Q3FY22 Results

PERIOD ENDING June 30, 2022

Published July 25, 2022

Forward-looking statements

This presentation contains forward-looking statements including, among other things, statements regarding the continuing strength and momentum of F5's business, future financial performance including revenue, revenue growth and earnings growth; demand for application security and delivery services, and software products; expectations regarding availability of future supply, future customer demand, markets, and the benefits of products; and other statements that are not historical facts are forward-looking statements. These forward-looking statements are subject to the safe harbor provisions created by the Private Securities Litigation Reform Act of 1995. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risk factors. Such forward-looking statements involve risks and uncertainties, as well as assumptions and other factors that, if they do not fully materialize or prove correct, could cause the actual results, performance or achievements of the Company, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such factors include, but are not limited to: customer acceptance of offerings; potential disruptions to F5's business and distraction of management as F5 integrates acquired businesses, teams, and technologies; F5's ability to successfully integrate acquired businesses' products with F5 technologies; the ability of F5's sales professionals and distribution partners to sell acquired businesses' product and service offerings; the timely development, introduction and acceptance of additional new products and features by F5 or its competitors; competitive factors, including but not limited to pricing pressures, industry consolidation, entry of new competitors into F5's markets, and new product and marketing initiatives by our competitors; increased sales discounts; the business impact of the acquisitions and potential adverse reactions or changes to business or employee relationships, including those resulting from the announcement of completion of acquisitions; uncertain global economic conditions which may result in reduced customer demand for our products and services and changes in customer payment patterns; continued disruptions to the global supply chain resulting in inability to source required parts for F5's products or the ability to only do so at greatly increased prices thereby impacting our revenues and/or margins; global economic conditions and uncertainties in the geopolitical environment; overall information technology spending; litigation involving patents, intellectual property, shareholder and other matters, and governmental investigations; potential security flaws in the Company's networks, products or services; cybersecurity attacks on its networks, products or services; natural catastrophic events; a pandemic or epidemic; F5's ability to sustain, develop and effectively utilize distribution relationships; F5's ability to attract, train and retain qualified product development, marketing, sales, professional services and customer support personnel; F5's ability to expand in international markets; the unpredictability of F5's sales cycle; the ability of F5 to execute on its share repurchase program including the timing of any repurchases; future prices of F5's common stock; and other risks and uncertainties described more fully in our documents filed with or furnished to the Securities and Exchange Commission, including our most recent reports on Form 10-K and Form 10-Q and current reports on Form 8-K and other documents that we may file or furnish from time to time, which could cause actual results to vary from expectations. The financial information contained in this release should be read in conjunction with the consolidated financial statements and notes thereto included in F5's most recent reports on Forms 10-Q and 10-K as each may be amended from time to time. All forward-looking statements in this press release are based on information available as of the date hereof and qualified in their entirety by this cautionary statement. F5 assumes no obligation to revise or update these forward-looking statements.

GAAP to non-GAAP presentation

In addition to financial information prepared in accordance with U.S. GAAP, this presentation also contains adjusted financial measures that we believe provide investors and management with supplemental information relating to operating performance and trends that facilitate comparisons between periods and with respect to projected information. These adjusted financial measures are non-GAAP and should be considered in addition to, but not as a substitute for, the information prepared in accordance with U.S. GAAP. We typically exclude certain GAAP items that management does not believe affect our basic operations and that do not meet the GAAP definition of unusual or non-recurring items. Other companies may define these measures in different ways. Further information relevant to the interpretation of adjusted financial measures, and reconciliations of these adjusted financial measures for historical data to the most comparable GAAP measures, may be found on F5's website at www.f5.com in the "Investor Relations" section. A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis due to the high variability and low visibility with respect to the charges which are excluded from these non-GAAP measures. For additional information, please see the appendix of this presentation.

Introduction & Business Overview

François Locoh-Donou, CEO & President

GAAP results

	Q321	Q322
Revenue	**$651.5M**	**$674.5M**
Gross margin	81.4%	80.6%
Operating margin	14.8%	15.9%
Net income	$89.6M	$83.0M
EPS	**$1.46**	**$1.37**

Continued strong software growth and supply chain-related systems declines

Q3FY22 Results

+5%
Product
Growth

+2%
Global Services
Growth

+38%
Software
Growth

-18%
Systems
Growth

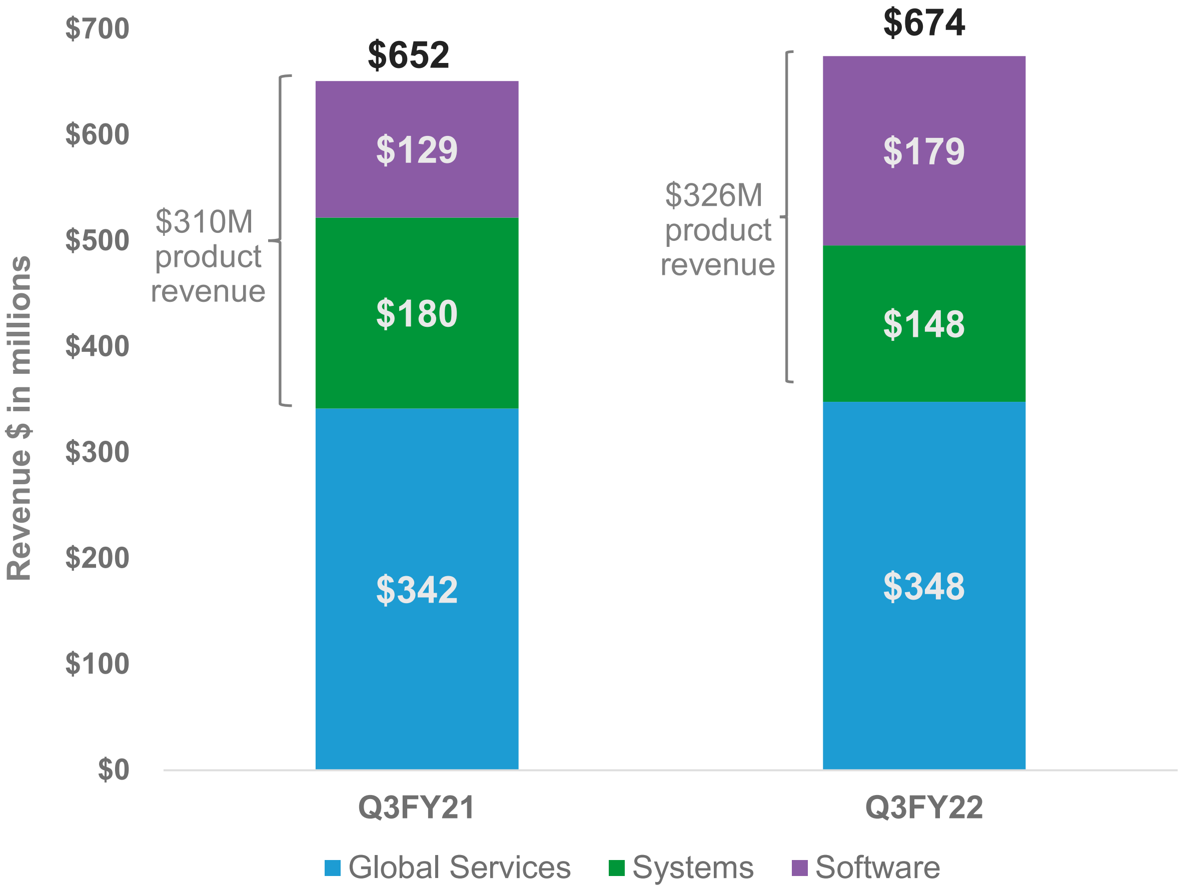
Strong Q3 demand from customers adding, scaling and securing their applications

