



REVENUE SUPPLEMENTAL INFORMATION

(Dollars in millions)

(Unaudited)

	Three Months Ended				Year 2023	Three Months Ended				Year 2024	Three Months Ended	Trailing Twelve Months (TTM)
	Q1 2023	Q2 2023	Q3 2023	Q4 2023		Q1 2024	Q2 2024	Q3 2024	Q4 2024		Q1 2025	
Revenue by Type*												
Hardware and perpetual software	\$ 434.4	\$ 490.5	\$ 444.0	\$ 402.8	\$ 1,771.7	\$ 367.1	\$ 320.4	\$ 307.6	\$ 288.9	\$ 1,284.0	\$ 271.6	\$ 1,188.5
Subscription and recurring services	444.1	466.8	476.4	491.6	1,878.9	555.4	518.4	539.9	662.2	2,275.9	541.0	2,261.5
Professional services and other	36.9	36.3	36.9	38.0	148.1	30.8	32.0	28.3	32.3	123.4	28.0	120.6
Total Company	\$ 915.4	\$ 993.6	\$ 957.3	\$ 932.4	\$ 3,798.7	\$ 953.3	\$ 870.8	\$ 875.8	\$ 983.4	\$ 3,683.3	\$ 840.6	\$ 3,570.6
Revenue by Segment**												
AECO	\$ 288.1	\$ 264.1	\$ 269.6	\$ 288.7	\$ 1,110.5	\$ 339.1	\$ 299.7	\$ 306.0	\$ 413.8	\$ 1,358.6	\$ 335.4	
Field Systems	479.9	540.6	495.4	452.0	1,967.9	419.2	379.3	374.6	362.8	1,535.9	359.2	
Transportation and Logistics	147.4	188.9	192.3	191.7	720.3	195.0	191.8	195.2	206.8	788.8	146.0	
Total Company	\$ 915.4	\$ 993.6	\$ 957.3	\$ 932.4	\$ 3,798.7	\$ 953.3	\$ 870.8	\$ 875.8	\$ 983.4	\$ 3,683.3	\$ 840.6	
Revenue by Geography												
North America	\$ 481.8	\$ 525.6	\$ 518.4	\$ 492.7	\$ 2,018.5	\$ 494.8	\$ 506.8	\$ 524.5	\$ 552.6	\$ 2,078.7	\$ 505.7	
Europe	267.8	282.7	260.7	265.0	1,076.2	297.2	231.4	232.6	289.1	1,050.3	222.7	
Asia Pacific	103.1	110.6	105.9	109.3	428.9	105.7	89.4	75.2	94.9	365.2	79.8	
Rest of World	62.7	74.7	72.3	65.4	275.1	55.6	43.2	43.5	46.8	189.1	32.4	
Total Company	\$ 915.4	\$ 993.6	\$ 957.3	\$ 932.4	\$ 3,798.7	\$ 953.3	\$ 870.8	\$ 875.8	\$ 983.4	\$ 3,683.3	\$ 840.6	
Revenue by Geography (% of Total)												
North America	53 %	53 %	54 %	53 %	53 %	52 %	58 %	60 %	56 %	56 %	60 %	
Europe	29 %	28 %	27 %	28 %	28 %	31 %	27 %	26 %	29 %	29 %	27 %	
Asia Pacific	11 %	11 %	11 %	12 %	12 %	11 %	10 %	9 %	10 %	10 %	9 %	
Rest of World	7 %	8 %	8 %	7 %	7 %	6 %	5 %	5 %	5 %	5 %	4 %	
Total Company	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	
Annualized Recurring Revenue***												
ARR	\$ 1,648.1	\$ 1,882.9	\$ 1,935.1	\$ 1,982.3		\$ 2,028.6	\$ 2,113.0	\$ 2,186.7	\$ 2,257.8		\$ 2,176.5	

* 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.



