



**REVENUE SUPPLEMENTAL INFORMATION**

(Dollars in millions)

(Unaudited)

	Three Months Ended				Year	Three Months Ended				Year	Three Months Ended				Year
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
	2022	2022	2022	2022	2022	2023	2023	2023	2023	2023	2024	2024	2024	2024	2024
<b>Revenue by Type*</b>															
Hardware and perpetual software	\$ 566.8	\$ 531.0	\$ 472.5	\$ 415.8	\$ 1,986.1	\$ 434.4	\$ 490.5	\$ 444.0	\$ 402.8	\$ 1,771.7	\$ 367.1	\$ 320.4	\$ 307.6	\$ 288.9	\$ 1,284.0
Subscription and recurring services	388.9	375.6	379.3	404.5	1,548.3	444.1	466.8	476.4	491.6	1,878.9	555.4	518.4	539.9	662.2	2,275.9
Professional services and other	38.0	34.6	33.1	36.2	141.9	36.9	36.3	36.9	38.0	148.1	30.8	32.0	28.3	32.3	123.4
Total Company	\$ 993.7	\$ 941.2	\$ 884.9	\$ 856.5	\$ 3,676.3	\$ 915.4	\$ 993.6	\$ 957.3	\$ 932.4	\$ 3,798.7	\$ 953.3	\$ 870.8	\$ 875.8	\$ 983.4	\$ 3,683.3
<b>Revenue by Segment**</b>															
AECO	\$ 242.9	\$ 221.6	\$ 226.0	\$ 251.2	\$ 941.7	\$ 288.1	\$ 264.1	\$ 269.6	\$ 288.7	\$ 1,110.5	\$ 339.1	\$ 299.7	\$ 306.0	\$ 413.8	\$ 1,358.6
Field Systems	595.9	574.7	519.7	461.0	2,151.3	479.9	540.6	495.4	452.0	1,967.9	419.2	379.3	374.6	362.8	1,535.9
Transportation and Logistics	154.9	144.9	139.2	144.3	583.3	147.4	188.9	192.3	191.7	720.3	195.0	191.8	195.2	206.8	788.8
Total Company	\$ 993.7	\$ 941.2	\$ 884.9	\$ 856.5	\$ 3,676.3	\$ 915.4	\$ 993.6	\$ 957.3	\$ 932.4	\$ 3,798.7	\$ 953.3	\$ 870.8	\$ 875.8	\$ 983.4	\$ 3,683.3
<b>Revenue by Geography</b>															
North America	\$ 498.4	\$ 512.9	\$ 488.4	\$ 455.5	\$ 1,955.2	\$ 481.8	\$ 525.6	\$ 518.4	\$ 492.7	\$ 2,018.5	\$ 494.8	\$ 506.8	\$ 524.5	\$ 552.6	\$ 2,078.7
Europe	319.2	261.4	218.2	239.1	1,037.9	267.8	282.7	260.7	265.0	1,076.2	297.2	231.4	232.6	289.1	1,050.3
Asia Pacific	115.5	103.8	102.3	93.5	415.1	103.1	110.6	105.9	109.3	428.9	105.7	89.4	75.2	94.9	365.2
Rest of World	60.6	63.1	76.0	68.4	268.1	62.7	74.7	72.3	65.4	275.1	55.6	43.2	43.5	46.8	189.1
Total Company	\$ 993.7	\$ 941.2	\$ 884.9	\$ 856.5	\$ 3,676.3	\$ 915.4	\$ 993.6	\$ 957.3	\$ 932.4	\$ 3,798.7	\$ 953.3	\$ 870.8	\$ 875.8	\$ 983.4	\$ 3,683.3
<b>Revenue by Geography (% of Total)</b>															
North America	50 %	54 %	55 %	53 %	53 %	53 %	53 %	54 %	53 %	53 %	52 %	58 %	60 %	56 %	56 %
Europe	32 %	28 %	25 %	28 %	28 %	29 %	28 %	27 %	28 %	28 %	31 %	27 %	26 %	29 %	29 %
Asia Pacific	12 %	11 %	11 %	11 %	12 %	11 %	11 %	11 %	12 %	12 %	11 %	10 %	9 %	10 %	10 %
Rest of World	6 %	7 %	9 %	8 %	7 %	7 %	8 %	8 %	7 %	7 %	6 %	5 %	5 %	5 %	5 %
Total Company	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %
<b>Annualized Recurring Revenue***</b>															
ARR	\$ 1,472.4	\$ 1,512.5	\$ 1,546.8	\$ 1,603.7		\$ 1,648.1	\$ 1,882.9	\$ 1,935.1	\$ 1,982.3		\$ 2,028.6	\$ 2,113.0	\$ 2,186.7	\$ 2,257.8	

\* Subscription and recurring services include subscription, maintenance and support revenues, term licenses, and recurring transaction revenue.

\*\* Represents reportable operating segments under its management reporting system.

\*\*\* ARR is calculated by taking our subscription and maintenance and support revenue for the current quarter and adding the portion of the contract value of all our term licenses attributable to the current quarter, then dividing that sum by the number of days in the quarter and then multiplying that quotient by 365.





