



NEWS RELEASE

Workday Announces Fourth Quarter and Full Year Fiscal 2015 Financial Results

2015-02-25

Fiscal Year 2015 Total Revenue of \$787.9 Million, Up 68% Year Over Year; Q4 Total Revenue of \$226.3 Million, Up 59% Year Over Year; Fiscal Year 2015 Subscription Revenue of \$613.3 Million, Up 73% Year Over Year; Q4 Subscription Revenue of \$181.9 Million, Up 64% Year Over Year; Operating Cash Flows of \$102.0 Million for the Year

PLEASANTON, CA--(Marketwired - Feb 25, 2015) - [Workday, Inc.](#) (NYSE: WDAY), a leader in enterprise cloud applications for [finance](#) and [human resources](#), today announced financial results for the fourth quarter and full fiscal year ended January 31, 2015.

Fiscal Fourth Quarter Results:

- Total revenues were \$226.3 million, an increase of 59% from the fourth quarter of fiscal 2014. Subscription revenues were \$181.9 million, an increase of 64% from the same period last year.
- Operating loss was \$50.4 million, or negative 22.3% of revenues, compared to an operating loss of \$48.0 million, or negative 33.8% of revenues, in the same period last year. Non-GAAP operating loss for the fourth quarter was \$8.6 million, or negative 3.8% of revenues, compared to a non-GAAP operating loss of \$21.0 million last year, or negative 14.8% of revenues.¹
- Net loss per basic and diluted share was \$0.32 in the fourth quarters of fiscal 2015 and 2014. The non-GAAP net loss per basic and diluted share was \$0.06, compared to a non-GAAP net loss per basic and diluted share of \$0.13 during the same period last year.¹

- Operating cash flows were \$48.3 million and free cash flows were \$10.6 million.²

Fiscal Year 2015 Results:

- Total revenues were \$787.9 million, an increase of 68% from fiscal 2014. Subscription revenues were \$613.3 million, an increase of 73% from the same period last year.
- Operating loss was \$215.7 million, or negative 27.4% of total revenues, compared to an operating loss of \$153.3 million, or negative 32.7% of total revenues, last year. Non-GAAP operating loss was \$53.2 million, or negative 6.7% of total revenues, compared to a non-GAAP operating loss of \$87.0 million, or negative 18.6% of total revenues, last year.¹
- Net loss per basic and diluted share was \$1.35, compared to a net loss per basic and diluted share of \$1.01 in fiscal 2014. The non-GAAP net loss per basic and diluted share was \$0.33, compared to a non-GAAP net loss per basic and diluted share of \$0.54 last year.¹
- Operating cash flows were \$102.0 million and free cash flows were a negative \$1.6 million.²
- Cash, cash equivalents and marketable securities were approximately \$1.9 billion as of January 31, 2015. Total unearned revenue was \$632.7 million, a 53% increase from last year.

"The fourth quarter ended another very successful year for Workday, which was marked by strong customer growth and product innovation," said Aneel Bhusri, co-founder and CEO, Workday. "We increased customer adoption across our entire suite of applications, announced the next wave of analytics capabilities with Workday Insight Applications, and grew our presence in Germany and Japan -- all while delivering our third consecutive year of 97% customer satisfaction. In the year ahead, we will focus on strategic initiatives including continued investment in our financial management product, growth of our presence in the education and government industries, and expansion of the business globally."

"Workday finished an outstanding fiscal 2015 with a great fourth quarter," said Mark Peek, chief financial officer, Workday. "Total revenues for the year increased 68% to \$788 million and we generated \$102 million in operating cash flows. Looking ahead to our fiscal 2016, first quarter revenues are expected to be in the range of \$242 to \$245 million, or growth of 51% to 53% compared to the prior year period. Total revenues for the year are anticipated to be in the range of \$1.115 and \$1.140 billion, or growth of 42% to 45%."

Recent Highlights:

- Workday continued business momentum in Europe and unveiled its plans to provide German customers with a modern cloud alternative to legacy enterprise software. Workday now has seven offices across Europe with more than 170 customers using Workday in Germany today.
- Workday announced an expanded presence in Japan to address the growing customer demand for cloud-based enterprise applications. Japan is one of four major markets for Workday in the Asia Pacific region, and the company today supports well-known global companies headquartered in Japan, including Nissan, Sony, and Fast Retailing.
- Workday has appointed former PeopleSoft Co-President Phil Wilmington as worldwide head of the company's sales organization, responsible for driving customer adoption and building global teams. Phil will report to Workday President and Chief Operating Officer Mike Stankey.

