

Financial Results & Business Outlook

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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.

4Q13 Financial Results

- Net revenue was \$802 million, up 8% over 4Q12
- Product license revenue of \$270 million, flat to 4Q12
- Deferred revenue of \$1.4 billion, up \$142 million sequentially and 18% over 4Q12
- Non-GAAP earnings per share was \$1.04, up 16% over 4Q12
- 82 transactions over \$1 million
 - 20 transactions came from Networking & Cloud business

4Q13 & FY13 Geo Net Revenue Highlights

Net Revenue (in millions)	4Q13	4Q12	Y-O-Y	3Q13	SEQ	FY13	FY12	Y-O-Y
Americas	\$338.3	\$312.6	8.2%	\$306.1	10.5%	\$ 1,263.7	\$ 1,106.8	14.1%
EMEA	\$232.2	\$202.9	14.4%	\$188.2	23.4%	\$ 785.9	\$ 691.1	13.7%
Pacific	\$78.6	\$89.0	(11.7%)	\$70.3	11.8%	\$ 286.0	\$ 276.9	3.3%
Software as a Service	\$153.3	\$135.4	13.2%	\$148.2	3.4%	\$ 582.9	\$ 511.3	14.0%
Total Net Revenue*	\$802.4	\$740.0	8.4%	\$712.7	12.6%	\$ 2,918.4	\$ 2,586.1	12.8%

*amounts may not add due to rounding

- Transactions of \$1M+ or greater:
 - Americas 35
 - EMEA 38
 - Pacific 9

Mobile & Desktop Business

- Total revenue of \$428 million in 4Q13
 - An increase of 4% over 4Q12
- Mobile & Desktop license revenue down 8% from 4Q12
- 80% of Mobile sales from Enterprise edition

- 4Q13 Business Impacts
 - Pivot to Mobile
 - XenDesktop 7 platform transition
 - Reduced emphasis on XenApp

Networking & Cloud

- Total revenue of \$176 million in 4Q13
 - An increase of 13% over 4Q12
- Networking & Cloud license revenue increased 13% over 4Q12
- NetScaler product license grew more than 40% over 4Q12

- 4Q13 Business Indicators
 - Nearly 800 XenDesktop transactions including NetScaler
 - Transacted with over 2,500 unique customers,
 - SDX platform represents nearly 20% of NetScaler license sales and increased more than 45% over 4Q12
 - EMEA Cloud Networking grew more than 50% over 4Q12
 - ByteMobile saw multi-year contracts, of which revenue will be recognized over time

Collaboration & Data

- Total revenue of \$153 million in 4Q13
 - An increase of 13% over 4Q12
- Collaboration family was primary driver, up 18% over 4Q12
- ShareFile increased nearly 65% over 4Q12, nearly 10% of overall SaaS revenue

4Q13 & FY13 Expenses and Operations

- Non-GAAP operating margin was 30%
- Non-GAAP gross margin was 86% in 4Q13, down 129 bps from 4Q12
 - Due to mix of revenue from higher growth in Networking and SaaS
- Increased headcount by 200 in 4Q13
- Non-GAAP tax rate was 20% in 4Q13

Balance Sheet and Cash Flow

- Deferred revenue of \$1.4 billion
 - Long-term deferred increased 31% over 4Q12
- Cash and investments of \$1.6 billion
- Repurchased 4.4 million shares in 4Q13, 7 million shares in FY13
- 4Q13 cash flow from operations was \$230 million
- FY13 cash flow from operations was \$928 million

Summary and Guidance

- **FY14 Outlook**

- Net revenue expected to grow 8% – 10%
- Non-GAAP gross margin expected to be in the range of 84% - 85%
- Non-GAAP tax rate expected to be 24%
- Non-GAAP earnings per share expected to be \$2.85 – \$2.95

- **1Q14 Outlook**

- Net revenue expected to grow 8% – 10%
- Non-GAAP gross margin expected to be in the range of 84% - 85%
- Non-GAAP earnings per share expected to be \$0.57 – \$0.60

Q & A

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