**CONDENSED CONSOLIDATED STATEMENTS OF INCOME**

(In millions, except per share data)

(Unaudited)

	Three Months Ended				Year 2022	Three Months Ended				Year 2023	Three Months Ended				Year 2024
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
	2022	2022	2022	2022		2023	2023	2023	2023		2024	2024	2024	2024	
<b>GAAP Income Statement</b>															
Revenue	\$ 993.7	\$ 941.2	\$ 884.9	\$ 856.5	\$ 3,676.3	\$ 915.4	\$ 993.6	\$ 957.3	\$ 932.4	\$ 3,798.7	\$ 953.3	\$ 870.8	\$ 875.8	\$ 983.4	\$ 3,683.3
Cost of sales	444.1	403.7	369.5	353.4	1,570.7	354.6	389.1	367.1	355.1	1,465.9	359.7	324.9	300.2	302.2	1,287.0
Gross margin	549.6	537.5	515.4	503.1	2,105.6	560.8	604.5	590.2	577.3	2,332.8	593.6	545.9	575.6	681.2	2,396.3
Operating expense	392.7	402.6	393.0	406.4	1,594.7	423.8	510.9	468.9	480.4	1,884.0	484.4	484.3	459.2	507.7	1,935.6
Operating income	156.9	134.9	122.4	96.7	510.9	137.0	93.6	121.3	96.9	448.8	109.2	61.6	116.4	173.5	460.7
Interest expense, net	(16.0)	(15.3)	(15.6)	(24.2)	(71.1)	(19.7)	(46.7)	(46.8)	(47.8)	(161.0)	(45.2)	(18.1)	(14.1)	(13.3)	(90.7)
Income (loss) from equity method investments, net	9.7	5.8	6.8	8.8	31.1	11.4	8.0	5.2	3.5	28.1	5.6	4.3	(0.6)	(57.4)	(48.1)
Other non-operating income (expense), net	(12.1)	96.2	4.3	9.8	98.2	31.9	2.6	(0.3)	6.9	41.1	3.4	1,714.2	(28.6)	(5.0)	1,684.0
Income before taxes	138.5	221.6	117.9	91.1	569.1	160.6	57.5	79.4	59.5	357.0	73.0	1,762.0	73.1	97.8	2,005.9
Income tax provision (benefit)	28.2	53.6	32.1	5.5	119.4	31.8	12.9	4.5	(3.5)	45.7	15.8	445.6	32.5	7.6	501.5
Net income	\$ 110.3	\$ 168.0	\$ 85.8	\$ 85.6	\$ 449.7	\$ 128.8	\$ 44.6	\$ 74.9	\$ 63.0	\$ 311.3	\$ 57.2	\$ 1,316.4	\$ 40.6	\$ 90.2	\$ 1,504.4
Diluted net income per share	\$ 0.44	\$ 0.67	\$ 0.34	\$ 0.34	\$ 1.80	\$ 0.52	\$ 0.18	\$ 0.30	\$ 0.25	\$ 1.25	\$ 0.23	\$ 5.34	\$ 0.16	\$ 0.36	\$ 6.09
<b>Non-GAAP Income Statement *</b>															
Revenue	\$ 993.7	\$ 941.2	\$ 884.9	\$ 856.5	\$ 3,676.3	\$ 915.4	\$ 993.6	\$ 957.3	\$ 932.4	\$ 3,798.7	\$ 953.3	\$ 870.8	\$ 875.8	\$ 983.4	\$ 3,683.3
Cost of sales	418.3	379.6	346.3	327.5	1,471.7	327.6	355.6	335.5	323.1	1,341.8	326.2	292.1	276.2	278.2	1,172.7
Gross margin	575.4	561.6	538.6	529.0	2,204.6	587.8	638.0	621.8	609.3	2,456.9	627.1	578.7	599.6	705.2	2,510.6
Operating expense	342.3	350.9	328.7	341.2	1,363.1	361.7	407.0	370.8	382.7	1,522.2	392.7	384.3	374.8	421.6	1,573.4
Operating income	233.1	210.7	209.9	187.8	841.5	226.1	231.0	251.0	226.6	934.7	234.4	194.4	224.8	283.6	937.2
Interest expense, net	(15.9)	(15.3)	(15.6)	(18.3)	(65.1)	(18.4)	(46.7)	(46.8)	(47.8)	(159.7)	(45.2)	(15.8)	(14.1)	(13.3)	(88.4)
Income from equity method investments, net	9.7	5.8	6.8	8.8	31.1	11.4	8.0	5.2	3.5	28.1	5.6	7.5	0.8	-	13.9
Other non-operating income (expense), net	0.1	(3.1)	(1.1)	3.3	(0.8)	(1.7)	0.0	(4.5)	5.0	(1.2)	(2.4)	(2.7)	(3.4)	(1.1)	(9.6)
Income before taxes	227.0	198.1	200.0	181.6	806.7	217.4	192.3	204.9	187.3	801.9	192.4	183.4	208.1	269.2	853.1
Income tax provision	42.2	36.5	36.0	31.7	146.4	39.5	33.3	34.7	30.7	138.2	33.3	31.5	36.2	47.7	148.7
Net income	\$ 184.8	\$ 161.6	\$ 164.0	\$ 149.9	\$ 660.3	\$ 177.9	\$ 159.0	\$ 170.2	\$ 156.6	\$ 663.7	\$ 159.1	\$ 151.9	\$ 171.9	\$ 221.5	\$ 704.4
Diluted net income per share	\$ 0.73	\$ 0.64	\$ 0.66	\$ 0.60	\$ 2.64	\$ 0.72	\$ 0.64	\$ 0.68	\$ 0.63	\$ 2.66	\$ 0.64	\$ 0.62	\$ 0.70	\$ 0.89	\$ 2.85
<b>Adjusted EBITDA **</b>															
GAAP operating income	\$ 156.9	\$ 134.9	\$ 122.4	\$ 96.7	\$ 510.9	\$ 137.0	\$ 93.6	\$ 121.3	\$ 96.9	\$ 448.8	\$ 109.2	\$ 61.6	\$ 116.4	\$ 173.5	\$ 460.7
Amortization of purchased intangible assets	34.6	32.3	31.0	33.7	131.6	34.7	62.1	58.9	56.6	212.3	54.5	54.5	45.4	44.6	199.0
Acquisition / divestiture items	3.9	7.3	9.1	12.5	32.8	7.0	26.5	22.0	16.9	72.4	23.9	33.9	17.4	6.4	81.6
Stock-based compensation / deferred compensation	25.0	26.2	31.7	29.1	112.0	35.4	42.1	37.9	35.7	151.1	38.8	38.1	38.1	48.5	163.5
Restructuring and other costs	12.7	10.0	15.7	15.8	54.2	12.0	6.7	10.9	20.5	50.1	8.0	6.3	7.5	10.6	32.4
Non-GAAP operating income	233.1	210.7	209.9	187.8	841.5	226.1	231.0	251.0	226.6	934.7	234.4	194.4	224.8	283.6	937.2
Depreciation expense and cloud computing amortization	10.5	11.0	11.4	11.8	44.7	11.3	12.5	12.0	11.1	46.9	10.9	12.1	11.8	14.5	49.3
Income from equity method investments, net	9.7	5.8	6.8	8.8	31.1	11.4	8.0	5.2	3.5	28.1	5.6	7.5	0.8	—	13.9
Adjusted EBITDA	\$ 253.3	\$ 227.5	\$ 228.1	\$ 208.4	\$ 917.3	\$ 248.8	\$ 251.5	\$ 268.2	\$ 241.2	\$ 1,009.7	\$ 250.9	\$ 214.0	\$ 237.4	\$ 298.1	\$ 1,000.4
Adjusted EBITDA Margin	25.5%	24.2%	25.8%	24.3%	25.0%	27.2%	25.3%	28.0%	25.9%	26.6%	26.3%	24.6%	27.1%	30.3%	27.2%

