NEWS RELEASE

# Workday Announces Fiscal 2018 First Quarter Financial Results

2017-06-01

Subscription Revenues of $399.7 Million, Up 42.7% Year Over Year; Total Revenues of $479.9 Million, Up 38.0% Year Over Year

PLEASANTON, CA--(Marketwired - Jun 1, 2017) - **Workday, Inc.** (NYSE: WDAY), a leader in enterprise cloud applications for **finance** and **human resources**, today announced results for the fiscal first quarter ended April 30, 2017.

- Total revenues were $479.9 million, an increase of 38.0% from the first quarter of fiscal 2017. Subscription revenues were $399.7 million, an increase of 42.7% from the same period last year.

- Operating loss was $60.2 million, or negative 12.5% of revenues, compared to an operating loss of $71.5 million, or negative 20.6% of revenues, in the same period last year. Non-GAAP operating profit for the first quarter was $61.0 million, or 12.7% of revenues, compared to a non-GAAP operating profit of $13.2 million, or 3.8% of revenues, in the same period last year.1

- Net loss per basic and diluted share was $0.31, compared to a net loss per basic and diluted share of $0.40 in the first quarter of fiscal 2017. Non-GAAP net income per diluted share was $0.29, compared to a non-GAAP net income per diluted share of $0.06 in the same period last year.1

- Operating cash flows for the first quarter were $180.0 million and free cash flows were $149.4 million. For the trailing twelve months, operating cash flows were $367.8 million and free cash flows were $250.9 million.2

- Cash, cash equivalents and marketable securities were $2.1 billion as of April 30, 2017. Unearned revenues were $1.2 billion, a 30.9% increase from the same period last year.

"Workday delivered a strong first quarter and achieved our highest net new ACV growth in nearly three years," said Aneel Bhusri, co-founder and CEO, Workday. "As we look to the rest of fiscal 2018 and beyond, we believe our relentless focus on innovation and customer satisfaction will continue to be the differentiators that drive further momentum for our growing family of applications."

"Our fiscal 2018 got off to a great start as we delivered strong top-line growth, and record non-GAAP operating profit and operating cash flow," said Robynne Sisco, chief financial officer, Workday. "Based on our strong first quarter results, we are raising our fiscal 2018 outlook and are now expecting subscription revenue of $1.705 to $1.720 billion, or growth of 32% to 33%. We expect our second quarter subscription revenue to be between $420 and $423 million, or growth of 37% to 38%. Our business model clearly demonstrates strong economics and as we continue to scale, we are confident in our ability to deliver strong future operating margin and cash flow growth."

**Recent Highlights**

- Providing customers with even greater flexibility, Workday announced the availability of **Workday Financial Performance Management** (FPM), which enables organizations to perform financial reporting, analytics, and planning without having to replace their general ledgers or accounting systems of record.

- Workday also unveiled **Workday Prism Analytics**, which will allow customers to blend and analyze Workday data and non-Workday data from multiple sources so they can better visualize and analyze critical business information to drive more informed decision making. Workday Prism Analytics is scheduled for general availability later this calendar year.

- In its latest feature release, Workday 28, Workday expanded its global foundation and industry-specific capabilities in Workday Financial Management, and delivered a suite of new features in Workday HCM that equip customers with even more flexibility to meet their performance management needs.

- Workday was **named** one of the **100 Best Companies to Work For** by Fortune and Great Place to Work Institute for the third consecutive year, ranking #18 on this year's list.

- Workday also was ranked #1 in the large company category of the San Francisco Business Times / Silicon Valley Business Journal's **Best Places to Work in the Bay Area list**.

Workday plans to host a conference call today to review its first quarter financial results and to discuss its financial outlook. The call is scheduled to begin at 2:00 p.m. PT/ 5:00 p.m. ET and can be accessed via webcast or through Workday's Investor Relations website. The webcast will be available live, and a replay will be available following completion of the live broadcast for approximately 45 days.

Workday intends to use the Workday Blog as a means of disclosing material non-public information and for complying with its disclosure obligations under Regulation FD.

1 Non-GAAP operating profit (loss) and non-GAAP net income (loss) per share exclude share-based compensation expenses, employer payroll tax-related items on employee stock transactions, amortization expense for acquisition-related intangible assets, and debt discount and issuance costs associated with convertible notes. See the section titled "About Non-GAAP Financial Measures" in the accompanying financial tables for further details.

2 Free cash flows are defined as operating cash flows minus capital expenditures (excluding owned real estate projects). See the section titled "About Non-GAAP Financial Measures" in the accompanying financial tables for further details.

