



# Q3 Fiscal 2026 Financial Results

December 2, 2025



# Forward Looking Statements and Non-GAAP Information

This presentation contains forward-looking statements regarding our products, business and operations, including but not limited to our views relating to our future period financial and business results, our opportunity relating to hyperscale and AI environments, our ability to meet hyperscalers' performance, price and other requirements, our ability to expand with our current hyperscale customer and to land new hyperscale customers, our ability to meet the needs of hyperscalers for the entire spectrum of their online storage use cases, the timing and magnitude of large orders, including sales to hyperscalers and large enterprises, the structure, timing and amount of revenue from hyperscaler licensing and support services, demand for our products and subscription services, including Evergreen//One, the relative sales mix between our subscription and consumption offerings and traditional capital expenditure sales, our technology and product strategy, specifically ongoing development and customer adoption of new products and the Enterprise Data Cloud architecture (including Pure Fusion), priorities around sustainability and energy saving benefits to our customers of using our products, our ability to perform during current macro conditions and expand market share, our sustainability goals and benefits, the impact of inflation, currency fluctuations, tariffs, economic or supply chain dynamics, our expectations regarding our product and technology differentiation, new investments and partnerships, and other statements regarding our products, business, operations and results.

Forward-looking statements include all statements that are not historical facts and can be identified by terms such as “anticipate,” “believe,” “expect,” “could,” “seek,” “estimate,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “will,” “would” or similar expressions and the negatives of those terms. The forward-looking statements in this presentation are based on information currently available to us and represent our beliefs and assumptions only as of the date of this presentation. Except as required by law, we assume no obligation to update these forward-looking statements publicly, or to update the reasons actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

Forward-looking statements are subject to known and unknown risks and uncertainties and are based on potentially inaccurate assumptions that could cause actual results to differ materially from those expected or implied by the forward-looking statements. Additional risks, uncertainties and other factors are included under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations," in our reports previously filed with the SEC, which are available on our website at [investor.purestorage.com](http://investor.purestorage.com) and on the SEC's website at [www.sec.gov](http://www.sec.gov).

This presentation includes certain non-GAAP financial measures as defined by SEC rules. As required by Regulation G, we have provided reconciliations of those measures to the most directly comparable GAAP measures, which are available in the Appendix. We have not reconciled our guidance regarding non-GAAP operating income to its most directly comparable GAAP measures because items such as stock-based compensation expense and payroll tax expense related to stock-based activities that impact these measures are not within our control and/or cannot be reasonably predicted. Accordingly, reconciliations of non-GAAP operating income guidance is not available without unreasonable effort.

Note about 52/53-week fiscal year: We use a 52/53-week fiscal year ending on the first Sunday after January 30. All fiscal year periods presented contain 52 weeks.





# Company Overview

# Q3FY26 Pure Storage at a Glance

Total Revenue

**\$964M**

16% Y/Y Growth

Subscription ARR <sup>(1)</sup>

**\$1.84B**

17% Y/Y Growth

Storage as a Service Offerings <sup>(2)</sup>

**\$120M**

25% Y/Y Growth

Total Cash & Marketable Securities <sup>(3)</sup>

**\$1.53B**

Global Customers

**14,000+**

~63% of Fortune 500

Satisfaction

**81 NPS <sup>(4)</sup>**

Highest in the Industry

Non-GAAP Operating Margin <sup>(5)</sup>

**20.3%**

Remaining Performance Obligations

**\$2.94B**

24% Y/Y Growth

(1) Subscription ARR is a key business metric that refers to the annualized recurring contract value of all active, non-cancelable customer subscription agreements with subscription terms of any length at the end of the quarter, plus on-demand billings for the quarter multiplied by four.

(2) Total Contract Value (TCV) Sales, or bookings, of Pure's Evergreen//One and similar consumption - and subscription-based offerings is an operating metric, representing the value of orders received during the period.

(3) Consists of cash in banks, cash equivalents (highly liquid investments with an original maturity of three months or less), and available-for-sale securities.

(4) Per Audited NPS customer score as of January 2025.

(5) See GAAP to Non-GAAP reconciliation in Appendix.

# Q3FY26 Company Highlights



**Robust sales across the portfolio**, led by strength in the enterprise. Strong traction of Evergreen//One and modern virtualization solutions.



YTD **hyperscaler shipments** exceeded forecast of **1 to 2 exabytes**.



Key strategic milestones:

- GA of **Pure Storage Cloud with Microsoft**.
- Deeper engagement with **neo-cloud providers**.
- Threefold increase in **Enterprise Data Cloud** customers.



Achieved record **operating profit** of \$196M, **growing 17%** year over year.<sup>(1)</sup>



