



Leading The Infinite Enterprise

May 2024



Non-GAAP Financial Measures:

This presentation includes certain financial measures that are not presented in accordance with generally accepted accounting principles in the United States ("GAAP"), such as, among other things, non-GAAP Net Income; non-GAAP EPS, SaaS ARR, non-GAAP Operating Margin, Free Cash Flow, Net Cash (Debt), Non-GAAP Gross Margin, Non-GAAP Operating Income, and Adjusted EBITDA. Extreme Networks Inc. (the "Company") believes these non-GAAP measures provide both management and investors with additional insight into its current operations, the trends affecting the Company, the Company's marketplace performance, and the Company's ability to generate cash from operations. Accordingly, management uses these non-GAAP measures along with comparable GAAP information when evaluating the Company's historical performance and future business activities. However, non-GAAP financial measures have limitations in their usefulness to investors because they have no standardized meaning prescribed by GAAP and are not prepared under any comprehensive set of accounting rules or principles. The Company's non-GAAP measures may be different than those used by other companies and should be considered in conjunction with, and not as a substitute for, the Company's financial information presented in accordance with GAAP. Please refer to our most recent earnings press release dated May 1, 2024, which is posted on the "Investor Relations" section of our website and to pages 50-55 of this presentation for the required reconciliation to the most comparable GAAP financial measures. Reconciliations for prior quarters are available in the earnings press releases for such previous quarters, also available on the "Investor Relations" section of our website.

Forward-Looking Statements:

This presentation contains forward-looking statements including, but not limited to: the expected performance and growth of the Company, including its business outlook, strategy and plans; future operating metrics and financial and operating results for the second quarter of fiscal year 2024 and the full fiscal year 2024; expectations regarding growth trends across relevant verticals and geographies and channel and customer demand. You should not place undue reliance on forward-looking statements, which are based on current beliefs, assumptions and expectations, and speak only as of the date of this presentation. These forward-looking statements involve a number of risks and uncertainties which could cause actual results to differ materially from those anticipated by these statements. For a detailed description of these risks and uncertainties, please refer to our most recent Annual Report on Form 10-K for the fiscal year ended June 30, 2023, and any subsequent filings which are or will be on file with the Securities and Exchange Commission. We undertake no obligation to update these statements after the date of this presentation.

GROWING MINDSHARE AND MARKETSHARE

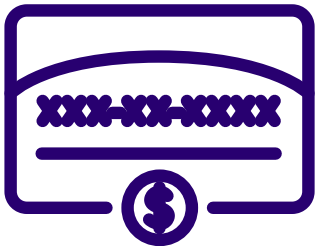
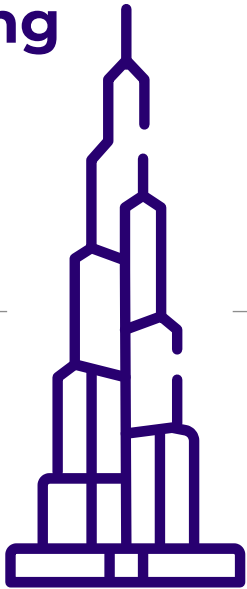


Largest Stock Exchange in the World

NYSE

Tallest Building in the World

BURJ KHALIFA



Collecting Social Security

GOVT AGENCY

Flying in the U.S.

FEDERAL AVIATION
ADMINISTRATION

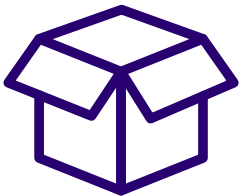


Smart Cities

BORAS STAD, SWEDEN
MILWAUKEE, WI
MEMPHIS, TN

Receiving a Package

FEDEX



Oldest Public University in the U.S.

UNC CHAPEL HILL



Events at World Class Venues

CITI FIELD, OLD TRAFFORD, LAMBEAU FIELD, WRIGLEY FIELD,
LA COLISEUM, FENWAY PARK, DAYTONA SPEEDWAY

MARKET LEADERS TRUST EXTREME



Enterprise Vertical	Key Customers
Government / Education	
Enterprise and Other	
Manufacturing	
Healthcare	
Retail and T&L	
Sports and Entertainment, Hospitality	

A LEADER IN GARTNER MAGIC QUADRANT SIX YEARS IN A ROW



#1 Ranked
Service and Support in

Overall Rating
of **4.7** out of **5**



91%

Recommends
Extreme Networks

Source: Gartner Peer Insights (2023)

Source: Gartner March 2024)



Universal Platform for a Unified
Wired & Wireless Portfolio

FIRST Wi-Fi 6E Outdoor AP optimized
for Campus Environments

Extended Industry-leading
Fabric to the Edge

Universal ZTNA
Blending NAC and ZTNA

Sept 2020

Oct 2022

Apr 2023

Nov 2023

July 2021

July 2022

Jan 2023

Jun 2023

Jan 2024

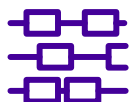
- **FIRST** Enterprise-Grade Wi-Fi 6E APs
- Automated Access to **AI/ML** (CoPilot)
- **9920** – Intelligent Next Gen Packet Broker

- **5720** – Improving network flexibility
- **ExtremeCloud SD-WAN** – Connecting apps in the cloud
- **AIOps** – **FIRST** Networking Explainable AI/ML

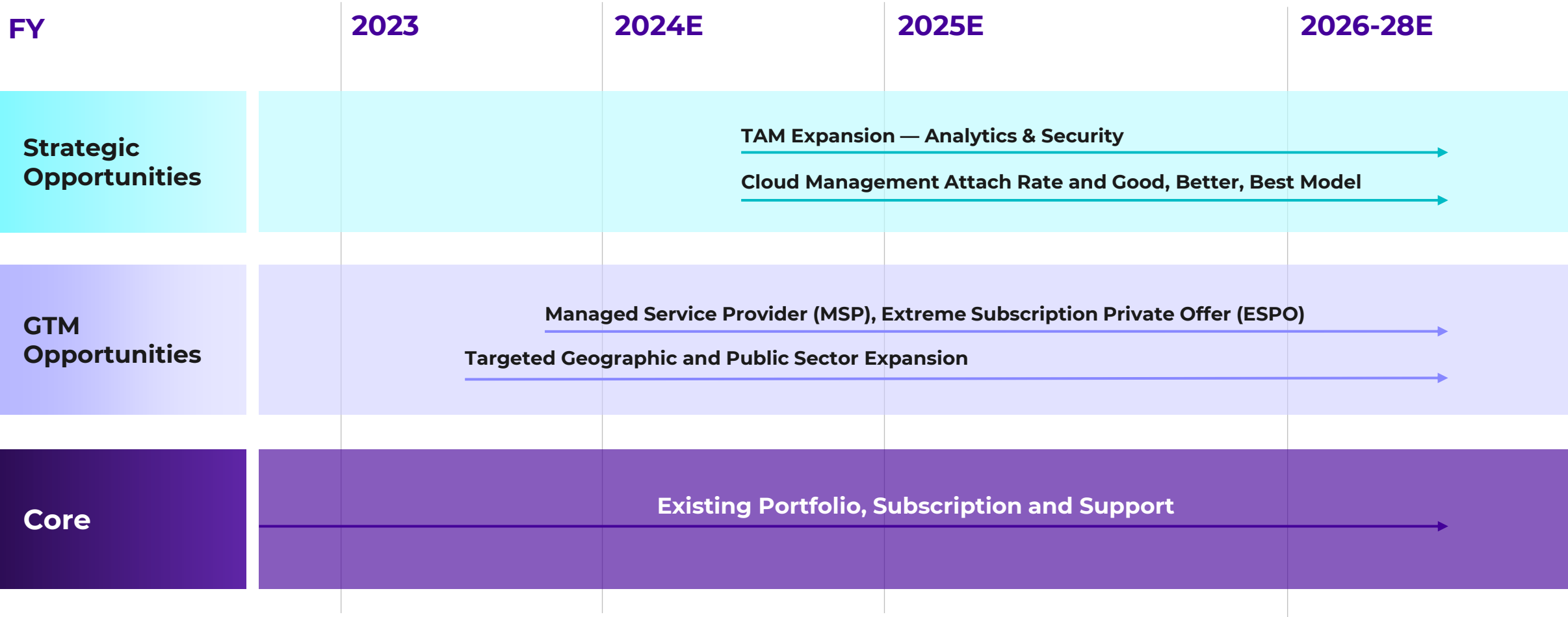
- Ensuring Education has the BEST** – Expanding E-rate eligible solutions:
- Wi-Fi 6E APs
 - ExtremeCloud™ IQ & CoPilot
 - ExtremeCloud SD-WAN

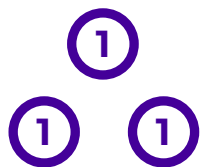
- ExtremeCloud Edge – **FIRST** Networking Cloud Continuum
- AP300 – **FIRST** smallest & “greenest” AP
- **7520/7720** –Enterprise Core & Aggregation
- **8820** – Large Data Center Core & Agg

- Taking AI Ops to the next level
- AP5020 – **FIRST** Extreme WiFi7 AP, security sensors, dual IoT
- **4000** Series – Cloud driven Instant Stacking, Instant Port, Instant Secure Port



FOCUSED GROWTH OPPORTUNITIES NOW AND INTO THE FUTURE





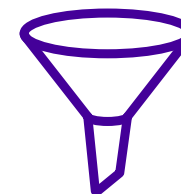
DIFFERENTIATED SOLUTIONS

Enables us to capture share



CUSTOMER WINS

Reinforces our market leadership



CONTINUE TO BUILD FUNNEL

Creates new opportunities



RECURRING BUSINESS FOCUS

Positions us for long-term success



MEANINGFUL GROWTH OPPORTUNITIES

Positions us for long-term success



ATTRACTIVE FINANCIAL PROFILE

Committed to returning to growth and improving profitability

CORE BUSINESS

Enterprises continue to push the boundaries of connectivity



WI-FI 6E EXPANDED THE PIPELINE OF THE INFINITE ENTERPRISE



Enhanced
traffic
management



Very low
latency
($< 1\text{ms}$)