GROSS MARGIN SUPPLEMENTAL INFORMATION

(Dollars in millions)

(Unaudited)

	Three Months Ended				Year	Three Months Ended				Year	Three Months Ended
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1
	2023	2023	2023	2023	2023	2024	2024	2024	2024	2024	2025
Gross Margin by Type (GAAP)											
Hardware and perpetual software	\$ 218.2	\$ 256.6	\$ 228.4	\$ 193.5	\$ 896.7	\$ 159.6	\$ 143.9	\$ 146.9	\$ 135.3	\$ 585.7	\$ 127.9
Subscription and recurring services	357.5	374.4	383.0	403.3	1,518.2	462.7	427.1	447.5	561.9	1,899.2	447.6
Professional services and other	8.1	3.7	6.5	8.3	26.6	(0.9)	2.9	0.1	2.6	4.7	1.7
Amortization of purchased intangible assets	(23.0)	(30.2)	(27.7)	(27.8)	(108.7)	(27.8)	(28.0)	(18.9)	(18.6)	(93.3)	(16.4)
Total Company	\$ 560.8	\$ 604.5	\$ 590.2	\$ 577.3	\$ 2,332.8	\$ 593.6	\$ 545.9	\$ 575.6	\$ 681.2	\$ 2,396.3	\$ 560.8
Adjustments to reconcile to Non-GAAP											
Amortization of purchased intangible assets	\$ 23.0	\$ 30.2	\$ 27.7	\$ 27.8	\$ 108.7	\$ 27.8	\$ 28.0	\$ 18.9	\$ 18.6	\$ 93.3	\$ 16.4
Acquisition / divestiture items	0.2	0.2	-	0.1	0.5	-	-	-	-	-	-
Stock-based compensation / deferred compensation	3.5	4.1	3.8	3.6	15.0	4.3	4.2	4.2	4.7	17.4	4.3
Restructuring and other costs	0.3	(1.0)	0.1	0.5	(0.1)	1.4	0.6	0.9	0.7	3.6	0.2
Total Adjustments	\$ 27.0	\$ 33.5	\$ 31.6	\$ 32.0	\$ 124.1	\$ 33.5	\$ 32.8	\$ 24.0	\$ 24.0	\$ 114.3	\$ 20.9
Gross Margin by Type (Non-GAAP)											
Hardware and perpetual software	\$ 220.2	\$ 257.2	\$ 229.8	\$ 195.7	\$ 902.9	\$ 163.0	\$ 146.0	\$ 149.3	\$ 137.4	\$ 595.7	\$ 129.9
Subscription and recurring services	358.5	375.9	384.4	404.3	1,523.1	463.9	428.5	448.8	563.5	1,904.7	449.0
Professional services and other	9.1	4.9	7.6	9.3	30.9	0.2	4.2	1.5	4.3	10.2	2.8
Total Company	\$ 587.8	\$ 638.0	\$ 621.8	\$ 609.3	\$ 2,456.9	\$ 627.1	\$ 578.7	\$ 599.6	\$ 705.2	\$ 2,510.6	\$ 581.7
Gross Margin % by Type (Non-GAAP)											
Hardware and perpetual software	50.7 %	52.4 %	51.8 %	48.6 %	51.0 %	44.4 %	45.6 %	48.5 %	47.6 %	46.4 %	47.8 %
Subscription and recurring services	80.7 %	80.5 %	80.7 %	82.2 %	81.1 %	83.5 %	82.7 %	83.1 %	85.1 %	83.7 %	83.0 %
Professional services and other	24.7 %	13.5 %	20.6 %	24.5 %	20.9 %	0.6 %	13.1 %	5.3 %	13.3 %	8.3 %	10.0 %
Total Company	64.2 %	64.2 %	65.0 %	65.3 %	64.7 %	65.8 %	66.5 %	68.5 %	71.7 %	68.2 %	69.2 %



CONDENSED CONSOLIDATED STATEMENTS OF INCOME

(In millions, except per share data)

(Unaudited)

