



3Q'18

Financial Results & Business Outlook

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Safe Harbor and Non-GAAP Financial Measure Provisions

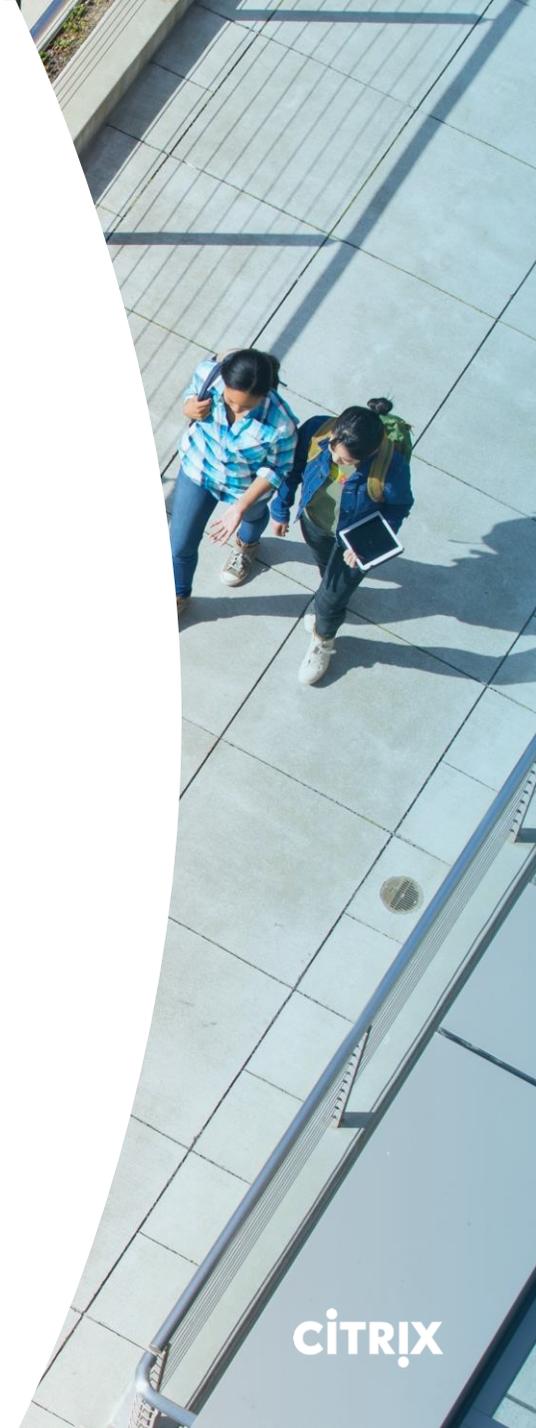
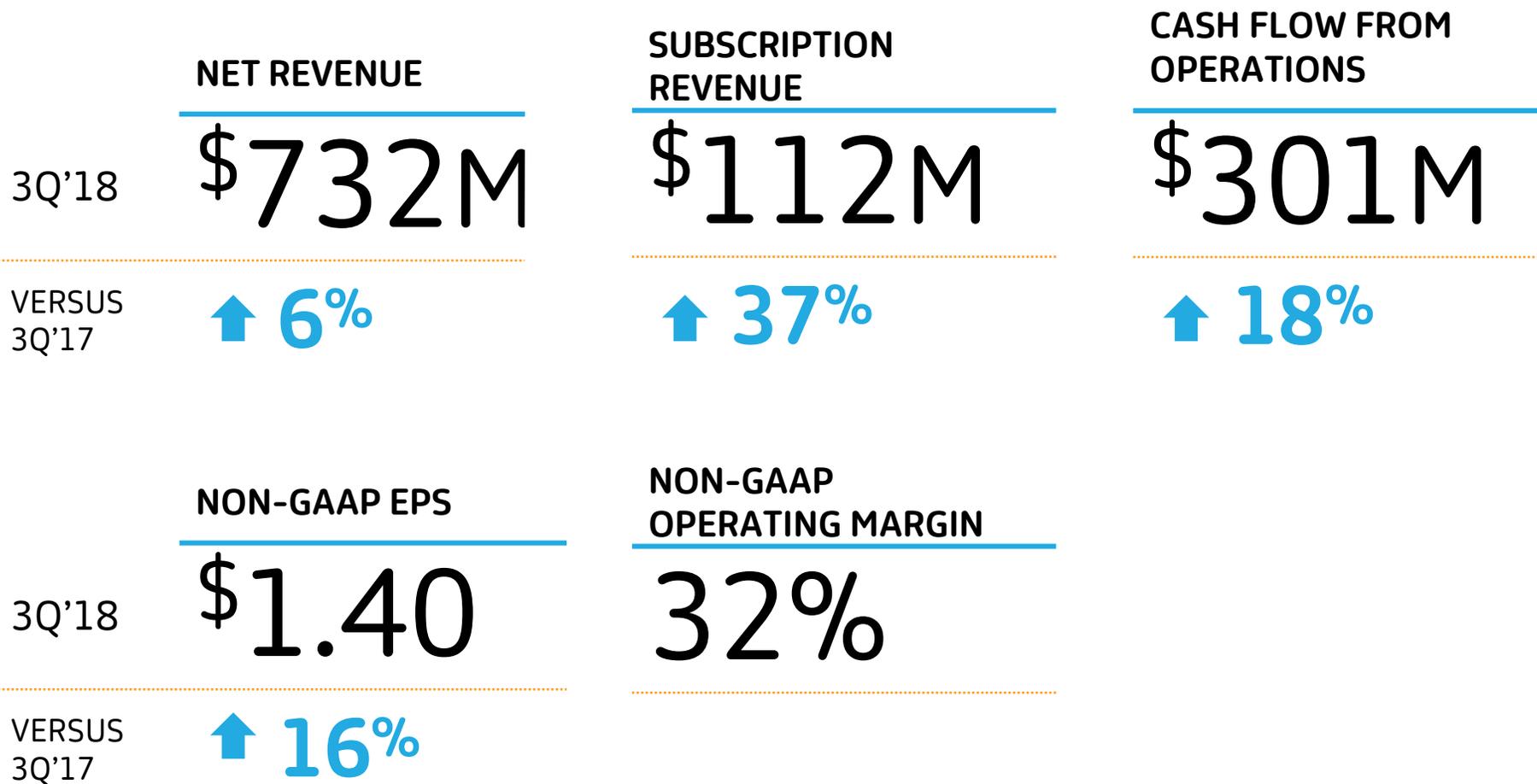
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- Additionally during this presentation, we may discuss various non-GAAP financial measures as defined by the SEC's Regulation G. More information on the non-GAAP financial measures used in this presentation can be found in the earnings press release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