2.4GHz
5GHz
6GHz



More
spectrum



Cleaner
spectrum



Enhanced
Security

One Cloud Managing One Network is Best for Wired and Wireless



AI Ops Visibility,
Remediation

Instant
Onboarding



Universal Wired

Instant
Stack

Instant
Port

Instant
Secure Port

Extreme Fabric

Universal ZTNA
Enforcement Points

Universal Wireless



Dual IoT Radios
for More Use
Cases

3 Software-Defined
Radios for Multiple
Use Cases

Wi-Fi 7
Performance

ONE NETWORK, ONE CLOUD, ONE EXTREME



1 Cloud



1 Network



Universal Wired



Universal Wireless



SD-WAN



Enterprise Fabric

1 Extreme



Universal Licensing



Ecosystem



Services



Capital

ONLY END TO END FABRIC; MOST FLEXIBLE LICENSING; CLOUD CHOICE



Flexible



Universal
Platforms

Secure



Unified
Fabric

Simple



Universal
Cloud

Open



3rd Party
Management

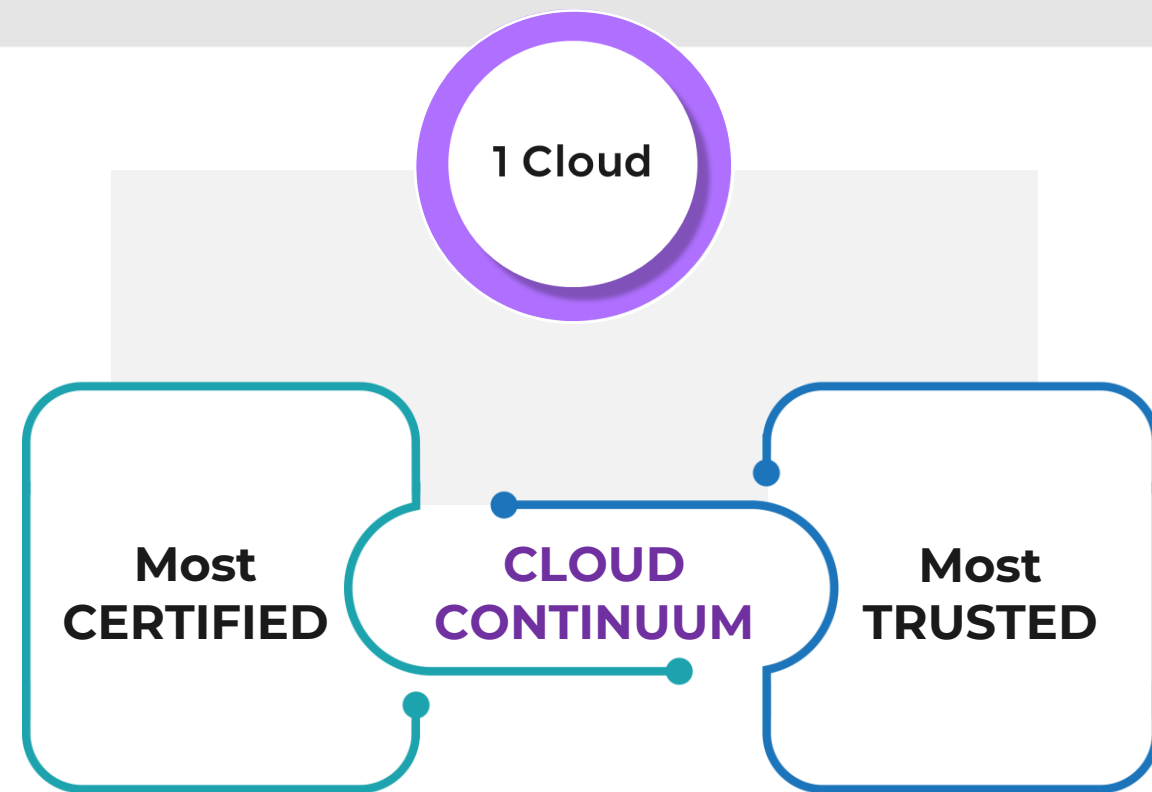
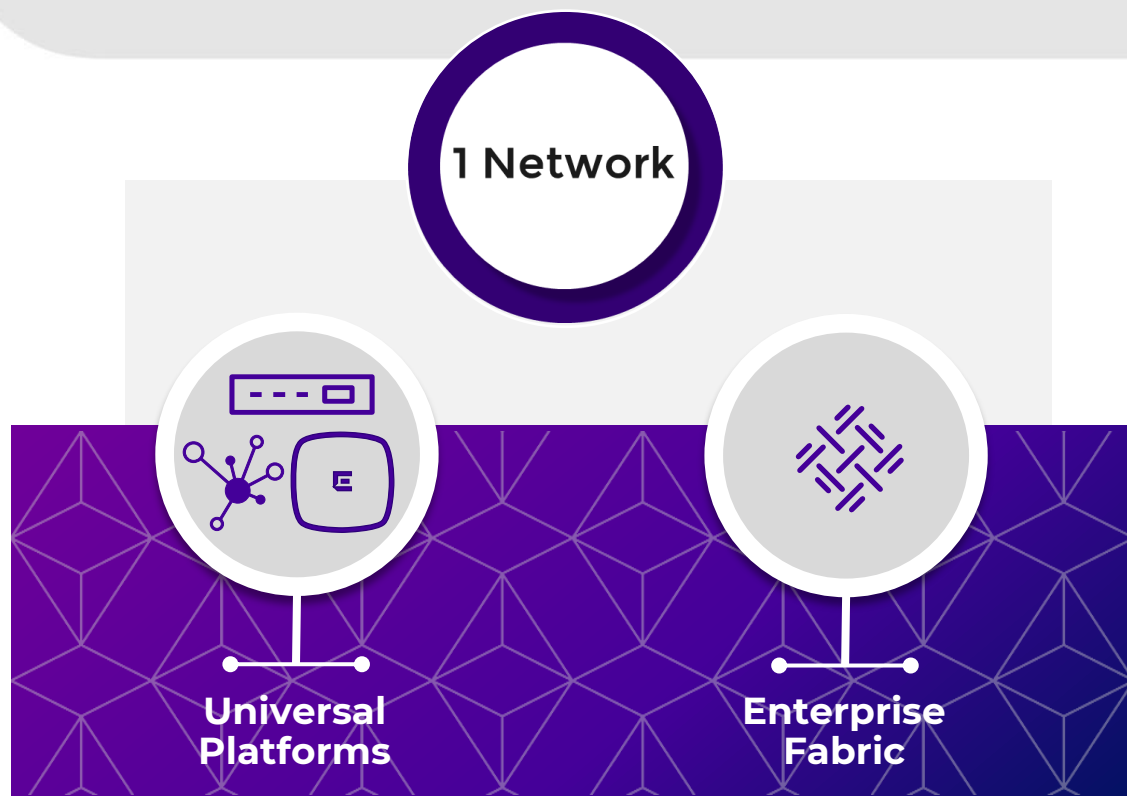
Universal Licensing

Increase Productivity

Drive Topline Revenue

Reduce Risk

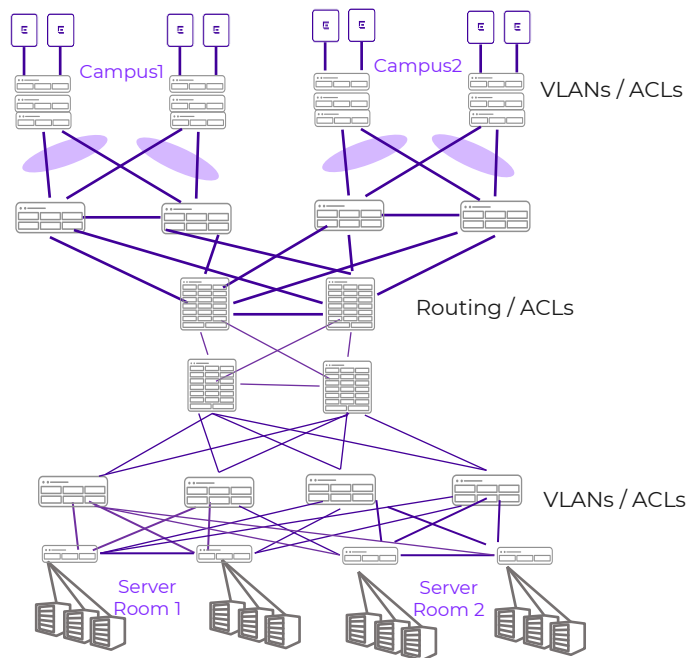
BUILDING ON TECHNOLOGY LEADERSHIP



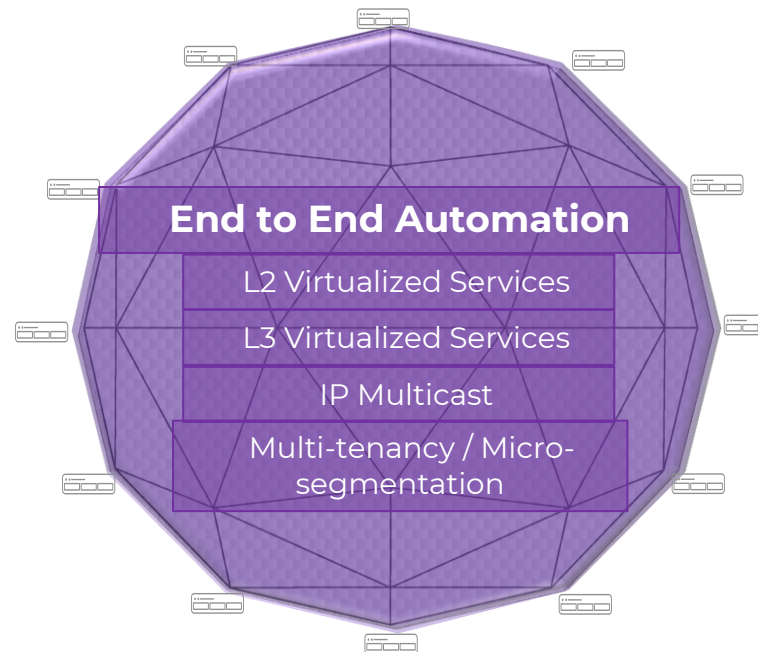
مركز دبي التجاري العالمي
DUBAI WORLD TRADE CENTRE



Traditional Network: Rigid and complex



Fabric Connect: Simple, agile, cloud-driven



Highlights

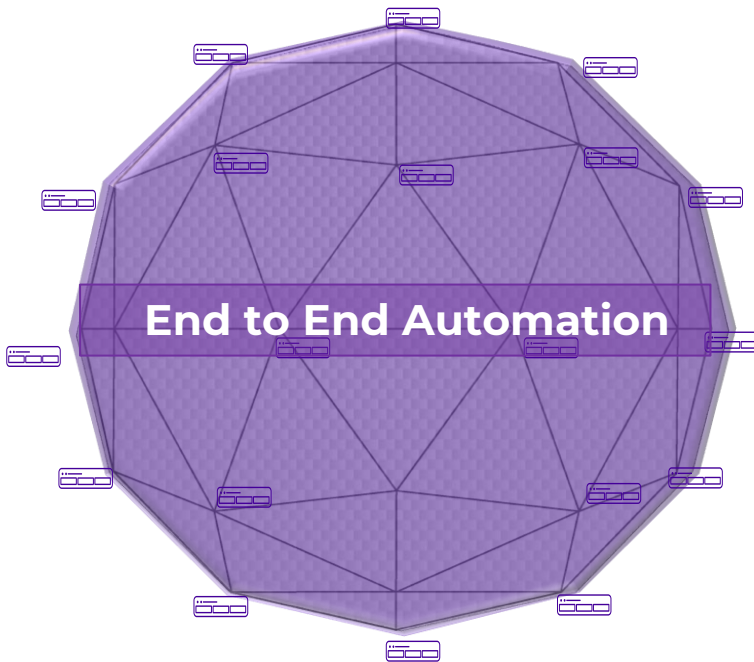
- Services abstracted from the network infrastructure
- Provisioning at the edges only
- Inherently secure
- No reconfiguration of the aggregation / core