	Three Months Ended				Year 2023	Three Months Ended				Year 2024	Three Months	Trailing Twelve Months (TTM)
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Ended	
	2023	2023	2023	2023		2024	2024	2024	2024		2025	
GAAP Income Statement												
Revenue	\$ 915.4	\$ 993.6	\$ 957.3	\$ 932.4	\$ 3,798.7	\$ 953.3	\$ 870.8	\$ 875.8	\$ 983.4	\$ 3,683.3	\$ 840.6	
Cost of sales	354.6	389.1	367.1	355.1	1,465.9	359.7	324.9	300.2	302.2	1,287.0	279.8	
Gross margin	560.8	604.5	590.2	577.3	2,332.8	593.6	545.9	575.6	681.2	2,396.3	560.8	
Operating expense	423.8	510.9	468.9	480.4	1,884.0	484.4	484.3	459.2	507.7	1,935.6	463.3	
Operating income	137.0	93.6	121.3	96.9	448.8	109.2	61.6	116.4	173.5	460.7	97.5	
Interest expense, net	(19.7)	(46.7)	(46.8)	(47.8)	(161.0)	(45.2)	(18.1)	(14.1)	(13.3)	(90.7)	(15.6)	
Income (loss) from equity method investments, net	11.4	8.0	5.2	3.5	28.1	5.6	4.3	(0.6)	(57.4)	(48.1)	1.0	
Other non-operating income (expense), net	31.9	2.6	(0.3)	6.9	41.1	3.4	1,714.2	(28.6)	(5.0)	1,684.0	3.5	
Income before taxes	160.6	57.5	79.4	59.5	357.0	73.0	1,762.0	73.1	97.8	2,005.9	86.4	
Income tax provision (benefit)	31.8	12.9	4.5	(3.5)	45.7	15.8	445.6	32.5	7.6	501.5	19.7	
Net income	\$ 128.8	\$ 44.6	\$ 74.9	\$ 63.0	\$ 311.3	\$ 57.2	\$ 1,316.4	\$ 40.6	\$ 90.2	\$ 1,504.4	\$ 66.7	
Diluted net income per share	\$ 0.52	\$ 0.18	\$ 0.30	\$ 0.25	\$ 1.25	\$ 0.23	\$ 5.34	\$ 0.16	\$ 0.36	\$ 6.09	\$ 0.27	
Non-GAAP Income Statement *												
Revenue	\$ 915.4	\$ 993.6	\$ 957.3	\$ 932.4	\$ 3,798.7	\$ 953.3	\$ 870.8	\$ 875.8	\$ 983.4	\$ 3,683.3	\$ 840.6	
Cost of sales	327.6	355.6	335.5	323.1	1,341.8	326.2	292.1	276.2	278.2	1,172.7	258.9	
Gross margin	587.8	638.0	621.8	609.3	2,456.9	627.1	578.7	599.6	705.2	2,510.6	581.7	
Operating expense	361.7	407.0	370.8	382.7	1,522.2	392.7	384.3	374.8	421.6	1,573.4	383.5	
Operating income	226.1	231.0	251.0	226.6	934.7	234.4	194.4	224.8	283.6	937.2	198.2	
Interest expense, net	(18.4)	(46.7)	(46.8)	(47.8)	(159.7)	(45.2)	(15.8)	(14.1)	(13.3)	(88.4)	(15.7)	
Income from equity method investments, net	11.4	8.0	5.2	3.5	28.1	5.6	7.5	0.8	-	13.9	1.9	
Other non-operating (expense) income, net	(1.7)	0.0	(4.5)	5.0	(1.2)	(2.4)	(2.7)	(3.4)	(1.1)	(9.6)	(1.6)	
Income before taxes	217.4	192.3	204.9	187.3	801.9	192.4	183.4	208.1	269.2	853.1	182.8	
Income tax provision	39.5	33.3	34.7	30.7	138.2	33.3	31.5	36.2	47.7	148.7	31.4	
Net income	\$ 177.9	\$ 159.0	\$ 170.2	\$ 156.6	\$ 663.7	\$ 159.1	\$ 151.9	\$ 171.9	\$ 221.5	\$ 704.4	\$ 151.4	
Diluted net income per share	\$ 0.72	\$ 0.64	\$ 0.68	\$ 0.63	\$ 2.66	\$ 0.64	\$ 0.62	\$ 0.70	\$ 0.89	\$ 2.85	\$ 0.61	
Adjusted EBITDA **												
GAAP operating income	\$ 137.0	\$ 93.6	\$ 121.3	\$ 96.9	\$ 448.8	\$ 109.2	\$ 61.6	\$ 116.4	\$ 173.5	\$ 460.7	\$ 97.5	\$ 449.0
Amortization of purchased intangible assets	34.7	62.1	58.9	56.6	212.3	54.5	54.5	45.4	44.6	199.0	42.0	186.5
Acquisition / divestiture items	7.0	26.5	22.0	16.9	72.4	23.9	33.9	17.4	6.4	81.6	8.9	66.6
Stock-based compensation / deferred compensation	35.4	42.1	37.9	35.7	151.1	38.8	38.1	38.1	48.5	163.5	37.5	162.2
Restructuring and other costs	12.0	6.7	10.9	20.5	50.1	8.0	6.3	7.5	10.6	32.4	12.3	36.7
Non-GAAP operating income	226.1	231.0	251.0	226.6	934.7	234.4	194.4	224.8	283.6	937.2	198.2	901.0
Depreciation expense and cloud computing amortization	11.3	12.5	12.0	11.1	46.9	10.9	12.1	11.8	14.5	49.3	12.0	50.4
Income from equity method investments, net	11.4	8.0	5.2	3.5	28.1	5.6	7.5	0.8	—	13.9	1.9	10.2
Adjusted EBITDA	\$ 248.8	\$ 251.5	\$ 268.2	\$ 241.2	\$ 1,009.7	\$ 250.9	\$ 214.0	\$ 237.4	\$ 298.1	\$ 1,000.4	\$ 212.1	\$ 961.6
Adjusted EBITDA Margin	27.2%	25.3%	28.0%	25.9%	26.6%	26.3%	24.6%	27.1%	30.3%	27.2%	25.2%	26.9%

