

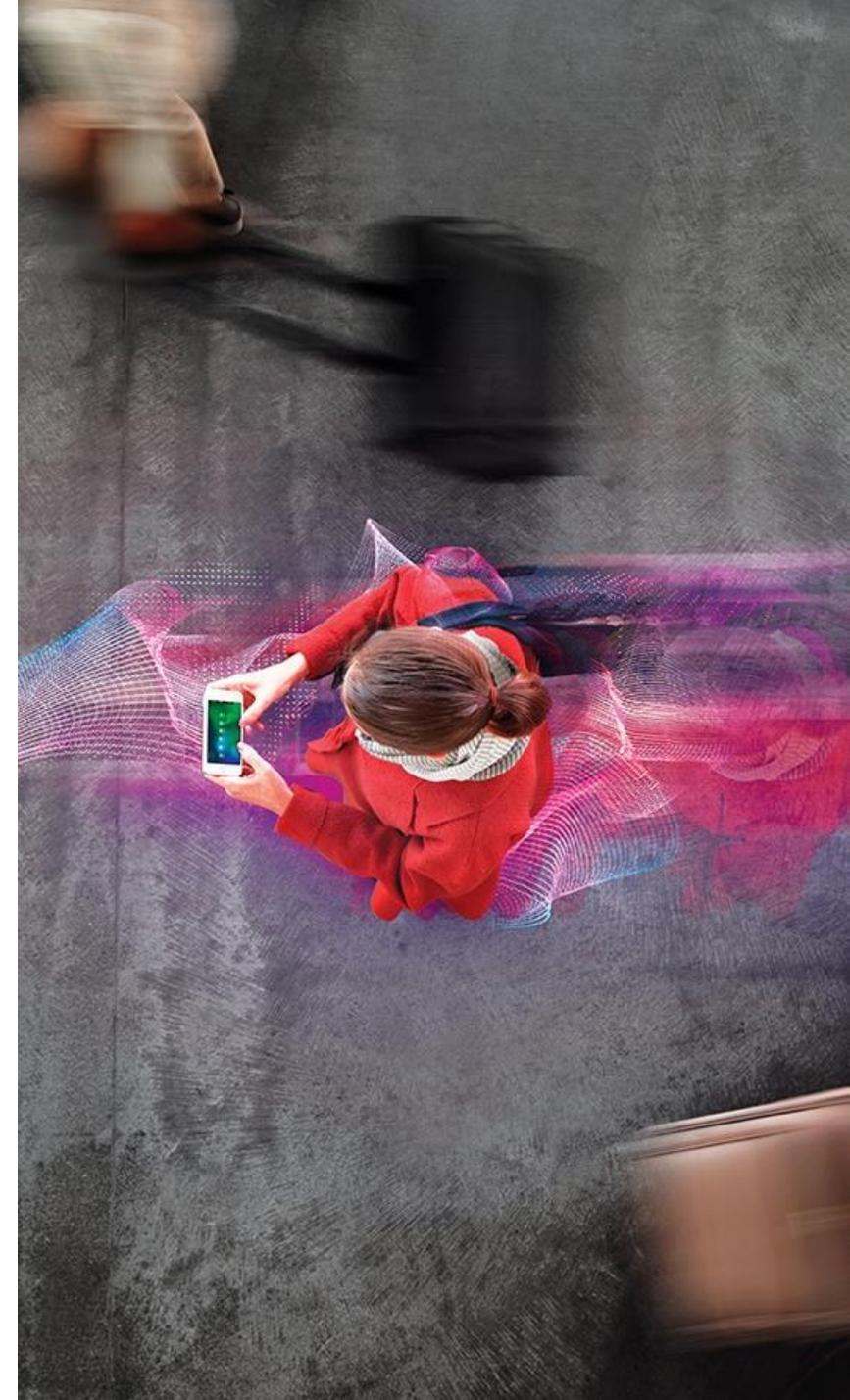


4Q16 and FY16 Financial Results & Business Outlook

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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, 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 changes and transitions in key personnel, including management personnel; risks associated with concentration of customers in our networking business; 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.