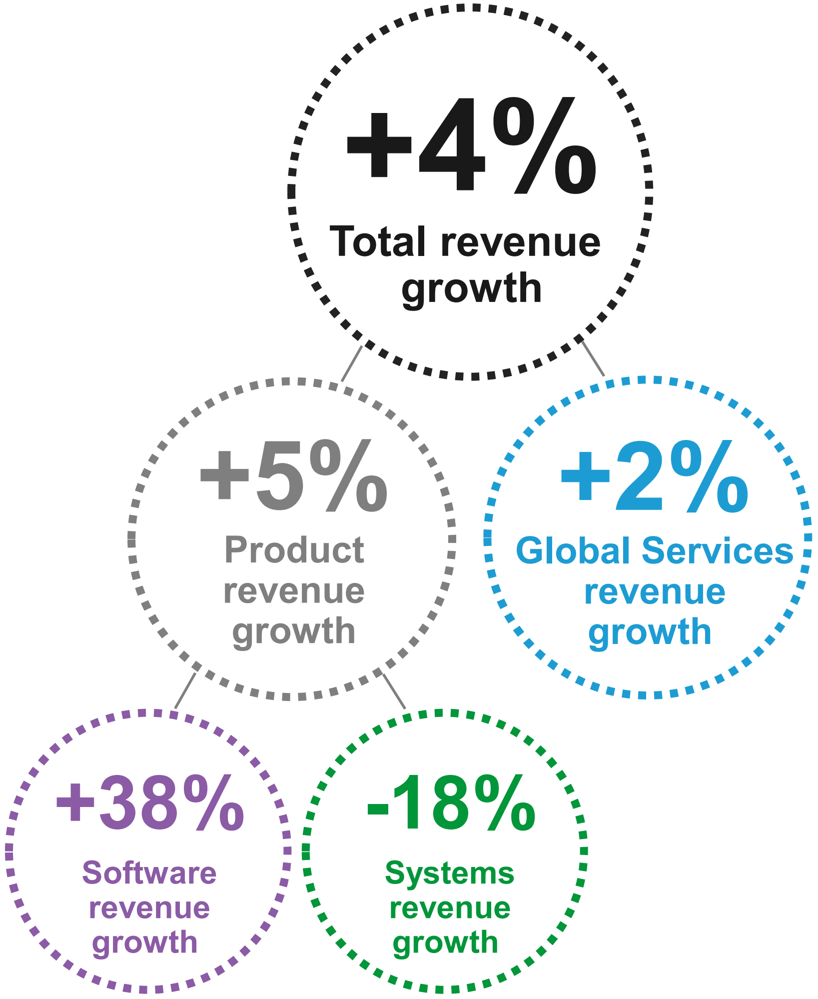
Security	Hybrid	SaaS	Service Providers
Customers are leveraging both F5's software and systems form factors to address security challenges.	Customers are turning to F5 to unite their traditional and modern architecture strategies and simplify their operations.	Customers are using F5 Distributed Cloud Services for security, multi-cloud networking, and edge-based computing solutions via a unified SaaS platform.	Customers are using F5 to scale and secure their 4G cores and to move 5G cores into production.