Workday plans to host a conference call today to review its fourth quarter and full year fiscal 2015 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 the company's Investor Relations website at www.workday.com/investorrelations. The webcast will be available live, and a replay will be available following completion of the live broadcast for approximately 45 days.

1 Non-GAAP operating loss and net loss per share for the fiscal fourth quarters and full years of 2014 and 2015 exclude share-based compensation, employer payroll tax-related items on employee stock transactions and debt discount and issuance costs associated with convertible notes, and, for the fiscal fourth quarter and full year of 2015, also include amortization expense for acquisition-related intangibles. See the section titled "About Non-GAAP Financial Measures" following the accompanying financial tables for further details.

2 Free cash flows are defined as operating cash flows minus capital expenditures, assets acquired under a capital lease and purchased other intangible assets. See the section titled "About Non-GAAP Financial Measures" following the accompanying financial tables for further details.

About Workday

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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 following the accompanying financial 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 first quarter and full year fiscal 2016 revenue projections, and our expectations for future applications. The words "believe," "may," "will," "estimate," "continue," "anticipate," "intend," "expect," 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 but not limited to 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-Q for the quarter ended October 31, 2014 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

Accounts receivable, net

Deferred costs

Prepaid expenses and other current assets

Total current assets

Property and equipment, net

Deferred costs, noncurrent

Goodwill and acquisition-related intangible assets, net

Other assets

Total assets

Liabilities and stockholders' equity

Current liabilities:

Accounts payable

Accrued expenses and other current liabilities

Accrued compensation

Capital leases

Unearned revenue

Total current liabilities

Convertible senior notes, net

Capital leases, noncurrent

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

(1) Amounts as of January 31, 2014 were derived from the January 31, 2014 audited financial statements.

Workday, Inc.**Condensed Consolidated Statements of Operations**


(in thousands, except per share data)

(unaudited)

	Three Months Ended	
	January 31,	201
	2015	
Revenues:		
Subscription services	\$ 181,866	\$ 1
Professional services	44,407	3
Total revenues	226,273	1
Costs and expenses(1):		
Costs of subscription services	29,218	1
Costs of professional services	40,737	3
Product development	88,963	5
Sales and marketing	88,469	6
General and administrative	29,270	2
Total costs and expenses	276,657	1
Operating loss	(50,384	) (4
Other expense, net	(8,271	) (6
Loss before provision for income taxes	(58,655	) (5
Provision for income taxes	811	1,
Net loss	\$ (59,466	) \$ (5
Net loss per share attributable to common stockholders, basic and diluted	\$ (0.32	) \$ (0
Weighted-average shares used to compute net loss per share attributable to common stockholders	185,696	1

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

Costs of subscription services	\$ 1,431	\$ 9
Costs of professional services	2,959	1,
Product development	17,142	9,
Sales and marketing	7,068	4,
General and administrative	10,784	8,


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Workday, Inc.**Condensed Consolidated Statements of Cash Flows**

(in thousands)

(unaudited)

