



4Q & FY'18

Financial Results & Business Outlook

DAVID HENSHALL | PRESIDENT & CEO

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Safe Harbor and Non-GAAP Financial Measure Provisions

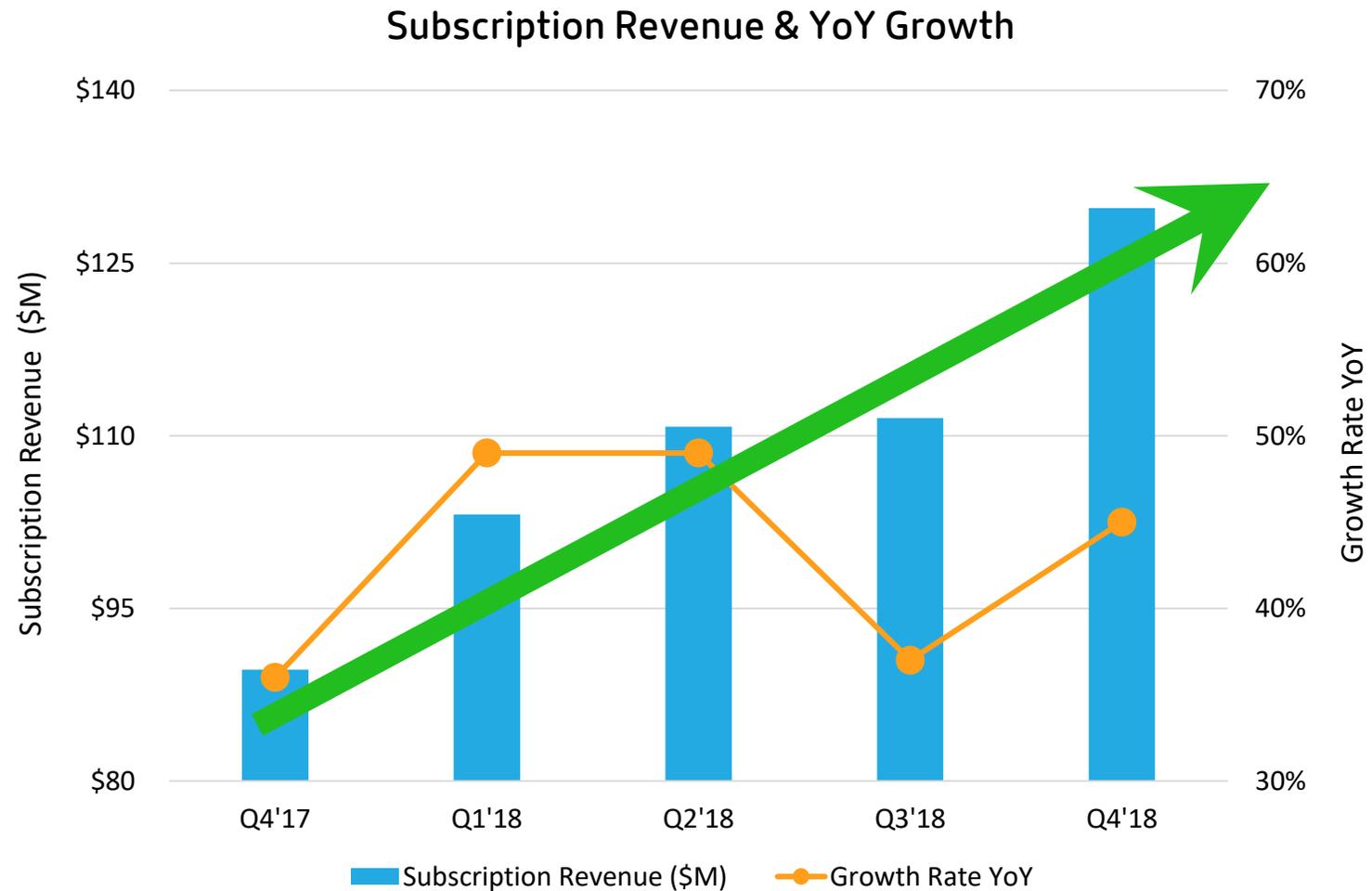
- This presentation contains forward-looking statements made pursuant to the safe harbor provisions of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. The forward-looking statements in this presentation do not constitute guarantees of future performance. 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, business transformation, capital return program, 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, the impact of the global economic and political environment on our business; uncertainty in IT spending; the success and growth of our product lines; the impact of our transition to new business models, including the subscription sales mix and its impact on revenue and earnings; increased competition from new and existing companies in our core markets; our product concentration and our ability to innovate and develop and commercialize new products and services; risks associated with our distribution channel and partner relationships; changes in Citrix's pricing and licensing models, promotional programs and product mix; our ability to expand our customer base and attract more users within our customer base; risks associated with concentration of customers in our networking business; risks associated with maintaining the security of our products, services, supply chain and networks, including securing customer data stored by our services; litigation risk and the ability to protect and defend our intellectual property rights; risks associated with recruiting and retaining talent; risks in effectively controlling operating expenses; the impairment of assets; 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. A reconciliation of certain forward-looking GAAP and non-GAAP measures is not available without unreasonable effort due to the uncertainty regarding, and the potential variability of, certain GAAP measures.