* 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 2023	Three Months Ended				Year 2024	Three Months Ended
	Q1 2023	Q2 2023	Q3 2023	Q4 2023		Q1 2024	Q2 2024	Q3 2024	Q4 2024		Q1 2025
AECO											
Revenue	\$ 288.1	\$ 264.1	\$ 269.6	\$ 288.7	\$ 1,110.5	\$ 339.1	\$ 299.7	\$ 306.0	\$ 413.8	\$ 1,358.6	\$ 335.4
Cost of sales	53.0	54.8	53.2	52.3	213.3	55.3	53.4	53.8	57.9	220.4	58.9
Operating expense	139.7	146.9	138.6	143.0	568.2	157.1	167.2	163.2	187.1	674.6	184.9
Operating income	\$ 95.4	\$ 62.4	\$ 77.8	\$ 93.4	\$ 329.0	\$ 126.7	\$ 79.1	\$ 89.0	\$ 168.8	\$ 463.6	\$ 91.6
Operating margin (% of segment revenue)	33.1 %	23.6 %	28.9 %	32.4 %	29.6 %	37.4 %	26.4 %	29.1 %	40.8 %	34.1 %	27.3 %
ARR	\$ 923.6	\$ 985.4	\$ 1,021.8	\$ 1,067.5		\$ 1,093.5	\$ 1,163.9	\$ 1,209.7	\$ 1,268.7		\$ 1,293.6
FIELD SYSTEMS											
Revenue	\$ 479.9	\$ 540.6	\$ 495.4	\$ 452.0	\$ 1,967.9	\$ 419.2	\$ 379.3	\$ 374.6	\$ 362.8	\$ 1,535.9	\$ 359.2
Cost of sales	210.6	227.4	207.5	197.9	843.4	195.9	168.5	154.7	147.2	666.3	154.2
Operating expense	131.9	137.3	122.9	128.9	521.0	125.0	101.0	96.2	105.4	427.6	98.4
Operating income	\$ 137.4	\$ 175.9	\$ 165.0	\$ 125.2	\$ 603.5	\$ 98.3	\$ 109.8	\$ 123.7	\$ 110.2	\$ 442.0	\$ 106.6
Operating margin (% of segment revenue)	28.6 %	32.5 %	33.3 %	27.7 %	30.7 %	23.4 %	28.9 %	33.0 %	30.4 %	28.8 %	29.7 %
ARR	\$ 273.1	\$ 283.3	\$ 289.8	\$ 289.2		\$ 303.9	\$ 308.3	\$ 327.6	\$ 340.5		\$ 358.1
TRANSPORTATION AND LOGISTICS											
Revenue	\$ 147.4	\$ 188.9	\$ 192.3	\$ 191.7	\$ 720.3	\$ 195.0	\$ 191.8	\$ 195.2	\$ 206.8	\$ 788.8	\$ 146.0
Cost of sales	62.8	71.8	73.5	70.7	278.8	73.5	69.3	66.2	71.2	280.2	44.6
Operating expense	64.3	90.4	85.2	83.4	323.3	85.2	86.6	88.0	93.7	353.5	75.3
Operating income	\$ 20.3	\$ 26.7	\$ 33.6	\$ 37.6	\$ 118.2	\$ 36.3	\$ 35.9	\$ 41.0	\$ 41.9	\$ 155.1	\$ 26.1
Operating margin (% of segment revenue)	13.8 %	14.1 %	17.5 %	19.6 %	16.4 %	18.6 %	18.7 %	21.0 %	20.3 %	19.7 %	17.9 %
ARR	\$ 451.2	\$ 614.2	\$ 623.5	\$ 625.6		\$ 631.2	\$ 640.8	\$ 649.4	\$ 648.6		\$ 524.8
CORPORATE SUMMARY											
CORPORATE AND OTHER CHARGES:											
Unallocated Corporate Expense	(27.0)	(34.0)	(25.4)	(29.6)	(116.0)	(26.9)	(30.4)	(28.9)	(37.3)	(123.5)	(26.1)
Amortization of purchased intangible assets	(34.7)	(62.1)	(58.9)	(56.6)	(212.3)	(54.5)	(54.5)	(45.4)	(44.6)	(199.0)	(42.0)
Acquisition / divestiture items	(7.0)	(26.5)	(22.0)	(16.9)	(72.4)	(23.9)	(33.9)	(17.4)	(6.4)	(81.6)	(8.9)
Stock-based compensation / deferred compensation	(35.4)	(42.1)	(37.9)	(35.7)	(151.1)	(38.8)	(38.1)	(38.1)	(48.5)	(163.5)	(37.5)
Restructuring and other costs	(12.0)	(6.7)	(10.9)	(20.5)	(50.1)	(8.0)	(6.3)	(7.5)	(10.6)	(32.4)	(12.3)
CONSOLIDATED OPERATING INCOME	137.0	93.6	121.3	96.9	448.8	109.2	61.6	116.4	173.5	460.7	97.5
NON-OPERATING (EXPENSE) INCOME AND INCOME TAXES	(8.2)	(49.0)	(46.4)	(33.9)	(137.5)	(52.0)	1,254.8	(75.8)	(83.3)	1,043.7	(30.8)
NET INCOME	\$ 128.8	\$ 44.6	\$ 74.9	\$ 63.0	\$ 311.3	\$ 57.2	\$ 1,316.4	\$ 40.6	\$ 90.2	\$ 1,504.4	\$ 66.7