\* See GAAP to non-GAAP reconciliation of measures on page 6.

\*\* Adjusted EBITDA refers to non-GAAP operating income plus depreciation expense, cloud computing amortization, and income from equity method investments, net, excluding our proportionate share of items such as goodwill impairment, amortization of purchased intangibles, stock-based compensation, and restructuring costs.



**REPORTING SEGMENTS**

(Dollars in millions)  
(Unaudited)

	Three Months Ended				Year 2022	Three Months Ended				Year 2023	Three Months Ended				Year 2024
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	
	2022	2022	2022	2022		2023	2023	2023	2023		2024	2024	2024	2024	
<b>AECO</b>															
Revenue	\$ 242.9	\$ 221.6	\$ 226.0	\$ 251.2	\$ 941.7	\$ 288.1	\$ 264.1	\$ 269.6	\$ 288.7	\$ 1,110.5	\$ 339.1	\$ 299.7	\$ 306.0	\$ 413.8	\$ 1,358.6
Cost of sales	50.4	51.2	49.1	50.5	201.2	53.0	54.8	53.2	52.3	213.3	55.3	53.4	53.8	57.9	220.4
Operating expense	115.3	122.3	117.1	126.7	481.4	139.7	146.9	138.6	143.0	568.2	157.1	167.2	163.2	187.1	674.6
Operating income	\$ 77.2	\$ 48.1	\$ 59.8	\$ 74.0	\$ 259.1	\$ 95.4	\$ 62.4	\$ 77.8	\$ 93.4	\$ 329.0	\$ 126.7	\$ 79.1	\$ 89.0	\$ 168.8	\$ 463.6
Operating margin (% of segment revenue)	31.8 %	21.7 %	26.5 %	29.5 %	27.5 %	33.1 %	23.6 %	28.9 %	32.4 %	29.6 %	37.4 %	26.4 %	29.1 %	40.8 %	34.1 %
ARR	\$ 770.0	\$ 808.0	\$ 837.5	\$ 895.9		\$ 923.6	\$ 985.4	\$ 1,021.8	\$ 1,067.5		\$ 1,093.5	\$ 1,163.9	\$ 1,209.7	\$ 1,268.7	
<b>FIELD SYSTEMS</b>															
Revenue	\$ 595.9	\$ 574.7	\$ 519.7	\$ 461.0	\$ 2,151.3	\$ 479.9	\$ 540.6	\$ 495.4	\$ 452.0	\$ 1,967.9	\$ 419.2	\$ 379.3	\$ 374.6	\$ 362.8	\$ 1,535.9
Cost of sales	292.2	260.2	237.2	207.8	997.4	210.6	227.4	207.5	197.9	843.4	195.9	168.5	154.7	147.2	666.3
Operating expense	126.4	127.9	117.1	126.6	498.0	131.9	137.3	122.9	128.9	521.0	125.0	101.0	96.2	105.4	427.6
Operating income	\$ 177.3	\$ 186.6	\$ 165.4	\$ 126.6	\$ 655.9	\$ 137.4	\$ 175.9	\$ 165.0	\$ 125.2	\$ 603.5	\$ 98.3	\$ 109.8	\$ 123.7	\$ 110.2	\$ 442.0
Operating margin (% of segment revenue)	29.8 %	32.5 %	31.8 %	27.5 %	30.5 %	28.6 %	32.5 %	33.3 %	27.7 %	30.7 %	23.4 %	28.9 %	33.0 %	30.4 %	28.8 %
ARR	\$ 249.3	\$ 258.4	\$ 262.9	\$ 264.4		\$ 273.1	\$ 283.3	\$ 289.8	\$ 289.2		\$ 303.9	\$ 308.3	\$ 327.6	\$ 340.5	
<b>TRANSPORTATION AND LOGISTICS</b>															
Revenue	\$ 154.9	\$ 144.9	\$ 139.2	\$ 144.3	\$ 583.3	\$ 147.4	\$ 188.9	\$ 192.3	\$ 191.7	\$ 720.3	\$ 195.0	\$ 191.8	\$ 195.2	\$ 206.8	\$ 788.8
Cost of sales	74.2	67.0	60.0	67.0	268.2	62.8	71.8	73.5	70.7	278.8	73.5	69.3	66.2	71.2	280.2
Operating expense	72.3	68.6	66.0	58.4	265.3	64.3	90.4	85.2	83.4	323.3	85.2	86.6	88.0	93.7	353.5
Operating income	\$ 8.4	\$ 9.3	\$ 13.2	\$ 18.9	\$ 49.8	\$ 20.3	\$ 26.7	\$ 33.6	\$ 37.6	\$ 118.2	\$ 36.3	\$ 35.9	\$ 41.0	\$ 41.9	\$ 155.1
Operating margin (% of segment revenue)	5.4 %	6.4 %	9.5 %	13.1 %	8.5 %	13.8 %	14.1 %	17.5 %	19.6 %	16.4 %	18.6 %	18.7 %	21.0 %	20.3 %	19.7 %
ARR	\$ 453.1	\$ 446.1	\$ 446.4	\$ 443.4		\$ 451.2	\$ 614.2	\$ 623.5	\$ 625.6		\$ 631.2	\$ 640.8	\$ 649.4	\$ 648.6	