CEO Perspective

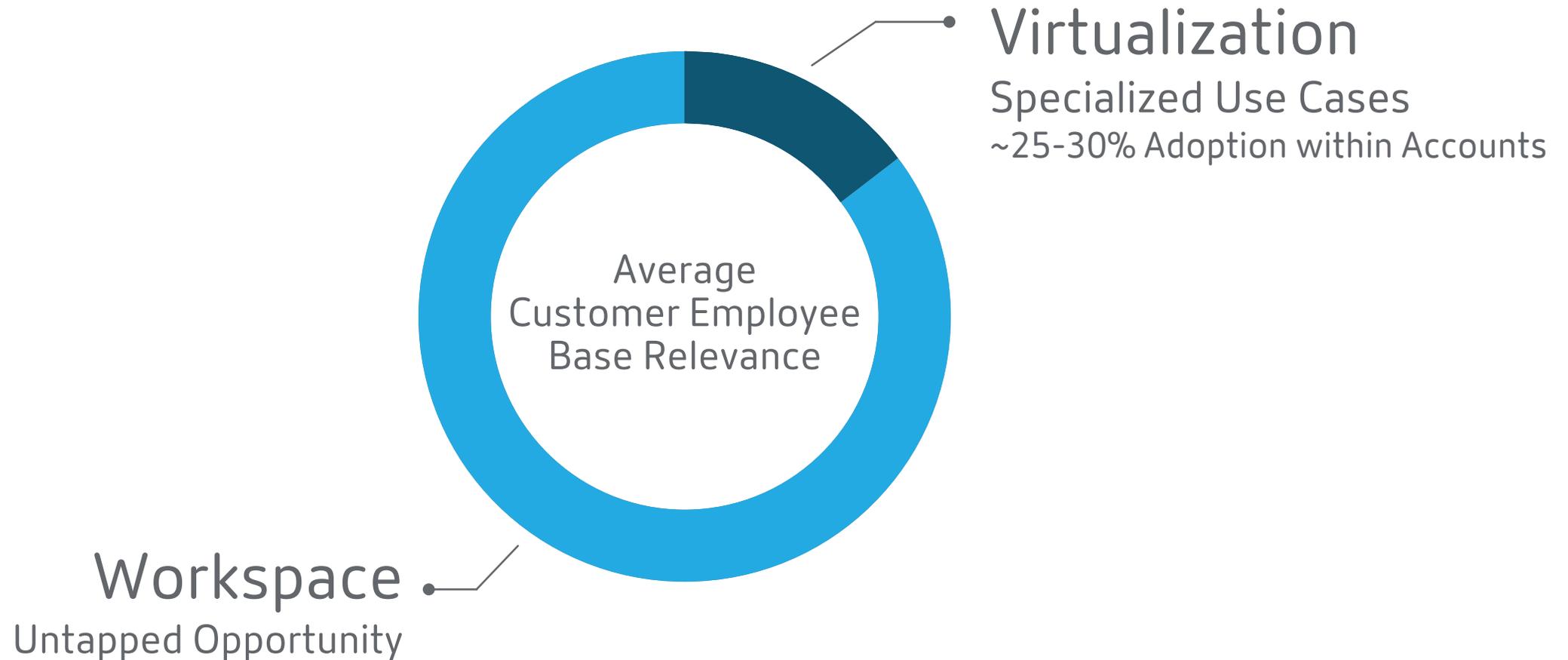
David Henshall | President & Chief Executive Officer



Subscription Revenue Growth



Moving to the “General Purpose” Workspace



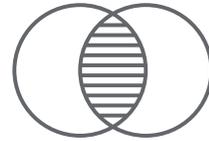
Citrix Strategic Priorities



ACCELERATE

TO THE CLOUD

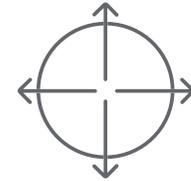
to help companies work
the way they want