Q3FY22 Results

Frank Pelzer, CFO & EVP

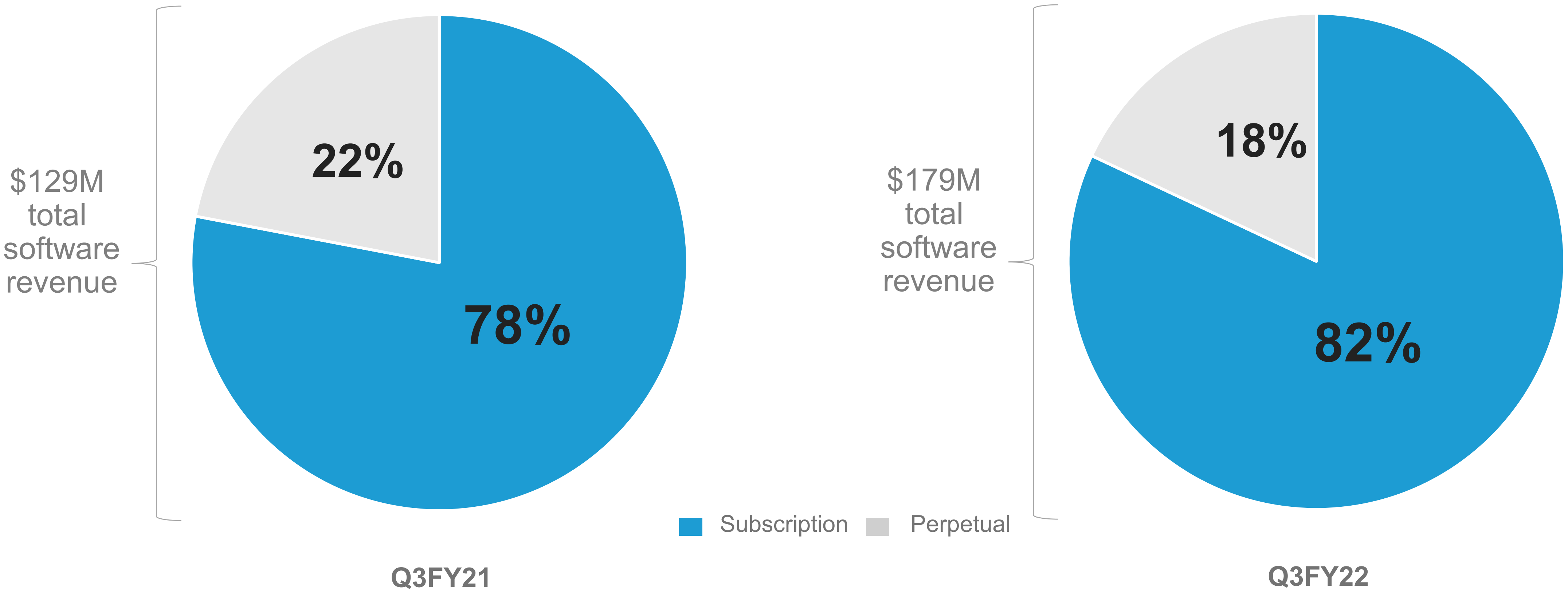
Q3FY22 revenue mix





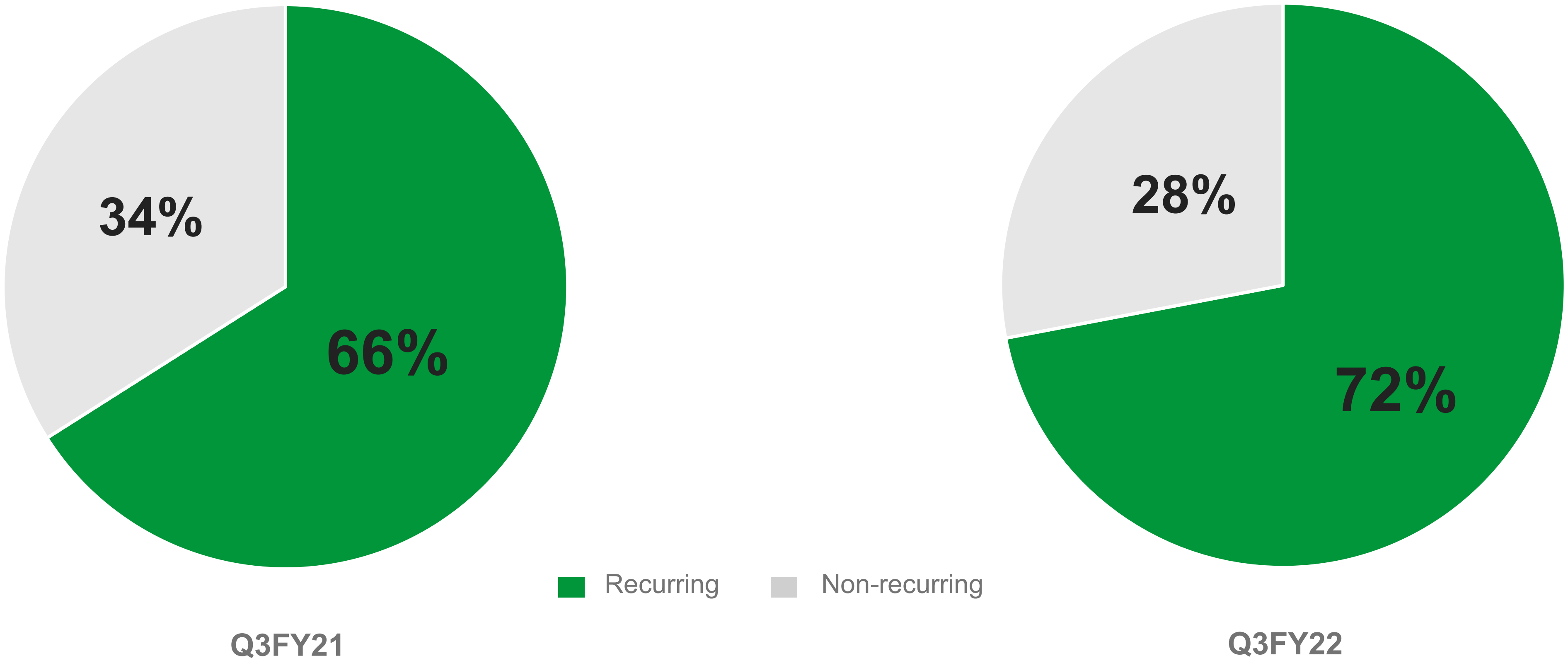
TOTALS MAY NOT ADD DUE TO ROUNDING.

Subscriptions are a growing contributor to our software revenue



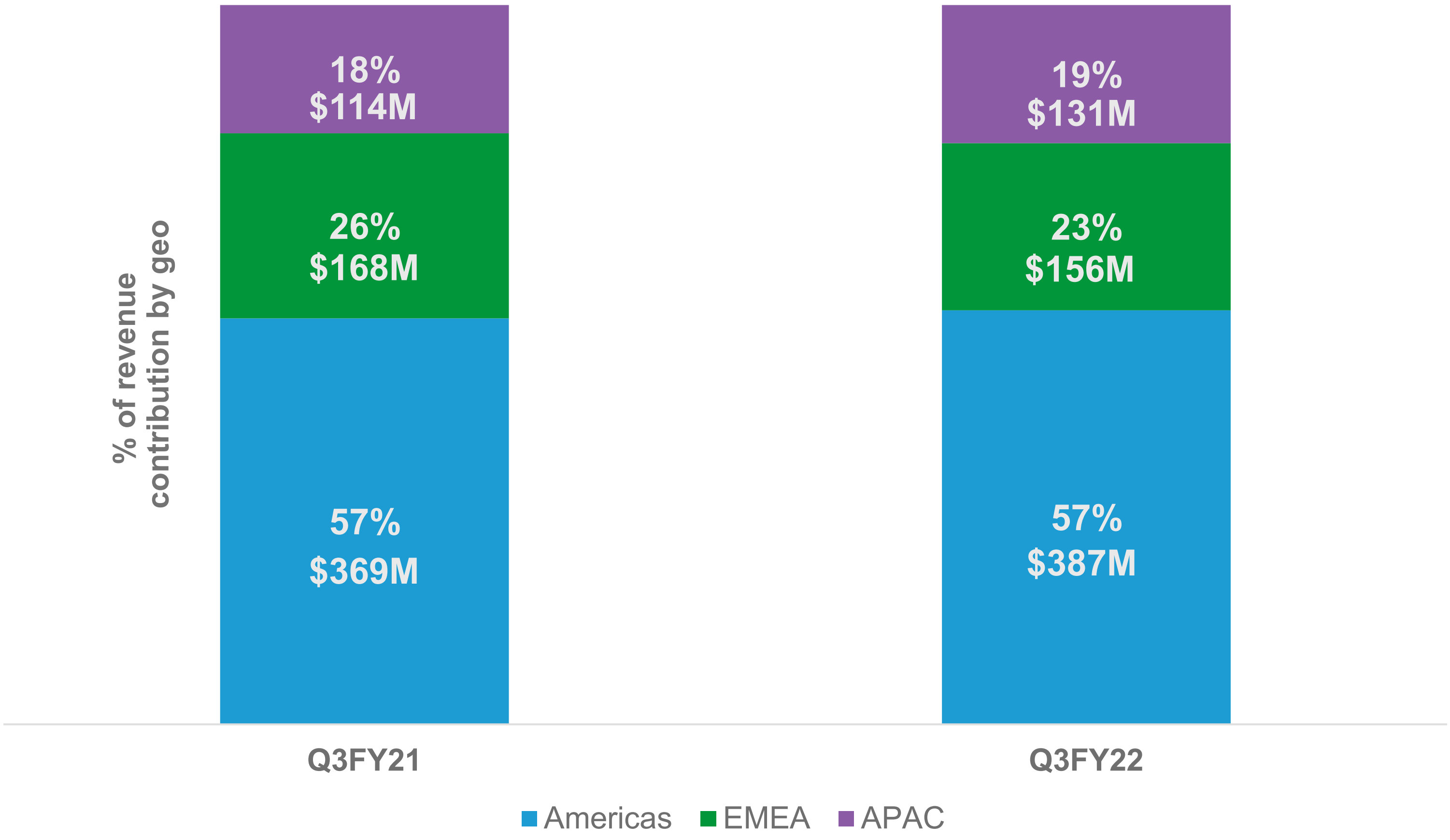
SUBSCRIPTION REVENUE INCLUDES TERM SUBSCRIPTIONS, BOTH MULTI-YEAR AND ANNUAL, AS WELL AS SAAS-BASED REVENUE.

Revenue from recurring sources continues to grow



RECURRING REVENUE INCLUDES SUBSCRIPTIONS, SAAS-BASED AND UTILITY-BASED REVENUE AND THE MAINTENANCE PORTION OF OUR GLOBAL SERVICES REVENUE..