**Increased** revenue and operating profit **guidance for FY26**.

# Customers

**14,000+**  
Customers

**63%**  
of Fortune 500

**41%**  
of Global 2000



# Financial Overview

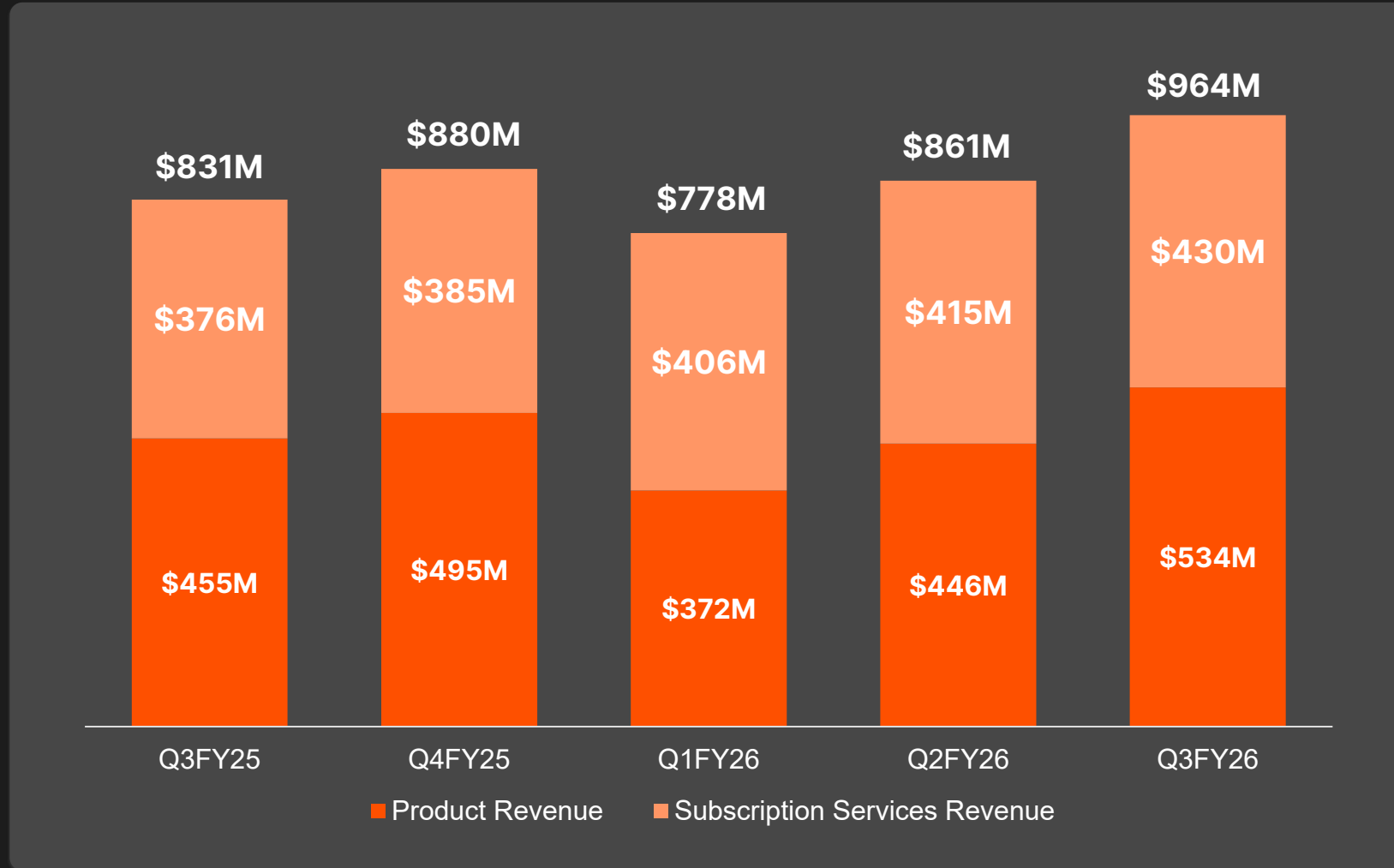
# Q3FY26 Financial Summary

	Guidance	Actuals
Subscription Annual Recurring Revenue <sup>(1)</sup>		\$1.84B
Revenue	\$950M to \$960M	\$964M
Non-GAAP Operating Income <sup>(2)</sup>	\$185M to \$195M	\$196M
Non-GAAP Operating Margin <sup>(2)</sup>	10.6% to 16.6%	20.3%
Operating Cash Flow		\$116M
Non-GAAP Free Cash Flow <sup>(2)</sup>		\$53M

(1) Subscription ARR is a key business metric that refers to the annualized recurring contract value of all active, non-cancelable customer subscription agreements with subscription terms of any length at the end of the quarter, plus on-demand billings for the quarter multiplied by four.

(2) See GAAP to non-GAAP reconciliations for actuals in our appendix.