UNIFY

OUR PORTFOLIO

to simplify user and
IT experiences

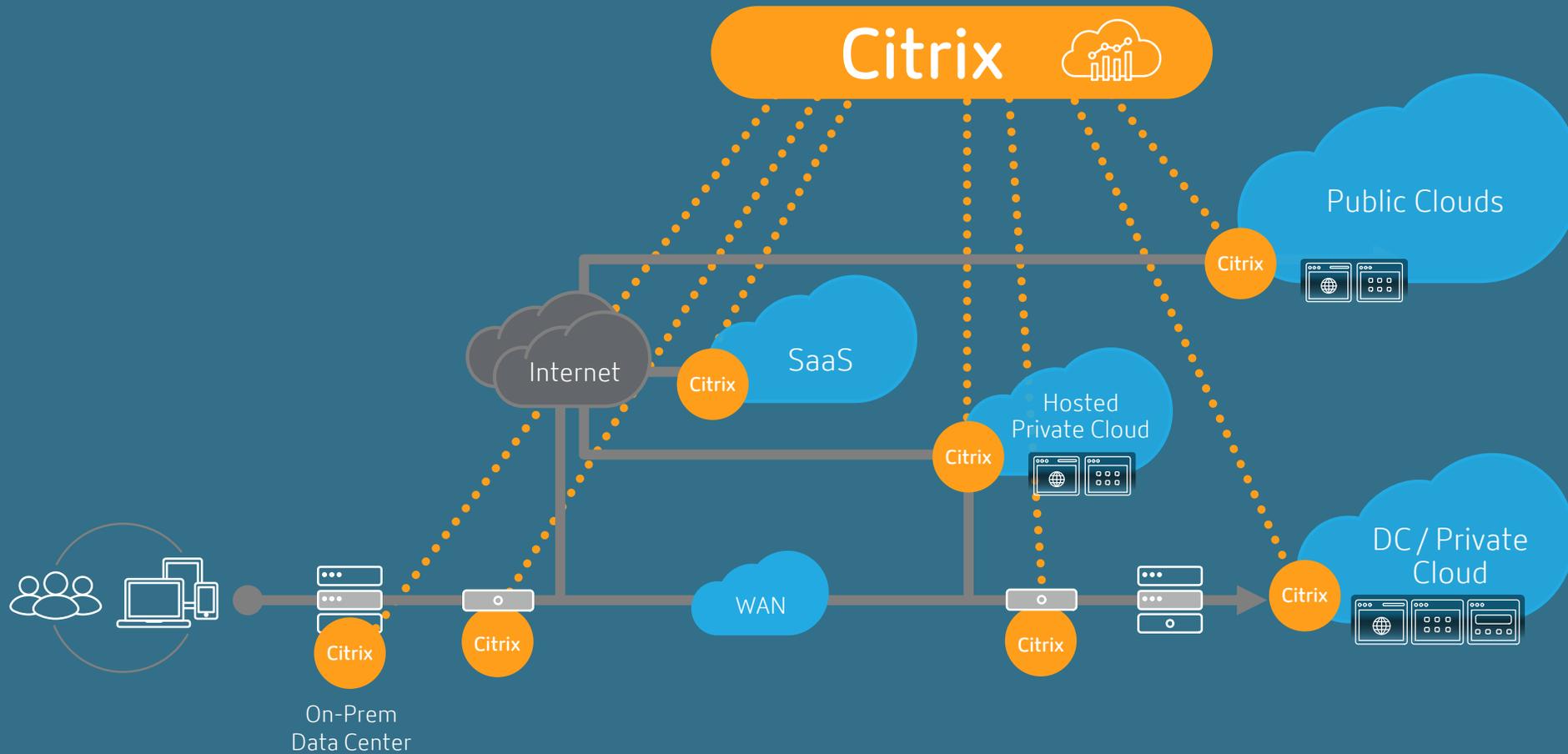


EXPAND

TO NEW AREAS

to meet the demands
of the future

Simplifying Hybrid-Cloud Management



Citrix
Workspace

Citrix
Networking

CITRIX[®]