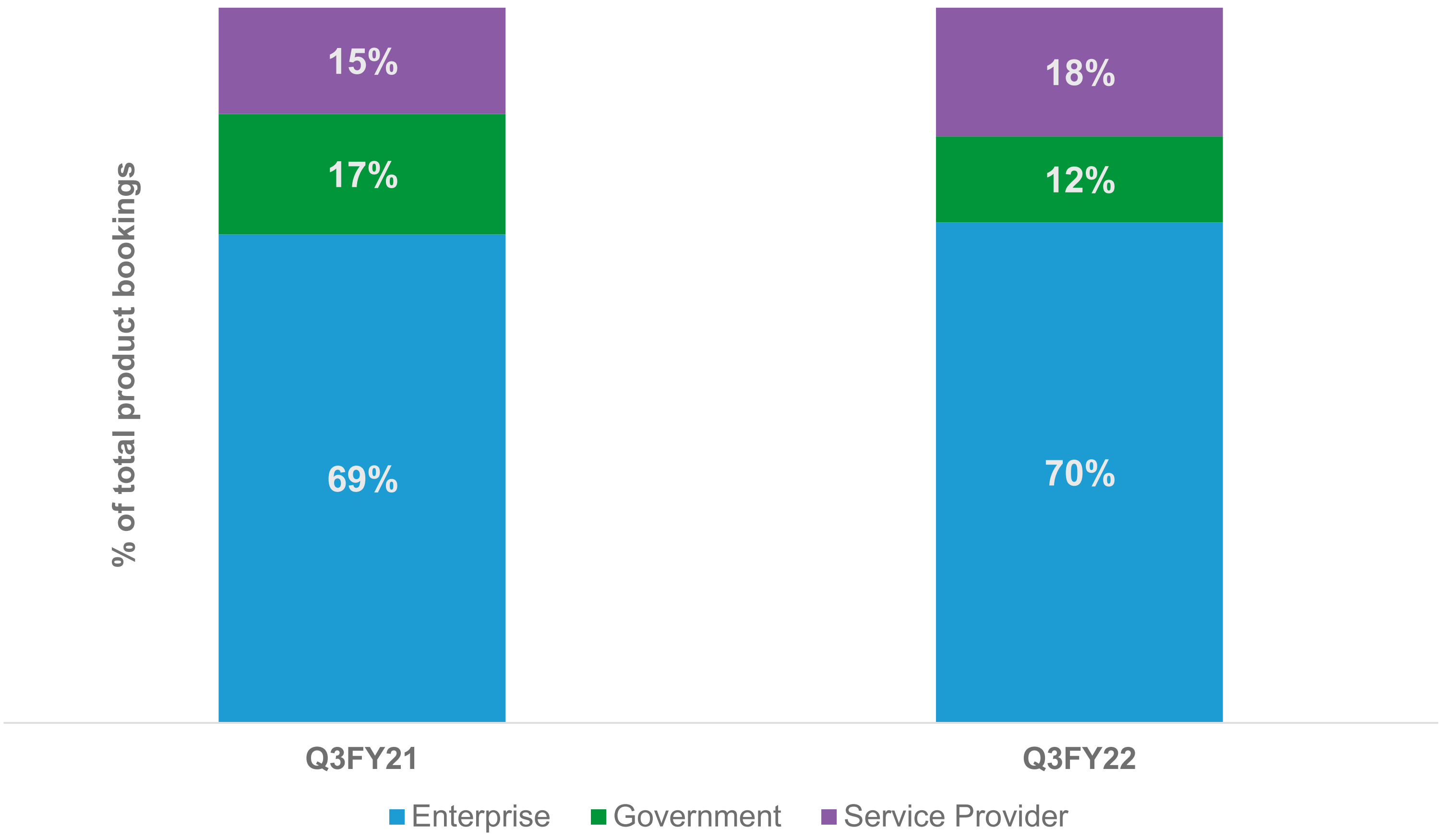
Q3FY22 revenue contribution by geography



Regional revenue growth

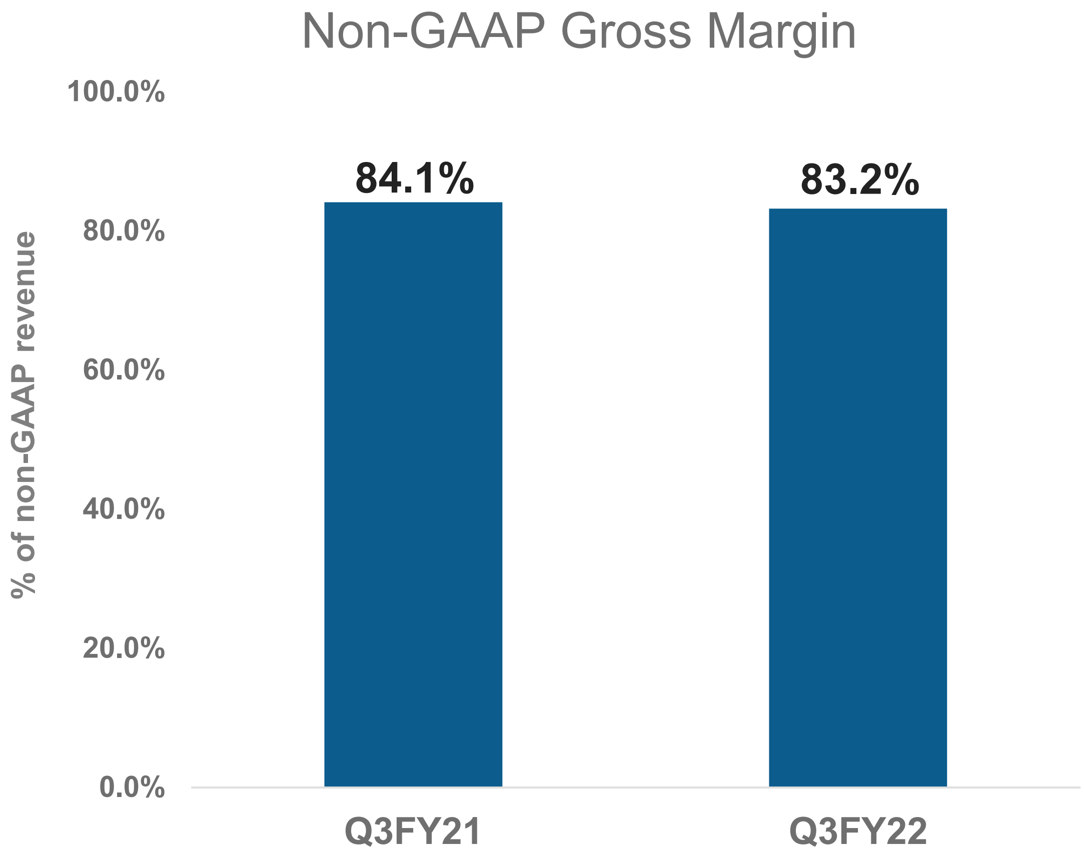
TOTALS MAY NOT ADD TO 100% DUE TO ROUNDING.

