



---





/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#!"
!i&ž"	†%i#!†
†i†!ž	"i%†\$
#\$	ž#%
žž	%ž
žž†	žŁŁ
&	†ž
†iŁŁ&	"i!%Ł
žŁ%	†iž#ž
%Ł†	!i††\$
†ž	"\$
\$%%	!iŁ#Ł
†fi#Ł	%fiž#
†fi"&	%fi†%
!&†	!&ž
!&#	!&#
!&†	!&†

3>0PE ° 3@2BKK>K \* L J M>KFBP<sub>i</sub> /K@<sub>i</sub>  
 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		
	ž†žž!				
	ž††				
	ž†"ž"				
	††ž				
* L K P R I Q F K D	ž†#!\$				
	††!%\$				
	&"!				
* L 0 M L 0 > Q B , I F J F K > Q F L K P	ž†!!†				
: L Q > I 8 B S B K R B	ž†				
	#!L#\$				
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
3 > 0 P E'	ž†ž!		* R 0 0 B K @ V / J M > @ Q		
	%!#				
	ž!"				
	†\$&				
	†ž\$ž				
	††&#!				
	ž†žž!				
3 B 0 @ B 0'	#"\$				
	!&"				
	ž†\$				
	††!%\$				

3>0PE ° 3@2BKK>K \*LJM>KFBP<sub>i</sub>/K@<sub>fi</sub>  
9RMMIBJBKQ>I/KCLOJ>QFLK/8BSBKRB (K>IVPFP  
:TBISB3LKQEP ,KABA +B@BJ?B0 ž†

:TBISB3LKQEP ,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 \* 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†
žž!	žž!
ž†#žŁ	†ž†&&#
†ž&"	!†!"
!†ž"	†%†#!†
&ž	ž#&
†Ł%	ž\$\$
žŁ†	\$!#

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

ž†\$%	%!&&
#&&	ž†"ž†
ž†%\$\$	††ŁžŁ
"ž	†&ž
&ž	žž#
†!"	"†%

\* LKPRIQFKD

†!ž†	"iž"%
"!"	ž†ŁŁ"
†!&\$"	\$iž#ž
ž#	††!
†"	"†
††	†#"

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

(99, :9

+B@BJ?B0 žtI  
žŁž!

:LQ>I @R00BKQ >PPBQP

žIž&%  
††ž\$#  
\$†"#  
†ž%\$  
žž††\$

:5:(2(99, :9

ž%†ž#  
%"&  
†&†!  
†!&%  
žž\$  
†\$žŁ

2/()/2/!/,9(4+,7;/:=

"#!%†

:LQ>I @R00BKQ IF>?FIFQFBP

"†&  
žI!Łž  
žI#žŁ  
žž"  
ž\$#  
††ž\$#  
†&I"†%

:LQ>I BNRQV

:5:(22/()/2/!/,9(4+,7;/:=

†&I!ž%  
%!Ł  
†I"&Ł  
žŁ"  
†ž#"

†žI"ž"

"#!%†

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

žŁž!

!††\$

\$!#

ž%Ł

ž#%

†ž! ,

&ž

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&
	~ ži#!\$	~ Ž"	~ Ž†%	~ ži!"!
* LKPRIQFKD	~ †!%\$	~ \$	~ \$!	~ †!ŽŁ
	~ &"!	~ ž	~ ††	~ &††
	~ Ži!!†	~ "	~ ††"	~ Žižž†

W