Financial Results & Business Outlook

David Henshall | COO & CFO

4Q16 Financial Highlights

- Net revenue was \$908 million
 - FY2016 total revenue up 4% from FY2015
- Non-GAAP operating margin was 35%
- Non-GAAP earnings per share was \$1.61
 - FY2016 earnings per share of \$5.32, up 23%
- Deferred revenue was up over \$190 million sequentially, up 8% from 4Q15

4Q16 Geo Net Revenue Highlights

Net Revenue (in millions)	4Q16	4Q15	Y-O-Y	3Q16	SEQ
Americas	\$410.2	\$415.3	(1.2%)	\$397.3	3.2%
EMEA	\$251.7	\$252.0	(0.1%)	\$199.8	26.0%
APJ	\$72.7	\$72.6	0.1%	\$71.5	1.6%
GoTo Business	\$173.8	\$164.8	5.4%	\$172.5	0.7%
Total Net Revenue*	\$908.4	\$904.7	0.4%	\$841.3	8.0%

*amounts may not add due to rounding

96 transactions of \$1M+

- Americas - 53
- EMEA - 36
- Pacific - 7

Workspace Services

- Total revenue of \$464 million in 4Q16
- An increase of 3% from 4Q15
- Product license revenue grew 3% from 4Q15
- Americas and APJ saw strength in license revenue growth of 10% and 9% respectively from 4Q15
- Citrix Service Provider grew 30% from 3Q15, with an ARR over \$80 million

Delivery Networking

- Total revenue of \$201 million in 4Q16
- A decline of 9% from 4Q15
- Product license revenue declined 20% from 4Q15

4Q16 Business Metrics

- Solution Attach sales represented over 50% of mix
- Cloud and e-commerce contributed 20% of NetScaler product sales
- Enterprise ADC sales represented 20% of mix
- SD-WAN business up nearly 200% from 4Q15
- Transacted with over 2,000 unique customers and 40% of customers were new to Citrix

SaaS and Recurring Revenue

- Total SaaS revenue of \$210 million in 4Q16
- An increase of 8% from 4Q15
- GoTo products were \$174 million in 4Q16
- Merger of GoTo with LogMeIn is expected to close at the end of Jan'17
- Cloud-based services contributed \$36 million in revenue, growing 25% from 4Q15
- Total subscription ARR (excluding GoTo) was over \$250 million in 4Q16

4Q16 Expenses and Operations

- Non-GAAP operating margin was 35% in 4Q16
 - An increase of 366 bps from 4Q15
- Cash flow from operations was \$259 million in 4Q16
- Trailing twelve months cash flow from operations was \$1.12 billion
- Board authorized an additional \$500 million of stock buyback authority

Summary and Guidance

1Q17 Outlook

- Net revenue expected to be in the range of \$655 – \$665 million
- Non-GAAP earnings per share expected to be \$0.93 – \$0.95

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

*Guidance excludes GoTo business



CEO Perspective

President and CEO Kirill Tatarinov



4Q16 Overall Highlights

- Continued growth in XenApp/XenDesktop
- Progress with Citrix Cloud
- Transition to a unified functional organization
- Accelerated product innovation
- Continued improvement in competitive win rates
- Exceeded plan in all geographies in 2016



4Q16 Product Highlights

- Virtualization
 - XenApp/XenDesktop 7.12
 - Unidesk Acquisition
- Networking
 - SD-WAN
 - Management and Analytics Systems (MAS)
 - Gateway and MAS as a Service
- Enterprise File Sync and Share
 - New ShareFile Interface and workflows

A person wearing a white lab coat is holding a smartphone in their hands. The background is a blurred laboratory or office environment with various lights and equipment. The text "Q&A" is overlaid in the center of the image.

Q&A



Work better. Live better.