .(6 8BSBKRB~ | * L J M L K B K Q P L C 8 B S B K R B * E > K D B ~ | (@ N R F P F Q F L K P i + F P M L P F Q F L K P i 5 Q E B 0 / J M > @ Q ~ | 4 L K / . ((6 ; K A B 0 I V F K D 8 B S B K R B |
|--|---------------------------------------|-----------------------------|---|---|---|
| 8FPH >KA /KPR0>K@B 9B0Sf@BP | žŁž! | | * R00BK@V / J M > @ Q | | |
| | žižž! | | | | |
| | žŁ† | | | | |
| | ži"ž" | | | | |
| | ††ž | | | | |
| * LKPRIQFKD | ži#!\$ | | | | |
| | ††!%\$ | | | | |
| | &"! | | | | |
| * LOML0>QB , IF J FK>QFLKP : LQ>I 8BSBKRB | ži!!† | | | | |
| | žŁ† | | | | |
| | #iL#\$ | | | | |
| 8BSBKRB +BQ>FIP | | | | | |

| | : E0BB 3 LKQEP , KABA +B@BJ ?B0 ž† | * E>KDB .(6 8BSBKRB~ | * L J M L K B K Q P L C 8 B S B K R B * E > K D B ~ | (@ N R F P F Q F L K P i + F P M L P F Q F L K P i 5 Q E B 0 / J M > @ Q ~ | 4 L K / . ((6 ; K A B 0 I V F K D 8 B S B K R B |
|----------|---------------------------------------|-----------------------------|---|---|---|
| 3>0PE' | žŁž! | | * R00BK@V / J M > @ Q | | |
| | %!# | | | | |
| | ž!" | | | | |
| | †\$& | | | | |
| | †iž\$Ł | | | | |
| | †i&#! | | | | |
| | žižž! | | | | |
| 3 B0@B0' | #\$" | | | | |
| | !&" | | | | |
| | žŁ\$ | | | | |
| | ††!%\$ | | | | |

3>0PE ° 3@2BKK>K *LJM>KFBP /K@fi
9RMMIB JBKQ>I /KCL0J>QFLK / 8BSBKRB (K>IVPFP
:TBISB 3LKQEP ,KABA +B@BJ ?B0 ž†

:TBISB 3LKQEP ,KABA
+B@BJ ?B0 ž†
žž!

*E>KDB
(6
8BSBKRB~

*R00BK@V
/JM>@Q

(@NRFPFQFLKPI
+FPMLPFQFLKPI
5QEBO /JM>@Q~

*LJMLKBKQP LC 8BSBKRB *E>KDB~
4LK/. ((6
;KAB0IVFKD
8BSBKRB

3>0PE ° 3@2BKK>K *LJM>KFBP1/K@fi
8B@LK@FIF>QFLK LC 4LK/. (6 3B>PROBP
:E0BB 3LKQEP , KABA +B@BJ?BO ž†

5SB0SFBT

revenue,

non-GAAP

3>0PE ° 3@2BKK>K * L J M>KFBPı /K@fi
8B@LK@FIF>QFLK LC 4LK/ . (6 3B>PROBP
:EOBB >KA : TBISB 3LKQEP , KABA +B@BJ ?B0 ž†

3>0PE ° 3@2BKK>K *LJM>KFBP /K@fi
 9RMMIB JBKQ>I /KCL0J>QFLK
 :E0BB >KA :TBISB 3LKQEP ,KABA +B@BJ ?B0 ž†

*LKPLIFA>QBA

| :E0BB 3LKQEP ,KABA +B@BJ ?B0 ž† | :TBISB 3LKQEP ,KABA +B@BJ ?B0 ž† |
|------------------------------------|-------------------------------------|
| žž! | žž! |
| ž†#žŁ | †ž†&&# |
| †ž&" | !†!" |
| !†ž" | †%†#!† |
| &ž | ž#& |
| †Ł% | ž\$\$ |
| žŁ† | \$!# |

8fPH >KA /KPR0>K@B 9B0Sf@BP

| | |
|---------|-------|
| ž†\$% | %!&& |
| #&& | ž†"ž† |
| ž†%\$\$ | ††ŁžŁ |
| "ž | †&ž |
| &ž | žž# |
| †!" | "†% |

*LKPRIQFKD

| | |
|--------|--------|
| †!ž† | "iž"% |
| "!" | ž†ŁŁ" |
| ††&\$" | \$iž#ž |
| ž# | ††! |
| †" | "† |
| †† | †#" |

3>0PE ° 3@2BKK>K *LJM>KFBP /K@f
*LKPLIFA>QBA)>I>K@B 9EBBQP

(99, :9

+B@B,J?B0 žtI
žŁž!

:LQ>I @R00BKQ >PPBQP

žIž&%
††ž\$#
\$†"#
†ž%\$
žž††\$

:5:(2(99, :9

ž%†ž#
%"&
†&†!
†!&%
žž\$
†\$žŁ
"#!%†

2/()/2/!/,9(4+,7;/:=

:LQ>I @R00BKQ IF>?FIFQFBP

"†&
žI!Łž
žI#žŁ
žž"
ž\$#
††ž\$#
†&I"†%

:LQ>I BNRQV

:5:(22/()/2/!/,9(4+,7;/:=

†&I!ž%
%!Ł
†I"&Ł
žŁ"
†ž#"

†žI"ž"
"#!%†

3>0PE ° 3@2BKK>K * L J M>KFBPı /K@ñ
* LKPLIFA>QBA 9Q>QB J BKQP LC * >PE -ILTP

5MB0>QFKD @>PE CILTP'

-LO QEB =B>0P , KABA
+B@B J ?B0 ž†ı

žŁž!

!††\$

\$!#

ž%Ł

ž#%

†ž!

&ž

3>0PE ° 3@2BKK>K * L J M>KFBP /K@fi
 8B@LK@FIF>QFLK LC 4LK/ . ((6 3B>PROBP
 : E0BB 3 LKQEP , KABA +B@BJ ?B0 ž†

Non-GAAP revenue

non-GAAP revenue

non-GAAP underlying revenue
 non-GAAP revenue.

non-GAAP revenue

| | ŽŁŽ! | | | | |
|-----------------------------|--------------------|-----------------------|--|-------------------------|---|
| | . ((6 8BSBKRB | * ROOBK@V / J M>@Q | (@NRFPQFLKPI +FPMLPQFLKPI 5 QEB0 / J M>@Q | 4LK/ . ((6 8BSBKRB | |
| 8FPH >KA /KPR0>K@B 9B0Sf@BP | ~ žižž! | ~ Žž | ~ ŽžŁ | ~ žižž\$ | |
| | ŽŁ† | Ž | " | ŽŁ% | |
| | ži"ž" | Ž" | ~ž†" | žiž!" | |
| | ††Ž | W | ~ž | †Ł& | W |
| | ži#!\$ | Ž" | ~ž†% | ži!"! | |
| * LKPRIQFKD | †!%\$ | \$ | ~\$! | †!ŽŁ | |
| | &"! | ~ž | ~†! | &†† | |
| | Ži!!† | " | ~††" | Žižž† | |