Financial Results & Business Outlook

Drew Del Matto | EVP & Chief Financial Officer



3Q'18 Financial Highlights



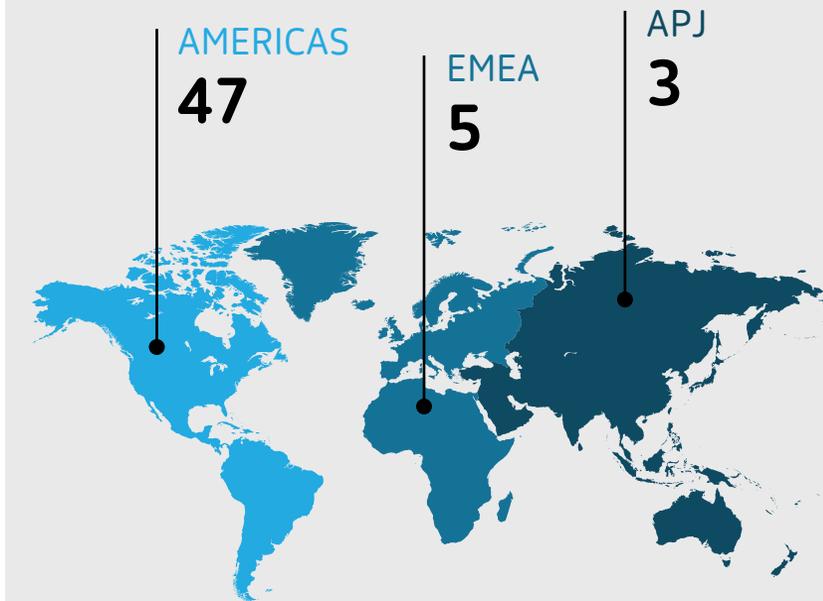
3Q'18 Geo Net Revenue Highlights

NET REVENUE (in millions)

	AMERICAS	EMEA	APJ	TOTAL NET REVENUE*
3Q'18	\$432.7	\$228.2	\$71.6	\$732.5
3Q'17	\$406.4	\$214.1	\$70.4	\$690.9
Y-O-Y	↑ 6.5%	↑ 6.6%	↑ 1.6%	↑ 6.0%
2Q'18	\$430.2	\$234.1	\$78.1	\$742.4
SEQ	↑ 0.6%	↓ 2.5%	↓ 8.3%	↓ 1.3%