A single, business wide fabric will become the de facto architecture to support modern digital imperatives.” - Forrester Research

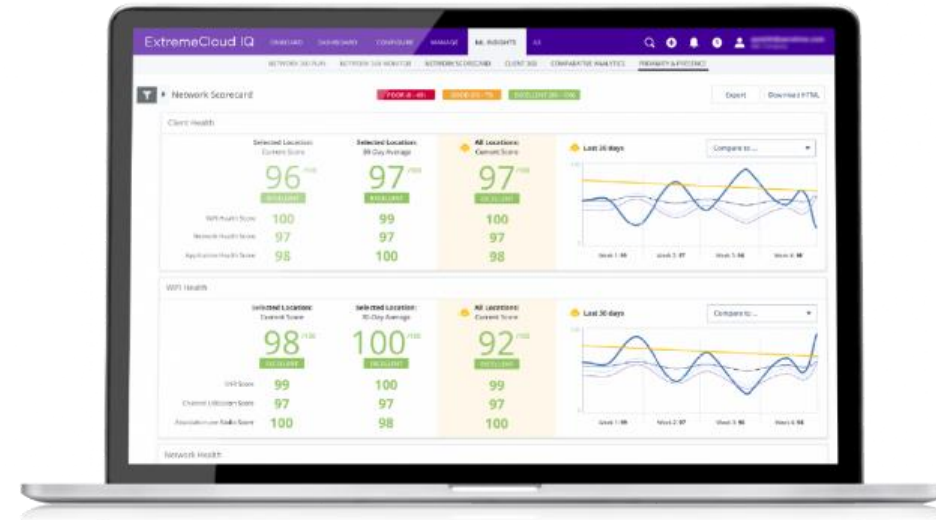
THE FIRST END-TO-END CLOUD-MANAGED NETWORK



Fabric Connect Simple, Automated Network



ExtremeCloud IQ Effortless Operation and Intelligence



- Single pane of glass
- AI/ML driven insights
- Intuitive workflows
- Remote management

Combining the Simplest Network and Smartest Cloud

STRATEGIC OPPORTUNITIES

CONTINUED GROWTH OF SUBSCRIPTION ARR



Leading with Cloud

- Cloud Management Subscription for All Enterprise Products
- Continuous capabilities through cloud attach
- Starting with Universal Switching 4000 and Universal Wi-Fi 7

Good, Better, Best

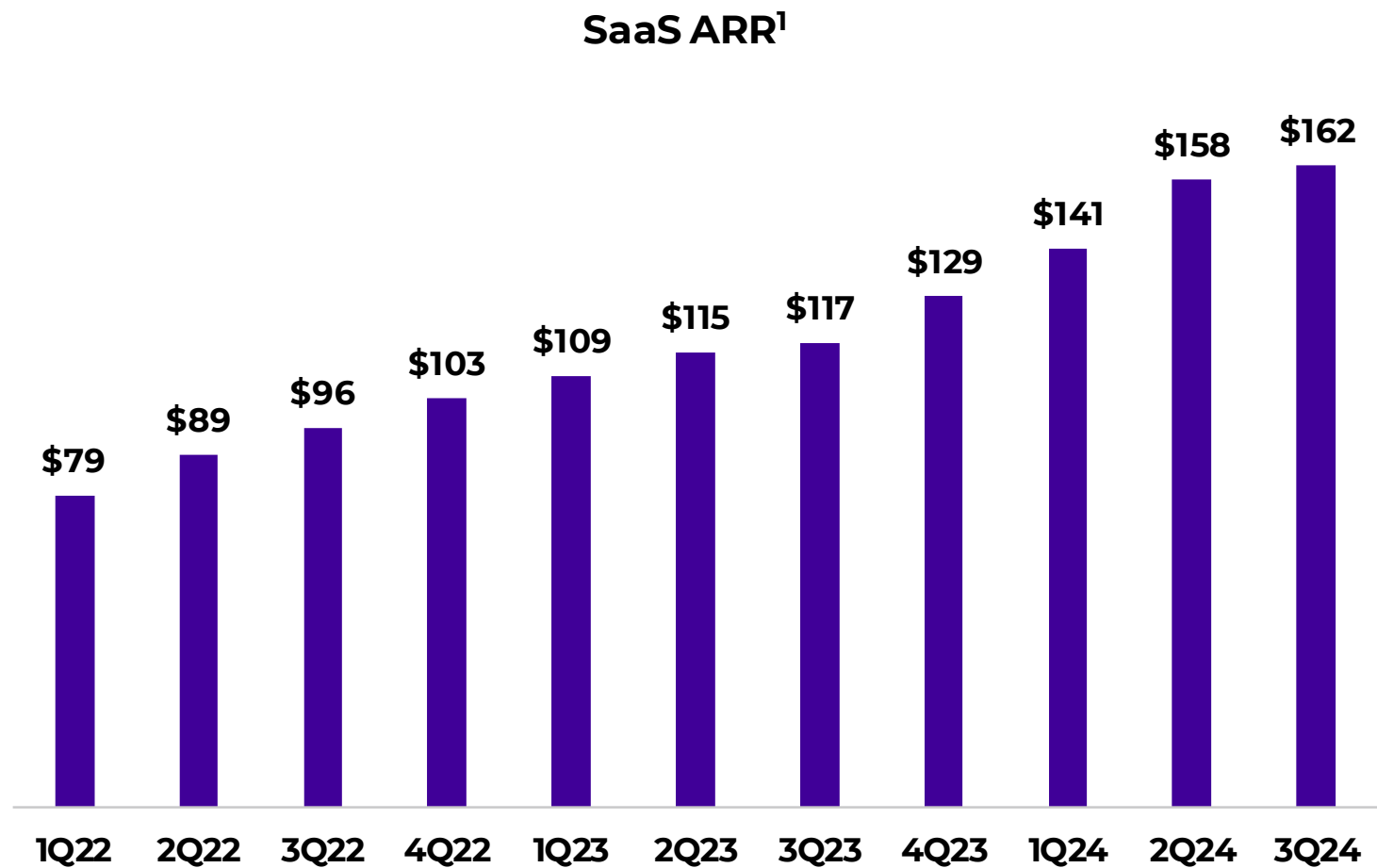
- Industry first – single subscription, cloud applications & device support
- Simplified customer journey through activation, upsell, renewal for cloud applications and support

TAM Expansion

- Building on the success of ExtremeCloud platform
- Introducing ExtremeCloud Universal ZTNA and ExtremeCloud Business Insights

HISTORICAL SAAS DISCLOSURES – SaaS ARR

(IN \$M'S)



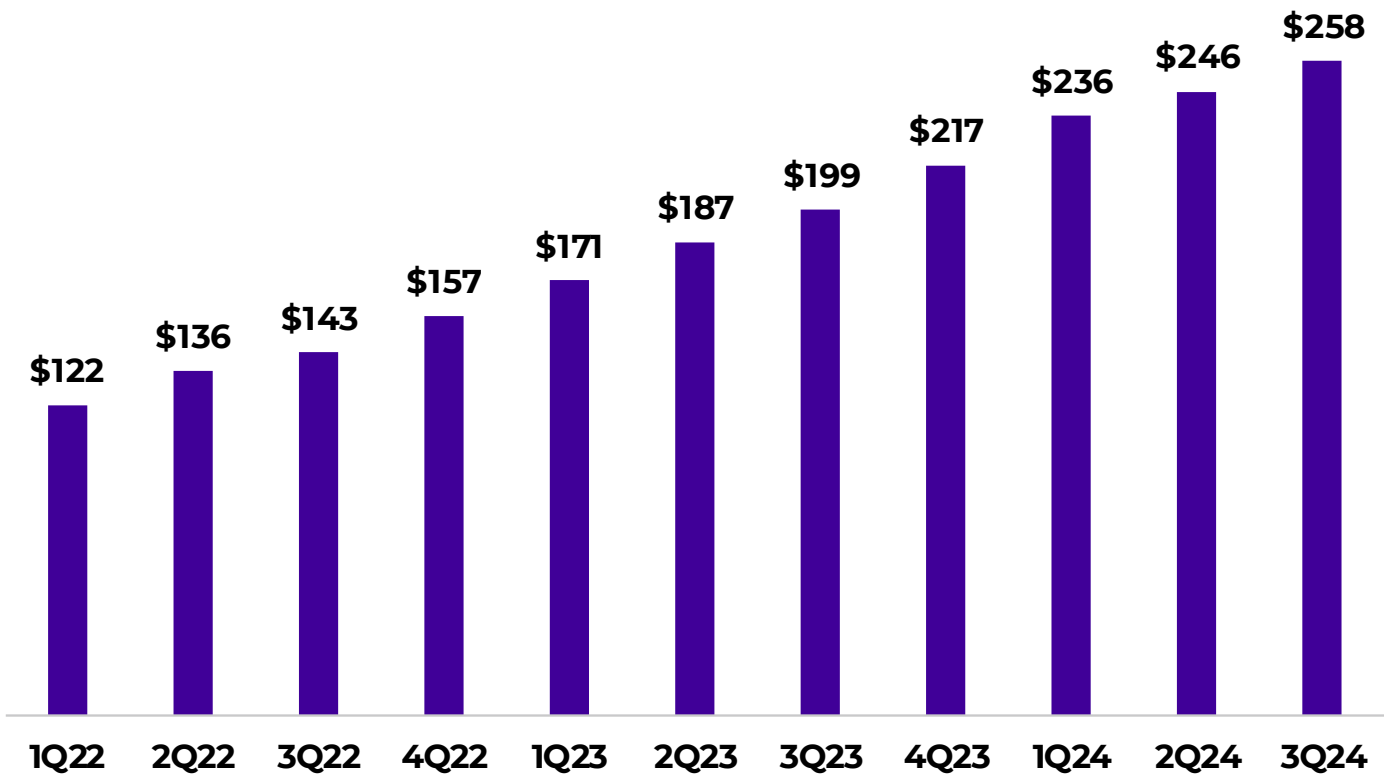
¹Extreme uses SaaS annual recurring revenue (“SaaS ARR”) to identify the annual recurring revenue of ExtremeCloud™ IQ (XIQ) and other subscription revenue, based on the annualized value of quarterly subscription revenue and term-based licenses. We believe that SaaS ARR is an important metric because it is driven by our ability to acquire new customers and to maintain and expand our relationship with existing customers. SaaS ARR should be viewed independently of revenue or deferred revenue accounted under U.S. GAAP. SaaS ARR does not have a standardized meaning and therefore may not be comparable to similarly titled measures presented by other companies. SaaS ARR is not intended to be a replacement for forecasts of revenue.