**About Workday**

Workday is a leading provider of enterprise cloud applications for finance and human resources. Founded in 2005, Workday delivers financial management, human capital management, and analytics applications designed for the world's largest companies, educational institutions, and government agencies. Organizations ranging from medium-sized businesses to Fortune 50 enterprises have selected Workday.

**Use of Non-GAAP Financial Measures**

Reconciliations of non-GAAP financial measures to Workday's financial results as determined in accordance with GAAP are included at the end of this press release following the accompanying financial data. For a description of these non-GAAP financial measures, including the reasons management uses each measure, please see the section of the tables titled "About Non-GAAP Financial Measures."

**Forward-Looking Statements**

This press release contains forward-looking statements including, among other things, statements regarding Workday's second quarter and fiscal year subscription revenue projections, operating margins and cash flow growth. The words "believe," "may," "will," "estimate," "continue," "anticipate," "intend," "expect," "plans," and similar expressions are intended to identify forward-looking statements. These forward-looking statements are subject to risks, uncertainties, and assumptions. If the risks materialize or assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. Risks include, but are

not limited to: (i) breaches in our security measures, unauthorized access to our customers' data or disruptions in our data center operations; (ii) our ability to manage our growth effectively; (iii) competitive factors, including pricing pressures, industry consolidation, entry of new competitors and new applications and marketing initiatives by our competitors; (iv) the development of the market for enterprise cloud services; (v) acceptance of our applications and services by customers; (vi) adverse changes in general economic or market conditions; (vii) delays or reductions in information technology spending; (viii) our limited operating history, which makes it difficult to predict future results; and (ix) changes in sales may not be immediately reflected in our results due to our subscription model. Further information on risks that could affect Workday's results is included in our filings with the Securities and Exchange Commission (SEC), including our Form 10-K for the fiscal year ended January 31, 2017 and our future reports that we may file with the SEC from time to time, which could cause actual results to vary from expectations. Workday assumes no obligation to, and does not currently intend to, update any such forward-looking statements after the date of this release.

Any unreleased services, features, or functions referenced in this document, our website or other press releases or public statements that are not currently available are subject to change at Workday's discretion and may not be delivered as planned or at all. Customers who purchase Workday services should make their purchase decisions based upon services, features, and functions that are currently available.

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**Workday, Inc.**
**Condensed Consolidated Balance Sheets**
(in thousands)
(unaudited)

## Assets

Current assets:
- Cash and cash equivalents
- Marketable securities
- Trade and other receivables, net
- Deferred costs
- Prepaid expenses and other current assets

Total current assets
Property and equipment, net
Deferred costs, noncurrent
Acquisition-related intangible assets, net
Goodwill
Other assets
Total assets

## Liabilities and stockholders' equity

Current liabilities:
- Accounts payable
- Accrued expenses and other current liabilities
- Accrued compensation
- Unearned revenue

Total current liabilities
Convertible senior notes, net
Unearned revenue, noncurrent
Other liabilities
Total liabilities
Stockholders' equity:
- Common stock
- Additional paid-in capital
- Accumulated other comprehensive income (loss)
- Accumulated deficit

Total stockholders' equity
Total liabilities and stockholders' equity

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*Prior-period information has been restated for the adoption of ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606), w

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**Workday, Inc.**
**Condensed Consolidated Statements of Operations**
(in thousands, except per share data)
(unaudited)

**Revenues:**
- Subscription services
- Professional services

Total revenues

**Costs and expenses(1):**
- Costs of subscription services
- Costs of professional services
- Product development
- Sales and marketing
- General and administrative

Total costs and expenses
Operating loss
Other expense, net
Loss before provision for income taxes
Provision for income taxes
**Net loss**
**Net loss per share, basic and diluted**
**Weighted-average shares used to compute net loss per share, basic and diluted**

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(1) Costs and expenses include share-based compensation expenses as follows:

Costs of subscription services
Costs of professional services
Product development
Sales and marketing
General and administrative

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**Workday, Inc.**
**Condensed Consolidated Statements of Cash Flows**
(in thousands)
(unaudited)

## Cash flows from operating activities

Net loss
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:
- Depreciation and amortization
- Share-based compensation expenses
- Amortization of deferred costs
- Amortization of debt discount and issuance costs
- Other
- Changes in operating assets and liabilities:
  - Trade and other receivables, net
  - Deferred costs
  - Prepaid expenses and other assets
  - Accounts payable
  - Accrued expenses and other liabilities
  - Unearned revenue

Net cash provided by (used in) operating activities

## Cash flows from investing activities

Purchases of marketable securities
Maturities of marketable securities
Sales of available-for-sale securities
Owned real estate projects
Capital expenditures, excluding owned real estate projects
Purchases of cost method investments
Other
Net cash provided by (used in) investing activities

