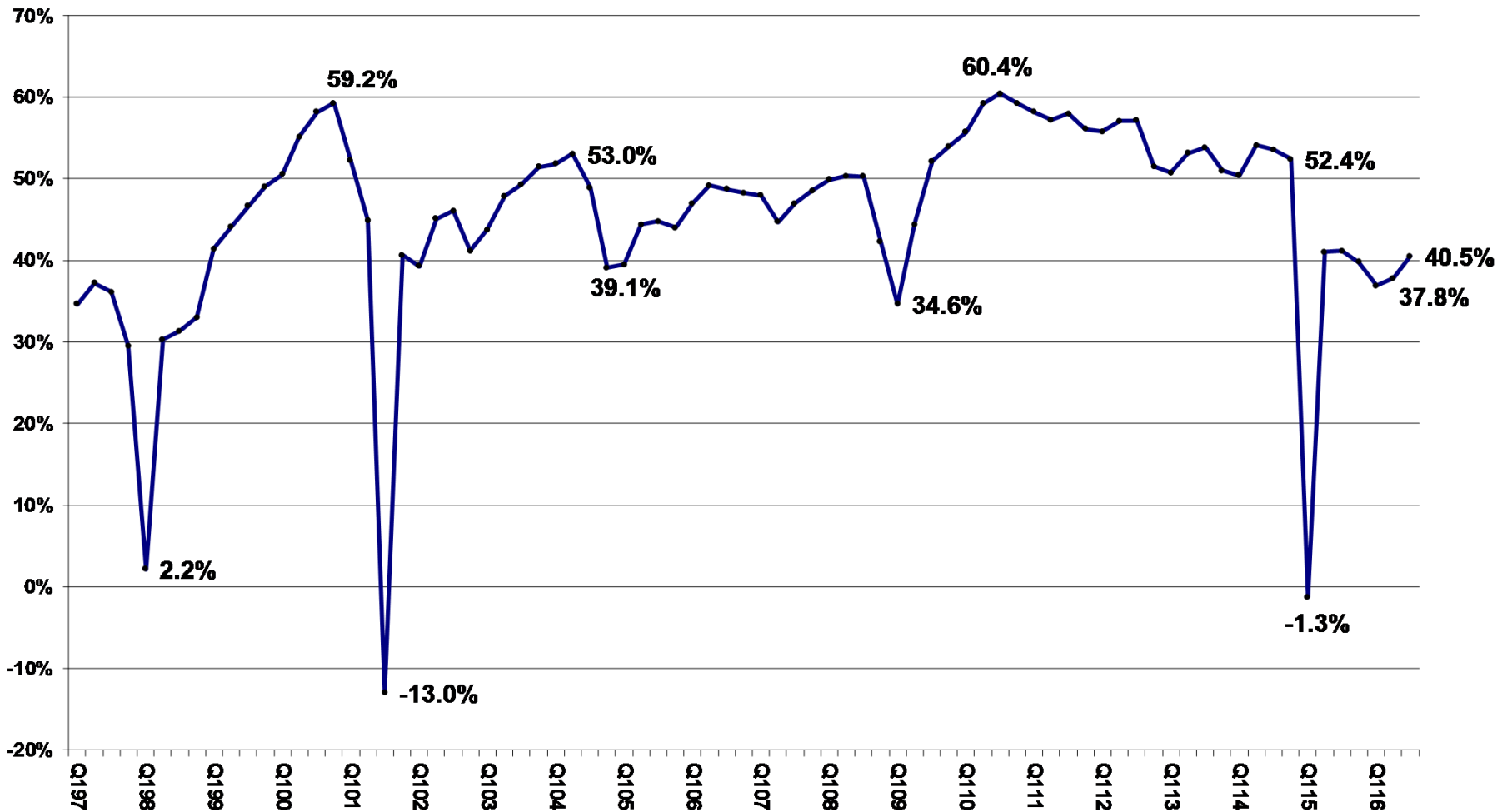


# NON - GAAP % GM

## GROSS MARGIN AS A PERCENTAGE OF TOTAL REVENUE



**Equivalent GAAP Data: Q316: 37.9%**  
**Reconciliation of GAAP Data can be found in Quarterly Press Release**