HISTORICAL SAAS DISCLOSURES – SaaS DEFERRED REVENUE

(IN \$M'S)



SaaS Deferred Revenue¹



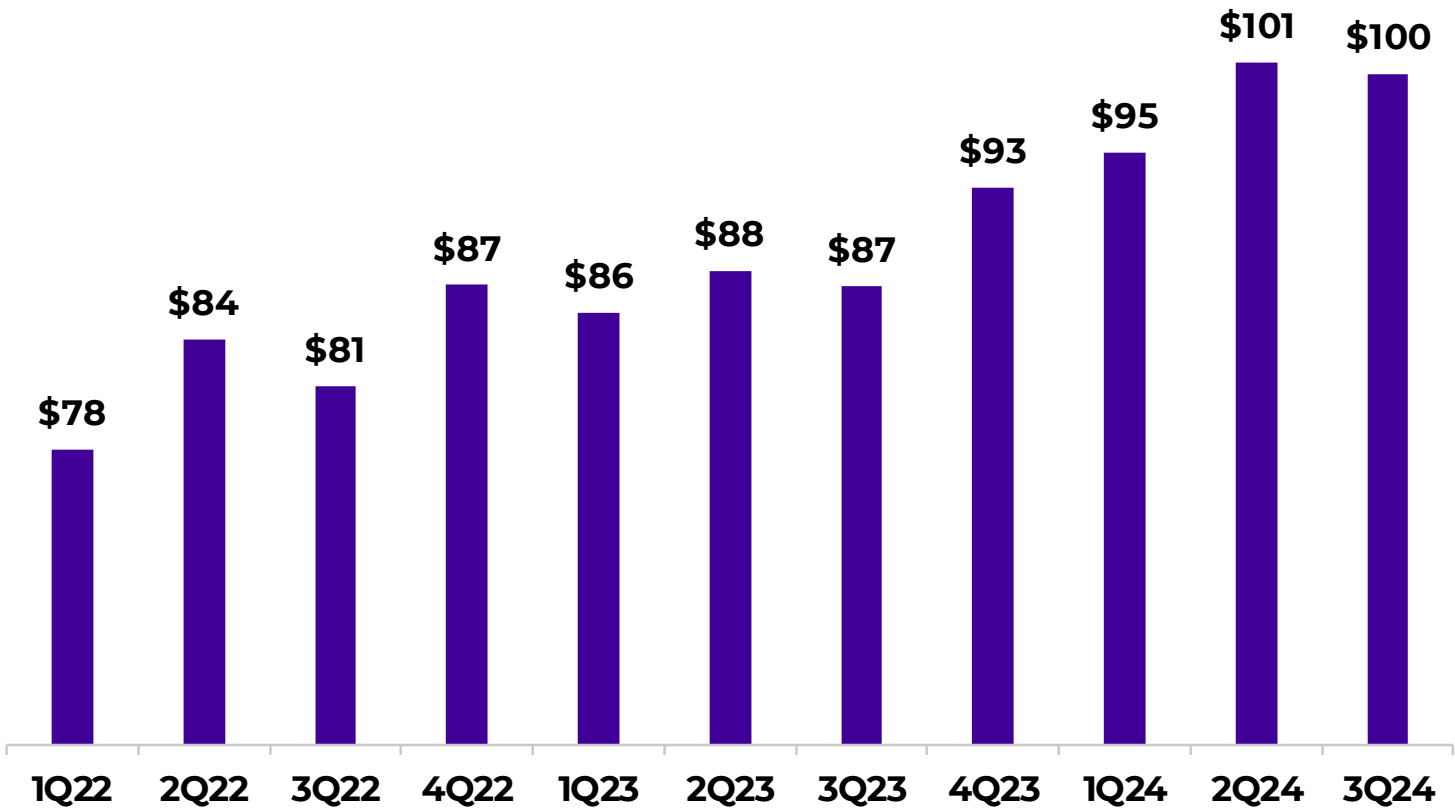
¹SaaS Ending Deferred Revenue refers to the ending quarterly balance of advance payments received for SaaS goods or services that are to be delivered or performed in the future.

HISTORICAL DISCLOSURES – RECURRING REVENUE

(IN \$M'S)



Recurring Revenue¹



¹Recurring Revenue is the sum of all Subscription and Support revenue that is recognized over multiple periods, quarters or years, rather than a single point in time.

One Cloud Application

Universal Policy & Universal Enforcement

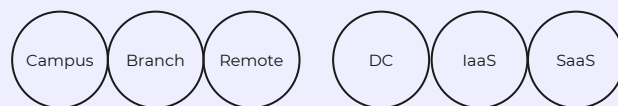
Networks

Secure Connectivity
across the Enterprise



Users

All Users All Applications



Data

Protect and Monitor Access
to Sensitive Data



- Blends best of NAC and ZTNA
- Single policy engine and a single UX
- Identity-based access for remote and on-prem
- Plugs gap in ZTNA for comprehensive IoT access control
- Cloud-managed APs and switches configured with security policies

Anywhere-to-Anywhere Access Security Across the Entire Enterprise

FOR ENTERPRISES

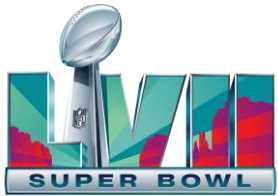
- User location and flow dynamics improve physical operations
- Application usage analysis help enhance network performance or enforce policies
- Bi-directional data feeds enable event correlation and predictive analytics

FOR VENUES

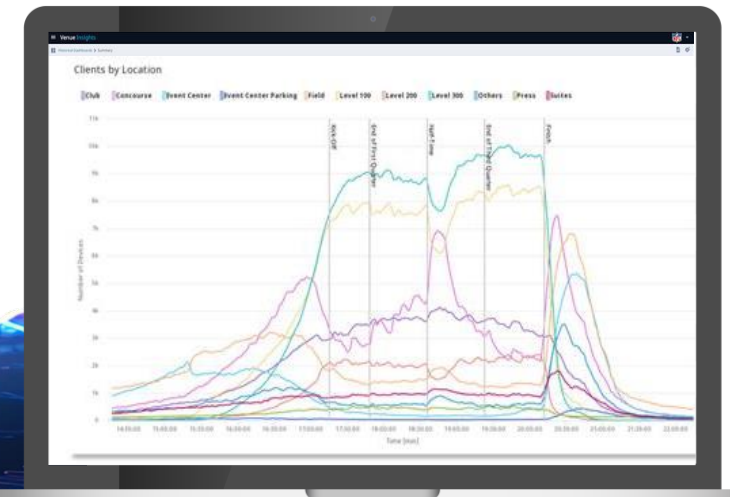
Location intelligence and crowd flow dynamics

Sports betting versus illegal data scouting

Real-time views for in-depth comparative analysis



TAYLOR SWIFT
THE ERAS TOUR



ARTIFICIAL INTELLIGENCE

THROUGHOUT EXTREMECLOUD

Extreme Virtual Advisor

CoPilot
203,635
Connected
Devices

Delivered (Last 12 Months)

- Proactive Network Anomaly Detection (Wired & Wireless)
- Client Connectivity Experience
- Instant GTAC case creation
- Flexible licensing

Upcoming Capabilities

- Self-service Trials
- 1 click remediation
- Additional use cases
- Expand to entire enterprise portfolio

**Digital Twin – Expanding to rest of network,
intersecting with AI**

Public Data

Chat with Information

Contextual advice regarding product specs, config problems and troubleshooting

Private Data

Chat with Network Data

Advice regarding network performance, root cause analytics and optimization

Ecosystem Data

Chat with Enterprise Data

Advises on Business Insights and workflow optimizations

GTM OPPORTUNITIES

\$28B
Managed
LAN/WLAN

KEY POINTS

- **Single subscription** with management and support
- **Consumption billing** to reduce transaction cost
- **Innovative cloud-based** MSP management platform to reduce operational cost
- **Entire portfolio** available through the MSP program

netnordic 

STEP_{CG}

CMS
CMS IT-Consulting GmbH

(•_•) netprotocol


ConvergeOne

 Telia
Company

DATAKOM

Continual Margin Pressure

+

Incumbent Fatigue

=

Massive Opportunity in a \$15+ Billion TAM

\$15+ Billion Larger Enterprise LAN / WLAN Service Obtainable Market

Global Campus LAN / WLAN TAM of \$15B TAM (\$5B in North America)

SECURITY CERTIFICATIONS



FedRAMP



StateRAMP



GLOBAL CUSTOMER REFERENCES





BEST TECHNOLOGY

Enables us to
capture share



INNOVATIVE LICENSING & PACKAGING

Enables us to create
opportunities



MEANINGFUL GROWTH INITIATIVES

Positions us for
long-term success



FQ3'24

FINANCIAL RESULTS





Bookings and Revenue Trends

- Reduced Channel Inventory Position
- Product Bookings Significantly Ahead of Product Revenue
- Subscription and Support Revenue of \$105M, up 14% Y/Y



Cloud SaaS Subscriptions

- SaaS Deferred Revenue¹ of \$258M, up 29% Y/Y
- SaaS ARR¹ of \$162M, up 38% Y/Y



Profitability and Cash Generation

- Non-GAAP Gross Margin² of 57.6%
- Subscription and Support Non-GAAP Gross Margin² of 71.7%

¹ See slides 15 & 16 or definitions of SaaS ARR and SaaS Deferred Revenue.

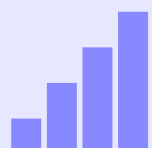
² See slides 19 – 22, 26, & 27 for GAAP to Non-GAAP reconciliation.

FQ3'24 HIGHLIGHTS



CLOUD ADOPTION

SaaS ARR² **\$162M**



38%

SaaS ARR
Growth Y/Y



\$258M

SaaS Deferred
Revenue²



23

Total Managed
Service Providers



OPERATING TRENDS

28

Large \$1M+ Customers
(Over \$1M in bookings for the Fiscal Quarter)

New Logos⁶ **31%**
% of Total Product Bookings



Double-Digit
Y/Y New
Funnel Growth⁵



47%

Recurring
Revenue³



PROFITABILITY AND CASH FLOW

Non-GAAP Gross
Margin %¹ **57.6%**

(12.2%)

Non-GAAP
Operating Margin %¹

(\$0.19)

Non-GAAP
EPS \$¹



\$151M
Cash



Net Debt

\$42M

¹ See Appendices for GAAP to Non-GAAP reconciliation.

² See slides 15 & 16 for SaaS ARR & SaaS Deferred Revenue Definitions.

³ Recurring Revenue is the sum of all Subscription and Support revenue that is recognized over multiple periods, quarters or years, rather than a single point in time.

