



## 2Q15 Earnings 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](http://www.citrix.com/investors).

# Financial Results & Business Outlook

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COO & CFO

## 2Q15 Financial Highlights

- Net revenue was \$797 million
- Non-GAAP operating margin was 24.8%
- Non-GAAP earnings per share was \$1.00
- 2Q15 cash flow from operations was \$201 million

## 2Q15 Geo Net Revenue Highlights

Net Revenue (in millions)	2Q15	2Q14	Y-O-Y	1Q15	SEQ
Americas	\$340.3	\$335.6	1.4%	\$320.2	6.3%
EMEA	\$206.9	\$207.1	(0.1%)	\$203.3	1.8%
Pacific	\$71.9	\$78.1	(7.9%)	\$67.9	5.9%
Software as a Service	\$177.6	\$160.8	10.4%	\$169.4	4.8%
<b>Total Net Revenue*</b>	<b>\$796.8</b>	<b>\$781.6</b>	<b>1.9%</b>	<b>\$760.8</b>	<b>4.7%</b>

\*amounts may not add due to rounding

- Transactions of \$1M+: 46
  - Over 50% of transactions from Workspace Services business
- Americas - 34
- EMEA - 9
- Pacific - 3

# Workspace Services

- Total revenue of \$406 million in 2Q15
  - An increase of 3% from 2Q14
- Workspace Services license revenue results continued to improve
- WorkSpace Suite contributed 10% of license revenue
- Contributed \$20 million in long-term deferred revenue
- Citrix Service Provider represents 6% of Windows App Delivery license mix
  - Growing 21% from 2Q14

# Delivery Networking

- Total revenue of \$173 million in 2Q15
  - A decrease of 3.5% from 2Q14
- Delivery Networking business
  - 50% decline in ByteMobile from 2Q14
  - Internet and Cloud segment for NetScaler declined 40% from 2Q14, partially offset by an increase in Enterprise segment of 8%
- 2Q15 Business Metrics
  - Over 650 virtualization transactions included NetScaler; 10% attach rate
  - Transacted with almost 2,200 unique customers; 40% new customers
  - SDX platform and VPX edition grew more than 40% and 20%, respectively from 2Q14 and together represent 40% of total NetScaler mix

# Mobility Apps

- Total revenue of \$178 million in 2Q15
  - An increase of 10% from 2Q14
- Communications Cloud family was primary driver
  - Increased about 11% from 2Q14, representing over 60% of overall SaaS revenue
  - ShareFile increased more than 44% from 2Q14

# 2Q15 Expenses and Operations

- Non-GAAP operating margin was 24.8% in 2Q15,
  - An increase of more than 500 bps from 1Q15
  - An increase of more than 300 bps from 2Q14

# Balance Sheet and Cash Flow

- Cash and investments of \$1.8 billion
- Cash flow from operations was \$201 million in 2Q15
  - Trailing twelve month cash flow from operations was \$848 million, or \$5.23 per share
- Deferred revenue of \$1.54 billion
  - Increased \$24 million over 1Q15
- Repurchased 700 thousand shares in 2Q15
  - \$116 million remaining of stock buyback authority

# Summary and Guidance

## **FY15 Outlook**

- Net revenue expected to be \$3.22 billion - \$3.25 billion
- Non-GAAP earnings per share expected to be \$3.65 – \$3.75

## **3Q15 Outlook**

- Net revenue expected to be \$780 million - \$790 million
- Non-GAAP earnings per share expected to be \$0.83 – \$0.85

## STRATEGIC PERSPECTIVE

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President & CEO

Q & A

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