

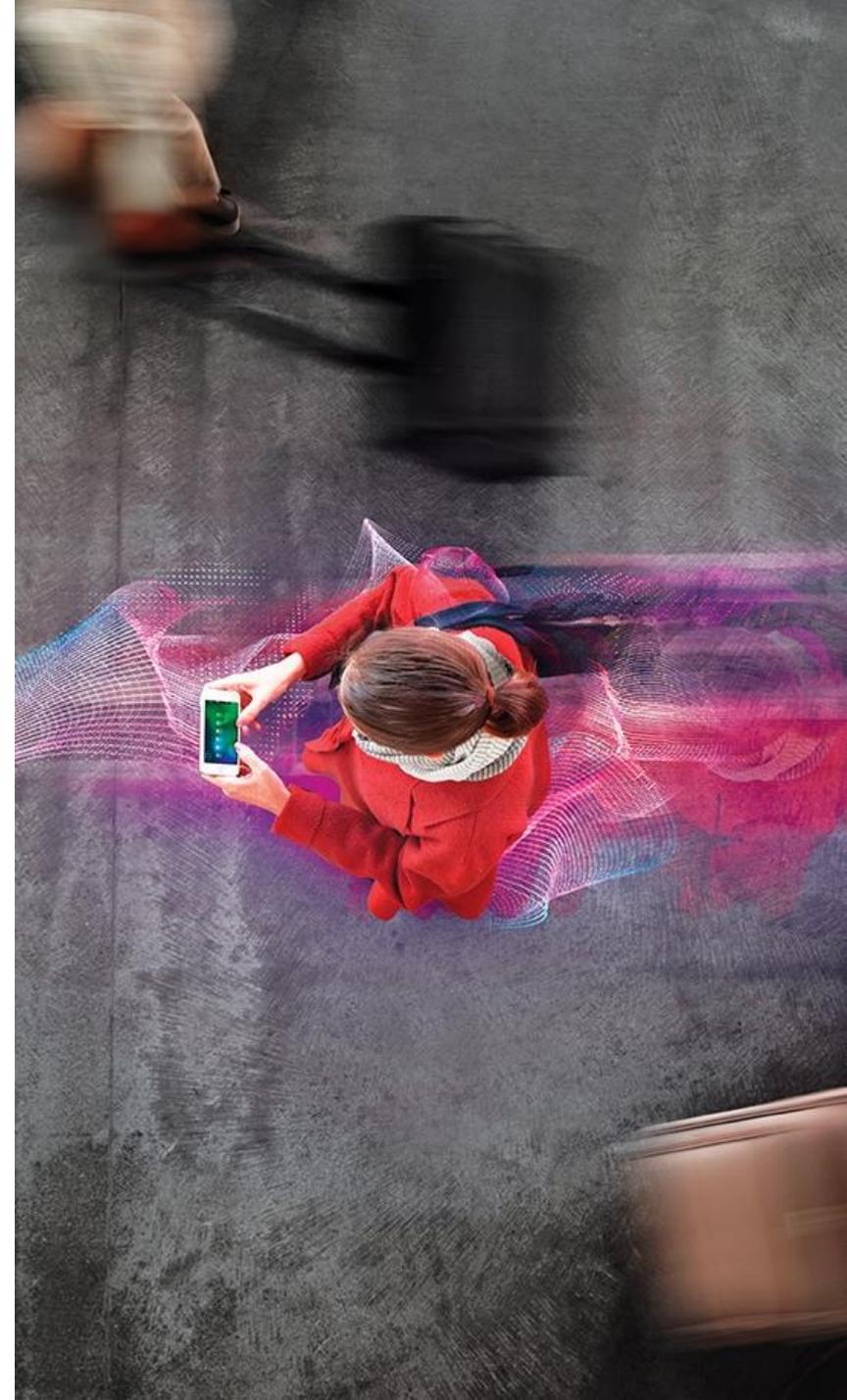


## 3Q16 Financial Results & Business Outlook

Kirill Tatarinov | President & CEO

David Henshall | COO & CFO

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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, risks associated with changes and transitions in management personnel; 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 transitions in key personnel; 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](http://www.citrix.com/investors).



