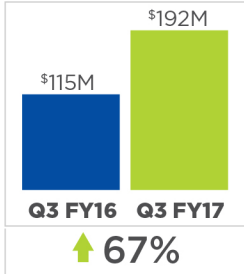
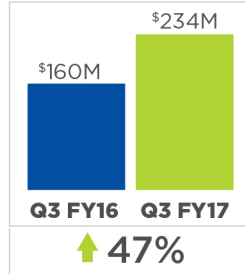


## FINANCIALS

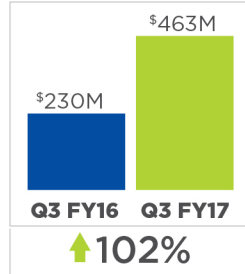
### REVENUE



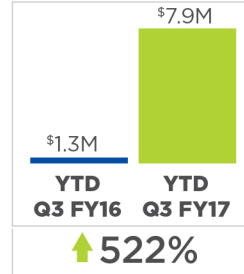
### BILLINGS\*



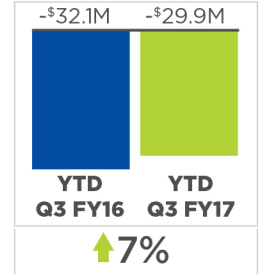
### DEFERRED REVENUE



### OPERATING CASH FLOW



### FREE CASH FLOW\*



## CUSTOMERS

**6,172**

TOTAL CUSTOMERS



**790**

NEW CUSTOMERS



**2,672**

WORLD WIDE EMPLOYEES



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

**90**

NET PROMOTER SCORE



COUNTRIES SHIPPED IN

## AHV



**23%**

ADOPTION AS % NODES SOLD

Based on a rolling 4-qtr average

## SOFTWARE

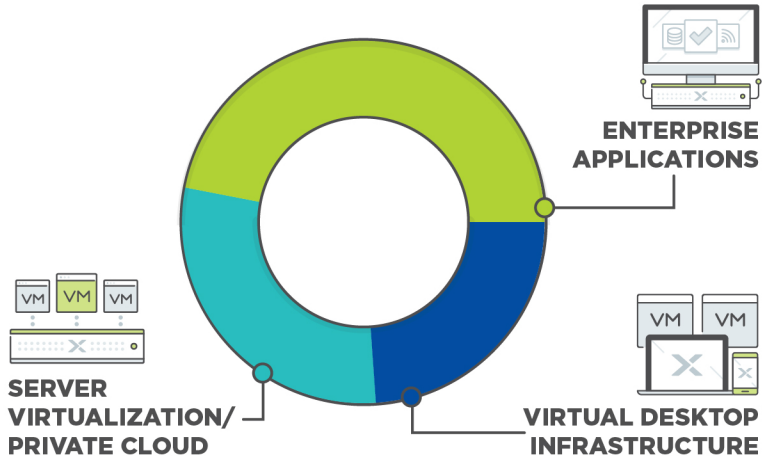


**16%**

OF BOOKINGS

Based on a rolling 4-qtr average

## Q3 NEW CUSTOMER WORKLOAD DISTRIBUTION



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