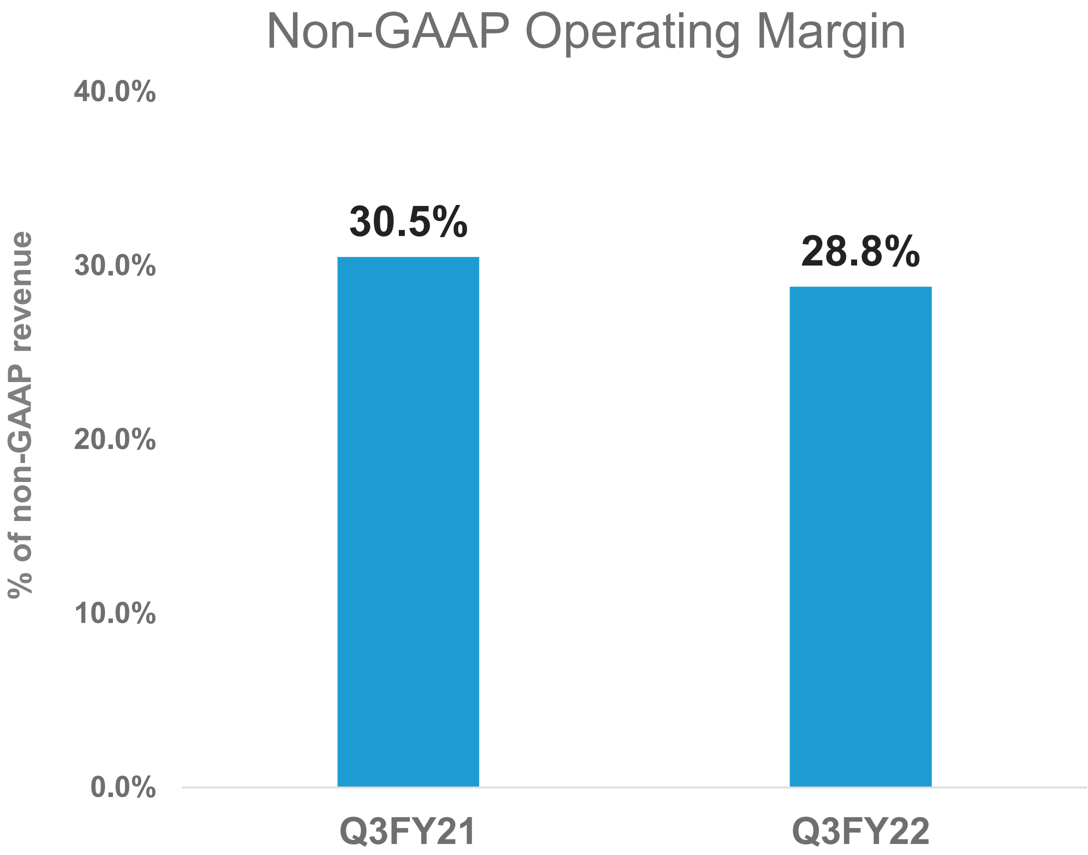
Q3FY22 customer verticals as a % of product bookings



TOTALS MAY NOT ADD TO 100% DUE TO ROUNDING.