# Revenue

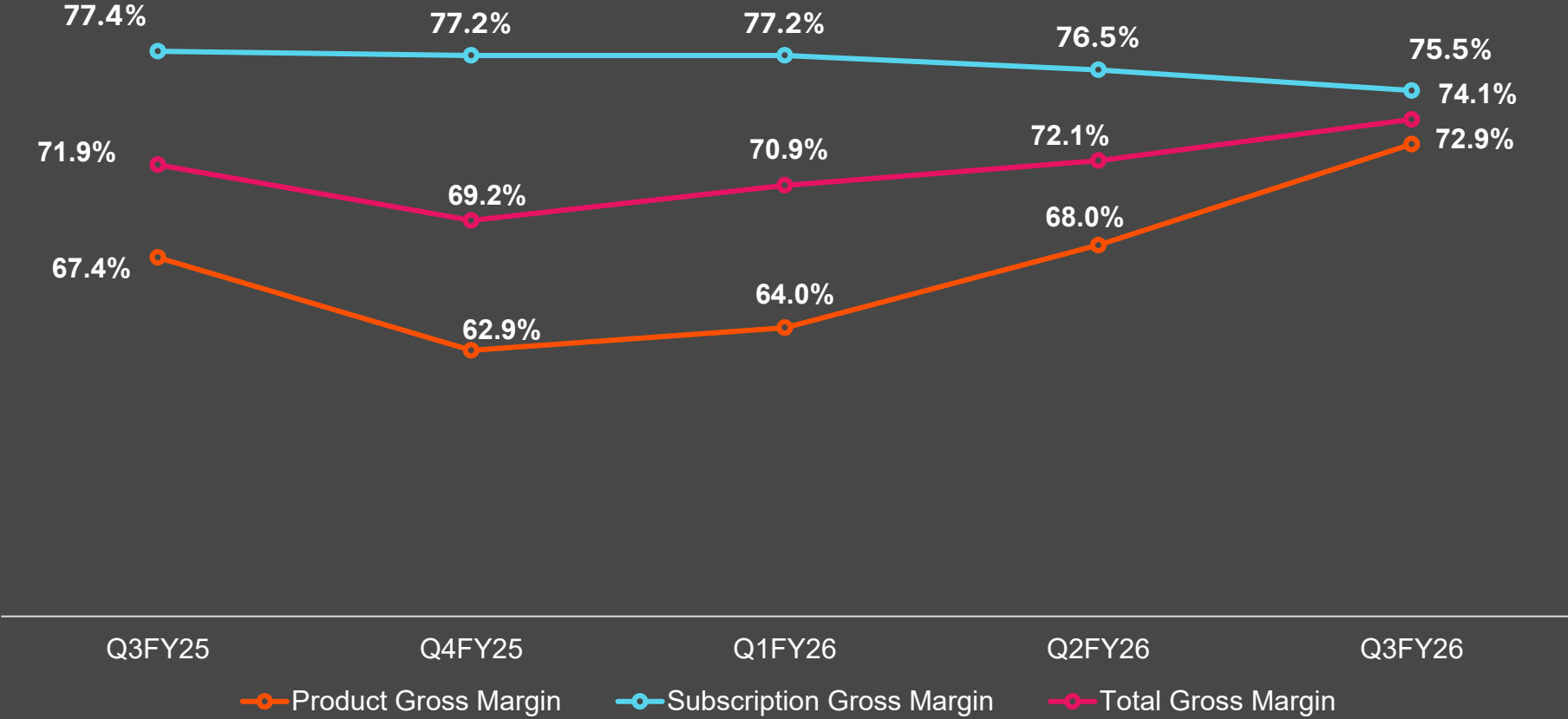


## Q3FY26

YoY Growth

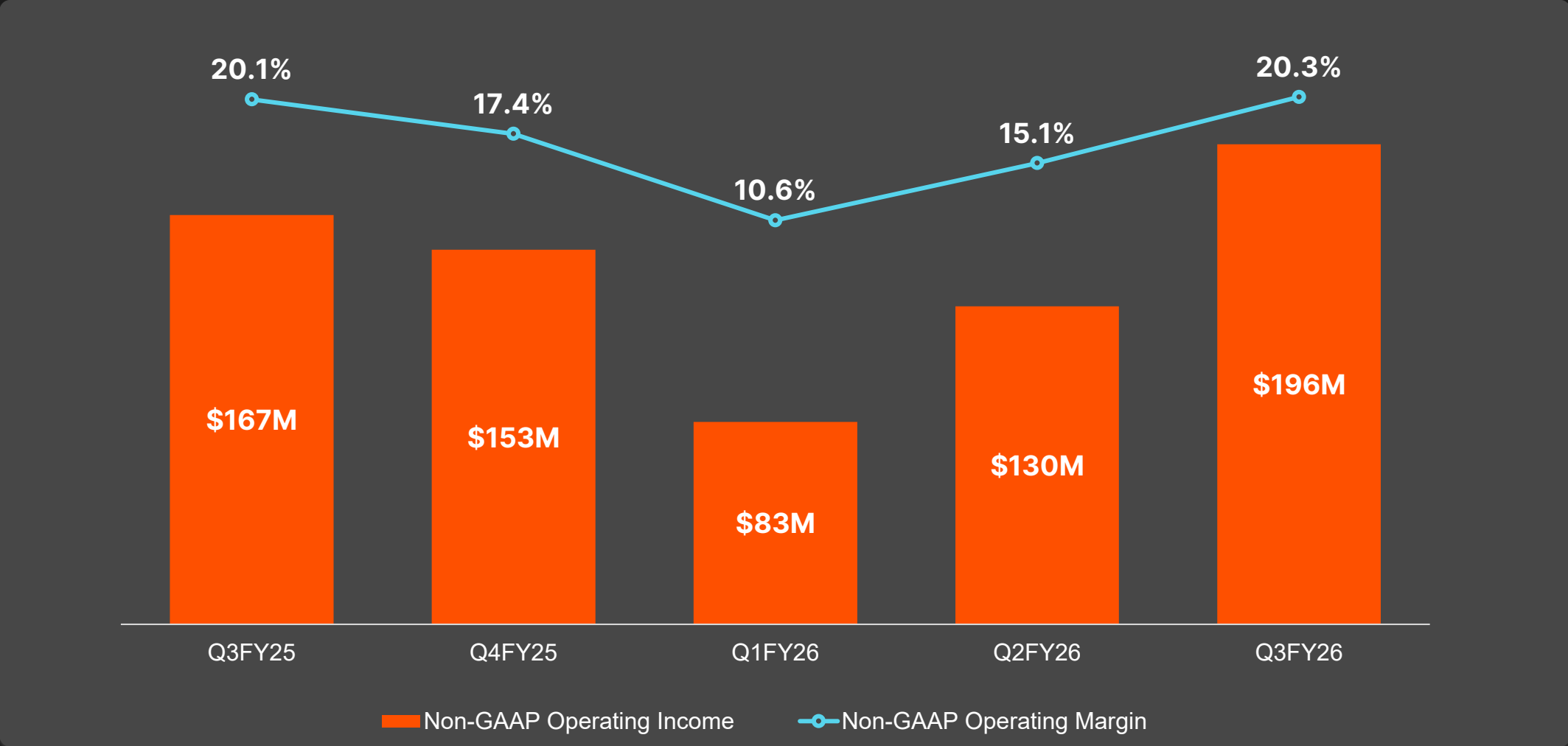
- ↑ 16% Total Revenue
- ↑ 14% Subscription Revenue
- ↑ 18% Product Revenue

# Non-GAAP Gross Margins <sup>(1)</sup>



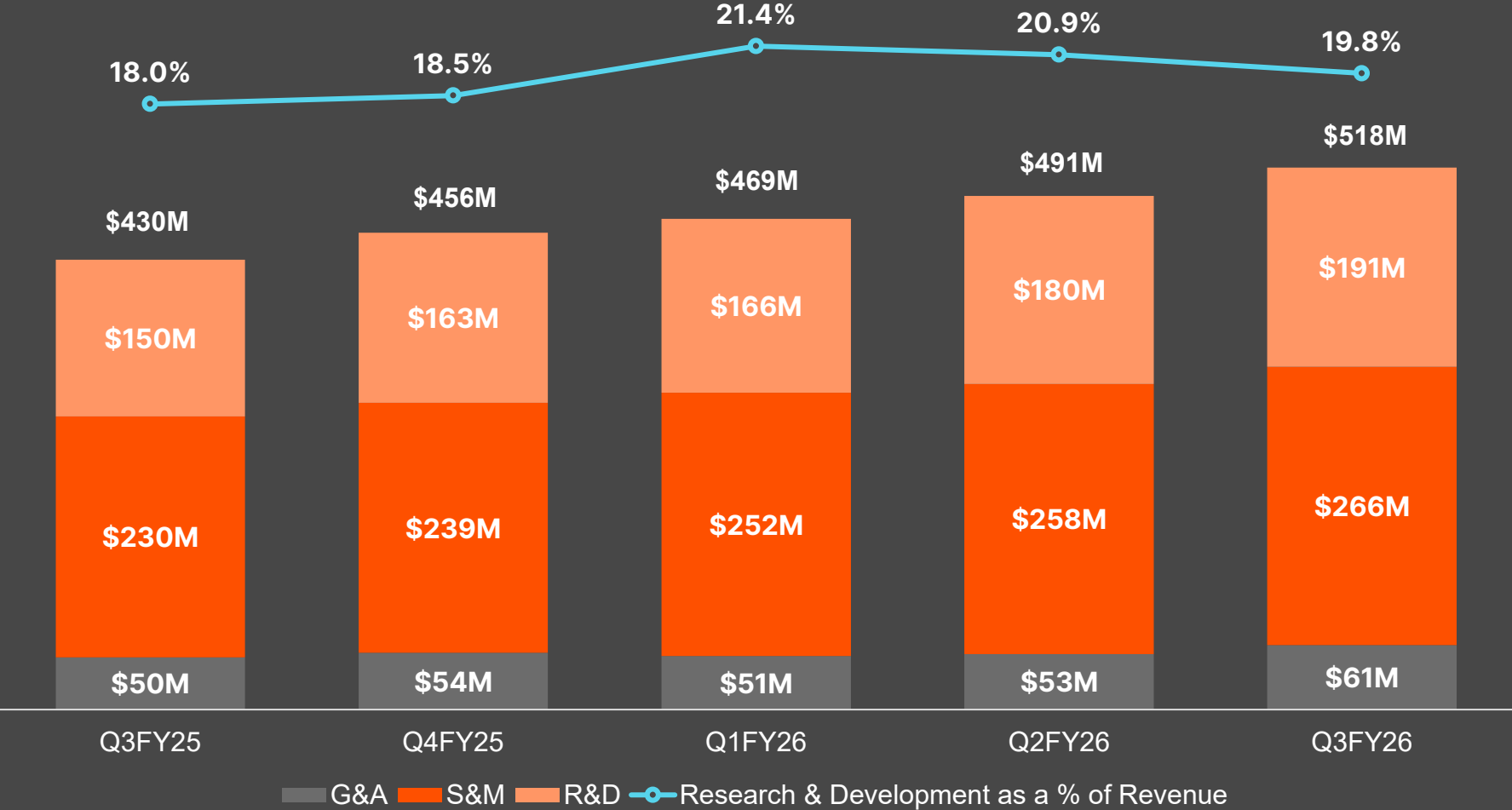
(1) See GAAP to non-GAAP reconciliations for actuals in our appendix.