<b>CORPORATE SUMMARY</b>															
<b>CORPORATE AND OTHER CHARGES:</b>															
Unallocated Corporate Expense	(29.8)	(33.3)	(28.5)	(31.7)	(123.3)	(27.0)	(34.0)	(25.4)	(29.6)	(116.0)	(26.9)	(30.4)	(28.9)	(37.3)	(123.5)
Amortization of purchased intangible assets	(34.6)	(32.3)	(31.0)	(33.7)	(131.6)	(34.7)	(62.1)	(58.9)	(56.6)	(212.3)	(54.5)	(54.5)	(45.4)	(44.6)	(199.0)
Acquisition / divestiture items	(3.9)	(7.3)	(9.1)	(12.5)	(32.8)	(7.0)	(26.5)	(22.0)	(16.9)	(72.4)	(23.9)	(33.9)	(17.4)	(6.4)	(81.6)
Stock-based compensation / deferred compensation	(25.0)	(26.2)	(31.7)	(29.1)	(112.0)	(35.4)	(42.1)	(37.9)	(35.7)	(151.1)	(38.8)	(38.1)	(38.1)	(48.5)	(163.5)
Restructuring and other costs	(12.7)	(10.0)	(15.7)	(15.8)	(54.2)	(12.0)	(6.7)	(10.9)	(20.5)	(50.1)	(8.0)	(6.3)	(7.5)	(10.6)	(32.4)
<b>CONSOLIDATED OPERATING INCOME</b>	156.9	134.9	122.4	96.7	510.9	137.0	93.6	121.3	96.9	448.8	109.2	61.6	116.4	173.5	460.7
<b>NON-OPERATING INCOME (EXPENSE) AND INCOME TAXES</b>	(46.6)	33.1	(36.6)	(11.1)	(61.2)	(8.2)	(49.0)	(46.4)	(33.9)	(137.5)	(52.0)	1,254.8	(75.8)	(83.3)	1,043.7
<b>NET INCOME</b>	\$ 110.3	\$ 168.0	\$ 85.8	\$ 85.6	\$ 449.7	\$ 128.8	\$ 44.6	\$ 74.9	\$ 63.0	\$ 311.3	\$ 57.2	\$ 1,316.4	\$ 40.6	\$ 90.2	\$ 1,504.4



## FINANCIAL METRICS

(Dollars in millions)

(Unaudited)

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	2024
<b>BALANCE SHEET METRICS:</b>															
Cash and cash equivalents	\$ 357.2	\$ 350.1	\$ 308.7	\$ 271.0		\$ 1,038.1	\$ 237.3	\$ 216.8	\$ 229.8		\$ 255.1	\$ 944.1	\$ 1,036.9	\$ 738.8	
Accounts receivable, net	655.7	589.3	566.1	643.3		578.8	664.1	641.4	706.6		633.0	577.0	525.6	725.8	
Inventories	401.0	371.7	391.1	402.5		409.4	371.4	257.2	235.7		230.0	223.1	192.1	194.3	
Short-term debt	-	300.0	343.6	300.0		300.0	4.3	58.3	530.4		543.4	400.0	400.0	-	
Long-term debt	1,293.7	994.1	1,244.6	1,220.0		1,786.9	3,184.7	2,995.4	2,536.2		2,486.9	1,389.7	1,390.2	1,390.6	
Total debt	1,293.7	1,294.1	1,588.2	1,520.0		2,086.9	3,189.0	3,053.7	3,066.6		3,030.3	1,789.7	1,790.2	1,390.6	
Equity	\$ 3,987.9	\$ 3,894.5	\$ 3,844.8	\$ 4,050.2		\$ 4,245.2	\$ 4,331.3	\$ 4,343.0	\$ 4,500.1		\$ 4,349.1	\$ 5,633.4	\$ 5,875.1	\$ 5,745.3	
<b>CASHFLOW METRICS:</b>															
Net cash provided by operating activities	\$ 153.0	\$ 48.8	\$ 83.3	\$ 106.1	\$ 391.2	\$ 208.7	\$ 142.4	\$ 147.1	\$ 98.9	\$ 597.1	\$ 233.8	\$ 87.6	\$ 94.9	\$ 115.1	\$ 531.4
Capital expenditures	14.5	14.0	8.1	6.6	43.2	6.4	12.6	13.2	9.8	42.0	6.8	14.3	6.4	6.1	33.6
Free cash flow	138.5	34.8	75.2	99.5	348.0	202.3	129.8	133.9	89.1	555.1	227.0	73.3	88.5	109.0	497.8
<b>FINANCIAL RATIOS:</b>															
Days sales outstanding (a)	60	57	58	68		58	61	61	69		60	60	55	72	
Current ratio	1.3	1.0	1.0	1.0		1.5	1.1	1.3	1.0		1.0	1.0	1.2	1.3	
Debt to equity ratio	0.3	0.3	0.4	0.4		0.5	0.7	0.7	0.7		0.7	0.3	0.3	0.2	
Leverage ratio (b)	1.0	1.0	1.4	1.4		1.1	3.2	2.9	2.8		2.7	0.9	0.8	0.7	
<b>OTHER:</b>															
Headcount	11,976	11,928	11,925	11,825		11,799	13,258	12,962	12,735		12,462	12,045	12,070	12,132	

