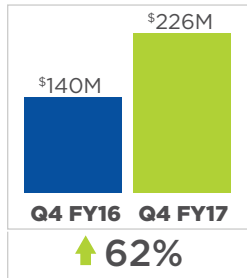
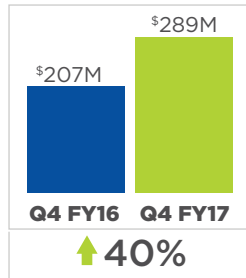


## FINANCIALS

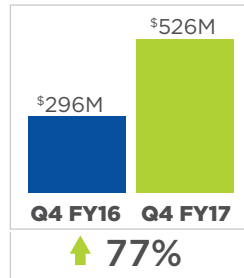
### REVENUE



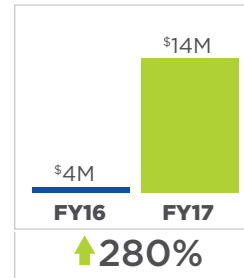
### BILLINGS\*



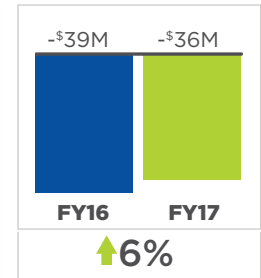
### DEFERRED REVENUE



### OPERATING CASH FLOW



### FREE CASH FLOW\*



## CUSTOMERS

**7,051**  
TOTAL CUSTOMERS



**879**  
NEW CUSTOMERS



**2,813**  
WORLDWIDE EMPLOYEES

**559**  
GLOBAL 2000 CUSTOMERS

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

**90**  
NET PROMOTER SCORE

**125+**  
COUNTRIES SHIPPED TO

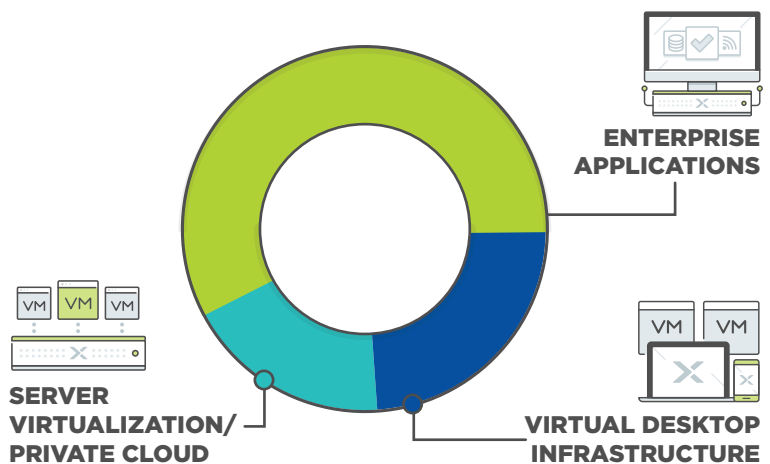
## AHV



**24%**  
ADOPTION AS %  
NODES SOLD

Based on a rolling 4-qtr average

## Q4 NEW CUSTOMER WORKLOAD DISTRIBUTION



## SOFTWARE



**17%**  
OF BOOKINGS

Based on a rolling 4-qtr average

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