# Non-GAAP Operating Income & Margin <sup>(1)</sup>



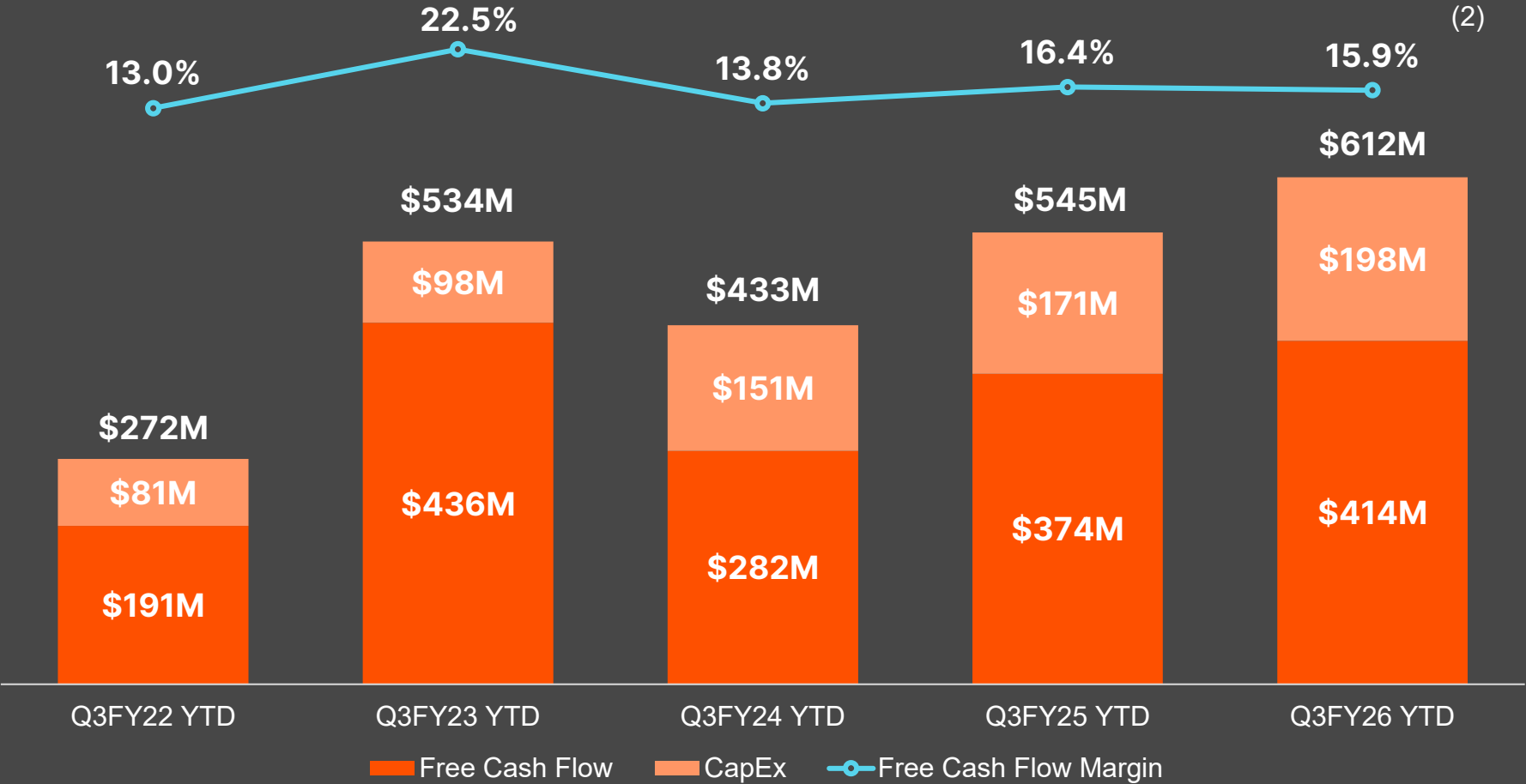
(1) See GAAP to non-GAAP reconciliations for actuals in our appendix.

# Non-GAAP Operating Expenses <sup>(1)</sup>



(1) See GAAP to non-GAAP reconciliations for actuals in our appendix.

