



1Q17 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.

Financial Results & Business Outlook

David Henshall | COO & CFO



1Q17 Financial Highlights

Excludes discontinued operations (GoTo Business)

- Net revenue was nearly \$663 million
 - up 1% from 1Q16
- Non-GAAP operating margin was 28%
- Non-GAAP earnings per share was \$0.97
- Deferred revenue up 11% from 1Q16
- Billings* growth of more than 5% over 1Q16

*Billings = quarterly revenue + change in deferred revenue

1Q17 Geo Net Revenue Highlights

47 transactions of \$1M+

Americas – 34

EMEA – 9

APJ - 4

Net Revenue (in millions)	1Q17	1Q16	Y-O-Y	4Q16	SEQ
Americas	\$391.3	\$389.0	0.7%	\$410.2	(4.6%)
EMEA	\$201.9	\$206.9	(2.5%)	\$251.7	(19.8%)
APJ	\$69.5	\$63.2	10.0%	\$72.7	(4.5%)
Total Net Revenue*	\$662.7	\$658.8	0.6%	\$734.6	(9.8%)

*amounts may not add due to rounding

Workspace Services

- Total revenue of \$400 million in 1Q17
- Nearly 20% of product license sales were subscription based
- Americas license revenue increased 5% y/y
- APJ saw strength in Workspace Services license revenue growth of 9% from 1Q16
- Citrix Service Provider grew 36% from 1Q16

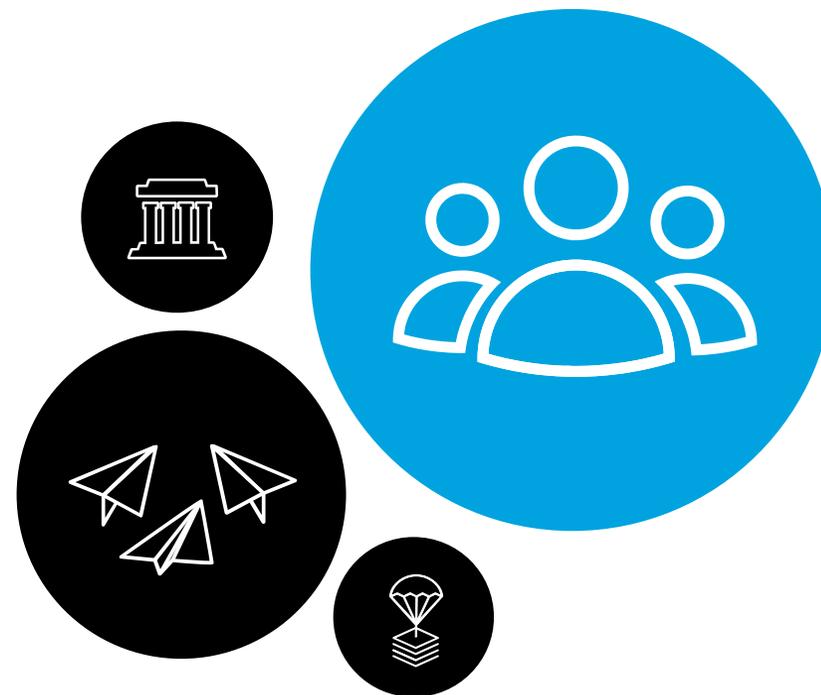
Networking

- Total revenue of \$193 million in 1Q17
- License revenue decreased 9% from 1Q16
- Cloud infrastructure sales up nearly 100% from 4Q16
- Transacted with nearly 1,900 unique customers
 - 30% were new customers