*amounts may not add/recompute due to rounding

55 TRANSACTIONS OF \$1M+



3Q'18 Total Revenue

WORKSPACE SERVICES

\$462M

VERSUS 3Q'17 ↑ 7%

NETWORKING

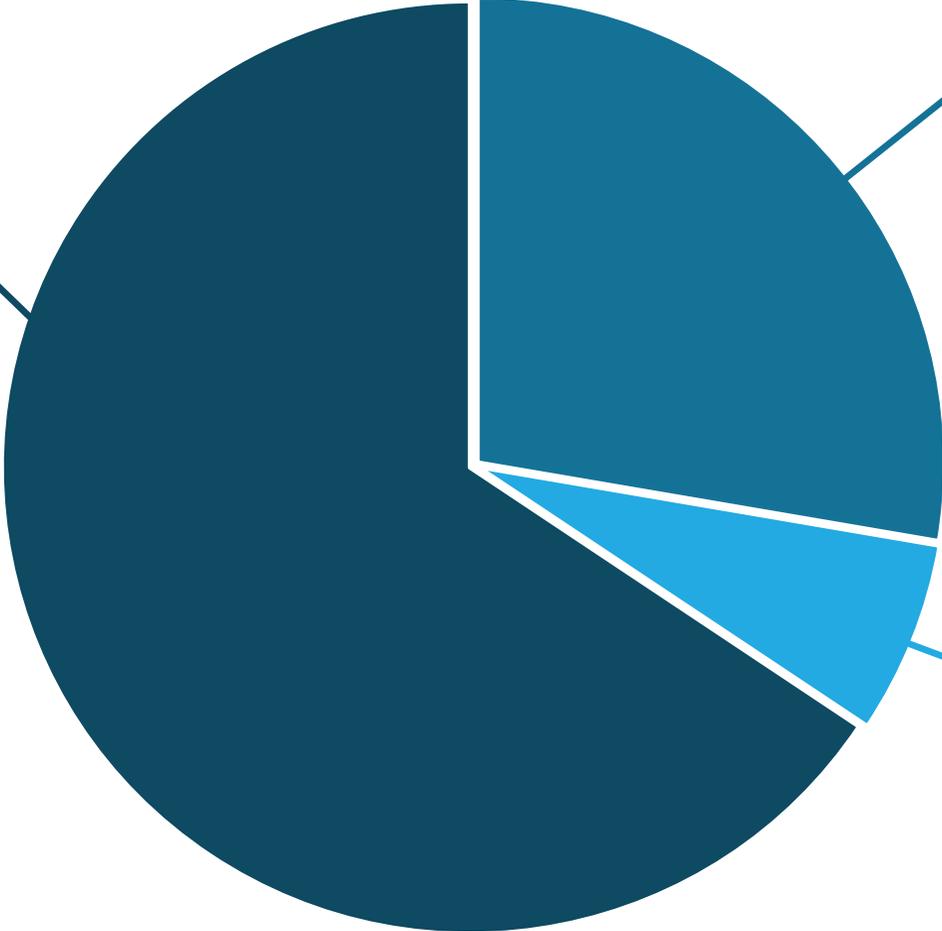
\$195M

VERSUS 3Q'17 ↑ 5%

CONTENT COLLABORATION

\$47M

VERSUS 3Q'17 ↑ 12%



3Q'18 Financial Highlights

NON-GAAP OPERATING
MARGIN

32%

CASH FLOW FROM
OPERATIONS

\$301M

↑18% from 3Q'17

DEFERRED
REVENUE

\$1.7B

UNBILLED REVENUE
FROM SUBSCRIPTIONS

↑\$140M+

from 3Q'17

CASH AND INVESTMENTS

\$2.5B

ADDITIONAL REPURCHASE
AUTHORIZATIONS

\$750M

DIVIDEND DECLARED

\$0.35

to be paid in 4Q'18

CAPITAL RETURN PROGRAM
REMAINING

\$370M

Summary and Guidance

FY'18 Outlook

NET REVENUE EXPECTED TO BE

\$2.95 - \$2.97B

NON-GAAP OPERATING MARGIN EXPECTED TO BE

30.5% - 31.5%

NON-GAAP EARNINGS PER SHARE EXPECTED TO BE

\$5.55 - \$5.60

FY'19 Outlook

NET REVENUE EXPECTED TO GROW

4%

NON-GAAP EARNINGS PER SHARE EXPECTED TO BE

\$6.00

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

50% - 55%

CEO Perspective

David Henshall | President & Chief Executive Officer





3Q'18 CEO Highlights

- Continued execution of company transformation
- Vision and strategy clearly resonating with customers and partners
- Delivered on innovation announced at Citrix Synergy within 90 day commitment
- Workspace continues to lead execution
- Stability within the Networking business
- Results are well ahead of multi-year targets, proving Citrix can drive cloud transition *and* accelerate revenue and margins

Q&A





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