# Cash Flow & Free Cash Flow Margin <sup>(1)</sup>

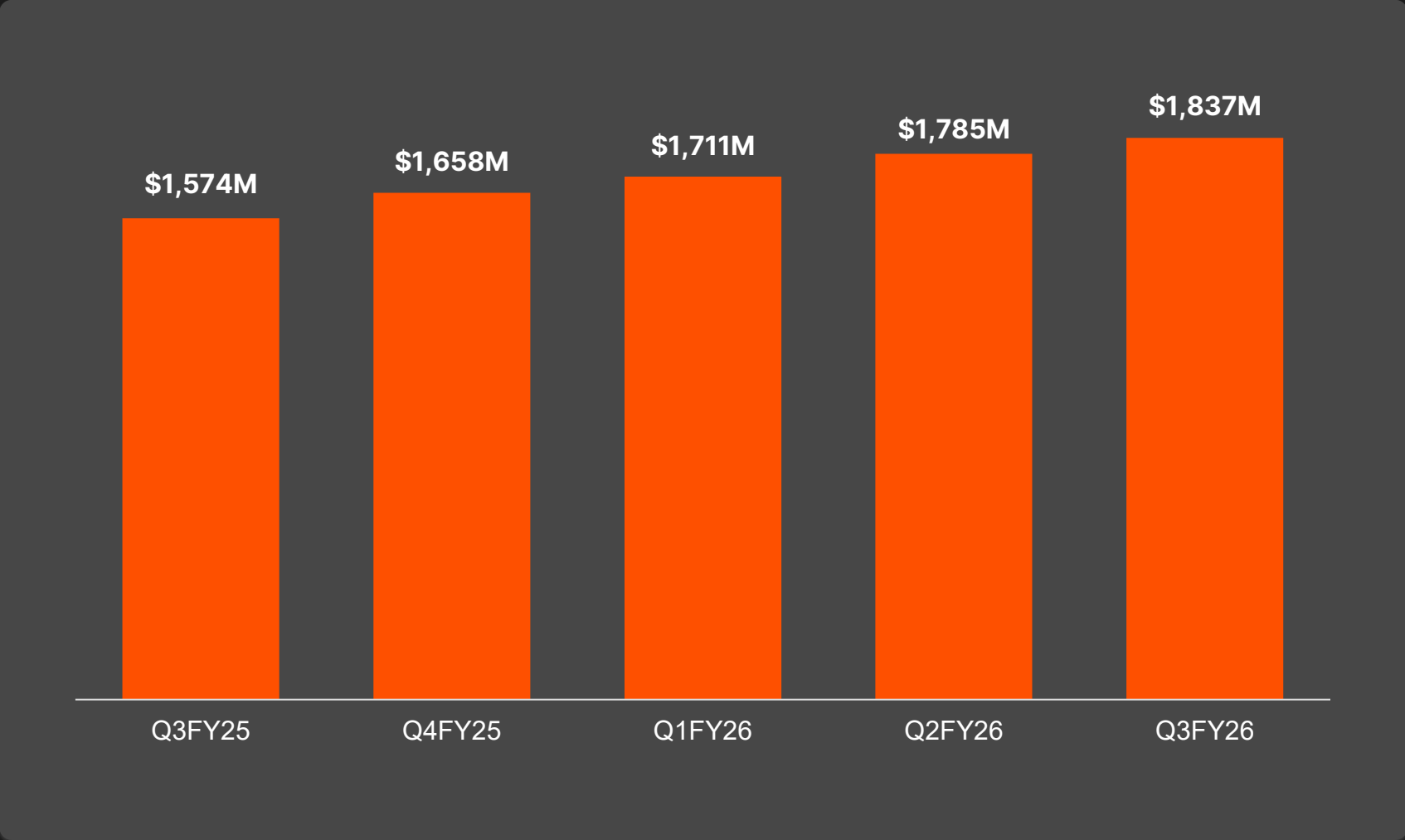


**Cash Flow From Operations**

(1) See GAAP to non-GAAP reconciliations for actuals in our appendix.

(2) Free Cash Flow as a percentage of total revenue.

# Subscription Annual Recurring Revenue

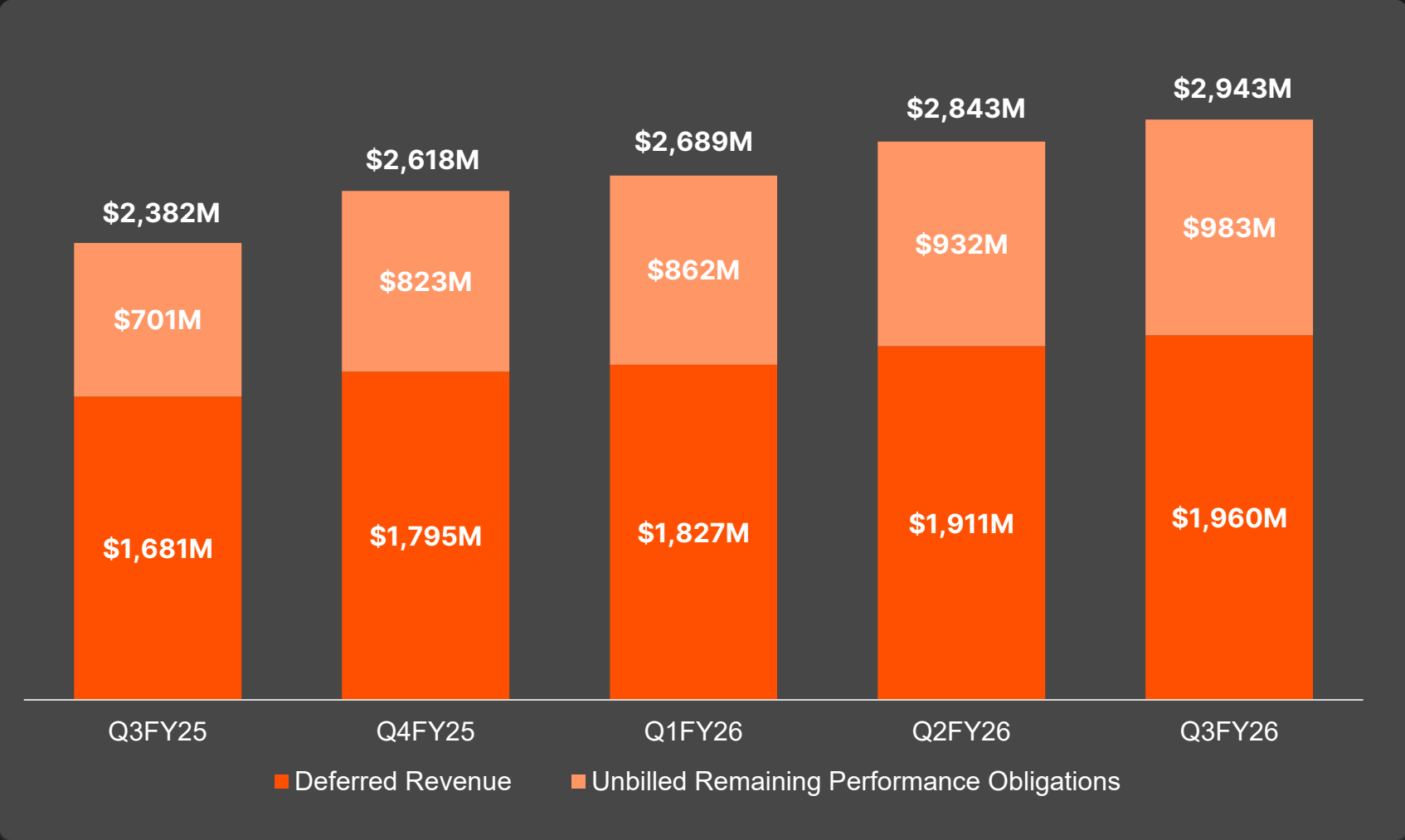


↑ **17%+**  
ARR Q3FY26  
YoY Growth

(1) Subscription ARR is a key business metric that refers to the annualized recurring contract value of all active, non-cancelable customer subscription agreements with subscription terms of any length at the end of the quarter, plus on-demand billings for the quarter multiplied by four.



# Remaining Performance Obligations




**24%+**  
 RPO Q3FY26  
 YoY Growth



# Q4FY26 Guidance

## Guidance

Revenue	\$1.02B to \$1.04B
Revenue YoY Growth	16.5% to 17.6%
Non-GAAP Operating Income <sup>(1)</sup>	\$220M to \$230M
Non-GAAP Operating Income YoY Growth <sup>(1)</sup>	43.7% to 50.2%

(1) We have not reconciled guidance for non-GAAP operating income and non-GAAP operating income year-over-year growth rate to their most directly comparable GAAP measures because certain items that impact these measures are not within our control and/or cannot be reasonably predicted. Accordingly, reconciliations of these non-GAAP financial measures guidance to the corresponding GAAP measures are not available without unreasonable effort.