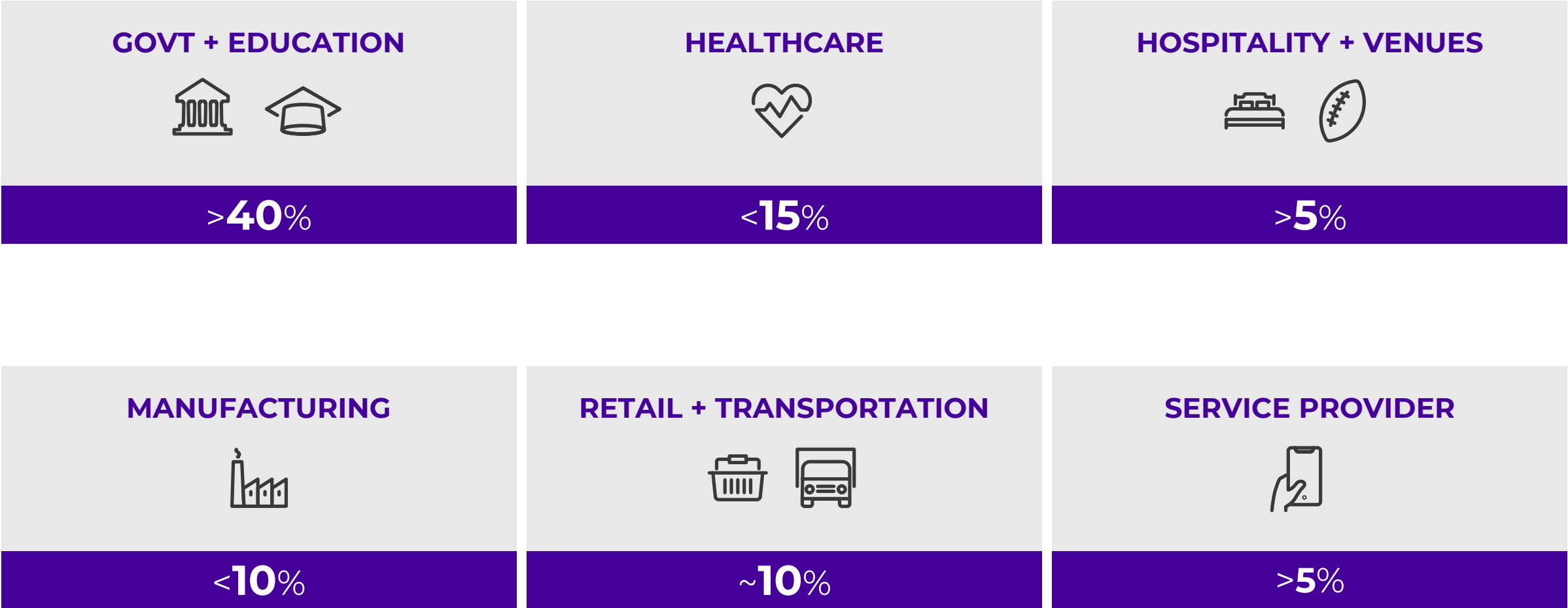
⁴ Net Cash (Debt) is defined as Cash and cash equivalents minus Gross Debt, see slide 13

⁵ New Funnel growth refers to new product opportunities created within Q3 FY24 compared to Q3 FY23, measured in dollars.

⁶ New logos are defined as customers who have not purchased from Extreme in the last three years.

MAJOR VERTICAL BOOKINGS CONTRIBUTION IN Q3

Relative Bookings Strength in Healthcare, Education, Manufacturing, and Transportation / Logistics



Bookings are closed opportunities within the quarter on a total contract value basis.

FINANCIAL HIGHLIGHTS

(IN M'S EXCEPT PERCENTAGES AND EPS)

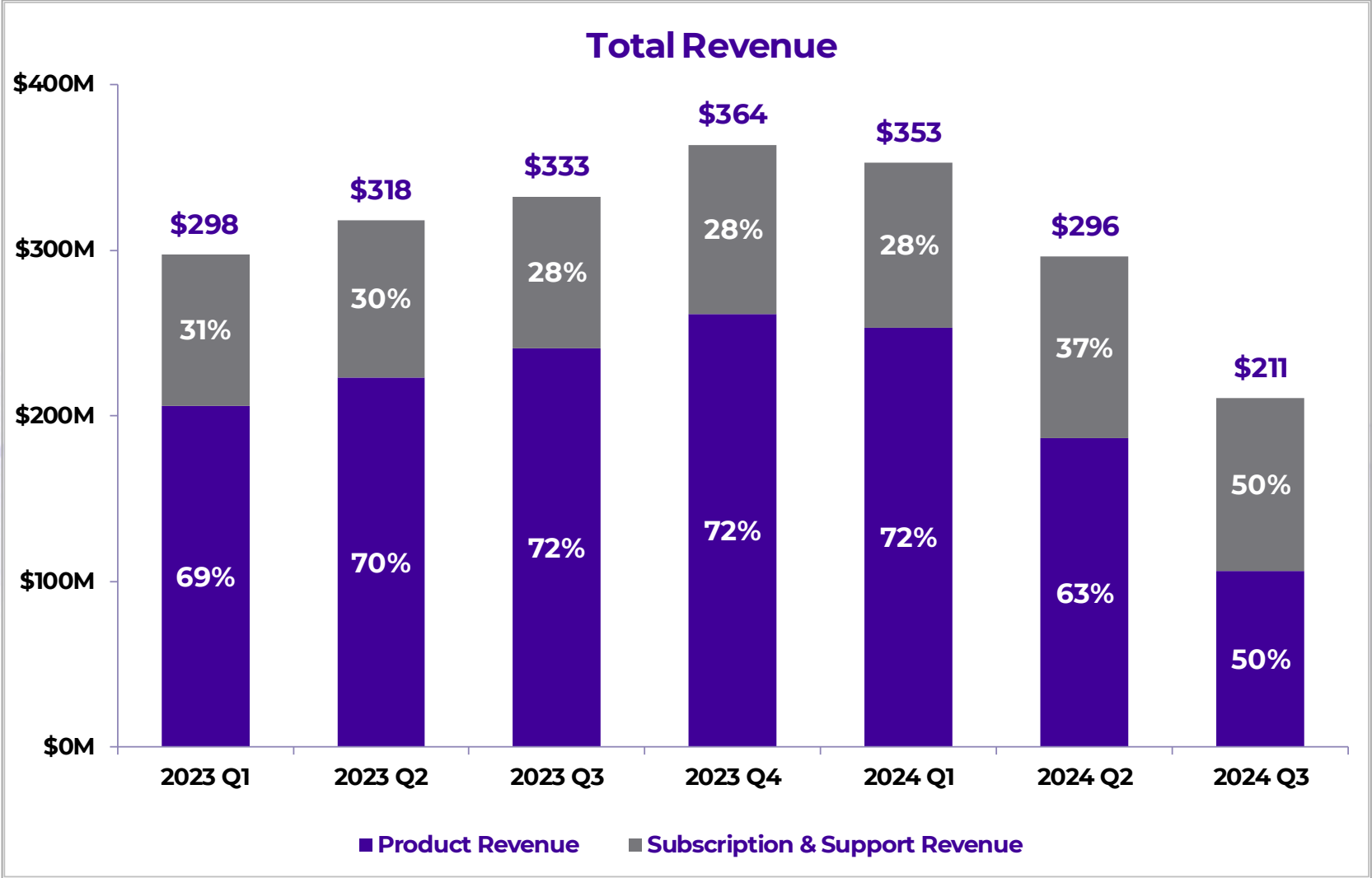


	GAAP			Non-GAAP ¹		
	3Q23	2Q24	3Q24	3Q23	2Q24	3Q24
Product Revenue	\$241.1	\$186.6	\$106.4	\$241.1	\$186.6	\$106.4
Subscription & Support Revenue	\$91.4	\$109.8	\$104.6	\$91.4	\$109.8	\$104.6
Total Revenue	\$332.5	\$296.4	\$211.0	\$332.5	\$296.4	\$211.0
Total GM %	57.7%	61.9%	56.8%	59.1%	62.5%	57.6%
Operating Income (Loss) \$	\$29.6	\$10.3	(\$62.5)	\$52.0	\$43.9	(\$25.7)
Operating Margin %	8.9%	3.5%	(29.6%)	15.6%	14.8%	(12.2%)
Net Income (Loss)	\$22.1	\$4.0	(\$64.4)	\$38.8	\$31.5	(\$24.8)
EBITDA	\$37.8	\$15.6	(\$56.6)	\$56.7	\$48.2	(\$20.9)
EPS	\$0.17	\$0.03	(\$0.50)	\$0.29	\$0.24	(\$0.19)

¹ See Appendices for GAAP to Non-GAAP reconciliation.

QUARTERLY RESULTS OF OPERATIONS

(IN M'S)