Citrix
Analytics

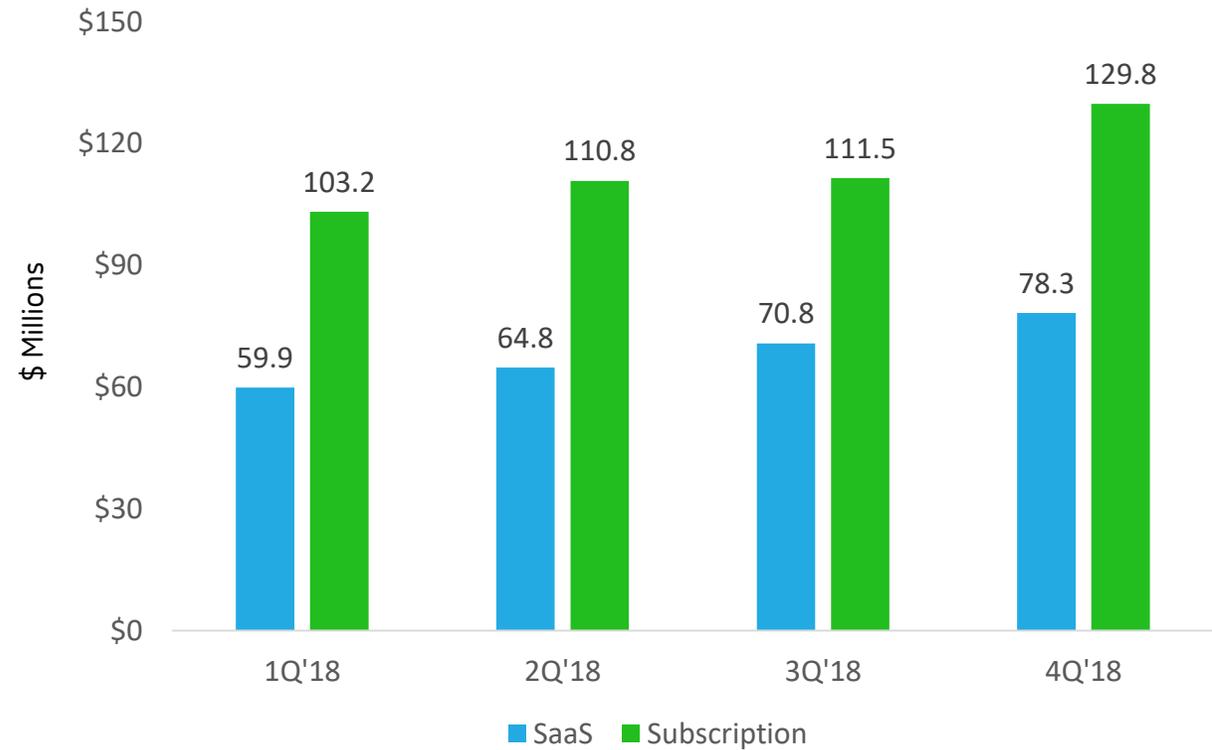
Financial Results & Business Outlook

Drew Del Matto | EVP & Chief Financial Officer





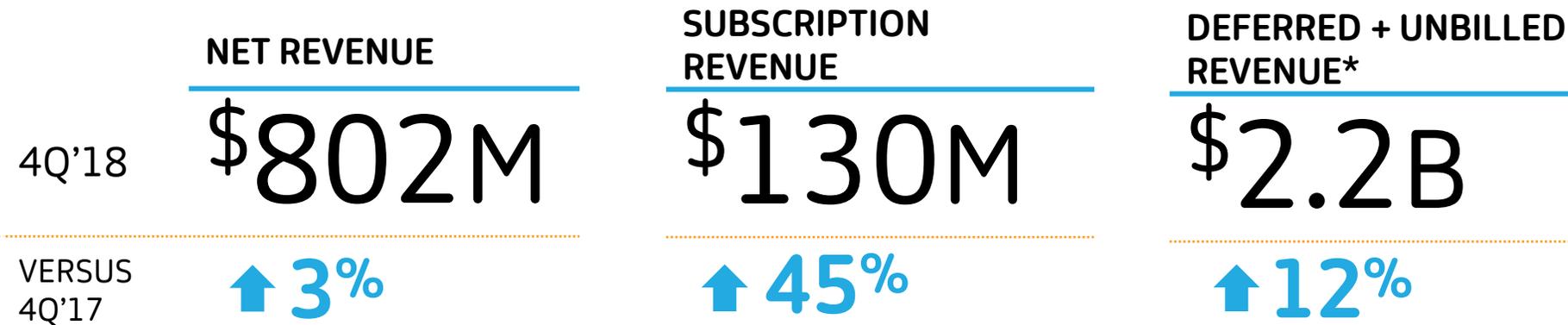
SaaS Revenue



SaaS revenue represents nearly 10% of the overall business, and is the most important component of our subscription transition

4Q'18 Financial Highlights

SUBSCRIPTION BOOKINGS MIX



*Unbilled revenue represents contractually committed orders with multi-year billings for subscription or term-based licenses or products/services where the customer has not been invoiced and the majority are not included on our balance sheet until invoiced.