FINANCIAL METRICS

(Dollars in millions)

(Unaudited)

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	2024	Q1 2025
BALANCE SHEET METRICS:											
Cash and cash equivalents	\$ 1,038.1	\$ 237.3	\$ 216.8	\$ 229.8		\$ 255.1	\$ 944.1	\$ 1,036.9	\$ 738.8		\$ 290.0
Accounts receivable, net	578.8	664.1	641.4	706.6		633.0	577.0	525.6	725.8		530.4
Inventories	409.4	371.4	257.2	235.7		230.0	223.1	192.1	194.3		187.2
Short-term debt	300.0	4.3	58.3	530.4		543.4	400.0	400.0	-		-
Long-term debt	1,786.9	3,184.7	2,995.4	2,536.2		2,486.9	1,389.7	1,390.2	1,390.6		1,391.0
Total debt	2,086.9	3,189.0	3,053.7	3,066.6		3,030.3	1,789.7	1,790.2	1,390.6		1,391.0
Equity	\$ 4,245.2	\$ 4,331.3	\$ 4,343.0	\$ 4,500.1		\$ 4,349.1	\$ 5,633.4	\$ 5,875.1	\$ 5,745.3		\$ 5,419.1
CASHFLOW METRICS:											
Net cash provided by operating activities	\$ 208.7	\$ 142.4	\$ 147.1	\$ 98.9	\$ 597.1	\$ 233.8	\$ 87.6	\$ 94.9	\$ 115.1	\$ 531.4	\$ 155.6
Capital expenditures	6.4	12.6	13.2	9.8	42.0	6.8	14.3	6.4	6.1	33.6	6.6
Free cash flow	202.3	129.8	133.9	89.1	555.1	227.0	73.3	88.5	109.0	497.8	149.0
FINANCIAL RATIOS:											
Days sales outstanding (a)	58	61	61	69		60	60	55	72		57
Current ratio	1.5	1.1	1.3	1.0		1.0	1.0	1.2	1.3		0.8
Debt to equity ratio	0.5	0.7	0.7	0.7		0.7	0.3	0.3	0.2		0.3
Leverage ratio (b)	1.1	3.2	2.9	2.8		2.7	0.9	0.8	0.7		1.1
OTHER:											
Headcount	11,799	13,258	12,962	12,735		12,462	12,045	12,070	12,132		11,417