(a) Days sales outstanding is calculated based on ending accounts receivable, net, divided by revenue, times the number of days in the quarter.

(b) Leverage ratio refers to net debt (i.e. total debt minus cash and short-term investments) divided by adjusted EBITDA on a trailing twelve month basis. Adjusted EBITDA refers to non-GAAP operating income plus depreciation and cloud computing amortization plus income from equity method investments.

To help our readers understand our past financial performance and our future results, we supplement the financial results that we provide in accordance with generally accepted accounting principles, or GAAP, with non-GAAP financial measures. The non-GAAP financial measure included in the table above is leverage ratio, as it includes adjusted EBITDA in its calculation. The method we use to produce non-GAAP results is not computed according to GAAP and may differ from the methods used by other companies. We have provided this ratio as many investors find it to be a valuable metric to measure a company's ability to service indebtedness. Our non-GAAP measures are not meant to be considered in isolation or as a substitute for comparable GAAP measures and should be read only in conjunction with our consolidated financial statements prepared in accordance with GAAP. Our management regularly uses our supplemental non-GAAP financial measures internally to understand, manage, and evaluate our business and make operating decisions. These non-GAAP measures are among the primary factors management uses in planning for and forecasting future periods. We believe that this non-GAAP financial measure reflects an additional way of viewing aspects of our operations that provides a supplemental understanding of factors and trends affecting our liquidity.



**GAAP TO NON-GAAP RECONCILIATION**  
**CONDENSED CONSOLIDATED STATEMENTS OF INCOME**  
(In millions, except per share data)  
(Unaudited)