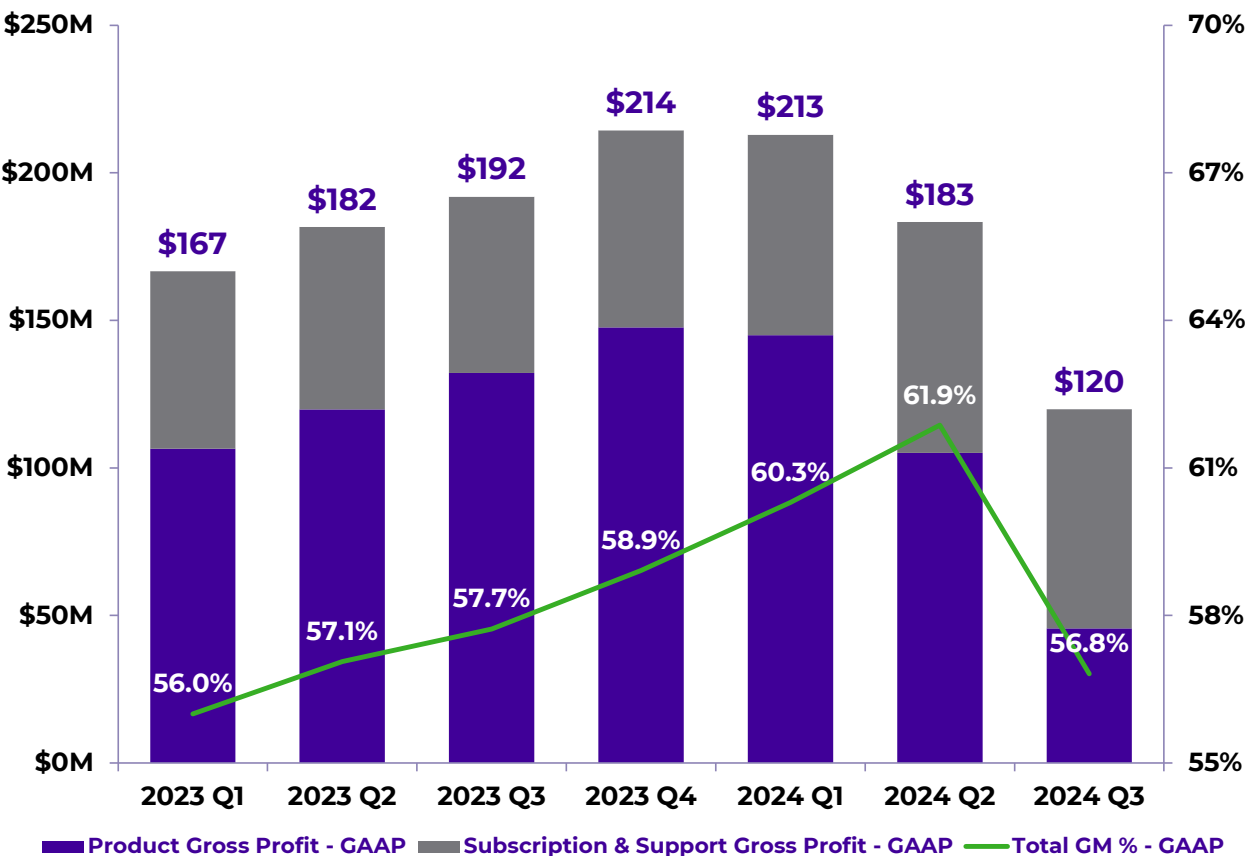


QUARTERLY RESULTS OF OPERATIONS

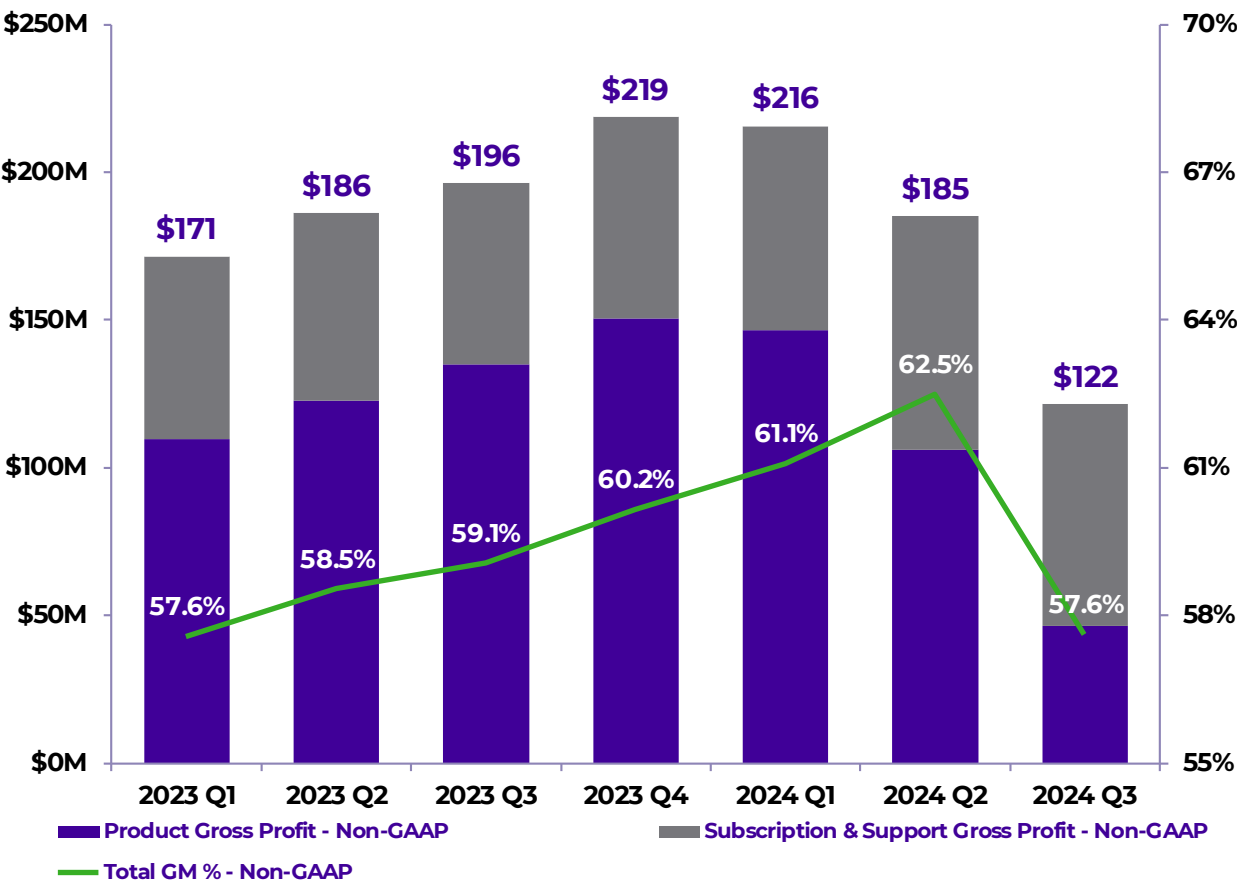
(IN M'S EXCEPT PERCENTAGES)



Gross Profit - GAAP

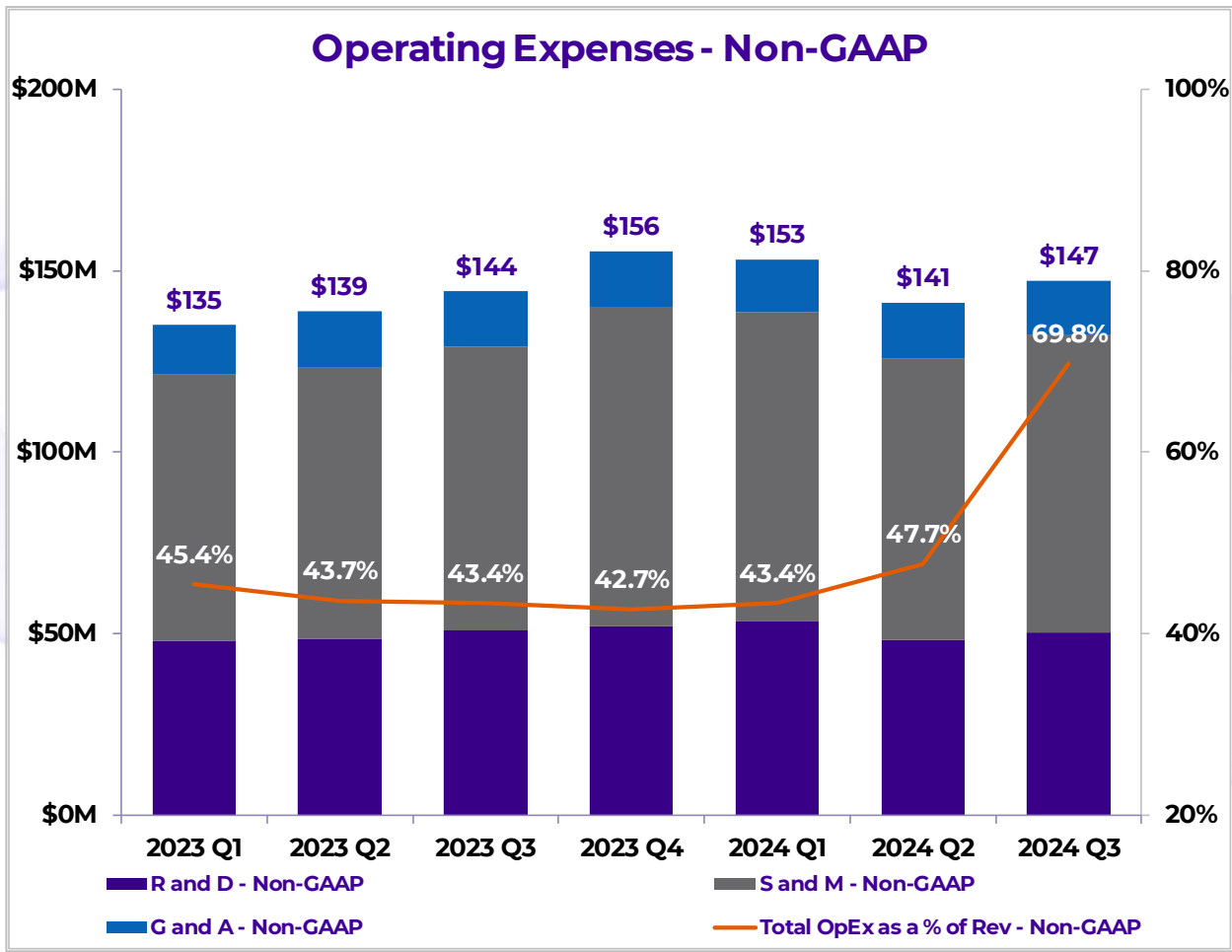
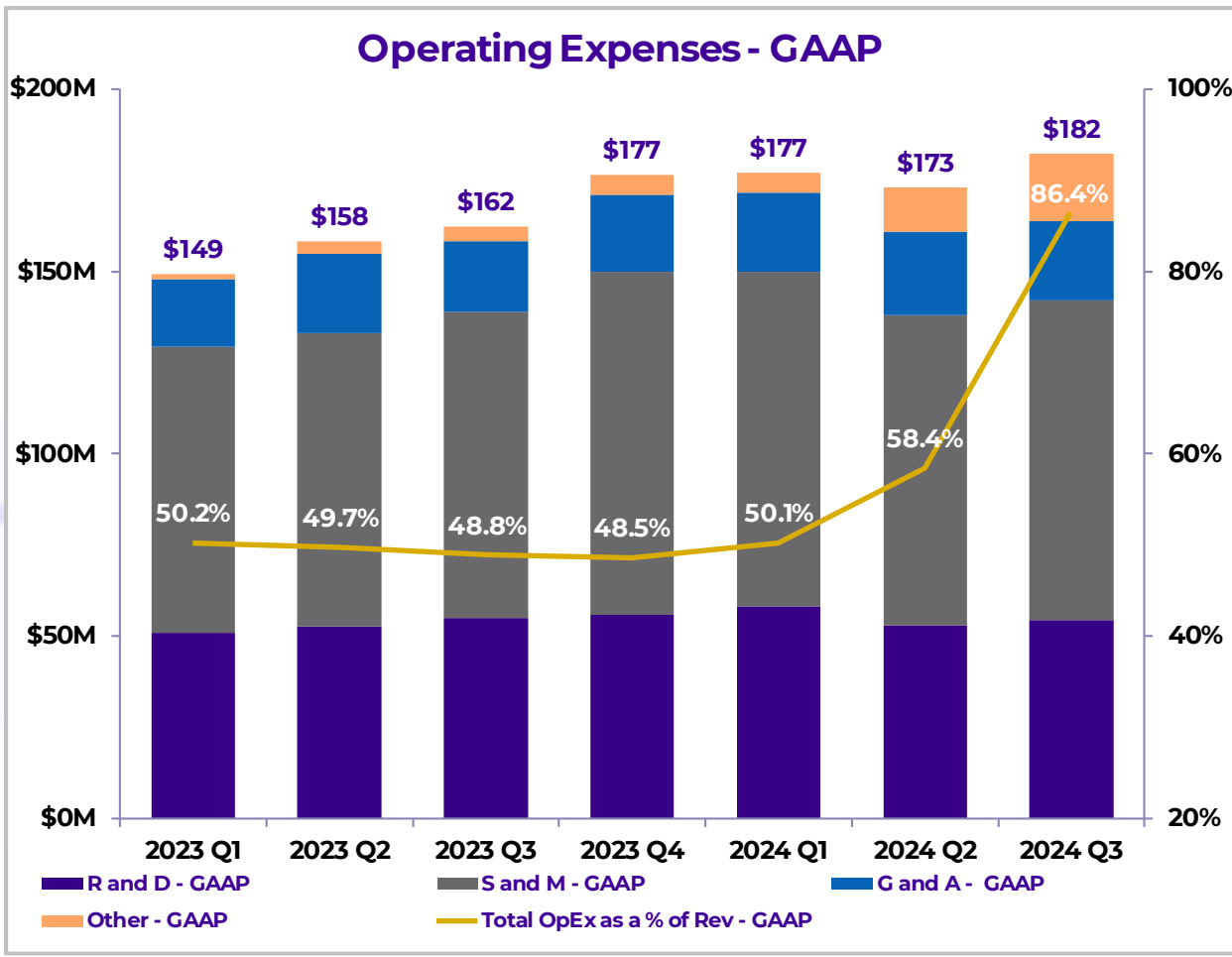