(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 2023	Three Months Ended								Year 2024	Three Months Ended			
	Q1		Q2		Q3		Q4			Q1		Q2		Q3		Q4			Q1			
	2023		2023		2023		2023			2024		2024		2024		2024			2025			
	Dollar Amount	% of Revenue	Dollar Amount	% of Revenue	Dollar Amount	% of Revenue	Dollar Amount	% of Revenue		Dollar Amount	% of Revenue	Dollar Amount	% of Revenue	Dollar Amount	% of Revenue	Dollar Amount	% of Revenue		Dollar Amount	% of Revenue		
REVENUE:	\$ 915.4		\$ 993.6		\$ 957.3		\$ 932.4		\$ 3,798.7		\$ 953.3		\$ 870.8		\$ 875.8		\$ 983.4		\$ 3,683.3		\$ 840.6	
GROSS MARGIN:																						
GAAP gross margin:	\$ 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 %	\$ 560.8	66.7 %
Amortization of purchased intangible assets	23.0		30.2		27.7		27.8		108.7		27.8		28.0		18.9		18.6		93.3		16.4	
Acquisition / divestiture items	0.2		0.2		-		0.1		0.5		-		-		-		-		-		-	
Stock-based compensation / deferred compensation	3.5		4.1		3.8		3.6		15.0		4.3		4.2		4.2		4.7		17.4		4.3	
Restructuring and other costs	0.3		(1.0)		0.1		0.5		(0.1)		1.4		0.6		0.9		0.7		3.6		0.2	
Non-GAAP gross margin:	\$ 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 %	\$ 581.7	69.2 %
OPERATING EXPENSES:																						
GAAP operating expenses:	\$ 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 %	\$ 463.3	55.1 %
Amortization of purchased intangible assets	(11.7)		(31.9)		(31.2)		(28.8)		(103.6)		(26.7)		(26.5)		(26.5)		(26.0)		(105.7)		(25.6)	
Acquisition / divestiture items	(6.8)		(26.3)		(22.0)		(16.8)		(71.9)		(23.9)		(33.9)		(17.4)		(6.4)		(81.6)		(8.9)	
Stock-based compensation / deferred compensation	(31.9)		(38.0)		(34.1)		(32.1)		(136.1)		(34.5)		(33.9)		(33.9)		(43.8)		(146.1)		(33.2)	
Restructuring and other costs	(11.7)		(7.7)		(10.8)		(20.0)		(50.2)		(6.6)		(5.7)		(6.6)		(9.9)		(28.8)		(12.1)	
Non-GAAP operating expenses:	\$ 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 %	\$ 383.5	45.6 %
OPERATING INCOME:																						
GAAP operating income:	\$ 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 %	\$ 97.5	11.6 %
Amortization of purchased intangible assets	34.7		62.1		58.9		56.6		212.3		54.5		54.5		45.4		44.6		199.0		42.0	
Acquisition / divestiture items	7.0		26.5		22.0		16.9		72.4		23.9		33.9		17.4		6.4		81.6		8.9	
Stock-based compensation / deferred compensation	35.4		42.1		37.9		35.7		151.1		38.8		38.1		38.1		48.5		163.5		37.5	
Restructuring and other costs	12.0		6.7		10.9		20.5		50.1		8.0		6.3		7.5		10.6		32.4		12.3	
Non-GAAP operating income:	\$ 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 %	\$ 198.2	23.6 %
NON-OPERATING INCOME (EXPENSE), NET:																						
GAAP non-operating income (expense),	\$ 23.6		\$ (36.1)		\$ (41.9)		\$ (37.4)		\$ (91.8)		\$ (36.2)		\$ 1,700.4		\$ (43.3)		\$ (75.7)		\$ 1,545.2		\$ (11.1)	
Acquisition / divestiture items	(31.6)		(0.9)		(5.1)		1.1		(36.5)		(3.4)		(1,716.1)		26.8		4.2		(1,688.5)		(5.3)	
Deferred compensation	(2.0)		(1.7)		0.8		(2.9)		(5.8)		(2.4)		(0.7)		(1.6)		(0.2)		(4.9)		0.9	
Restructuring and other costs	1.3		-		0.1		(0.1)		1.3		-		5.4		1.4		57.3		64.1		0.1	
Non-GAAP non-operating expense, net:	\$ (8.7)		\$ (38.7)		\$ (46.1)		\$ (39.3)		\$ (132.8)		\$ (42.0)		\$ (11.0)		\$ (16.7)		\$ (14.4)		\$ (84.1)		\$ (15.4)	