	Three Months Ended										Year	Three Months Ended										Year								
	Q1		Q2		Q3		Q4		2022	Q1		Q2		Q3		Q4		2023	Q1		Q2		Q3		Q4		2024			
	2022	2022	2022	2022	2022	2022	2022	2022		2022		2022	2022	2022	2022	2022	2022		2022	2022	2022		2022	2022	2022	2022		2022	2022	2022
Dollar	% of	Dollar	% of	Dollar	% of	Dollar	% of	Dollar	% of	Dollar	% of	Dollar	% of	Dollar	% of	Dollar	% of	Dollar	% of	Dollar	% of	Dollar	% of	Dollar	% of	Dollar	% of			
Amount	Revenue	Amount	Revenue	Amount	Revenue	Amount	Revenue	Amount	Revenue	Amount	Revenue	Amount	Revenue	Amount	Revenue	Amount	Revenue	Amount	Revenue	Amount	Revenue	Amount	Revenue	Amount	Revenue	Amount	Revenue			
<b>REVENUE:</b>	\$ 993.7		\$ 941.2		\$ 884.9		\$ 856.5		\$ 3,676.3		\$ 915.4		\$ 993.6		\$ 957.3		\$ 932.4		\$ 3,798.7		\$ 953.3		\$ 870.8		\$ 875.8		\$ 983.4		\$ 3,683.3	
<b>GROSS MARGIN:</b>																														
GAAP gross margin:	\$ 549.6	55.3 %	\$ 537.5	57.1 %	\$ 515.4	58.2 %	\$ 503.1	58.7 %	\$ 2,105.6	57.3 %	\$ 560.8	61.3 %	\$ 604.5	60.8 %	\$ 590.2	61.7 %	\$ 577.3	61.9 %	\$ 2,332.8	61.4 %	\$ 593.6	62.3 %	\$ 545.9	62.7 %	\$ 575.6	65.7 %	\$ 681.2	69.3 %	\$ 2,396.3	65.1 %
Purchase accounting adjustments	22.5		21.0		19.9		21.6		85.0		23.0		30.2		27.7		27.8		108.7		27.8		28.0		18.9		18.6		93.3	
Acquisition / divestiture items	-		-		-		0.2		0.2		0.2		0.2		-		0.1		0.5		-		-		-		-		-	
Stock-based compensation / deferred compensation	2.2		3.1		3.4		3.4		12.1		3.5		4.1		3.8		3.6		15.0		4.3		4.2		4.2		4.7		17.4	
Restructuring and other costs	1.1		-		(0.1)		0.7		1.7		0.3		(1.0)		0.1		0.5		(0.1)		1.4		0.6		0.9		0.7		3.6	
Non-GAAP gross margin:	\$ 575.4	57.9 %	\$ 561.6	59.7 %	\$ 538.6	60.9 %	\$ 529.0	61.8 %	\$ 2,204.6	60.0 %	\$ 587.8	64.2 %	\$ 638.0	64.2 %	\$ 621.8	65.0 %	\$ 609.3	65.3 %	\$ 2,456.9	64.7 %	\$ 627.1	65.8 %	\$ 578.7	66.5 %	\$ 599.6	68.5 %	\$ 705.2	71.7 %	\$ 2,510.6	68.2 %
<b>OPERATING EXPENSES:</b>																														
GAAP operating expenses:	\$ 392.7	39.5 %	\$ 402.6	42.8 %	\$ 393.0	44.4 %	\$ 406.4	47.4 %	\$ 1,594.7	43.4 %	\$ 423.8	46.3 %	\$ 510.9	51.4 %	\$ 468.9	49.0 %	\$ 480.4	51.5 %	\$ 1,884.0	49.6 %	\$ 484.4	50.8 %	\$ 484.3	55.6 %	\$ 459.2	52.4 %	\$ 507.7	51.6 %	\$ 1,935.6	52.6 %
Purchase accounting adjustments	(12.1)		(11.3)		(11.1)		(12.1)		(46.6)		(11.7)		(31.9)		(31.2)		(28.8)		(103.6)		(26.7)		(26.5)		(26.5)		(26.0)		(105.7)	
Acquisition / divestiture items	(3.9)		(7.3)		(9.1)		(12.3)		(32.6)		(6.8)		(26.3)		(22.0)		(16.8)		(71.9)		(23.9)		(33.9)		(17.4)		(6.4)		(81.6)	
Stock-based compensation / deferred compensation	(22.8)		(23.1)		(28.3)		(25.7)		(99.9)		(31.9)		(38.0)		(34.1)		(32.1)		(136.1)		(34.5)		(33.9)		(33.9)		(43.8)		(146.1)	
Restructuring and other costs	(11.6)		(10.0)		(15.8)		(15.1)		(52.5)		(11.7)		(7.7)		(10.8)		(20.0)		(50.2)		(6.6)		(5.7)		(6.6)		(9.9)		(28.8)	
Non-GAAP operating expenses:	\$ 342.3	34.4 %	\$ 350.9	37.3 %	\$ 328.7	37.1 %	\$ 341.2	39.8 %	\$ 1,363.1	37.1 %	\$ 361.7	39.5 %	\$ 407.0	41.0 %	\$ 370.8	38.7 %	\$ 382.7	41.0 %	\$ 1,522.2	40.1 %	\$ 392.7	41.2 %	\$ 384.3	44.1 %	\$ 374.8	42.8 %	\$ 421.6	42.9 %	\$ 1,573.4	42.7 %
<b>OPERATING INCOME:</b>																														
GAAP operating income:	\$ 156.9	15.8 %	\$ 134.9	14.3 %	\$ 122.4	13.8 %	\$ 96.7	11.3 %	\$ 510.9	13.9 %	\$ 137.0	15.0 %	\$ 93.6	9.4 %	\$ 121.3	12.7 %	\$ 96.9	10.4 %	\$ 448.8	11.8 %	\$ 109.2	11.5 %	\$ 61.6	7.1 %	\$ 116.4	13.3 %	\$ 173.5	17.6 %	\$ 460.7	12.5 %
Purchase accounting adjustments	34.6		32.3		31.0		33.7		131.6		34.7		62.1		58.9		56.6		212.3		54.5		54.5		45.4		44.6		199.0	
Acquisition / divestiture items	3.9		7.3		9.1		12.5		32.8		7.0		26.5		22.0		16.9		72.4		23.9		33.9		17.4		6.4		81.6	
Stock-based compensation / deferred compensation	25.0		26.2		31.7		29.1		112.0		35.4		42.1		37.9		35.7		151.1		38.8		38.1		38.1		48.5		163.5	
Restructuring and other costs	12.7		10.0		15.7		15.8		54.2		12.0		6.7		10.9		20.5		50.1		8.0		6.3		7.5		10.6		32.4	
Non-GAAP operating income:	\$ 233.1	23.5 %	\$ 210.7	22.4 %	\$ 209.9	23.7 %	\$ 187.8	21.9 %	\$ 841.5	22.9 %	\$ 226.1	24.7 %	\$ 231.0	23.2 %	\$ 251.0	26.2 %	\$ 226.6	24.3 %	\$ 934.7	24.6 %	\$ 234.4	24.6 %	\$ 194.4	22.3 %	\$ 224.8	25.7 %	\$ 283.6	28.8 %	\$ 937.2	25.4 %
<b>NON-OPERATING INCOME (EXPENSE), NET:</b>																														
GAAP non-operating income (expense),	\$ (18.4)		\$ 86.7		\$ (4.5)		\$ (5.6)		\$ 58.2		\$ 23.6		\$ (36.1)		\$ (41.9)		\$ (37.4)		\$ (91.8)		\$ (36.2)		\$ 1,700.4		\$ (43.3)		\$ (75.7)		\$ 1,545.2	
Acquisition / divestiture items	8.9		(106.3)		(5.6)		(4.5)		(107.5)		(31.6)		(0.9)		(5.1)		1.1		(36.5)		(3.4)		(1,716.1)		26.8		4.2		(1,688.5)	
Deferred compensation	3.3		7.0		0.2		(2.0)		8.5		(2.0)		(1.7)		0.8		(2.9)		(5.8)		(2.4)		(0.7)		(1.6)		(0.2)		(4.9)	
Restructuring and other costs	0.1		-		-		5.9		6.0		1.3		-		0.1		(0.1)		1.3		-		5.4		1.4		57.3		64.1	
Non-GAAP non-operating expense, net:	\$ (6.1)		\$ (12.6)		\$ (9.9)		\$ (6.2)		\$ (34.8)		\$ (8.7)		\$ (38.7)		\$ (46.1)		\$ (39.3)		\$ (132.8)		\$ (42.0)		\$ (11.0)		\$ (16.7)		\$ (14.4)		\$ (84.1)	



