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/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
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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
8FPH >KA /KPR0>K@B 9B0Sf@BP	žŁž!		* R00BK@V / J M > @ Q		
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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
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9RMMIB JBKQ>I /KCL0J>QFLK / 8BSBKRB (K>IVPFP  
:TBISB 3LKQEP ,KABA +B@BJ ?B0 ž†

:TBISB 3LKQEP ,KABA  
+B@BJ ?B0 ž†  
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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 \*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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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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