Q3FY22 non-GAAP gross and operating margin

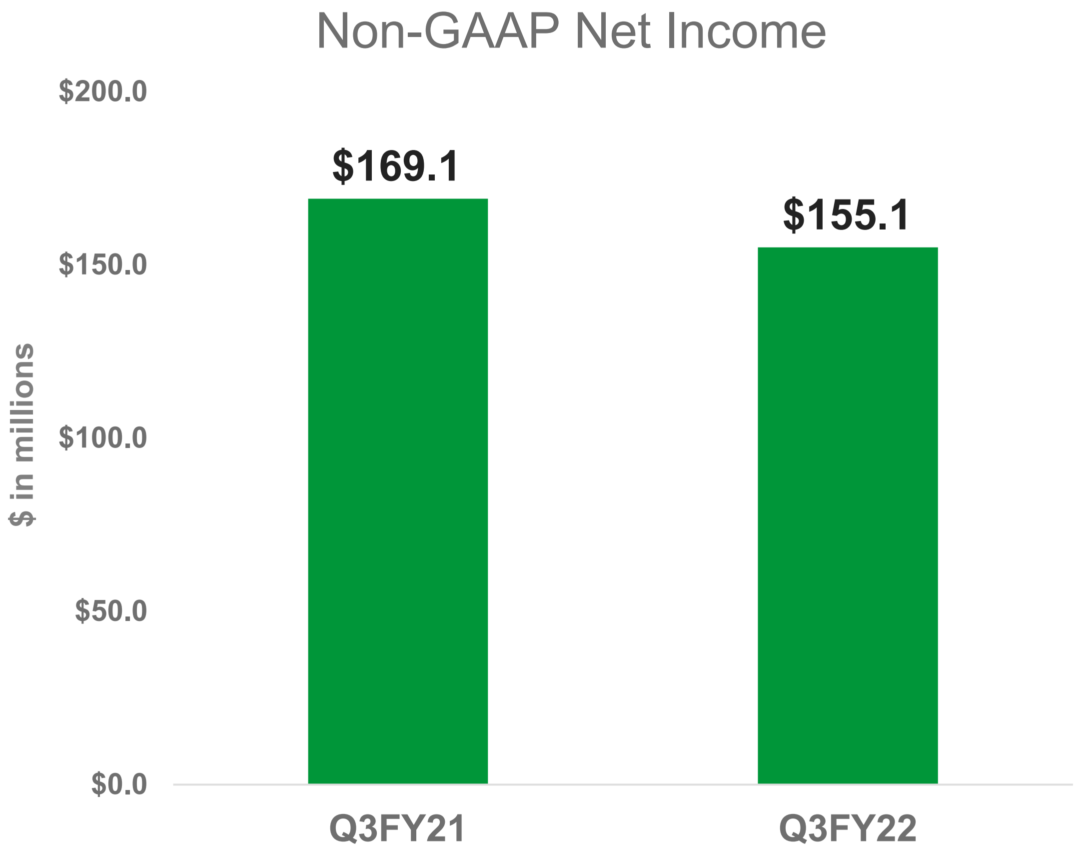


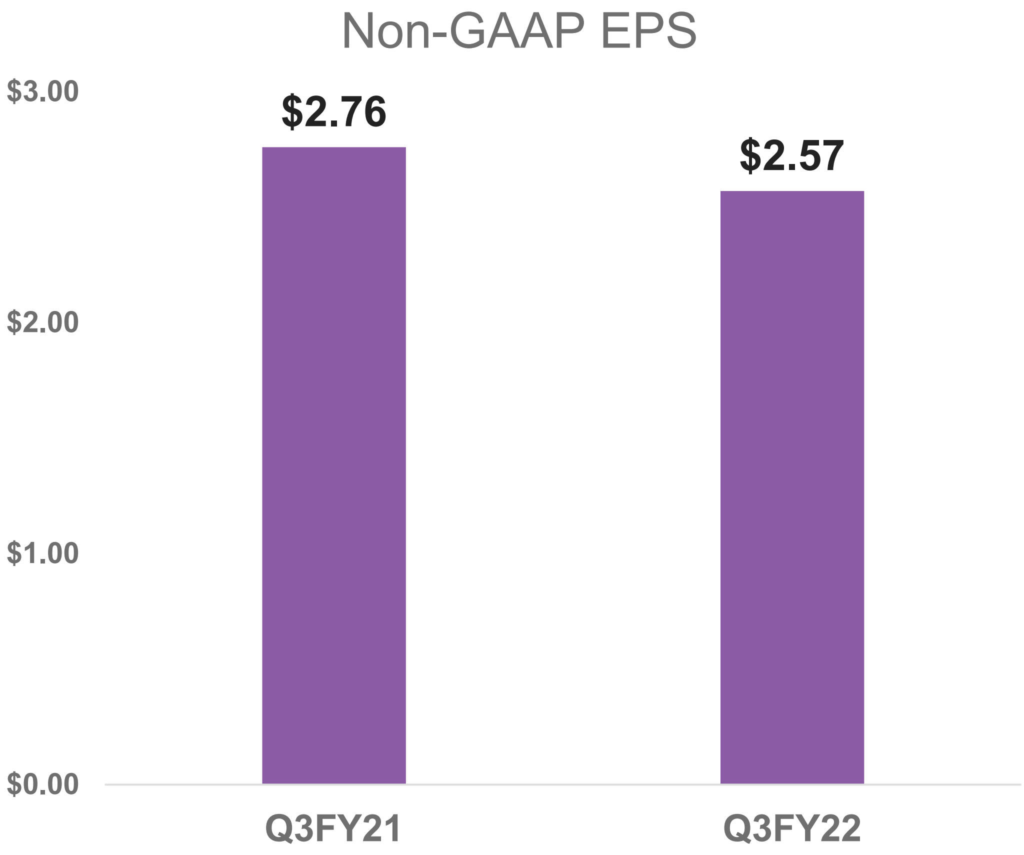


SEE APPENDIX FOR GAAP TO NON-GAAP RECONCILIATION

Q3FY22 non-GAAP net income and EPS

Reflects 17.4% Q3FY22 non-GAAP effective tax rate

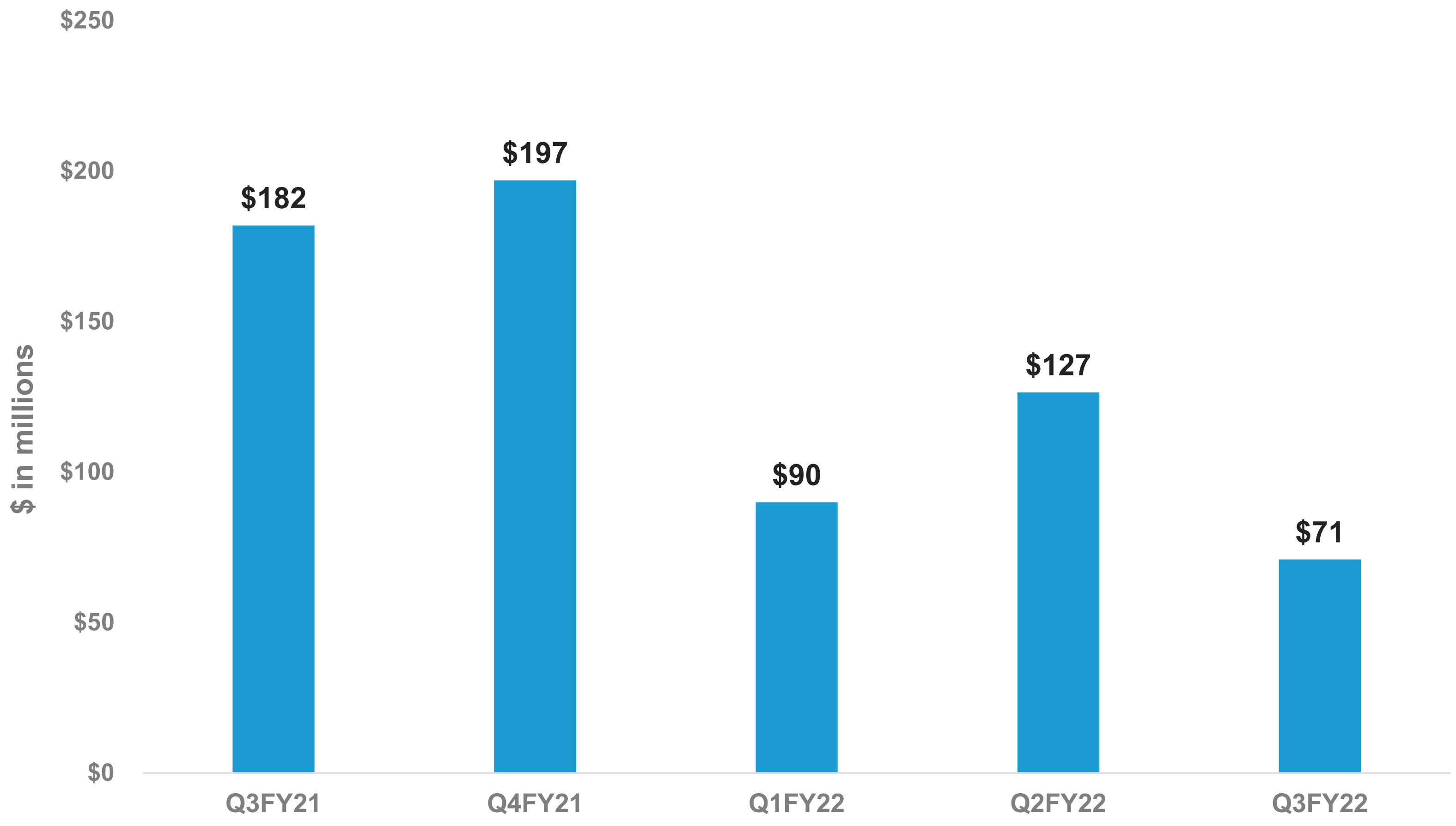




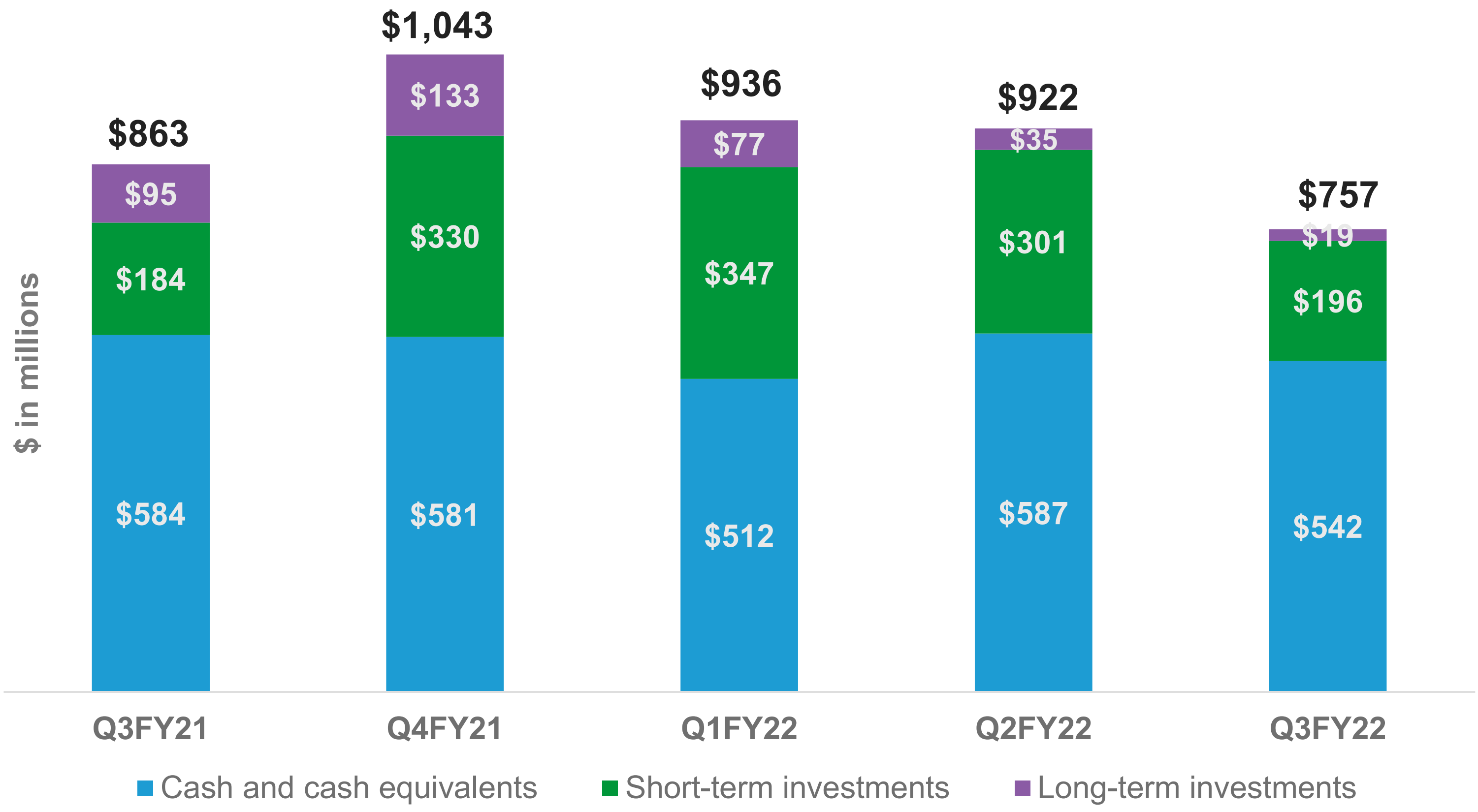
SEE APPENDIX FOR GAAP TO NON-GAAP RECONCILIATION

Q3FY22 cash flow from operations

- Q3's cash flow from operations is net of more than $30 million of payments to partners related to securing component inventory to support future hardware builds and expedite fees.
- Cash flow is also impacted by strong multi-year subscription sales which are invoiced annually and therefore spread cash collections over time



