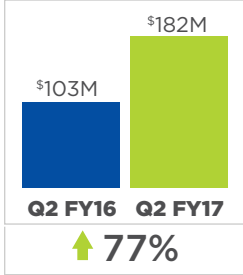
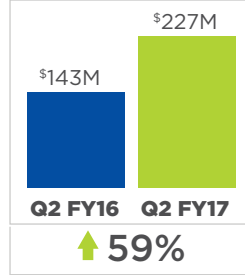


## FINANCIALS

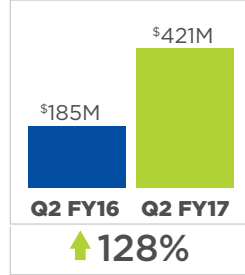
### REVENUE



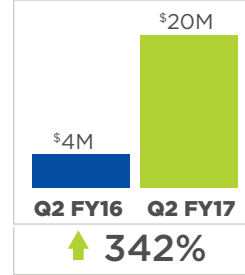
### BILLINGS\*



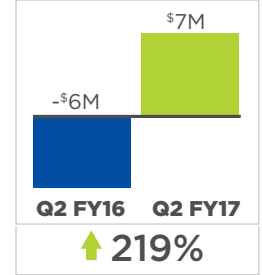
### DEFERRED REVENUE



### OPERATING CASH FLOW



### FREE CASH FLOW\*



## CUSTOMERS

**5,382**

TOTAL CUSTOMERS



**909**

NEW CUSTOMERS



**2,559**

WORLD WIDE EMPLOYEES



- 1** OF THE FORBES GLOBAL 5
- 5** OF THE FORBES GLOBAL 10
- 27** OF THE FORBES GLOBAL 50
- 56** OF THE FORBES GLOBAL 100

**90**

NET PROMOTER SCORE



## AHV



**21%**

ADOPTION AS % NODES SOLD

Based on a rolling 4-qtr average

## SOFTWARE



**15%**

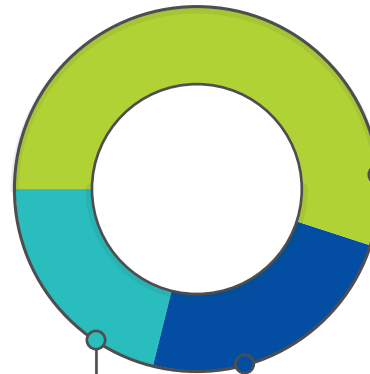
OF BOOKINGS

Based on a rolling 4-qtr average

## WORKLOAD DISTRIBUTION



DISASTER RECOVERY & OTHER



ENTERPRISE APPLICATIONS



VIRTUAL DESKTOP INFRASTRUCTURE

\* Reconciliations between GAAP and non-GAAP financial measures and key performance measures are provided below in the tables of this press release.