Gross Profit - Non-GAAP

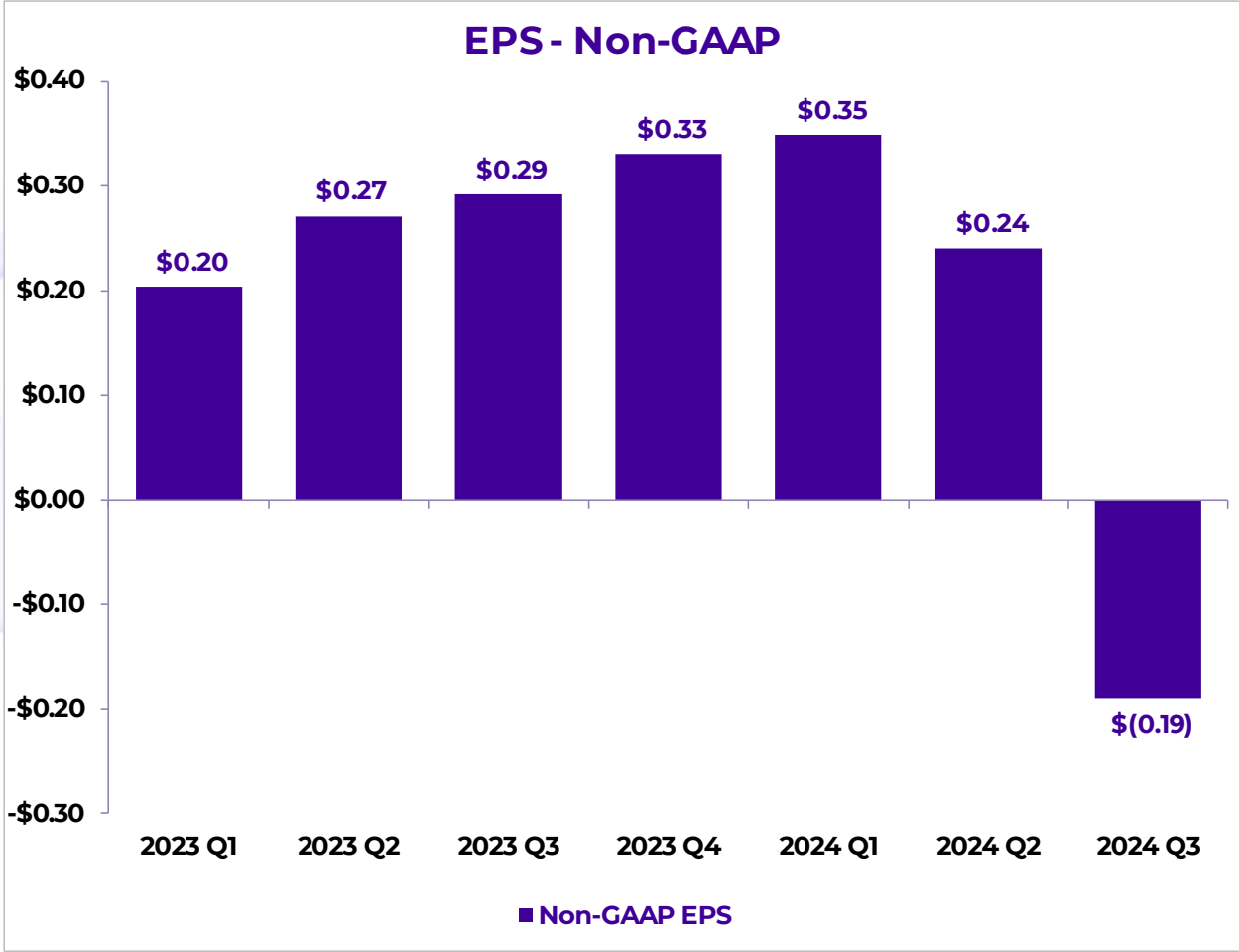
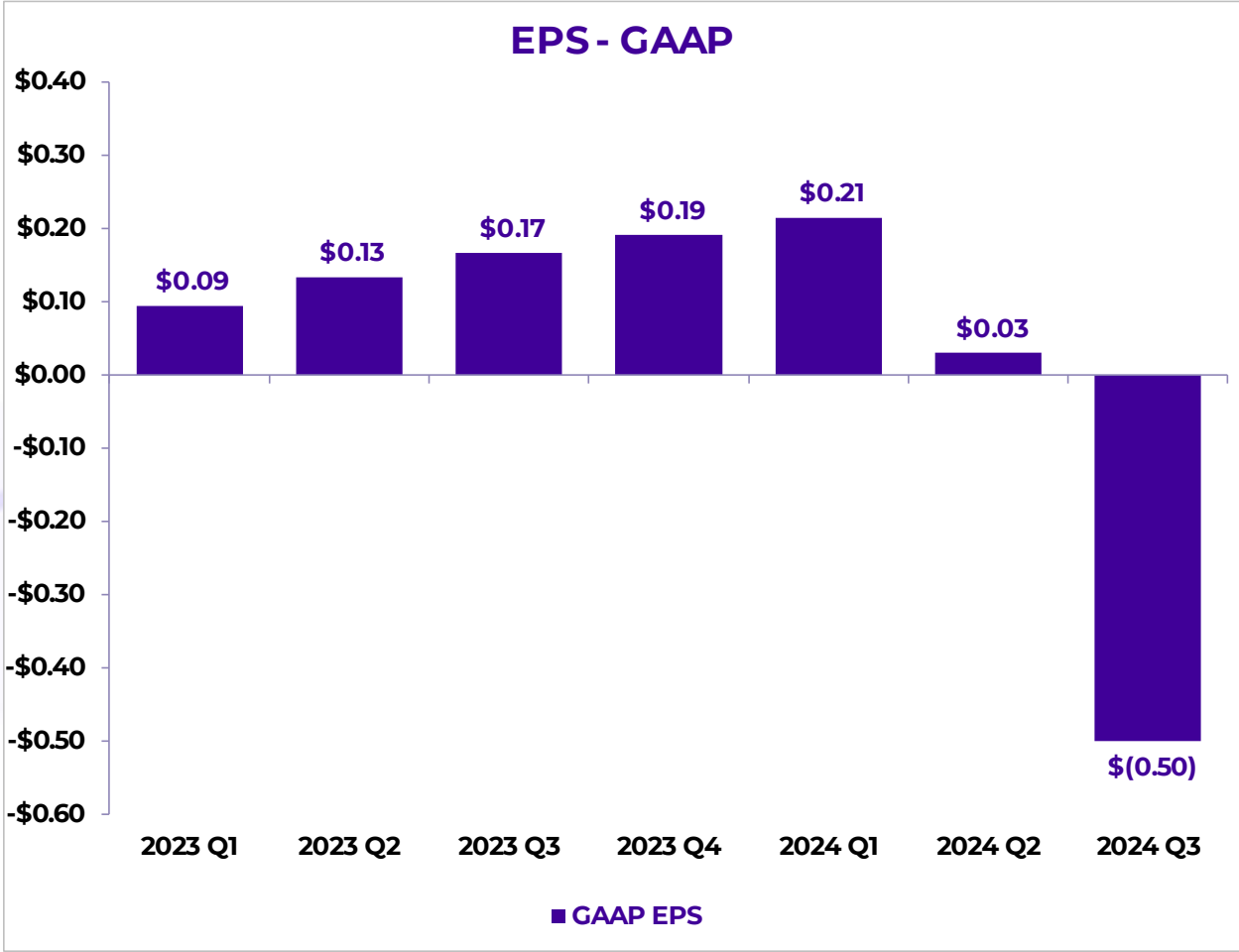


QUARTERLY RESULTS OF OPERATIONS

(IN M'S EXCEPT PERCENTAGES)