4Q'18 Total Revenue

DIGITAL WORKSPACE*

\$557M

VERSUS 4Q'17 ↑ 6%

- Workspace subscription revenue increased 35% from 4Q'17
- Subscription bookings represented 62% of total Workspace product bookings

NETWORKING

\$206M

VERSUS 4Q'17 ↓ 4%

- Total FY2018 Networking revenue increased 3% from FY'17
- Networking subscription revenue more than doubled y/y in both 4Q'18 and FY'18

* Includes \$47M in content collaboration revenue, previously reported separately

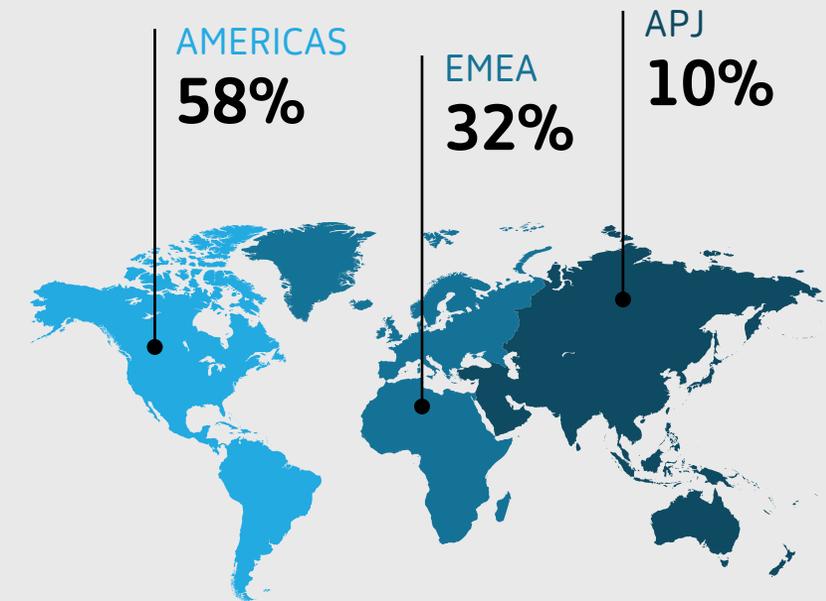
4Q'18 Geo Net Revenue Highlights

NET REVENUE (in millions)

	AMERICAS	EMEA	APJ	TOTAL NET REVENUE*
4Q'18	\$440.0	\$279.4	\$82.4	\$801.9
4Q'17	\$444.0	\$254.9	\$79.0	\$777.9
Y-O-Y	↓ 0.9%	↑ 9.7%	↑ 4.3%	↑ 3.1%
3Q'18	\$432.7	\$228.2	\$71.6	\$732.5
SEQ	↑ 1.7%	↑ 22.5%	↑ 15.2%	↑ 9.5%

*amounts may not add/re-compute due to rounding

FY'18 Revenue Mix



4Q'18 Financial Highlights

NON-GAAP OPERATING
MARGIN

35%

CASH FLOW FROM
OPERATIONS

\$206M

CASH AND INVESTMENTS

\$1.8B

SHARE REPURCHASE

\$380M

SHAREHOLDER RETURN
VIA DIVIDEND

\$47M

CAPITAL RETURN PROGRAM
REMAINING

\$770M

Summary and Guidance

1Q'19 Outlook

NET REVENUE EXPECTED TO BE

\$700 - \$710M

NON-GAAP EARNINGS PER SHARE EXPECTED TO BE

\$1.15 - \$1.20

FY'19 Outlook

NET REVENUE EXPECTED TO BE

\$3.08 - \$3.09B

NON-GAAP OPERATING MARGIN EXPECTED TO BE

31.5% - 32.0%

NON-GAAP EARNINGS PER SHARE EXPECTED TO BE

~\$6.00

SUBSCRIPTION BOOKINGS AS A % OF TOTAL
PRODUCT BOOKINGS EXPECTED TO BE

50% - 55%

CITRIX

Q&A





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