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

	Three Months Ended										Year 2023	Three Months Ended										Year 2024	Three Months Ended Q1 2025
	Q1 2023		Q2 2023		Q3 2023		Q4 2023		Q1 2024			Q2 2024		Q3 2024		Q4 2024							
		Tax Rate %		Tax Rate %		Tax Rate %		Tax Rate %		Tax Rate %			Tax Rate %		Tax Rate %		Tax Rate %						
INCOME TAX PROVISION (BENEFIT):																							
GAAP income tax provision (benefit):	\$ 31.8	19.8 %	\$ 12.9	22.4 %	\$ 4.5	5.7 %	\$ (3.5)	(5.9)%	\$ 45.7	12.8 %	\$ 15.8	21.6 %	\$ 445.6	25.3 %	\$ 32.5	44.5 %	\$ 7.6	7.8 %	\$ 501.5	25.0 %	\$ 19.7	22.8 %	
Non-GAAP items tax effected	11.2		30.2		7.2		8.3		56.9		25.8		(399.4)		60.1		25.4		(288.1)		22.0		
Difference in GAAP and Non-GAAP tax rate	(3.5)		(9.8)		23.0		25.9		35.6		(8.3)		(14.7)		(56.4)		14.7		(64.7)		(10.3)		
Non-GAAP income tax provision:	\$ 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 %	\$ 31.4	17.2 %	
NET INCOME:																							
GAAP net income:	\$ 128.8		\$ 44.6		\$ 74.9		\$ 63.0		\$ 311.3		\$ 57.2		\$ 1,316.4		\$ 40.6		\$ 90.2		\$ 1,504.4		\$ 66.7		
Amortization of purchased intangible assets	34.7		62.1		58.9		56.6		212.3		54.5		54.5		45.4		44.6		199.0		42.0		
Acquisition / divestiture items	(24.6)		25.6		16.9		18.0		35.9		20.5		(1,682.2)		44.2		10.6		(1,606.9)		3.6		
Stock-based compensation / deferred compensation	33.4		40.4		38.7		32.8		145.3		36.4		37.4		36.5		48.3		158.6		38.4		
Restructuring and other costs	13.3		6.7		11.0		20.4		51.4		8.0		11.7		8.9		67.9		96.5		12.4		
Non-GAAP tax adjustments	(7.7)		(20.4)		(30.2)		(34.2)		(92.5)		(17.5)		414.1		(3.7)		(40.1)		352.8		(11.7)		
Non-GAAP net income:	\$ 177.9		\$ 159.0		\$ 170.2		\$ 156.6		\$ 663.7		\$ 159.1		\$ 151.9		\$ 171.9		\$ 221.5		\$ 704.4		\$ 151.4		
DILUTED NET INCOME PER SHARE:																							
GAAP diluted net income per share:	\$ 0.52		\$ 0.18		\$ 0.30		\$ 0.25		\$ 1.25		\$ 0.23		\$ 5.34		\$ 0.16		\$ 0.36		\$ 6.09		\$ 0.27		
Amortization of purchased intangible assets	0.14		0.25		0.24		0.23		0.85		0.22		0.22		0.18		0.18		0.80		0.17		
Acquisition / divestiture items	(0.10)		0.10		0.07		0.07		0.14		0.08		(6.82)		0.18		0.04		(6.50)		0.01		
Stock-based compensation / deferred compensation	0.14		0.16		0.15		0.13		0.58		0.15		0.15		0.15		0.20		0.64		0.16		
Restructuring and other costs	0.05		0.03		0.04		0.08		0.21		0.03		0.05		0.04		0.27		0.39		0.05		
Non-GAAP tax adjustments	(0.03)		(0.08)		(0.12)		(0.13)		(0.37)		(0.07)		1.68		(0.01)		(0.16)		1.43		(0.05)		
Non-GAAP diluted net income per share:	\$ 0.72		\$ 0.64		\$ 0.68		\$ 0.63		\$ 2.66		\$ 0.64		\$ 0.62		\$ 0.70		\$ 0.89		\$ 2.85		\$ 0.61		