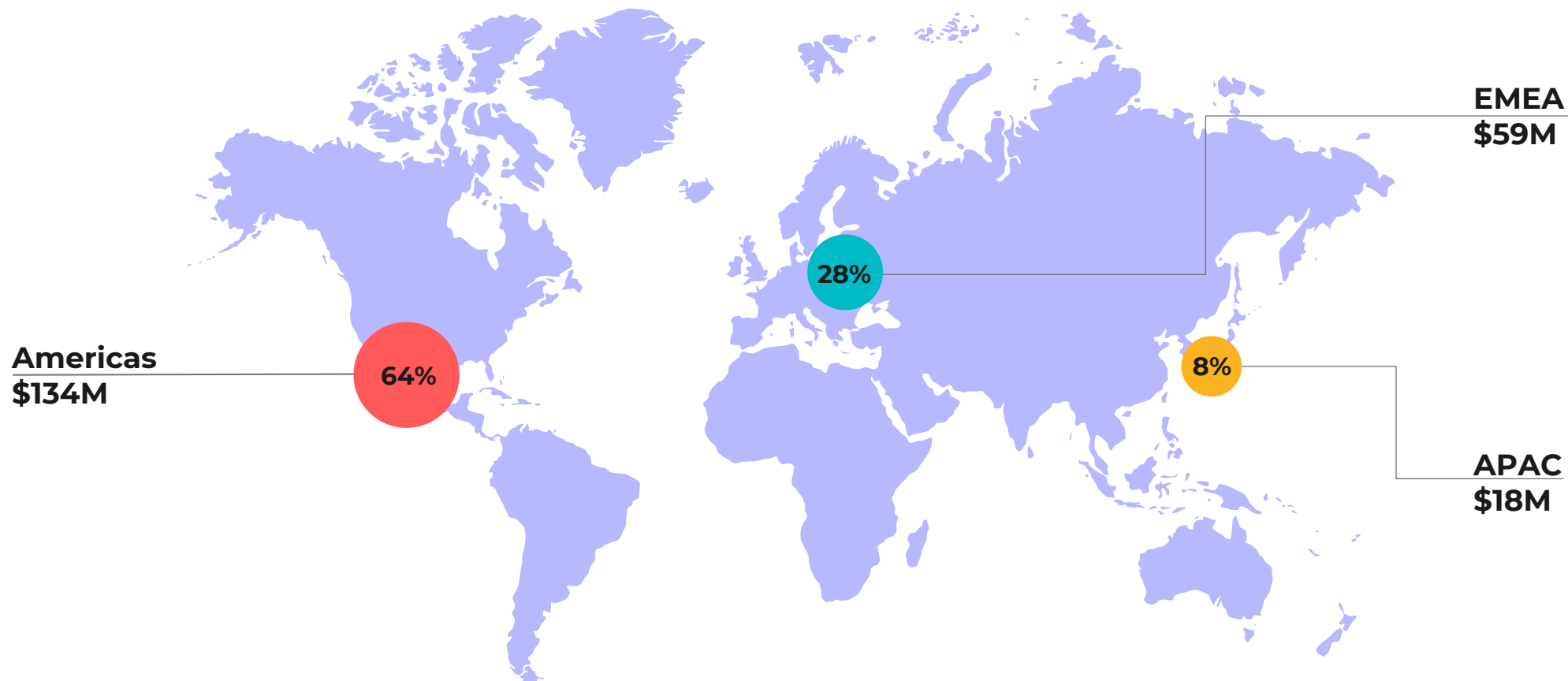


QUARTERLY RESULTS OF OPERATIONS



Q3'24 REVENUE BY GEOGRAPHY

(IN \$M'S EXCEPT PERCENTAGES)



FINANCIAL HIGHLIGHTS – BALANCE SHEET

(IN M'S EXCEPT DAYS)



Balance Sheet Highlights

Cash and Cash Equivalents

Accounts Receivable

Inventories

Accounts Payable

Gross Debt*

Net Cash (Debt)**

3Q23

2Q24

3Q24

\$203.0

\$221.4

\$151.0

\$158.6

\$112.0

\$94.4

\$70.3

\$152.5

\$185.4

\$96.0

\$87.8

\$81.5

\$237.0

\$195.0

\$192.5

(\$34.0)

\$26.4

(\$41.5)

*Gross Debt is defined as long-term and current portion of long-term debt as shown on the balance sheet plus unamortized debt issuance costs, if any.

**Net Cash (Debt) is defined as Cash and Cash Equivalents minus Gross Debt.

NON-GAAP FREE CASH FLOW

(IN M'S)



Extreme uses the non-GAAP free cash flow metric as a measure of operating performance. Free cash flow represents GAAP net cash provided by (used in) operating activities, less purchases of property, plant and equipment. Extreme considers free cash flow as useful information for management and investors regarding the amount of cash generated by the business after the purchases of property, plant and equipment, which can then be used to, among other things, invest in Extreme’s business, make strategic acquisitions, and strengthen the balance sheet. A limitation of the utility of the non-GAAP free cash flow metric as a measure of financial performance is that it does not represent the total increase or decrease in the Company's cash balance for the period. As shown in the table below:

Flow	3Q23	2Q24	3Q24
Operating Cash Flow	\$48.2	\$34.3	(\$69.9)
PP&E Capital Expenditures	(2.4)	(5.7)	(3.7)
Free Cash Flow	\$45.8	\$28.6	(\$73.6)



FQ4'24

FINANCIAL GUIDANCE



FQ4'24 GUIDANCE

(IN M'S EXCEPT PERCENTAGES AND EPS)



	GAAP FQ3'24	GAAP FQ4'24	NON-GAAP FQ4'24
Revenue (\$M)	\$211.0	\$250.0 - \$260.0	\$250.0 - \$260.0
Gross Margin %	56.8%	60.9% - 62.9%	61.6% - 63.6%
Operating Margin %	(29.6%)	(3.8%) - (0.9%)	9.0% - 11.5%
EPS	(\$0.50)	(\$0.11) - (\$0.05)	\$0.11 - \$0.15

FY24 GUIDANCE

(IN M'S EXCEPT PERCENTAGES AND EPS)



	GAAP FY'23	GAAP FY'24	NON-GAAP FY'24
Revenue (\$M)	\$1,312.5	\$1,110.5 - \$1,120.5	\$1,110.5 - \$1,120.5
Gross Margin %	57.5%	60.2% - 60.6%	60.9% - 61.4%
Operating Margin %	8.3%	(2.4%) - (1.7%)	9.3% - 9.9%
EPS	\$0.58	(\$0.35) - (\$0.30)	\$0.51 - \$0.55



APPENDICES

GAAP to Non-GAAP Reconciliations

*Note: The totals for some periods may not foot due to rounding.
Please see press release for full reconciliation.*

GAAP TO NON-GAAP RECONCILIATIONS – GROSS MARGIN

(IN M'S EXCEPT PERCENTAGES)



	3Q23	2Q24	3Q24
Product Revenue	\$ 241.1	\$ 186.6	\$ 106.4
Subscription & Support Revenue	91.4	109.8	104.6
Total Revenue - GAAP	\$ 332.5	\$ 296.4	\$ 211.0
Gross Margin - GAAP	191.9	183.4	119.9
Gross Margin % - GAAP	57.7%	61.9%	56.8%
Amortization of Intangibles, Product	2.2	0.6	0.6
Amortization of Intangibles, Subscription & Support	0.8	-	-
Share-Based Compensation, Product	0.6	0.5	0.4
Share-Based Compensation, Subscription & Support	0.9	0.7	0.7
Gross Margin - Non-GAAP	\$ 196.4	\$ 185.2	\$ 121.6
Gross Margin % - Non-GAAP	59.1%	62.5%	57.6%

GAAP TO NON-GAAP RECONCILIATIONS – OPERATING INCOME (LOSS)

(IN M'S EXCEPT PERCENTAGES)



	3Q23	2Q24	3Q24
Operating Income (Loss) - GAAP	\$ 29.6	\$ 10.3	\$ (62.5)
Operating Margin - GAAP	8.9%	3.5%	(29.6%)
Amortization of Intangibles, COGS	3.0	0.5	0.6
Share-Based Compensation, Total	15.4	21.0	17.8
Restructuring and Related Charges	1.4	9.2	14.4
Amortization of Intangibles, OpEx	0.5	0.5	0.5
System Transition Costs	0.5	1.0	0.9
Litigation Costs	1.7	1.4	2.6
Operating Income (Loss) - Non-GAAP	<u>\$ 52.0</u>	<u>\$ 43.9</u>	<u>\$ (25.7)</u>
Operating Margin - Non-GAAP	15.6%	14.8%	(12.2%)

GAAP TO NON-GAAP RECONCILIATIONS – NET INCOME (LOSS)

(IN M'S EXCEPT EPS)



	3Q23	2Q24	3Q24
Net Income (Loss) - GAAP	\$ 22.1	\$ 4.0	\$ (64.4)
Shares - GAAP	133.0	131.5	129.3
EPS - GAAP (Diluted)	\$ 0.17	\$ 0.03	\$ (0.50)
Amortization of Intangibles, COGS	3.0	0.5	0.6
Share-Based Compensation, Total	15.4	21.0	17.8
Restructuring and Related Charges	1.4	9.2	14.4
Amortization of Intangibles, OpEx	0.5	0.5	0.5
System Transition Costs	0.5	1.0	0.9
Litigation Costs	1.7	1.4	2.6
Tax Effect of non-GAAP Adjustments	(5.8)	(6.1)	2.8
Net Non-GAAP Adjustments	16.7	27.5	39.6
Net Income (Loss) - Non-GAAP	\$ 38.8	\$ 31.5	\$ (24.8)
Shares - Non-GAAP	133.0	131.5	129.3
EPS - Non-GAAP	\$ 0.29	\$ 0.24	\$ (0.19)

ADJUSTED EBITDA RECONCILIATION

(IN M'S)



	3Q23	2Q24	3Q24
Net Income (Loss) - GAAP	\$ 22.1	\$ 4.0	\$ (64.4)
Interest	3.2	2.8	2.9
Provision for (Benefit from) Income Taxes	3.9	3.1	(0.6)
Depreciation/Amortization	8.6	5.7	5.5
EBITDA	\$ 37.8	\$ 15.6	\$ (56.6)
Net Non-GAAP Adjustments	16.7	27.5	39.6
Tax Effect included in Net Non-GAAP Adjustments	5.8	6.1	(2.8)
Amortization included in Net Non-GAAP Adjustments	(3.6)	(1.0)	(1.1)
EBITDA - Adjusted	\$ 56.7	\$ 48.2	\$ (20.9)

For "Net Non-GAAP Adjustments" refer to slide 21

FQ4'24 GUIDANCE – GAAP TO NON-GAAP RECONCILIATION



	Gross Margin Rate	Operating Margin Rate	Earnings per Share
GAAP	60.9% - 62.9%	(3.8%) – (0.9%)	(\$0.11) – (\$0.05)
Estimated Adjustments for:			
Share-Based Compensation	0.4%	7.5% - 7.8%	\$0.15
Amortization of Product Intangibles	0.3%	0.3%	\$0.00
Amortization of Non-product Intangibles	-	0.2%	\$0.00
Restructuring Charges, net	-	2.7% - 2.8%	\$0.05
Litigation Charges	-	0.9%	\$0.02
System Transition Costs	-	0.8%	\$0.02
Non-GAAP Tax Adjustment	-	-	(\$0.02) – (0.04)
Non-GAAP	61.6% - 63.6%	9.0% – 11.5%	\$0.11 – \$0.15

FY24 GUIDANCE – GAAP TO NON-GAAP RECONCILIATION



	Gross Margin Rate	Operating Margin Rate	Earnings per Share
GAAP	60.2% - 60.6%	(2.4%) – (1.7%)	(\$0.35) – (\$0.30)
Estimated Adjustments for:			
Share-Based Compensation	0.5%	7.0%	\$0.60
Amortization of Product Intangibles	0.3%	0.3%	\$0.02
Amortization of Non-product Intangibles	-	0.2%	\$0.01
Restructuring Charges, net	-	3.0%	\$0.26
Litigation Charges	-	0.7%	\$0.06
System Transition Costs	-	0.4%	\$0.03
Non-GAAP Tax Adjustment	-	-	(\$0.12) – (\$0.13)
Non-GAAP	60.9% - 61.4%	9.3% – 9.9%	\$0.51 – \$0.55



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