



/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 |
|--|---|
| žŁž! | žŁž! |
| #iŁ#\$ | ž!i!"% |
| ži#žŁ | † ži&&# |
| †iž&" | !i#!" |
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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 8 B S B K R B * E > K D B ~ | (@ N R F P F Q F L K P i + F P M L P F Q F L K P i 5 Q E B 0 / J M > @ Q ~ | 4 L K / . ((6 ; K A B 0 I V F K D 8 B S B K R B |
|-----------------------------|---------------------------------------|-----------------------------|---|---|---|
| 8FPH >KA /KPR0>K@B 9B0Sf@BP | žŁž! | | * R00BK@V / J M > @ Q | | |
| | žižž! | | | | |
| | žŁ† | | | | |
| | ži"ž" | | | | |
| | ††ž | | | | |
| * LKPRIQFKD | ži#!\$ | | | | |
| | ††!%\$ | | | | |
| | &"! | | | | |
| * LOML0>QB , IF J FK>QFLKP | ži!!† | | | | |
| : LQ>I 8BSBKRB | žŁ | | | | |
| | #iL#\$ | | | | |
| 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 8 B S B K R B * E > K D B ~ | (@ N R F P F Q F L K P i + F P M L P F Q F L K P i 5 Q E B 0 / J M > @ Q ~ | 4 L K / . ((6 ; K A B 0 I V F K D 8 B S B K R B |
|----------|---------------------------------------|-----------------------------|---|---|---|
| 3>0PE' | žŁž! | | * R00BK@V / J M > @ Q | | |
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| | †i&#! | | | | |
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| 3 B0@B0' | #"\$ | | | | |
| | !&" | | | | |
| | ž†\$ | | | | |
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3>0PE ° 3@2BKK>K *LJM>KFBP_i/K@_i
9RMMIBJBKQ>I/KCLOJ>QFLK/8BSBKRB (K>IVPFP
:TBISB 3LKQEP ,KABA +B@BJ?B0 ž†

:TBISB 3LKQEP ,KABA
+B@BJ?B0 ž†
žž!

*E>KDB
(6
8BSBKRB~

*R00BK@V
/JM>@Q

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

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

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

5SB0SFBT

revenue,

non-GAAP

3>0PE ° 3@2BKK>K *LJM>KFBP1/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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| žŁ† | \$!# |

8fPH >KA /KPR0>K@B 9B0Sf@BP

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*LKPRIQFKD

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

(99, :9

+B@B,J?B0 žtI
žŁž!

:LQ>I @R00BKQ >PPBQP

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:LQ>I @R00BKQ IF>?FIFQFBP

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:LQ>I BNRQV

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3>0PE ° 3@2BKK>K * L J M>KFBPı /K@ñ
* 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% | |
| | ži"ž" | Ž" | ~ž†" | žiž!" | |
| | ††Ž | W | ~ž | †Ł& | W |
| | ži#!\$ | Ž" | ~ž†% | ži!"! | |
| * LKPRIQFKD | †!%\$ | \$ | ~\$! | †!ŽŁ | |
| | &"! | ~ž | ~†! | &†† | |
| | Ži!!† | " | ~††" | Žižž† | |

