



/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>OB 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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 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
8 F P H > K A / K P R 0 > K @ B 9 B 0 S f @ B P	ž†ž!		* R 0 0 B K @ V / J M > @ Q		
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8 B S B K R B + B Q > F I P					

	: 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
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:TBISB 3LKQEP ,KABA +B@BJ?B0 ž†

:TBISB 3LKQEP ,KABA
+B@BJ?B0 ž†
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*E>KDB
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8BSBKRB~

*R00BK@V
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(@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 * 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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*LKPLIFA>QBA)>I>K@B 9EBBQP

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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\$	
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* LKPRIQFKD	†!%\$	\$	~\$!	†!ŽŁ	
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