**GAAP TO NON-GAAP RECONCILIATION**  
**CONDENSED CONSOLIDATED STATEMENTS OF INCOME**  
(In millions, except per share data)  
(Unaudited)

	Three Months Ended										Year 2022	Three Months Ended										Year 2023	Three Months Ended										Year 2024
	Q1		Q2		Q3		Q4		Q1			Q2		Q3		Q4		Q1		Q2			Q3		Q4								
	2022	2022	2022	2022	2022	2022	2022	2022	2023	2023		2023	2023	2023	2023	2023	2023	2024	2024	2024	2024		2024	2024	2024	2024							
	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %	GAAP and Non- GAAP Tax Rate %									
<b>INCOME TAX PROVISION (BENEFIT):</b>																																	
GAAP income tax provision (benefit):	\$ 28.2	20.4 %	\$ 53.6	24.2 %	\$ 32.1	27.2 %	\$ 5.5	6.0 %	\$ 119.4	21.0 %	\$ 31.8	19.8 %	\$ 12.9	22.4 %	\$ 4.5	5.7 %	\$ (3.5)	(5.9)%	\$ 45.7	12.8 %	\$ 15.8	21.6 %	\$ 44.6	25.3 %	\$ 32.5	44.5 %	\$ 7.6	7.8 %	\$ 501.5	25.0 %			
Non-GAAP items tax effected	18.1		(5.7)		22.3		15.2		49.9		11.2		30.2		7.2		8.3		56.9		25.8		(399.4)		60.1		25.4		(288.1)				
Difference in GAAP and Non-GAAP tax rate	(4.1)		(11.4)		(18.4)		11.0		(22.9)		(3.5)		(9.8)		23.0		25.9		35.6		(8.3)		(14.7)		(56.4)		14.7		(64.7)				
Non-GAAP income tax provision:	\$ 42.2	18.6 %	\$ 36.5	18.4 %	\$ 36.0	18.0 %	\$ 31.7	17.5 %	\$ 146.4	18.2 %	\$ 39.5	18.2 %	\$ 33.3	17.3 %	\$ 34.7	16.9 %	\$ 30.7	16.4 %	\$ 138.2	15.2 %	\$ 33.3	17.3 %	\$ 31.5	17.2 %	\$ 36.2	17.4 %	\$ 47.7	17.7 %	\$ 148.7	17.4 %			
<b>NET INCOME:</b>																																	
GAAP net income:	\$ 110.3		\$ 168.0		\$ 85.8		\$ 85.6		\$ 449.7		\$ 128.8		\$ 44.6		\$ 74.9		\$ 63.0		\$ 311.3		\$ 57.2		\$ 1,316.4		\$ 40.6		\$ 90.2		\$ 1,504.4				
Purchase accounting adjustments	34.6		32.3		31.0		33.7		131.6		34.7		62.1		58.9		56.6		212.3		54.5		54.5		45.4		44.6		199.0				
Acquisition / divestiture items	12.8		(99.0)		3.5		8.0		(74.7)		(24.6)		25.6		16.9		18.0		35.9		20.5		(1,682.2)		44.2		10.6		(1,606.9)				
Stock-based compensation / deferred compensation	28.3		33.2		31.9		27.1		120.5		33.4		40.4		38.7		32.8		145.3		36.4		37.4		36.5		48.3		158.6				
Restructuring and other costs	12.8		10.0		15.7		21.7		60.2		13.3		6.7		11.0		20.4		51.4		8.0		11.7		8.9		67.9		96.5				
Non-GAAP tax adjustments	(14.0)		17.1		(3.9)		(26.2)		(27.0)		(7.7)		(20.4)		(30.2)		(34.2)		(92.5)		(17.5)		414.1		(3.7)		(40.1)		352.8				
Non-GAAP net income:	\$ 184.8		\$ 161.6		\$ 164.0		\$ 149.9		\$ 660.3		\$ 177.9		\$ 159.0		\$ 170.2		\$ 156.6		\$ 663.7		\$ 159.1		\$ 151.9		\$ 171.9		\$ 221.5		\$ 704.4				
<b>DILUTED NET INCOME PER SHARE:</b>																																	
GAAP diluted net income per share:	\$ 0.44		\$ 0.67		\$ 0.34		\$ 0.34		\$ 1.80		\$ 0.52		\$ 0.18		\$ 0.30		\$ 0.25		\$ 1.25		\$ 0.23		\$ 5.34		\$ 0.16		\$ 0.36		\$ 6.09				
Purchase accounting adjustments	0.14		0.13		0.13		0.14		0.53		0.14		0.25		0.24		0.23		0.85		0.22		0.22		0.18		0.18		0.80				
Acquisition / divestiture items	0.05		(0.39)		0.01		0.03		(0.30)		(0.10)		0.10		0.07		0.07		0.14		0.08		(6.82)		0.18		0.04		(6.50)				
Stock-based compensation / deferred compensation	0.11		0.13		0.13		0.11		0.48		0.14		0.16		0.15		0.13		0.58		0.15		0.15		0.15		0.20		0.64				
Restructuring and other costs	0.05		0.04		0.06		0.09		0.24		0.05		0.03		0.04		0.08		0.21		0.03		0.05		0.04		0.27		0.39				
Non-GAAP tax adjustments	(0.06)		0.06		(0.01)		(0.11)		(0.11)		(0.03)		(0.08)		(0.12)		(0.13)		(0.37)		(0.07)		1.68		(0.01)		(0.16)		1.43				
Non-GAAP diluted net income per share:	\$ 0.73		\$ 0.64		\$ 0.66		\$ 0.60		\$ 2.64		\$ 0.72		\$ 0.64		\$ 0.68		\$ 0.63		\$ 2.66		\$ 0.64		\$ 0.62		\$ 0.70		\$ 0.89		\$ 2.85				