	Three Months Ended	
	January 31,	
	2015	2014
Cash flows from operating activities		
Net loss	\$ (59,466	) \$ (55,982
Adjustments to reconcile net loss to cash provided by (used in) operating activities:		
Depreciation and amortization	16,526	10,714
Share-based compensation expenses	39,384	24,969
Amortization of deferred costs	5,175	3,770
Amortization of debt discount and issuance costs	6,166	5,841
Other	269	422
Changes in operating assets and liabilities, net of business combinations:		
Accounts receivable	(69,824	) (5,363
Deferred costs	(9,278	) (8,622
Prepaid expenses and other assets	(7,011	) (13,082
Accounts payable	(483	) (2,016
Accrued expense and other liabilities	2,204	12,346
Unearned revenue	124,613	61,796
Net cash provided by (used in) operating activities	48,275	34,793
Cash flows from investing activities		
Purchases of marketable securities	(247,436	) (357,752
Maturities of marketable securities	282,998	150,135
Sales of available-for-sale securities	45,044	-
Business combination, net of cash acquired	-	-
Purchases of property and equipment	(37,665	) (12,341
Purchase of cost method investment	-	(2,000
Purchase of other intangible assets	-	(15,000
Other	-	(1,000
Net cash provided by (used in) investing activities	42,941	(237,958
Cash flows from financing activities		
Proceeds from follow-on offering, net of issuance costs	-	592,241
Proceeds from borrowings on convertible senior notes, net of issuance costs	-	-
Proceeds from issuance of warrants	-	-
Purchase of convertible senior notes hedges	-	-
Proceeds from issuance of common stock from employee equity plans	15,459	14,380
Principal payments on capital lease obligations	(1,474	) (2,624
Shares repurchased for tax withholdings on vesting of restricted stock	-	-
Other	1,115	(2,948
Net cash provided by (used in) financing activities	15,100	601,049
Effect of exchange rate changes	(266	) (18
Net increase (decrease) in cash and cash equivalents	106,050	397,866
Cash and cash equivalents at the beginning of period	192,142	183,460
Cash and cash equivalents at the end of period	\$ 298,192	\$ 581,326

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Workday, Inc.

Reconciliation of GAAP to Non-GAAP Data

Three Months Ended January 31, 2015

(in thousands, except per share data)

(unaudited)

	GAAP		Share-Based Compensation	
Costs and expenses:				
Costs of subscription services	\$ 29,218		\$ (1,431)
Costs of professional services	40,737		(2,959)
Product development	88,963		(17,142)
Sales and marketing	88,469		(7,068)
General and administrative	29,270		(10,784)
Operating loss	(50,384	)	39,384	
Operating margin	-22.3	%	17.4	%
Other expense, net	(8,271)	-	
Loss before provision for income taxes	(58,655	)	39,384	
Provision for income taxes	811		-	
Net loss	\$ (59,466)	\$ 39,384	
Net loss per share, basic and diluted(1)	\$ (0.32)	\$ 0.21	

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(1) Calculated based upon 185,696 basic and diluted weighted-average shares of common stock.

(2) Other operating expenses include employer payroll tax-related items on employee stock transactions and amortization of ac

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Workday, Inc.

Reconciliation of GAAP to Non-GAAP Data

Three Months Ended January 31, 2014

(in thousands, except per share data)

(unaudited)

	GAAP		Share-Based Compensation
Costs and expenses:			
Costs of subscription services	\$ 19,862		\$ (962)
Costs of professional services	30,904		(1,983)
Product development	55,317		(9,240)
Sales and marketing	60,808		(4,700)
General and administrative	22,951		(8,084)
Operating loss	(47,976)	)	24,969
Operating margin	-33.8	%	17.6
Other expense, net	(6,921))	-
Loss before provision for income taxes	(54,897)	)	24,969
Provision for income taxes	1,085		-
Net loss	\$ (55,982))	\$ 24,969
Net loss per share, basic and diluted (1)	\$ (0.32))	\$ 0.14

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(1) Calculated based upon 175,194 basic and diluted weighted-average shares of common stock.

(2) Other operating expenses include employer payroll tax-related items on employee stock transactions.

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Workday, Inc.**Reconciliation of GAAP to Non-GAAP Data**

Year Ended January 31, 2015

(in thousands, except per share data)

(unaudited)

	GAAP		Share-Based Compensation	
Costs and expenses:				
Costs of subscription services	\$ 102,476		\$ (6,053)
Costs of professional services	162,327		(12,890)
Product development	316,868		(63,938)
Sales and marketing	315,840		(29,875)
General and administrative	106,051		(43,292)
Operating loss	(215,702	)	156,048	
Operating margin	-27.4	%	19.8	%
Other expense, net	(30,270)	-	
Loss before provision for income taxes	(245,972	)	156,048	
Provision for income taxes	2,010		-	
Net loss	\$ (247,982)	\$ 156,048	
Net loss per share, basic and diluted(1)	\$ (1.35)	\$ 0.85	


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(1) Calculated based upon 183,702 basic and diluted weighted-average shares of common stock.