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
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1
	2023	2023	2023	2023		2024	2024	2024	2024		2025
Stock-based compensation											
Cost of sales	\$ 3.4	\$ 4.0	\$ 3.7	\$ 3.5	\$ 14.6	\$ 4.1	\$ 4.1	\$ 4.1	\$ 4.7	\$ 17.0	\$ 4.4
Research and development	8.7	11.4	11.3	9.3	40.7	10.0	10.8	10.8	13.4	45.0	10.5
Sales and marketing	5.8	8.0	7.3	6.0	27.1	8.3	5.6	6.8	8.6	29.3	6.9
General and administrative	15.6	17.0	16.3	14.1	63.0	14.0	17.0	14.7	21.6	67.3	16.6
Total stock-based compensation	\$ 33.5	\$ 40.4	\$ 38.6	\$ 32.9	\$ 145.4	\$ 36.4	\$ 37.5	\$ 36.4	\$ 48.3	\$ 158.6	\$ 38.4
Deferred compensation											
Cost of sales	\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.4	\$ 0.2	\$ 0.1	\$ 0.1	\$ -	\$ 0.4	\$ (0.1)
Research and development	0.8	0.6	(0.3)	1.1	2.2	0.9	0.2	0.7	0.1	1.9	(0.2)
Sales and marketing	0.3	0.2	(0.1)	0.3	0.7	0.3	-	0.2	-	0.5	(0.1)
General and administrative	0.7	0.8	(0.4)	1.3	2.4	1.0	0.3	0.7	0.1	2.1	(0.5)
Total deferred compensation	\$ 1.9	\$ 1.7	\$ (0.7)	\$ 2.8	\$ 5.7	\$ 2.4	\$ 0.6	\$ 1.7	\$ 0.2	\$ 4.9	\$ (0.9)
Total Stock-based compensation and Deferred compensation											
Cost of sales	\$ 3.5	\$ 4.1	\$ 3.8	\$ 3.6	\$ 15.0	\$ 4.3	\$ 4.2	\$ 4.2	\$ 4.7	\$ 17.4	\$ 4.3
Research and development	9.5	12.0	11.0	10.4	42.9	10.9	11.0	11.5	13.5	46.9	10.3
Sales and marketing	6.1	8.2	7.2	6.3	27.8	8.6	5.6	7.0	8.6	29.8	6.8
General and administrative	16.3	17.8	15.9	15.4	65.4	15.0	17.3	15.4	21.7	69.4	16.1
Total stock-based compensation and deferred compensation	\$ 35.4	\$ 42.1	\$ 37.9	\$ 35.7	\$ 151.1	\$ 38.8	\$ 38.1	\$ 38.1	\$ 48.5	\$ 163.5	\$ 37.5