# FY26 Guidance

	Prior Guidance	New Guidance
Revenue	\$3.60B to \$3.63B	\$3.63B to \$3.64B
Revenue YoY Growth	13.5% to 14.5%	14.5% to 14.9%
Non-GAAP Operating Income <sup>(1)</sup>	\$605M to \$625M	\$629M to \$639M
Non-GAAP Operating Income YoY Growth <sup>(1)</sup>	8.2% to 11.7%	12.4% to 14.2%

(1) We have not reconciled guidance for non-GAAP operating income and non-GAAP operating income year-over-year growth rate to their most directly comparable GAAP measures because certain items that impact these measures are not within our control and/or cannot be reasonably predicted. Accordingly, reconciliations of these non-GAAP financial measures guidance to the corresponding GAAP measures are not available without unreasonable effort.

# Annual Financial Summary

	<b>FY24 Results</b>	<b>YoY Growth</b>	<b>FY25 Results</b>	<b>YoY Growth</b>
<b>Total Revenue</b>	<b>\$2.83B</b>	<b>3%</b>	<b>\$3.17B</b>	<b>12%</b>
Product Revenue	\$1.62B	-9%	\$1.70B	5%
Subscription Revenue	\$1.21B	26%	\$1.47B	22%
<b>Non-GAAP Operating Income<sup>(1)</sup></b>	<b>\$458.3M</b>	<b>0%</b>	<b>\$559.4M</b>	<b>22%</b>
Non-GAAP Operating Margin <sup>(1)</sup>	16.2%	-40 bps	17.7%	+150 bps
<b>Non-GAAP Total Gross Margin<sup>(1)</sup></b>	<b>73.2%</b>	<b>+250 bps</b>	<b>71.8%</b>	<b>-140 bps</b>
Non-GAAP Product Gross Margin <sup>(1)</sup>	72.4%	+280 bps	67.7%	-470 bps
Non-GAAP Subscription Gross Margin <sup>(1)</sup>	74.4%	+160 bps	76.5%	+210 bps
<b>Cash Flow From Operations</b>	<b>\$677.7M</b>	<b>-12%</b>	<b>\$753.6M</b>	<b>11%</b>
Cash Flow From Operations Margin	23.9%	-400 bps	23.8%	-10 bps
<b>Free Cash Flow<sup>(1)</sup></b>	<b>\$482.6M</b>	<b>-21%</b>	<b>\$526.9M</b>	<b>9%</b>
Free Cash Flow Margin <sup>(1)</sup>	17.1%	-500 bps	16.6%	-50 bps



# Appendix

# Gross Profit & Margin (GAAP to Non-GAAP Reconciliation)

(\$ in Millions)	Q3 FY25		Q4 FY25		Q1 FY26		Q2 FY26		Q3 FY26		FY24		FY25	
	\$	(%)	\$	(%)	\$	(%)	\$	(%)	\$	(%)	\$	(%)	\$	(%)
Product gross profit and margin (GAAP)	\$ 299.8	65.9 %	\$ 304.9	61.6 %	\$ 231.1	62.1 %	\$ 296.0	66.3 %	\$ 382.8	71.6 %	\$ 1,150.4	70.9 %	\$ 1,124.1	66.1 %
Add: SBC	3.2	0.7 %	3.2	0.6 %	3.3	0.9 %	4.1	0.9 %	4.4	0.8 %	9.7	0.6 %	12.6	0.7 %
Add: Payroll tax related to stock-based activities	0.1	- %	0.1	- %	0.2	- %	0.1	- %	0.1	- %	0.4	- %	0.8	0.1 %
Add: Duplicate lease costs during the transition of our corporate headquarters	-	- %	-	- %	-	- %	-	- %	-	- %	0.4	- %	-	- %
Add: Expenses for severance and termination benefits related to workforce realignment	-	- %	-	- %	0.2	0.1 %	-	- %	-	- %	0.2	- %	-	- %
Add: Amortization of acquired intangible assets	3.3	0.8 %	3.2	0.7 %	3.3	0.9 %	3.3	0.8 %	2.4	0.5 %	13.2	0.9 %	13.2	0.8 %
<b>Product gross profit and margin (non-GAAP)</b>	<b>\$ 306.4</b>	<b>67.4 %</b>	<b>\$ 311.4</b>	<b>62.9 %</b>	<b>\$ 238.1</b>	<b>64.0 %</b>	<b>\$ 303.5</b>	<b>68.0 %</b>	<b>\$ 389.7</b>	<b>72.9 %</b>	<b>\$ 1,174.3</b>	<b>72.4 %</b>	<b>\$ 1,150.7</b>	<b>67.7 %</b>
Subscription services gross profit and margin (GAAP)	\$ 283.1	75.2 %	\$ 289.1	75.1 %	\$ 305.1	75.1 %	\$ 308.3	74.4 %	\$ 314.6	73.2 %	\$ 870.8	72.1 %	\$ 1,088.6	74.1 %
Add: SBC	7.8	2.1 %	8.0	2.1 %	7.1	1.8 %	8.6	2.1 %	9.3	2.2 %	25.4	2.1 %	32.6	2.2 %
Add: Payroll tax related to stock-based activities	0.4	0.1 %	0.3	- %	0.8	0.2 %	0.5	- %	0.6	0.1 %	1.4	0.1 %	2.2	0.2 %
Add: Duplicate lease costs during the transition of our corporate headquarters	-	- %	-	- %	-	- %	-	- %	-	- %	0.4	- %	-	- %
Add: Expenses for severance and termination benefits related to workforce realignment	-	- %	-	- %	0.6	0.1 %	-	- %	-	- %	1.0	0.1 %	0.3	- %
<b>Subscription services gross profit and margin (non-GAAP)</b>	<b>\$ 291.3</b>	<b>77.4 %</b>	<b>\$ 297.4</b>	<b>77.2 %</b>	<b>\$ 313.6</b>	<b>77.2 %</b>	<b>\$ 317.4</b>	<b>76.5 %</b>	<b>\$ 324.5</b>	<b>75.5 %</b>	<b>\$ 899.0</b>	<b>74.4 %</b>	<b>\$ 1,123.7</b>	<b>76.5 %</b>
Total gross profit and margin (GAAP)	\$ 582.9	70.1 %	\$ 594.0	67.5 %	\$ 536.2	68.9 %	\$ 604.3	70.2 %	\$ 697.4	72.3 %	\$ 2,021.2	71.4 %	\$ 2,212.7	69.8 %
Add: SBC	11.0	1.3 %	11.2	1.3 %	10.4	1.4 %	12.7	1.5 %	13.7	1.4 %	35.1	1.3 %	45.2	1.4 %
Add: Payroll tax related to stock-based activities	0.5	0.1 %	0.4	- %	1.0	0.1 %	0.6	- %	0.7	0.1 %	1.8	0.1 %	3.0	0.1 %
Add: Duplicate lease costs during the transition of our corporate headquarters	-	- %	-	- %	-	- %	-	- %	-	- %	0.8	- %	-	- %
Add: Expenses for severance and termination benefits related to workforce realignment	-	- %	-	- %	0.8	0.1 %	-	- %	-	- %	1.2	- %	0.3	- %
Add: Amortization of acquired intangible assets	3.3	0.4 %	3.2	0.4 %	3.3	0.4 %	3.3	0.4 %	2.4	0.3 %	13.2	0.4 %	13.2	0.5 %
<b>Total gross profit and margin (non-GAAP)</b>	<b>\$ 597.7</b>	<b>71.9 %</b>	<b>\$ 608.8</b>	<b>69.2 %</b>	<b>\$ 551.7</b>	<b>70.9 %</b>	<b>\$ 620.9</b>	<b>72.1 %</b>	<b>\$ 714.2</b>	<b>74.1 %</b>	<b>\$ 2,073.3</b>	<b>73.2 %</b>	<b>\$ 2,274.4</b>	<b>71.8 %</b>