(2) Other operating expenses include employer payroll tax-related items on employee stock transactions and amortization of ac


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Workday, Inc.**Reconciliation of GAAP to Non-GAAP Data**

Year Ended January 31, 2014

(in thousands, except per share data)


(unaudited)

	GAAP		Share-Based Compensation
Costs and expenses:			
Costs of subscription services	\$ 69,195		\$ (2,408
Costs of professional services	107,615		(4,818
Product development	182,116		(21,644
Sales and marketing	197,373		(12,131
General and administrative	65,921		(20,850
Operating loss	(153,282	)	61,851
Operating margin	-32.7	%	13.2
Other expense, net	(17,549)	-
Loss before provision for income taxes	(170,831	)	61,851
Provision for income taxes	1,678		-
Net loss	\$ (172,509)	\$ 61,851
Net loss per share, basic and diluted (1)	\$ (1.01)	\$ 0.36


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(1) Calculated based upon 171,297 basic and diluted weighted-average shares of common stock.

(2) Other operating expenses include employer payroll tax-related items on employee stock transactions.


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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)

	Three Months Ended	
	January 31,	
	2015	2014
GAAP cash flows from operating activities	\$ 48,275	\$ 34,793
Capital expenditures	(37,665	) (12,34
Property and equipment acquired under capital lease	-	-
Purchase of other intangible assets	-	(15,00
Free cash flows	\$ 10,610	\$ 7,452

**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 loss, non-GAAP net 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 non-GAAP operating loss and non-GAAP net loss per share differ from GAAP in that they exclude share-based compensation, 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, as applicable. Free cash flows differ from GAAP cash flows from operating activities in that it treats capital expenditures, assets acquired under a capital lease and purchased other (non-acquisition related) intangible assets as a reduction to cash flows.

Workday's management uses these non-GAAP financial measures to understand and compare operating results across accounting periods, and 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 available to make strategic acquisitions and investments, to fund ongoing operations and to fund other capital expenditures.

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.** 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 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 share 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 the Employee Stock Purchase Plan, which is an element 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 included employer payroll tax-related items on employee stock transactions for the three months and year ended January 31, 2015 and 2014 and amortization of acquisition-related intangible assets for the three months and year ended January 31, 2015. The amount of employer payroll tax-related items on share-based compensation 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 the 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 capital expenditures, whether purchased or leased, and purchased other intangible assets, due to the fact that these expenditures are considered to be an ongoing operational component of our business. This provides an enhanced view of cash available to make strategic acquisitions and investments, to fund ongoing operations and to fund other capital expenditures.

The use of non-GAAP operating loss and net loss per share 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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eric.glass@workday.com PLEASANTON, CA--(Marketwired - Feb 25, 2015) - **Workday, Inc.** (NYSE: WDAY), a leader in enterprise cloud applications for **finance** and **human resources**, today announced financial results for the fourth quarter and full fiscal year ended January 31, 2015.

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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 following the accompanying financial 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 first quarter and full year fiscal 2016 revenue projections, and our expectations for future applications. The words "believe," "may," "will," "estimate," "continue," "anticipate," "intend," "expect," 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 but not limited to 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-Q for the quarter ended October 31, 2014 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
- Accounts receivable, net
- Deferred costs
- Prepaid expenses and other current assets

Total current assets

Property and equipment, net

Deferred costs, noncurrent

Goodwill and acquisition-related intangible assets, net

Other assets

Total assets

Liabilities and stockholders' equity

Current liabilities:

- Accounts payable
- Accrued expenses and other current liabilities
- Accrued compensation
- Capital leases
- Unearned revenue

Total current liabilities

Convertible senior notes, net

Capital leases, noncurrent

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

(1) Amounts as of January 31, 2014 were derived from the January 31, 2014 audited financial statements.