## Cash flows from financing activities

Proceeds from issuance of common stock from employee equity plans
Other
Net cash provided by (used in) financing activities
Effect of exchange rate changes
Net increase (decrease) in cash, cash equivalents and restricted cash
Cash, cash equivalents and restricted cash at the beginning of period
Cash, cash equivalents and restricted cash at the end of period

## Reconciliation of cash, cash equivalents and restricted cash to the condensed consolidated balance sheets

Cash and cash equivalents
Restricted cash included in Prepaid expenses and other current assets
Total cash, cash equivalents and restricted cash

## Supplemental cash flow data

| | |
|---|---|
| Cash paid for interest | |
| Cash paid for income taxes | |
| Non-cash investing and financing activities: | |
| Vesting of early exercise stock options | |
| Property and equipment, accrued but not paid | |
| Non-cash additions to property and equipment | |

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*Prior-period information has been restated for the adoption of ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606), a
February 1, 2017.

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**Workday, Inc.**
**Reconciliation of GAAP to Non-GAAP Data**
Three Months Ended April 30, 2017
(in thousands, except per share data) (unaudited)

| | GAAP | | Share-Based Compensation Expenses | |
|---|---|---|---|---|
| Costs and expenses: | | | | |
| Costs of subscription services | $ 59,798 | | $ (5,691) | |
| Costs of professional services | 76,913 | | (8,021) | |
| Product development | 196,439 | | (51,029) | |
| Sales and marketing | 155,709 | | (23,159) | |
| General and administrative | 51,202 | | (19,888) | |
| Operating income (loss) | (60,200) | | 107,788 | |
| Operating margin | (12.5) | % | 22.5 | % |
| Other income (expense), net | (1,663) | | -- | |
| Income (loss) before provision for (benefit from) income taxes | (61,863) | | 107,788 | |
| Provision for (benefit from) income taxes | 2,181 | | -- | |
| Net income (loss) | $ (64,044) | | $ 107,788 | |
| Net income (loss) per share (1) | $ (0.31) | | $ 0.53 | |

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(1) GAAP net loss per share calculated based upon 203,818 basic and diluted weighted-average shares of common stock. Non-GAAP net i
(2) Other operating expenses include total employer payroll tax-related items on employee stock transactions of $8.5 million, and amortiz

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**Workday, Inc.**
**Reconciliation of GAAP to Non-GAAP Data**
Three Months Ended April 30, 2016
(in thousands, except per share data) (unaudited)

| | GAAP *As adjusted | | Share-Based Compensation Expenses | |
|---|---|---|---|---|
| Costs and expenses: | | | | |
| Costs of subscription services | $ 49,200 | | $ (4,397) | |
| Costs of professional services | 59,427 | | (5,293) | |
| Product development | 141,778 | | (32,968) | |
| Sales and marketing | 127,619 | | (19,002) | |
| General and administrative | 41,183 | | (16,575) | |
| Operating income (loss) | (71,530) | | 78,235 | |
| Operating margin | (20.6) | % | 22.5 | % |
| Other income (expense), net | (5,838) | | -- | |
| Income (loss) before provision for (benefit from) income taxes | (77,368) | | 78,235 | |
| Provision for (benefit from) income taxes | 1,135 | | -- | |
| Net income (loss) | $ (78,503) | | $ 78,235 | |
| Net income (loss) per share (1) | $ (0.40) | | $ 0.38 | |

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(1) GAAP net loss per share calculated based upon 194,529 basic and diluted weighted-average shares of common stock. Non-GAAP net i
(2) Other operating expenses include total employer payroll tax-related items on employee stock transactions of $5.2 million, and amorti

*Prior-period information has been restated for the adoption of ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606), w

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**Workday, Inc.**
**Reconciliation of GAAP Cash Flows from Operations to Free Cash Flows**
**(A Non-GAAP Financial Measure)**
(in thousands)
(unaudited)

| |
|---|
| Net cash provided by (used in) operating activities |
| Capital expenditures, excluding owned real estate projects |
| Free cash flows |

| |
|---|
| Net cash provided by (used in) operating activities |
| Capital expenditures, excluding owned real estate projects |
| Free cash flows |

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*Prior-period information has been restated for the adoption of ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606), a
February 1, 2017.

