



3Q15 Earnings Financial Results & Business Outlook

Safe Harbor and Non-GAAP Financial Measure Provisions

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Additionally during this presentation, we may discuss various non-GAAP financial measures as defined by the SEC's Regulation G. More information on the non-GAAP financial measures used in this presentation can be found in the earnings press release issued today and on the Investor Relations page of our corporate website at www.citrix.com/investors.



3Q15 Earnings

Financial Results & Business Outlook

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3Q15 Financial Highlights

- Net revenue was \$813 million
- Non-GAAP operating margin was 26.2%
- Non-GAAP earnings per share was \$1.04
- 3Q15 cash flow from operations was \$260 million

3Q15 Geo Net Revenue Highlights

Net Revenue (in millions)	3Q15	3Q14	Y-O-Y	2Q15	SEQ
Americas	\$345.4	\$318.2	8.5%	\$340.3	1.5%
EMEA	\$206.4	\$202.6	1.9%	\$206.9	(0.2%)
Pacific	\$70.7	\$73.0	(3.2%)	\$71.9	(1.7%)
Software as a Service	\$190.8	\$165.3	15.4%	\$177.6	7.4%
Total Net Revenue*	\$813.3	\$759.0	7.2%	\$796.8	2.1%

*amounts may not add due to rounding

- Transactions of \$1M+: 58
 - 18 large transactions of Workspace Suite
- Americas - 48
- EMEA - 9
- Pacific - 1

Workspace Services

- Total revenue of \$396 million in 3Q15
 - An increase of 1% from 3Q14
- WorkSpace Suite contributed 15% of license revenue
- Citrix Service Provider represents 10% of Windows App Delivery license mix
 - Growing over 25% from 3Q14

Delivery Networking

- Total revenue of \$187 million in 3Q15
 - An increase of 21% from 3Q14
 - NetScaler had strength in the Cloud Service Provider segment, representing 35% of product mix in 3Q15
- 3Q15 Business Metrics
 - Over 650 virtualization transactions included NetScaler; 10% attach rate
 - Transacted with over 2,200 unique customers; 38% new customers
 - SDX platform increased 6%, while MPX and VPX up more than 40% and 20%, respectively from 3Q14

Mobility Apps

- Total revenue of \$191 million in 3Q15
 - An increase of 15% from 3Q14
- Communications Cloud family was primary driver
 - Increased over 17% from 3Q14, representing 63% of overall SaaS revenue
 - ShareFile increased 38% from 3Q14

2Q15 Expenses and Operations

- Non-GAAP operating margin was over 26% in 3Q15
 - An increase of 147 bps from 2Q15
 - An increase of 530 bps from 3Q14

Balance Sheet and Cash Flow

- Cash and investments of \$1.9 billion
- Cash flow from operations was \$260 million in 3Q15
 - Trailing twelve month cash flow from operations was \$944 million, or \$5.83 per share
- Deferred revenue of \$1.51 billion
 - Increased 7.6% from 3Q14
- Repurchased 3.9M shares in 3Q15

Summary and Guidance

FY15 Outlook

- Net revenue expected to be \$3.24 billion - \$3.25 billion
- Non-GAAP earnings per share expected to be \$3.85 – \$3.90



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Q & A

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