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Workday, Inc.**Condensed Consolidated Statements of Operations**

(in thousands, except per share data)

(unaudited)

	Three Months Ended	
	January 31,	
	2015	2014
Revenues:		
Subscription services	\$ 181,866	\$ 170,300
Professional services	44,407	37,100
Total revenues	226,273	207,400
Costs and expenses(1):		
Costs of subscription services	29,218	19,700
Costs of professional services	40,737	30,000
Product development	88,963	51,000
Sales and marketing	88,469	60,000
General and administrative	29,270	22,000
Total costs and expenses	276,657	182,700
Operating loss	(50,384)	(40,000)
Other expense, net	(8,271)	(6,000)
Loss before provision for income taxes	(58,655)	(50,000)
Provision for income taxes	811	1,000
Net loss	\$ (59,466)	\$ (50,000)
Net loss per share attributable to common stockholders, basic and diluted	\$ (0.32)	\$ (0.30)
Weighted-average shares used to compute net loss per share attributable to common stockholders	185,696	166,667

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

Costs of subscription services	\$ 1,431	\$ 900
Costs of professional services	2,959	1,000
Product development	17,142	9,000
Sales and marketing	7,068	4,000
General and administrative	10,784	8,000

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Workday, Inc.**Condensed Consolidated Statements of Cash Flows**

(in thousands)

(unaudited)

	Three Months Ended	
	January 31,	
	2015	2014
Cash flows from operating activities		
Net loss	\$ (59,466	) \$ (55,982
Adjustments to reconcile net loss to cash provided by (used in) operating activities:		
Depreciation and amortization	16,526	10,714
Share-based compensation expenses	39,384	24,969
Amortization of deferred costs	5,175	3,770
Amortization of debt discount and issuance costs	6,166	5,841
Other	269	422
Changes in operating assets and liabilities, net of business combinations:		
Accounts receivable	(69,824	) (5,363
Deferred costs	(9,278	) (8,622
Prepaid expenses and other assets	(7,011	) (13,082
Accounts payable	(483	) (2,016
Accrued expense and other liabilities	2,204	12,346
Unearned revenue	124,613	61,796
Net cash provided by (used in) operating activities	48,275	34,793
Cash flows from investing activities		
Purchases of marketable securities	(247,436	) (357,752
Maturities of marketable securities	282,998	150,135
Sales of available-for-sale securities	45,044	-
Business combination, net of cash acquired	-	-
Purchases of property and equipment	(37,665	) (12,341
Purchase of cost method investment	-	(2,000
Purchase of other intangible assets	-	(15,000
Other	-	(1,000
Net cash provided by (used in) investing activities	42,941	(237,958
Cash flows from financing activities		
Proceeds from follow-on offering, net of issuance costs	-	592,241
Proceeds from borrowings on convertible senior notes, net of issuance costs	-	-
Proceeds from issuance of warrants	-	-
Purchase of convertible senior notes hedges	-	-
Proceeds from issuance of common stock from employee equity plans	15,459	14,380
Principal payments on capital lease obligations	(1,474	) (2,624
Shares repurchased for tax withholdings on vesting of restricted stock	-	-
Other	1,115	(2,948
Net cash provided by (used in) financing activities	15,100	601,049
Effect of exchange rate changes	(266	) (18
Net increase (decrease) in cash and cash equivalents	106,050	397,866
Cash and cash equivalents at the beginning of period	192,142	183,460
Cash and cash equivalents at the end of period	\$ 298,192	\$ 581,326

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Workday, Inc.

Reconciliation of GAAP to Non-GAAP Data

Three Months Ended January 31, 2015

(in thousands, except per share data)

(unaudited)

	GAAP		Share-Based Compensation	
Costs and expenses:				
Costs of subscription services	\$ 29,218		\$ (1,431)
Costs of professional services	40,737		(2,959)
Product development	88,963		(17,142)
Sales and marketing	88,469		(7,068)
General and administrative	29,270		(10,784)
Operating loss	(50,384	)	39,384	
Operating margin	-22.3	%	17.4	%
Other expense, net	(8,271)	-	
Loss before provision for income taxes	(58,655	)	39,384	
Provision for income taxes	811		-	
Net loss	\$ (59,466)	\$ 39,384	
Net loss per share, basic and diluted(1)	\$ (0.32)	\$ 0.21	

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(1) Calculated based upon 185,696 basic and diluted weighted-average shares of common stock.

(2) Other operating expenses include employer payroll tax-related items on employee stock transactions and amortization of ac

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Workday, Inc.