# Financial Results & Business Outlook

David Henshall | COO & CFO

# 3Q16 Financial Highlights

- Net revenue was \$841 million, up 3% from 3Q15
- Non-GAAP operating margin was 30%
- Non-GAAP earnings per share was \$1.32, up 27% from 3Q15
- Cash flow from operations was \$288 million

# 3Q16 Geo Net Revenue Highlights

Net Revenue (in millions)	3Q16	3Q15	Y-O-Y	2Q16	SEQ
Americas	\$397.3	\$369.6	7.5%	\$402.7	(1.3%)
EMEA	\$199.8	\$208.2	(4.0%)	\$205.1	(2.6%)
Pacific	\$71.5	\$71.4	0.1%	\$66.2	8.0%
Mobility Apps	\$172.5	\$164.1	5.1%	\$169.0	2.1%
<b>Total Net Revenue*</b>	<b>\$841.3</b>	<b>\$813.3</b>	<b>3.4%</b>	<b>\$843.0</b>	<b>(0.2%)</b>

\*amounts may not add due to rounding

## 49 transactions of \$1M+

- Americas - 37
- EMEA - 8
- Pacific - 4

# Workspace Services

- Total revenue of \$414 million in 3Q16
- An increase of 5% from 3Q15
- Product license revenue grew 5% from 3Q15
- Americas saw strength in license revenue growth of 18% from 3Q15
- Citrix Service Provider grew 30% from 3Q15

# Delivery Networking

- Total revenue of \$191 million in 3Q16
- An increase of 1% from 3Q15
- Product license revenue declined 2% from 3Q15
- NetScaler license revenue grew 5% from 3Q15

## 3Q16 Business Metrics

- NetScaler had strength in the Cloud Service Provider segment, representing 40% of mix in 3Q16
- Solution Attach sales represented nearly 15% of mix
- Enterprise ADC sales represented nearly 45% of mix
- Transacted with over 1,600 networking customers; over 33% being new

# SaaS and Recurring Revenue

- Total SaaS revenue of \$207 million in 3Q16
- An increase of 9% from 3Q15
- GoTo products were \$173 million in 3Q16
- Merger of GoTo with LogMeIn received U.S. anti-trust approval in September and deal is expect to close in Q1'17
- Cloud-based services contributed \$35 million in revenue, growing 28% from 3Q15
- Enterprise subscription ARR was over \$225 million in 3Q16

# 3Q16 Expenses and Operations

- Non-GAAP operating margin was 30.3% in 3Q16
  - An increase of 411 bps from 3Q15
- Cash flow from operations was \$288 million in 3Q16
- Trailing twelve months cash flow from operations was \$1.14 billion

# Summary and Guidance

## FY16 Outlook

- Consolidated revenue expected to be in the range of \$3.40 – \$3.41 billion
- Non-GAAP earnings per share expected to be \$5.18 – \$5.20
- Core Citrix revenue expected to be in the range of \$2.71 – \$2.72 billion, or approximately 2.5% - 3% excluding the GoTo business

## FY17 Outlook

- Core Citrix revenue expected to be in the range of 3% – 4%
- Core Citrix non-GAAP operating margin expected to be in the range of 32% – 33%



# CEO Perspective

President and CEO Kirill Tatarinov



# 3Q16 Overall Highlights

- XenApp/XenDesktop continued growth
- Cultural and Workforce stability progress
- Citrix Cloud progress
- Accelerated product innovation



## 3Q16 Product Highlights

- Virtualization
  - XenApp/XenDesktop 7.11
  - Norskale Acquisition
  - Nutanix Support for XenServer
- Networking
  - NetScaler SD-WAN 9.1
  - NetScaler CPX Express
  - NetScaler FIPS Platform
- Enterprise File Sync and Share
  - ShareFile Personal Cloud Connectors
  - ShareFile Legal
  - ShareFile Workflows

# Competitive Wins

- Virtualization
  - Continued momentum in target verticals; healthcare and higher education
- Networking
  - Continued momentum in core ADC area
- Enterprise File Sync and Sharing
  - Strong differentiation positions ShareFile for further growth

# 3Q16 Highlights

- Industry Analysts Event
  - Positive Feedback on Strategy and Vision
- Microsoft Partnership
  - Joint Wins
  - Microsoft Azure RemoteApp Announcement

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



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