# Operating Expenses (GAAP to Non-GAAP Reconciliation)

(\$ in Millions)	Q3 FY25		Q4 FY25		Q1 FY26		Q2 FY26		Q3 FY26		FY24		FY25	
	\$	(%)	\$	(%)	\$	(%)	\$	(%)	\$	(%)	\$	(%)	\$	(%)
<b>R&amp;D (GAAP)</b>	\$ 200.1	24.0 %	\$ 215.0	24.4 %	\$ 221.7	28.5 %	\$ 242.0	28.1 %	\$ 256.4	26.6 %	\$ 736.8	26.1 %	\$ 804.4	25.4 %
Less: SBC	(49.3)	(5.9)%	(50.7)	(5.8)%	(49.2)	(6.3)%	(60.4)	(7.0)%	(63.6)	(6.6)%	(167.3)	(6.0)%	(201.1)	(6.3)%
Less: Payments to former shareholders of acquired companies	-	- %	-	- %	-	- %	-	- %	-	- %	(2.3)	- %	-	- %
Less: Payroll tax related to stock-based activities	(1.1)	(0.1)%	(1.7)	(0.1)%	(4.1)	(0.5)%	(1.9)	(0.2)%	(2.2)	(0.2)%	(7.0)	(0.3)%	(10.1)	(0.4)%
Less: Duplicate lease costs during the transition of our corporate headquarters	-	- %	-	- %	-	- %	-	- %	-	- %	(3.9)	(0.1)%	-	- %
<b>R&amp;D (non-GAAP)</b>	<b>\$ 149.7</b>	<b>18.0 %</b>	<b>\$ 162.6</b>	<b>18.5 %</b>	<b>\$ 166.2</b>	<b>21.4 %</b>	<b>\$ 179.7</b>	<b>20.9 %</b>	<b>\$ 190.6</b>	<b>19.8 %</b>	<b>\$ 556.3</b>	<b>19.7 %</b>	<b>\$ 593.2</b>	<b>18.7 %</b>
<b>S&amp;M (GAAP)</b>	\$ 255.8	30.8 %	\$ 263.8	30.0 %	\$ 278.5	35.8 %	\$ 285.9	33.2 %	\$ 293.8	30.5 %	\$ 945.0	33.3 %	\$ 1,020.9	32.2 %
Less: SBC	(24.4)	(3.0)%	(24.0)	(2.6)%	(22.1)	(2.8)%	(26.5)	(3.1)%	(26.3)	(2.7)%	(74.7)	(2.7)%	(96.4)	(3.0)%
Less: Payroll tax related to stock-based activities	(1.0)	(0.1)%	(0.9)	(0.3)%	(2.5)	(0.4)%	(1.1)	(0.1)%	(1.6)	(0.3)%	(4.2)	(0.1)%	(5.3)	(0.2)%
Less: Duplicate lease costs during the transition of our corporate headquarters	-	- %	-	- %	-	- %	-	- %	-	- %	(0.8)	- %	-	- %
Less: Amortization of acquired intangible assets	(0.2)	- %	(0.2)	- %	(0.2)	- %	(0.2)	- %	(0.2)	- %	(1.7)	- %	(0.9)	- %
<b>S&amp;M (non-GAAP)</b>	<b>\$ 230.2</b>	<b>27.7 %</b>	<b>\$ 238.7</b>	<b>27.1 %</b>	<b>\$ 251.7</b>	<b>32.3 %</b>	<b>\$ 258.1</b>	<b>30.0 %</b>	<b>\$ 265.7</b>	<b>27.5 %</b>	<b>\$ 863.6</b>	<b>30.5 %</b>	<b>\$ 918.3</b>	<b>29.0 %</b>
<b>G&amp;A (GAAP)</b>	\$ 67.3	8.1 %	\$ 72.7	8.3 %	\$ 67.2	8.6 %	\$ 71.5	8.3 %	\$ 93.3	9.6 %	\$ 252.2	8.9 %	\$ 286.2	9.0 %
Less: SBC	(16.4)	(2.0)%	(16.5)	(1.9)%	(14.6)	(1.9)%	(17.8)	(2.1)%	(30.9)	(3.2)%	(54.3)	(1.9)%	(78.6)	(2.5)%
Less: Payroll tax related to stock-based activities	(0.4)	- %	(0.4)	- %	(1.0)	(0.2)%	(0.6)	(0.1)%	(0.7)	- %	(1.7)	(0.1)%	(2.7)	(0.1)%
Less: Duplicate lease costs during the transition of our corporate headquarters	-	- %	-	- %	-	- %	-	- %	-	- %	(1.1)	- %	-	- %
Less: Impairment of right-of-use asset associated with cease-use of our former corporate headquarters	-	- %	(1.4)	(0.2)%	-	- %	-	- %	-	- %	-	- %	(1.4)	- %
<b>G&amp;A (non-GAAP)</b>	<b>\$ 50.5</b>	<b>6.1 %</b>	<b>\$ 54.4</b>	<b>6.2 %</b>	<b>\$ 51.1</b>	<b>6.5 %</b>	<b>\$ 53.1</b>	<b>6.1 %</b>	<b>\$ 61.7</b>	<b>6.4 %</b>	<b>\$ 195.1</b>	<b>6.9 %</b>	<b>\$ 203.5</b>	<b>6.4 %</b>
Restructuring and impairment (GAAP)	-	- %	-	- %	-	- %	-	- %	-	- %	\$ 33.6	1.2 %	\$ 15.9	0.5 %
Less: Impairment of right-of-use asset and abandonment associated with cease-use of our former corporate headquarters	-	- %	-	- %	-	- %	-	- %	-	- %	(16.8)	(0.6)%	(6.4)	(0.2)%
Less: Expenses for severance and termination benefits related to workforce realignment	-	- %	-	- %	-	- %	-	- %	-	- %	(16.8)	(0.6)%	(9.5)	(0.3)%
<b>Restructuring and impairment (non-GAAP)</b>	<b>\$ -</b>	<b>- %</b>	<b>\$ -</b>	<b>- %</b>	<b>\$ -</b>	<b>- %</b>	<b>\$ -</b>	<b>- %</b>	<b>\$ -</b>	<b>- %</b>	<b>\$ -</b>	<b>- %</b>	<b>\$ -</b>	<b>- %</b>
<b>Total operating expense (GAAP)</b>	<b>\$ 523.2</b>	<b>62.9 %</b>	<b>\$ 551.5</b>	<b>62.7 %</b>	<b>\$ 567.4</b>	<b>72.9 %</b>	<b>\$ 599.4</b>	<b>69.6 %</b>	<b>\$ 643.5</b>	<b>66.7 %</b>	<b>\$ 1,967.6</b>	<b>69.5 %</b>	<b>\$ 2,127.4</b>	<b>67.1 %</b>
Less: SBC	(90.1)	(10.9)%	(91.2)	(10.3)%	(85.9)	(11.0)%	(104.7)	(12.2)%	(120.8)	(12.5)%	(296.3)	(10.6)%	(376.1)	(11.8)%
Less: Payments to former shareholders of acquired companies	-	- %	-	- %	-	- %	-	- %	-	- %	(2.3)	- %	-	- %
Less: Payroll tax related to stock-based activities	(2.5)	(0.2)%	(3.0)	(0.4)%	(7.6)	(1.1)%	(3.6)	(0.4)%	(4.5)	(0.5)%	(12.9)	(0.5)%	(18.1)	(0.7)%
Less: Duplicate lease costs during the transition of our corporate headquarters	-	- %	-	- %	-	- %	-	- %	-	- %	(5.8)	(0.1)%	-	- %
Less: Impairment of right-of-use asset and abandonment associated with cease-use of our former corporate headquarters	-	- %	(1.4)	(0.2)%	-	- %	-	- %	-	- %	(16.8)	(0.6)%	(7.8)	(0.2)%
Less: Expenses for severance and termination benefits related to workforce realignment	-	- %	-	- %	(4.7)	(0.6)%	-	- %	-	- %	(16.8)	(0.6)%	(9.5)	(0.3)%
Less: Amortization of acquired intangible assets	(0.2)	- %	(0.2)	- %	(0.2)	- %	(0.2)	- %	(0.2)	- %	(1.7)	- %	(0.9)	- %
<b>Total operating expense (non-GAAP)</b>	<b>\$ 430.4</b>	<b>51.8 %</b>	<b>\$ 455.7</b>	<b>51.8 %</b>	<b>\$ 469.0</b>	<b>60.2 %</b>	<b>\$ 490.9</b>	<b>57.0 %</b>	<b>\$ 518.0</b>	<b>53.7 %</b>	<b>\$ 1,615.0</b>	<b>57.1 %</b>	<b>\$ 1,715.0</b>	<b>54.1 %</b>