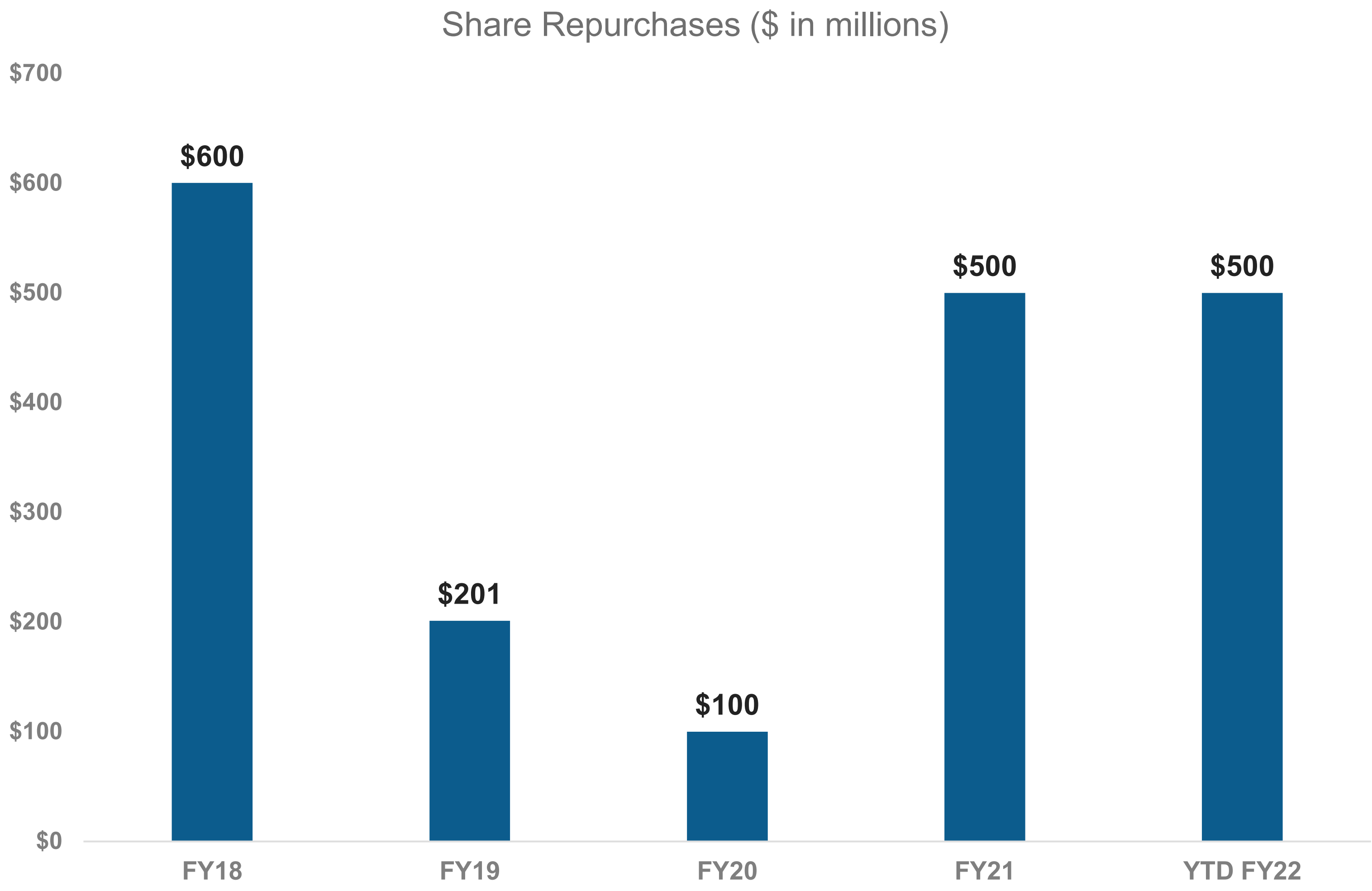
Q3FY22 cash and investments



Board authorized an additional $1B for share repurchases

We will continue to take a balanced approach to capital deployment and are committed to returning cash to shareholders

- Today we announced our Board has authorized an additional $1 billion for our share repurchase program.
- New authorization is incremental to the $272 million currently remaining on the existing program.
- During Q3FY22, we repurchased $250 million worth of shares at an average price of $171/share.
- YTD FY22, we repurchased $500 million in shares, meeting our prior commitment for the year.