To help our readers understand our past financial performance and our future results, we supplement the financial results that we provide in accordance with generally accepted accounting principles, or GAAP, with non-GAAP financial measures. The non-GAAP financial measures included in the table above are non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating income, non-GAAP non-operating income (expense), net, non-GAAP income tax provision, non-GAAP net income, and non-GAAP diluted net income per share. The method we use to produce non-GAAP results is not computed according to GAAP and may differ from the methods used by other companies. Our non-GAAP results are not meant to be considered in isolation or as a substitute for comparable GAAP measures and should be read only in conjunction with our consolidated financial statements prepared in accordance with GAAP. Our management regularly uses our supplemental non-GAAP financial measures internally to understand, manage and evaluate our business and make operating decisions. These non-GAAP measures are among the primary factors management uses in planning for and forecasting future periods. We believe that these non-GAAP financial measures reflect an additional way of viewing aspects of our operations that, when viewed with our GAAP results, provide a more complete understanding of factors and trends affecting our business. For detailed explanations of the adjustments made to comparable GAAP measures please refer to the individually reported press releases and related Form 8-K.



### Stock-based Compensation and Deferred Compensation

(Dollars in millions)

(Unaudited)

	Three Months Ended				Year	Three Months Ended				Year	Three Months Ended				Year				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
	2022	2022	2022	2022		2023	2023	2023	2023		2024	2024	2024	2024		2023	2024	2024	2024
<b>Stock-based compensation</b>																			
Cost of sales	\$ 2.4	\$ 3.5	\$ 3.5	\$ 3.2	\$ 12.6	\$ 3.4	\$ 4.0	\$ 3.7	\$ 3.5	\$ 14.6	\$ 4.1	\$ 4.1	\$ 4.1	\$ 4.7	\$ 17.0				
Research and development	6.1	7.2	7.4	7.3	28.0	8.7	11.4	11.3	9.3	40.7	10.0	10.8	10.8	13.4	45.0				
Sales and marketing	5.5	6.4	6.7	6.0	24.6	5.8	8.0	7.3	6.0	27.1	8.3	5.6	6.8	8.6	29.3				
General and administrative	14.3	15.9	14.3	10.7	55.2	15.6	17.0	16.3	14.1	63.0	14.0	17.0	14.7	21.6	67.3				
Total stock-based compensation	\$ 28.3	\$ 33.0	\$ 31.9	\$ 27.2	\$ 120.4	\$ 33.5	\$ 40.4	\$ 38.6	\$ 32.9	\$ 145.4	\$ 36.4	\$ 37.5	\$ 36.4	\$ 48.3	\$ 158.6				
<b>Deferred compensation</b>																			
Cost of sales	\$ (0.2)	\$ (0.4)	\$ (0.1)	\$ 0.2	\$ (0.5)	\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.4	\$ 0.2	\$ 0.1	\$ 0.1	\$ -	\$ 0.4				
Research and development	(1.3)	(2.7)	(0.1)	0.8	(3.3)	0.8	0.6	(0.3)	1.1	2.2	0.9	0.2	0.7	0.1	1.9				
Sales and marketing	(0.5)	(0.8)	-	0.1	(1.2)	0.3	0.2	(0.1)	0.3	0.7	0.3	-	0.2	-	0.5				
General and administrative	(1.3)	(2.9)	-	0.8	(3.4)	0.7	0.8	(0.4)	1.3	2.4	1.0	0.3	0.7	0.1	2.1				
Total deferred compensation	\$ (3.3)	\$ (6.8)	\$ (0.2)	\$ 1.9	\$ (8.4)	\$ 1.9	\$ 1.7	\$ (0.7)	\$ 2.8	\$ 5.7	\$ 2.4	\$ 0.6	\$ 1.7	\$ 0.2	\$ 4.9				
<b>Total Stock-based compensation and Deferred compensation</b>																			
Cost of sales	\$ 2.2	\$ 3.1	\$ 3.4	\$ 3.4	\$ 12.1	\$ 3.5	\$ 4.1	\$ 3.8	\$ 3.6	\$ 15.0	\$ 4.3	\$ 4.2	\$ 4.2	\$ 4.7	\$ 17.4				
Research and development	4.8	4.5	7.3	8.1	24.7	9.5	12.0	11.0	10.4	42.9	10.9	11.0	11.5	13.5	46.9				
Sales and marketing	5.0	5.6	6.7	6.1	23.4	6.1	8.2	7.2	6.3	27.8	8.6	5.6	7.0	8.6	29.8				
General and administrative	13.0	13.0	14.3	11.5	51.8	16.3	17.8	15.9	15.4	65.4	15.0	17.3	15.4	21.7	69.4				
Total stock-based compensation and deferred compensation	\$ 25.0	\$ 26.2	\$ 31.7	\$ 29.1	\$ 112.0	\$ 35.4	\$ 42.1	\$ 37.9	\$ 35.7	\$ 151.1	\$ 38.8	\$ 38.1	\$ 38.1	\$ 48.5	\$ 163.5				