Reconciliation of GAAP to Non-GAAP Data

Three Months Ended January 31, 2014

(in thousands, except per share data)

(unaudited)

	GAAP		Share-Based Compensation
Costs and expenses:			
Costs of subscription services	\$ 19,862		\$ (962)
Costs of professional services	30,904		(1,983)
Product development	55,317		(9,240)
Sales and marketing	60,808		(4,700)
General and administrative	22,951		(8,084)
Operating loss	(47,976)	)	24,969
Operating margin	-33.8	%	17.6
Other expense, net	(6,921))	-
Loss before provision for income taxes	(54,897)	)	24,969
Provision for income taxes	1,085		-
Net loss	\$ (55,982))	\$ 24,969
Net loss per share, basic and diluted (1)	\$ (0.32))	\$ 0.14

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(1) Calculated based upon 175,194 basic and diluted weighted-average shares of common stock.

(2) Other operating expenses include employer payroll tax-related items on employee stock transactions.

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Workday, Inc.**Reconciliation of GAAP to Non-GAAP Data**

Year Ended January 31, 2015

(in thousands, except per share data)

(unaudited)

	GAAP		Share-Based Compensation	
Costs and expenses:				
Costs of subscription services	\$ 102,476		\$ (6,053)
Costs of professional services	162,327		(12,890)
Product development	316,868		(63,938)
Sales and marketing	315,840		(29,875)
General and administrative	106,051		(43,292)
Operating loss	(215,702	)	156,048	
Operating margin	-27.4	%	19.8	%
Other expense, net	(30,270)	-	
Loss before provision for income taxes	(245,972	)	156,048	
Provision for income taxes	2,010		-	
Net loss	\$ (247,982)	\$ 156,048	
Net loss per share, basic and diluted(1)	\$ (1.35)	\$ 0.85	


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(1) Calculated based upon 183,702 basic and diluted weighted-average shares of common stock.

(2) Other operating expenses include employer payroll tax-related items on employee stock transactions and amortization of ac


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Workday, Inc.**Reconciliation of GAAP to Non-GAAP Data**

Year Ended January 31, 2014

(in thousands, except per share data)


(unaudited)

	GAAP		Share-Based Compensation
Costs and expenses:			
Costs of subscription services	\$ 69,195		\$ (2,408
Costs of professional services	107,615		(4,818
Product development	182,116		(21,644
Sales and marketing	197,373		(12,131
General and administrative	65,921		(20,850
Operating loss	(153,282	)	61,851
Operating margin	-32.7	%	13.2
Other expense, net	(17,549)	-
Loss before provision for income taxes	(170,831	)	61,851
Provision for income taxes	1,678		-
Net loss	\$ (172,509)	\$ 61,851
Net loss per share, basic and diluted (1)	\$ (1.01)	\$ 0.36


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(1) Calculated based upon 171,297 basic and diluted weighted-average shares of common stock.

(2) Other operating expenses include employer payroll tax-related items on employee stock transactions.


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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)

	Three Months Ended	
	January 31,	
	2015	2014
GAAP cash flows from operating activities	\$ 48,275	\$ 34,793
Capital expenditures	(37,665	) (12,34
Property and equipment acquired under capital lease	-	-
Purchase of other intangible assets	-	(15,00
Free cash flows	\$ 10,610	\$ 7,452

**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 loss, non-GAAP net 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 non-GAAP operating loss and non-GAAP net loss per share differ from GAAP in that they exclude share-based compensation, 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, as applicable. Free cash flows differ from GAAP cash flows from operating activities in that it treats capital expenditures, assets acquired under a capital lease and purchased other (non-acquisition related) intangible assets as a reduction to cash flows.

Workday's management uses these non-GAAP financial measures to understand and compare operating results across accounting periods, and 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 available to make strategic acquisitions and investments, to fund ongoing operations and to fund other capital expenditures.

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.** 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 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 share 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 the Employee Stock Purchase Plan, which is an element 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 included employer payroll tax-related items on employee stock transactions for the three months and year ended January 31, 2015 and 2014 and amortization of acquisition-related intangible assets for the three months and year ended January 31, 2015. The amount of employer payroll tax-related items on share-based compensation 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 the 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 capital expenditures, whether purchased or leased, and purchased other intangible assets, due to the fact that these expenditures are considered to be an ongoing operational component of our business. This provides an enhanced view of cash available to make strategic acquisitions and investments, to fund ongoing operations and to fund other capital expenditures.

The use of non-GAAP operating loss and net loss per share 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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