Business Outlook

Our Q4FY22 outlook

	Q4FY22 Guidance
Total revenue	**$680 to $700**
Non-GAAP gross margin	82% to 83%
Non-GAAP operating expenses	$374 to $386M
Share-based compensation	$61 to $63M
Non-GAAP EPS	**$2.45 to $2.57**

	FY22 Guidance
Global services revenue growth	1.5% to 2%
Software revenue growth	Toward high end of 35% to 40% growth target
Non-GAAP operating margin	~29%
Non-GAAP effective tax rate	~19%

Q&A

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Appendix

GAAP to non-GAAP reconciliation

Gross Profit Reconciliation		
($ in thousands)		
	Q3FY22	**Q3FY21**
GAAP gross profit	$543,755	$530,611
Stock-based compensation	$7,203	$7,209
Amortization of purchased intangible assets	$9,960	$9,507
Facility-exit costs	$62	$770
Acquisition-related charges	$96	$0
Total adjustments to gross profit	$17,321	$17,486
Non-GAAP gross profit	**$561,076**	**$548,097**
Non-GAAP gross margin	**83.2%**	**84.1%**
Operating Expense Reconciliation		
($ in thousands)		
	Q3FY22	**Q3FY21**
GAAP operating expense	$436,291	$434,199
Stock-based compensation-sales and marketing	$25,572	$26,399
Stock-based compensation-research and development	$17,502	$17,342
Stock-based compensation-general and administrative	$11,598	$10,518
Amortization of purchased intangible assets-sales and marketing	$2,389	$2,849
Amortization of purchased intangible assets-general and administrative	$352	$575
Facility-exit costs-sales and marketing	$546	$1,188
Facility-exit costs-research and development	$627	$1,474
Facility-exit costs-general and administrative	$515	$1,040
Acquisition-related charges-sales and marketing	$2,493	$8,525
Acquisition-related charges-research and development	$5,479	$11,681
Acquisition-related charges-general and administrative	$2,156	$3,378
Total adjustments to operating expenses	$69,229	$84,969
Non-GAAP operating expense	**$367,062**	**$349,230**
Income from Operations Reconciliation		
($ in thousands)		
	Q3FY22	**Q3FY21**
GAAP operating income	$107,464	$96,412
Total adjustments related to gross profit	$17,321	$17,486
Total adjustments related to operating expense	$69,229	$84,969
Total adjustments related to income from operations	$86,550	$102,455
Non-GAAP income from operations	**$194,014**	**$198,867**
Non-GAAP operating margin	**28.8%**	**30.5%**

GAAP to non-GAAP reconciliation (continued)

Net Income Reconciliation		
($ in thousands except per share data)		
	Q3FY22	**Q3FY21**
GAAP net income	$83,019	$89,604
Total adjustments to gross profit	$17,321	$17,486
Total adjustments to operating expenses	$69,229	$84,969
Exclude tax effect on above items	($14,427)	($22,943)
Total adjustments to net income	$72,123	$79,512
Non-GAAP net income	**$155,142**	**$169,116**
Weighted average basic common shares outstanding	59,965	60,186
Weighted average dilutive potential common shares outstanding	60,460	61,351
	Q3FY22	**Q3FY21**
GAAP income from operations	$107,464	$96,412
GAAP other income	($6,221)	($2,163)
GAAP pre-tax income	$101,243	$94,249
GAAP provision for income taxes	$18,224	$4,645
GAAP effective tax rate	18.0%	4.9%
Non-GAAP income from operations	$194,014	$198,867
Non-GAAP other income	($6,221)	($2,163)
Non-GAAP pre-tax income	$187,793	$196,704
Non-GAAP provision for income taxes	$32,651	$27,588
Non-GAAP effective tax rate	17.4%	14.0%
Net Income per Common Share		
GAAP diluted net income per common share	$ 1.37	$ 1.46
Non-GAAP diluted net income per common share	**$ 2.57**	**$ 2.76**

GAAP to non-GAAP reconciliation (continued)

The non-GAAP adjustments, and F5's basis for excluding them from non-GAAP financial measures, are outlined below:

Acquisition-related write-downs of assumed deferred revenue. Included in its GAAP financial statements, F5 records acquisition-related write-downs of assumed deferred revenue to fair value, which results in lower recognized revenue over the term of the contract. F5 includes revenue associated with acquisition-related write-downs of assumed deferred revenue in its non-GAAP financial measures as management believes it provides a more accurate depiction of revenue arising from our strategic acquisitions.

Stock-based compensation. Stock-based compensation consists of expense for stock options, restricted stock, and employee stock purchases through the Company's Employee Stock Purchase Plan. Although stock-based compensation is an important aspect of the compensation of F5's employees and executives, management believes it is useful to exclude stock-based compensation expenses to better understand the long-term performance of the Company's core business and to facilitate comparison of the Company's results to those of peer companies.

Amortization and impairment of purchased intangible assets. Purchased intangible assets are amortized over their estimated useful lives, and generally cannot be changed or influenced by management after the acquisition. On a non-recurring basis, when certain events or circumstances are present, management may also be required to write down the carrying value of its purchased intangible assets and recognize impairment charges. Management does not believe these charges accurately reflect the performance of the Company's ongoing operations, therefore, they are not considered by management in making operating decisions. However, investors should note that the use of intangible assets contributed to F5's revenues earned during the periods presented and will contribute to F5's future period revenues as well.

Facility-exit costs. F5 has incurred charges in connection with the exit of facilities as well as other non-recurring lease activity. These charges are not representative of ongoing costs to the business and are not expected to recur. As a result, these charges are being excluded to provide investors with a more comparable measure of costs associated with ongoing operations.

Acquisition-related charges, net. F5 does not acquire businesses on a predictable cycle and the terms and scope of each transaction can vary significantly and are unique to each transaction. F5 excludes acquisition-related charges from its non-GAAP financial measures to provide a useful comparison of the Company's operating results to prior periods and to its peer companies. Acquisition-related charges consist of planning, execution and integration costs incurred directly as a result of an acquisition.

Impairment charges. In fiscal year 2021, F5 recorded impairment charges related to the permanent exit of certain floors at its Seattle headquarters. These charges are not representative of ongoing costs to the business and are not expected to recur. As a result, these charges are being excluded to provide investors with a more comparable measure of costs associated with ongoing operations.

Restructuring charges. F5 has incurred restructuring charges that are included in its GAAP financial statements, primarily related to workforce reductions and costs associated with exiting facility-lease commitments. F5 excludes these items from its non-GAAP financial measures when evaluating its continuing business performance as such items vary significantly based on the magnitude of the restructuring action and do not reflect expected future operating expenses. In addition, these charges do not necessarily provide meaningful insight into the fundamentals of current or past operations of its business.

Management believes that non-GAAP net income per share provides useful supplemental information to management and investors regarding the performance of the Company's core business operations and facilitates comparisons to the Company's historical operating results. Although F5's management finds this non-GAAP measure to be useful in evaluating the performance of the core business, management's reliance on this measure is limited because items excluded from such measures could have a material effect on F5's earnings and earnings per share calculated in accordance with GAAP. Therefore, F5's management will use its non-GAAP earnings and earnings per share measures, in conjunction with GAAP earnings and earnings per share measures, to address these limitations when evaluating the performance of the Company's core business. Investors should consider these non-GAAP measures in addition to, and not as a substitute for, financial performance measures in accordance with GAAP.

F5 believes that presenting its non-GAAP measures of earnings and earnings per share provides investors with an additional tool for evaluating the performance of the Company's core business and is used by management in its own evaluation of the Company's performance. Investors are encouraged to look at GAAP results as the best measure of financial performance. However, while the GAAP results are more complete, the Company provides investors these supplemental measures since, with reconciliation to GAAP, it may provide additional insight into the Company's operational performance and financial results.

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