# Operating Income & Margin (GAAP to Non-GAAP Reconciliation)

(\$ in Millions)	Q3 FY25		Q4 FY25		Q1 FY26		Q2 FY26		Q3 FY26		FY24		FY25	
	\$	(%)	\$	(%)	\$	(%)	\$	(%)	\$	(%)	\$	(%)	\$	(%)
Operating income (loss) and margin (GAAP)	\$ 59.7	7.2 %	\$ 42.5	4.8 %	\$ (31.2)	(4.0) %	\$ 4.9	0.6 %	\$ 53.9	5.6 %	\$ 53.6	1.9 %	\$ 85.3	2.7 %
Add: SBC	101.1	12.2 %	102.4	11.6 %	96.3	12.4 %	117.4	13.7 %	134.5	13.9 %	331.4	11.9 %	421.3	13.2 %
Add: Payments to former shareholders of acquired companies	-	- %	-	- %	-	- %	-	- %	-	- %	2.3	- %	-	- %
Add: Payroll tax related to stock-based activities	3.0	0.3 %	3.4	0.4 %	8.6	1.1 %	4.2	0.4 %	5.2	0.5 %	14.7	0.6 %	21.1	0.8 %
Add: Duplicate lease costs during the transition of our corporate headquarters	-	- %	-	- %	-	- %	-	- %	-	- %	6.6	0.1 %	-	- %
Add: Impairment of right-of-use asset and abandonment associated with cease-use of our former corporate headquarters	-	- %	1.4	0.2 %	-	- %	-	- %	-	- %	16.8	0.6 %	7.8	0.2 %
Add: Expenses for severance and termination benefits related to workforce realignment	-	- %	-	- %	5.5	0.7 %	-	- %	-	- %	18.0	0.6 %	9.8	0.3 %
Add: Amortization of acquired intangible assets	3.5	0.4 %	3.4	0.4 %	3.5	0.4 %	3.5	0.4 %	2.6	0.3 %	14.9	0.4 %	14.1	0.5 %
<b>Operating income and margin (non-GAAP)</b>	<b>\$ 167.3</b>	<b>20.1 %</b>	<b>\$ 153.1</b>	<b>17.4 %</b>	<b>\$ 82.7</b>	<b>10.6 %</b>	<b>\$ 130.0</b>	<b>15.1 %</b>	<b>\$ 196.2</b>	<b>20.3 %</b>	<b>\$ 458.3</b>	<b>16.2 %</b>	<b>\$ 559.4</b>	<b>17.7 %</b>

# Free Cash Flow (GAAP to Non-GAAP Reconciliation)

(\$ in millions)	Q3 FY26	FY24	FY25	Q3FY22 YTD	Q3FY23 YTD	Q3FY24 YTD	Q3FY25 YTD	Q3FY26 YTD
Cash provided by operations (GAAP)	\$ 116.0	\$ 677.7	\$ 753.6	\$ 271.9	\$ 534.2	\$ 433.2	\$ 545.1	\$ 612.1
Less: Capital expenditures <sup>1</sup>	(63.4)	(195.1)	(226.7)	(81.2)	(97.9)	(151.5)	(170.6)	(197.8)
<b>Free cash flow (non-GAAP)</b>	<b>\$ 52.6</b>	<b>\$ 482.6</b>	<b>\$ 526.9</b>	<b>\$ 190.7</b>	<b>\$ 436.3</b>	<b>\$ 281.7</b>	<b>\$ 374.4</b>	<b>\$ 414.3</b>
<b>Free cash flow margin (non-GAAP)</b>	<b>5.5 %</b>	<b>17.1 %</b>	<b>16.6 %</b>	<b>13.0 %</b>	<b>22.5 %</b>	<b>13.8 %</b>	<b>16.4 %</b>	<b>15.9 %</b>

(1) Includes capitalized internal-use software costs of \$10.4 million for Q3 FY26, \$19.4 million and \$21.2 million for FY24 and FY25, and \$6.2 million, \$10.5 million, \$15.7 million, \$15.8 million, and \$26.0 million for Q3FY22 YTD, Q3FY23 YTD, Q3FY24 YTD, Q3FY25 YTD, and Q3FY26 YTD.

