

Financial Results & Business Outlook

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Safe Harbor and Non-GAAP Financial Measure Provisions

This presentation contains forward-looking statements which are made pursuant to the safe harbor provisions of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. The forward-looking statements in this presentation do not constitute guarantees of future performance. Investors are cautioned that statements in this presentation, which are not strictly historical statements, including, without limitation, statements by our President and Chief Executive Officer and our Chief Financial Officer, and statements concerning our expected future performance, plans, objectives and strategies, constitute forward-looking statements. Such forward-looking statements are subject to a number of risks and uncertainties that could cause actual results to differ materially from those anticipated by the forward-looking statements, including, without limitation, risks associated with the impact of the global economy and uncertainty in the IT spending environment; the success and growth of our product lines; our product concentration and our ability to develop and commercialize new products and services; risks associated with transitions in key personnel; risks associated with our acquisitions; our ability to maintain and expand our business; risks in effectively controlling operating expenses; litigation; the impairment of assets; competition; and other risks detailed in our filings with the Securities and Exchange Commission. We assume no obligation to update any forward-looking information contained in this presentation.

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.

3Q13 Financial Results

- Net revenue was \$713 million, up 11% over 3Q12
- Product License revenue of \$201 million, up 3% over 3Q12
- Cash flow from Operations up 23% over 3Q12
- Non-GAAP earnings per share was \$0.70
- 38 transactions over \$1 million
 - Healthcare
 - Retail
 - Technology

3Q13 Geo Net Revenue Highlights

Net Revenue (in millions)	3Q13	3Q12	Y-O-Y	2Q13	SEQ
Americas	\$306.1	\$281.9	8.6%	\$322.9	(5.2%)
EMEA	\$188.2	\$164.1	14.7%	\$191.0	(1.5%)
Pacific	\$70.3	\$65.7	7.0%	\$72.6	(3.2%)
Software as a Service	\$148.2	\$129.7	14.3%	\$143.9	3.0%
Total Net Revenue	\$712.7	\$641.4	11.1%	\$730.4	(2.4%)

Mobile & Desktop Business

- Total revenue of \$381 million in 3Q13
 - An increase of 8% from 3Q12
 - Two-thirds XenMobile deals were for XenMobile Enterprise Edition
 - Majority of Mobile Platforms customers in 3Q13 were net new to Citrix
- Mobile & Desktop license revenue down 3% from 3Q12
- 3Q13 Business Impacts
 - Pivot to Mobile
 - Ongoing customer evaluations of XenDesktop 7 release

Networking & Cloud

- Total revenue of \$146 million in 3Q13
 - An increase of 15% from 3Q12
- Networking & Cloud license revenue increased 10% from 3Q12
- 3Q13 Business Indicators
 - Over 500 XenDesktop transactions including NetScaler
 - Transacted with over 2,100 unique customers, including over 900 new customers
 - SDX platform represents approximately 20% of NetScaler license sales and increased more than 100% from 3Q12
 - EMEA Networking & Cloud grew 30% from 3Q12

Collaboration & Data

- Total revenue of \$148 million in 3Q13
 - An increase of 14% from 3Q12
- Collaboration family was primary driver, up 20% from 3Q12
- ShareFile increased more than 70% from 3Q12
 - 75 transactions of over 1,000 seats

3Q13 Expenses and Operations

- Non-GAAP gross margin was 86% in 3Q13, down 1% from 3Q12
- Increased headcount by 300 in 3Q13
- Non-GAAP tax rate was 23% in 3Q13, up from 22% in 3Q12

Balance Sheet and Cash Flow

- Cash and investments of \$1.7 billion
- Cash flow from operations was \$223 million in 3Q13, an increase of 23% from 3Q12
- Repurchased 800 thousand shares of stock in 3Q13, 2.6 million shares in YTD'13
 - Board authorized an additional \$500 million of stock buyback authority

Summary and Guidance

- 4Q13 Outlook
- Net revenue expected to be \$800 million – \$810 million
- Non-GAAP earnings per share expected to be \$0.95 – \$1.00

Q & A

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