**About Non-GAAP Financial Measures**

To provide investors and others with additional information regarding Workday's results, we have disclosed the following non-GAAP financial measures: non-GAAP operating income (loss), non-GAAP net income (loss) per share and free cash flows. Workday has provided a reconciliation of each non-GAAP financial measure used in this earnings release to the most directly comparable GAAP financial measure. The non-GAAP financial measures of non-GAAP operating income (loss) and non-GAAP net income (loss) per share differ from GAAP in that they exclude share-based compensation expenses, employer payroll tax-related items on employee stock transactions, amortization of acquisition-related intangible assets, and non-cash interest expense related to our convertible senior notes. Free cash flows differ from GAAP cash flows from operating activities in that it treats capital expenditures (excluding owned real estate projects) as a reduction to cash flows.

Workday's management uses these non-GAAP financial measures to understand and compare operating results across accounting periods, for internal budgeting and forecasting purposes, for short- and long-term operating plans, and to evaluate Workday's financial performance and the ability of operations to generate cash. Management believes these non-GAAP financial measures reflect Workday's ongoing business in a manner that allows for meaningful period-to-period comparisons and analysis of trends in Workday's business, as they exclude expenses that are not reflective of ongoing operating results. Management also believes that these non-GAAP financial measures provide useful information to investors and others in understanding and evaluating Workday's operating results and future prospects in the same manner as management and in comparing financial results across accounting periods and to those of peer companies. Additionally, management believes information regarding free cash flows provides investors and others with an important perspective on the cash flows generated by normal recurring activities to make strategic acquisitions and investments, to fund ongoing operations and to fund other capital expenditures, after our owned real estate projects.

Management believes excluding the following items from the GAAP Condensed Consolidated Statement of Operations is useful to investors and others in assessing Workday's operating performance due to the following factors:

- Share-based compensation expenses. Although share-based compensation is an important aspect of the

compensation of our employees and executives, management believes it is useful to exclude share-based compensation expenses in order to better understand the long-term performance of our core business and to facilitate comparison of our results to those of peer companies. For restricted stock unit awards, the amount of share-based compensation expenses is not reflective of the value ultimately received by the grant recipients. Moreover, determining the fair value of certain of the share-based instruments we utilize involves a high degree of judgment and estimation and the expense recorded may bear little resemblance to the actual value realized upon the vesting or future exercise of the related share-based awards. Unlike cash compensation, the value of stock options and shares offered under our Employee Stock Purchase Plan, which are elements of our ongoing share-based compensation expenses, is determined using a complex formula that incorporates factors, such as market volatility and forfeiture rates, that are beyond our control.

- Other Operating Expenses. Other operating expenses includes employer payroll tax-related items on employee stock transactions and amortization of acquisition-related intangible assets. The amount of employer payroll tax-related items on employee stock transactions is dependent on our stock price and other factors that are beyond our control and do not correlate to the operation of the business. For business combinations, we generally allocate a portion of the purchase price to intangible assets. The amount of the allocation is based on estimates and assumptions made by management and is subject to amortization. The amount of purchase price allocated to intangible assets and the term of its related amortization can vary significantly and are unique to each acquisition and thus we do not believe it is reflective of ongoing operations.

- Amortization of debt discount and issuance costs. Under GAAP, we are required to separately account for liability (debt) and equity (conversion option) components of the convertible senior notes that were issued in private placements in June 2013. Accordingly, for GAAP purposes we are required to recognize the effective interest expense on our convertible senior notes and amortize the issuance costs over the term of the notes. The difference between the effective interest expense and the contractual interest expense, and the amortization expense of issuance costs are excluded from management's assessment of our operating performance because management believes that these non-cash expenses are not indicative of ongoing operating performance. Management believes that the exclusion of the non-cash interest expense provides investors an enhanced view of the company's operational performance.

Additionally, we believe that the non-GAAP financial measure, free cash flows, is meaningful to investors because we review cash flows generated from or used in operations after deducting certain capital expenditures that are considered to be an ongoing operational component of our business. Capital expenditures deducted from cash flows from operations do not include purchases of land and buildings, and construction costs of our new

development center and of other owned buildings. We exclude these owned real estate projects as they are infrequent, non-recurring in nature and distinctly separate from our ongoing business operations. This provides an enhanced view of cash available to make strategic acquisitions and investments, to fund ongoing operations and to fund other capital expenditures, after our owned real estate projects.

The use of non-GAAP operating income (loss) and non-GAAP net income (loss) per share measures has certain limitations as they do not reflect all items of income and expense that affect Workday's operations. Workday compensates for these limitations by reconciling the non-GAAP financial measures to the most comparable GAAP financial measures. These non-GAAP financial measures should be considered in addition to, not as a substitute for or in isolation from, measures prepared in accordance with GAAP. Further, these non-GAAP measures may differ from the non-GAAP information used by other companies, including peer companies, and therefore comparability may be limited. Management encourages investors and others to review Workday's financial information in its entirety and not rely on a single financial measure.

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