SaaS

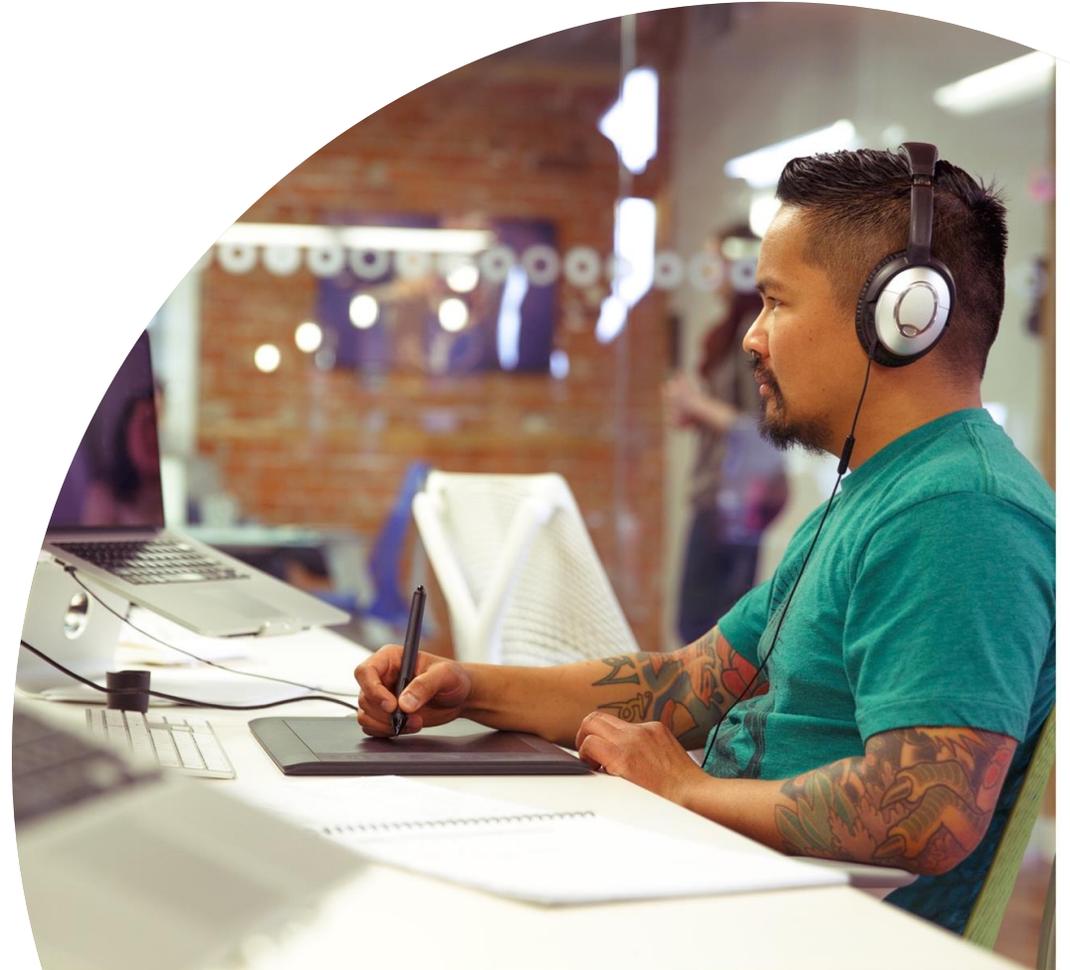
- Total revenue of \$39 million in 1Q17
- An increase of 24% from 1Q16
- Aggregate ARR* was over \$275 million in 1Q17

*ARR = ratable business for the quarter x 4



1Q17 Expenses and Operations

- Non-GAAP operating margin was 28% in 1Q17
- Operating cash flow from continuing operations was \$292 million
- Deferred revenue was \$1.66 billion
 - Up 11% from 1Q16
- Repurchased 7 million shares in the quarter



Summary and Guidance

2Q17 Outlook

- Net revenue expected to be in the range of \$685-\$695 million
- Non-GAAP earnings per share expected to be \$0.97 - \$1.00

FY17 Outlook

- Net revenue expected to be in the range of \$2.81 - \$2.84 billion
- Non-GAAP earnings per share expected to be \$4.60 - \$4.65



CEO Perspective

President and CEO Kirill Tatarinov



1Q17 Highlights

- Exceeded bookings plan in all geographies
- Double digits bookings growth in APJ and EMEA
- Double digits growth in Workspace Services product bookings
- Strong momentum in Citrix Cloud adoption
- Accelerated product innovation
- 1,000+ competitive wins



1Q17 Product Highlights

- **Workspace Services**
 - XenApp & XenDesktop 7.13
 - XenApp & XenDesktop Essentials in Azure Marketplace
 - Samsung S8 DeX
- **Networking**
 - SD-WAN 9.2
 - Zero-touch deployment in Azure
 - Gateway Integration with Microsoft EMS
- **Enterprise File Sync and Share**
 - Gmail plugin
 - Exchange Connectors

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Q&A

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