



# 4Q15 and FY15 Financial Results & Business Outlook

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# Safe Harbor and Non-GAAP Financial Measure Provisions

- This presentation contains forward-looking statements which are made pursuant to the safe harbor provisions of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. The forward-looking statements in this presentation do not constitute guarantees of future performance. Investors are cautioned that statements in this presentation, which are not strictly historical statements, including, without limitation, statements by our President and Chief Executive Officer and our Chief Financial Officer, and statements concerning our expected future performance, plans, objectives and strategies, constitute forward-looking statements. Such forward-looking statements are subject to a number of risks and uncertainties that could cause actual results to differ materially from those anticipated by the forward-looking statements, including, without limitation, risks associated with changes and transitions in management personnel; the impact of the global economy and uncertainty in the IT spending environment; the success and growth of our product lines; our product concentration and our ability to develop and commercialize new products and services; risks associated with transitions in key personnel; risks associated with our acquisitions; our ability to maintain and expand our business; risks in effectively controlling operating expenses; litigation; the impairment of assets; competition; and other risks detailed in our filings with the Securities and Exchange Commission. We assume no obligation to update any forward-looking information contained in this presentation.
- Additionally during this presentation, we may discuss various non-GAAP financial measures as defined by the SEC's Regulation G. More information on the non-GAAP financial measures used in this presentation can be found in the earnings press release issued today and on the Investor Relations page of our corporate website at [www.citrix.com/investors](http://www.citrix.com/investors).



# Financial Results & Business Outlook

David Henshall | COO & CFO

# 4Q15 Financial Highlights

- Net revenue was \$905 million, up 6% from 4Q14
- Product license revenue was \$281 million, up 5% from 4Q14
- Non-GAAP operating margin was 32%
- Non-GAAP earnings per share was \$1.66, up 50% from 4Q14
- Cash flow from operations was \$282 million
- Deferred revenue was up \$154 million sequentially, up 7% from 4Q14

# 4Q15 Geo Net Revenue Highlights

Net Revenue (in millions)	4Q15	4Q14	Y-O-Y	3Q15	SEQ	FY15	FY14	Y-O-Y
Americas	\$389.0	\$351.7	10.6%	\$345.4	12.6%	\$ 1,395.0	\$ 1,328.9	5.0%
EMEA	\$250.2	\$249.2	0.4%	\$206.4	21.2%	\$ 866.8	\$ 859.4	0.9%
Pacific	\$71.9	\$82.3	(12.6%)	\$70.7	1.7%	\$ 282.5	\$ 303.0	(6.8%)
Software as a Service	\$193.6	\$168.4	15.0%	\$190.8	1.5%	\$ 731.3	\$ 651.6	12.2%
<b>Total Net Revenue*</b>	<b>\$904.8</b>	<b>\$851.5</b>	<b>6.3%</b>	<b>\$813.3</b>	<b>11.3%</b>	<b>\$ 3,275.6</b>	<b>\$ 3,142.9</b>	<b>4.2%</b>

\*amounts may not add due to rounding

- 86 transactions of \$1M+
  - Americas - 60
  - EMEA - 23
  - Pacific - 3

# Workspace Services

- Total revenue of \$452 million in 4Q15
  - An increase of 4% from 4Q14
- Workspace Suite approximately 20% of license revenue
- Citrix Service Provider revenue grew over 30% from 4Q14
  - FY15 revenue was over \$55 million

# Delivery Networks

- Total revenue of \$220 million in 4Q15
  - An increase of 13% from 4Q14
  - Product license increased 10% from 4Q14
- 4Q15 Business Metrics
  - Over 800 App & Mobile transactions included NetScaler
  - Transacted with over 2,500 unique customers and 36% of customers were new to Citrix

# Mobility Apps

- Total revenue of \$194 million in 4Q15
  - An increase of 15% from 4Q14
- Communications Cloud family was primary driver
  - Representing over 60% of overall SaaS revenue, up about 19% from 4Q14
- ShareFile increased nearly 30% from 4Q14



# 4Q15 Expenses and Operations

- Non-GAAP operating margin was 32% in 4Q15, up nearly 600 basis points from 4Q14
- Non-GAAP operating margin was 26% in FY15, up from 22% in FY14
- Cash flow from operations was \$282 million in 4Q15
  - Trailing twelve month cash flow from operations was \$1.03 billion, or \$6.45 per share
- Repurchased 4.3 million shares in 4Q15
- Board authorized an additional \$400 million of stock buyback authority

# Summary and Guidance

## 1Q16 Outlook

- Net revenue expected to be in the range of \$785 – \$790 million
- Non-GAAP earnings per share expected to be \$0.91 – \$0.93

## FY16 Outlook

- Net revenue expected to be in the range of \$3.31 – \$3.32 billion
- Non-GAAP earnings per share expected to be \$4.65 – \$4.75



# Strategic Perspective

Bob Calderoni | Executive Chairman

A person wearing a white lab coat is holding a smartphone in their hands. The background is a blurred laboratory or office environment with various lights and equipment. The text "Q&A" is overlaid in the center of the image.

Q&A



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