



/4 - 583 (:/54 * 54 * , 84/4 . - 58 < (8+/2551/4 . 9: (: , 3 , 4 : 9

3>0PE ° 3@2BKK>K * L J M>KFBP /K@fi
 * LKPLIFA>QBA 9Q>QB J BKQP LC /K@L J B

8BSBKRB
 ,UMBKPB'

5 MB0>QFKD BUMBKPBP
 5 MB0>QFKD FK@L J B
 5 QEBO KBQ ?BKBCFQ @OBAFQP
 /KQB0BPQ FK@L J B
 /KQB0BPQ BUMBKPBP
 /KSBPQ J BKQ FK@L J B 1LPP
 /K@L J B ?BCLOB FK@L J B Q>UBP
 /K@L J B Q>U BUMBKPBP
 4BQ FK@L J B ?BCLOB KLK/@LKQOLIIFKD FKQB0BPQP
 2BPP' 4BQ FK@L J B >QQOF?RQ>?IB QL KLK/@LKQOLIIFKD FKQB0BPQP
 4BQ FK@L J B >QQOF?RQ>?IB QL QEB * L J M>KV
 4BQ FK@L J B MB0 PE>OB >QQOF?RQ>?IB QL QEB * L J M>KV'
 /)>Pf@
 / +FIRQBA
 (SB0>DB KR J ?B0 LC PE>OBP LRQPQ>KAFKD'
 /)>Pf@
 / +FIRQBA
 9E>OBP LRQPQ>KAFKD >Q +B@B J ?B0 žt

: E0BB 3 LKQEP , KABA +B@B J ?B0 žt	: TBISB 3 LKQEP , KABA +B@B J ?B0 žt
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3>0PE ° 3@2BKK>K * L J M>KFBP_i /K@_i
 9RMMIB J BKQ>I /KCL0 J >QFLK / 8BSBKRB (K>IVPFP
 : E0BB 3 LKQEP , KABA +B@BJ ?B0 ž†

	: E0BB 3 LKQEP , KABA +B@BJ ?B0 ž†	* E>KDB ((6 8BSBKRB~	* L J M L K B K Q P L C 8BSBKRB * E>KDB~	(@NRFPFQFLKPI +FPMLPFQFLKPI 5QEBO / J M>@Q~	4LK/ . ((6 ; KAB0IVFKD 8BSBKRB
8FPH >KA /KPR0>K@B 9B0Sf@BP	ž†ž!		* R00BK@V / J M>@Q		
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* LKPRIQFKD	ž†ž!\$				
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* LOML0>QB , IF J FK>QFLKP : LQ>I 8BSBKRB	ž†ž!†				
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8BSBKRB +BQ>FIP					

	: E0BB 3 LKQEP , KABA +B@BJ ?B0 ž†	* E>KDB ((6 8BSBKRB~	* L J M L K B K Q P L C 8BSBKRB * E>KDB~	(@NRFPFQFLKPI +FPMLPFQFLKPI 5QEBO / J M>@Q~	4LK/ . ((6 ; KAB0IVFKD 8BSBKRB
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3>0PE ° 3@2BKK>K *LJM>KFBP /K@fi
9RMMIB JBKQ>I /KCL0J>QFLK / 8BSBKRB (K>IVPFP
:TBISB 3LKQEP ,KABA +B@BJ ?B0 ž†

:TBISB 3LKQEP ,KABA
+B@BJ ?B0 ž†
žž!

*E>KDB
.(6
8BSBKRB~

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(@NRFPFQFLKPI
+FPMLPFQFLKPI
5QEBO /JM>@Q~

*LJMLKBKQP LC 8BSBKRB *E>KDB~
4LK/. ((6
;KAB0IVFKD
8BSBKRB

3>0PE ° 3 @2BKK>K * L J M>KFBP1 /K@fi
8B@LK@FIF>QFLK LC 4LK/. (6 3B>PROBP
:E0BB 3 LKQEP , KABA +B@B J ?B0 ž†

5 SB0SFBT

revenue,

non-GAAP

3>0PE ° 3@2BKK>K * L J M>KFBPı /K@fi
8B@LK@FIF>QFLK LC 4LK/ . (6 3B>PROBP
:EOBB >KA : TBISB 3LKQEP , KABA +B@BJ ?B0 ž†

3>0PE ° 3@2BKK>K *LJM>KFBP /K@fi
 9RMMIB JBKQ>I /KCL0J>QFLK
 :E0BB >KA :TBISB 3LKQEP ,KABA +B@BJ ?B0 ž†

*LKPLIFA>QBA

:E0BB 3LKQEP ,KABA +B@BJ ?B0 ž†	:TBISB 3LKQEP ,KABA +B@BJ ?B0 ž†
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8fPH >KA /KPR0>K@B 9B0Sf@BP

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3>0PE ° 3@2BKK>K *LJM>KFBP /K@f
*LKPLIFA>QBA)>I>K@B 9EBBQP

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:LQ>I @R00BKQ >PPBQP

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* LKPLIFA>QBA 9Q>QB J BKQP LC * >PE -ILTP

5MB0>QFKD @>PE CILTP'

-LO QEB =B>0P , KABA
+B@B J ?B0 ž†ı

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3>0PE ° 3@2BKK>K * L J M>KFBP /K@fi
 8B@LK@FIF>QFLK LC 4LK/ . ((6 3B>PROBP
 : E0BB 3 LKQEP , KABA +B@BJ ?B0 ž†

Non-GAAP revenue

non-GAAP revenue

non-GAAP underlying revenue
 non-GAAP revenue.

non-GAAP revenue

	ŽŁŽ!				
	. ((6 8BSBKRB	* ROOBK@V / J M>@Q	(@NRFPQFLKPI +FPMLPQFLKPI 5 QEB0 / J M>@Q	4LK/ . ((6 8BSBKRB	
8FPH >KA /KPR0>K@B 9B0Sf@BP	~ žižž!	~ Žž	~ ŽžŁ	~ žižž\$	
	~ ŽŁ†	~ Ž	~ "	~ ŽŁ%	
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	~ ži#!\$	~ Ž"	~ Ž†%	~ ži!"!	
* LKPRIQFKD	~ †!%\$	~ \$	~ \$!	~ †!ŽŁ	
	~ &"!	~ ž	~ †!	~ &††	
	~ Ži!!†	~ "	~ ††"	~ Žižž†	

