



Q1FY22 Results

PERIOD ENDING DECEMBER 31, 2021

Published January 25, 2022

Forward-looking statements

This presentation and associated commentary 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 future customers, 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; potential 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

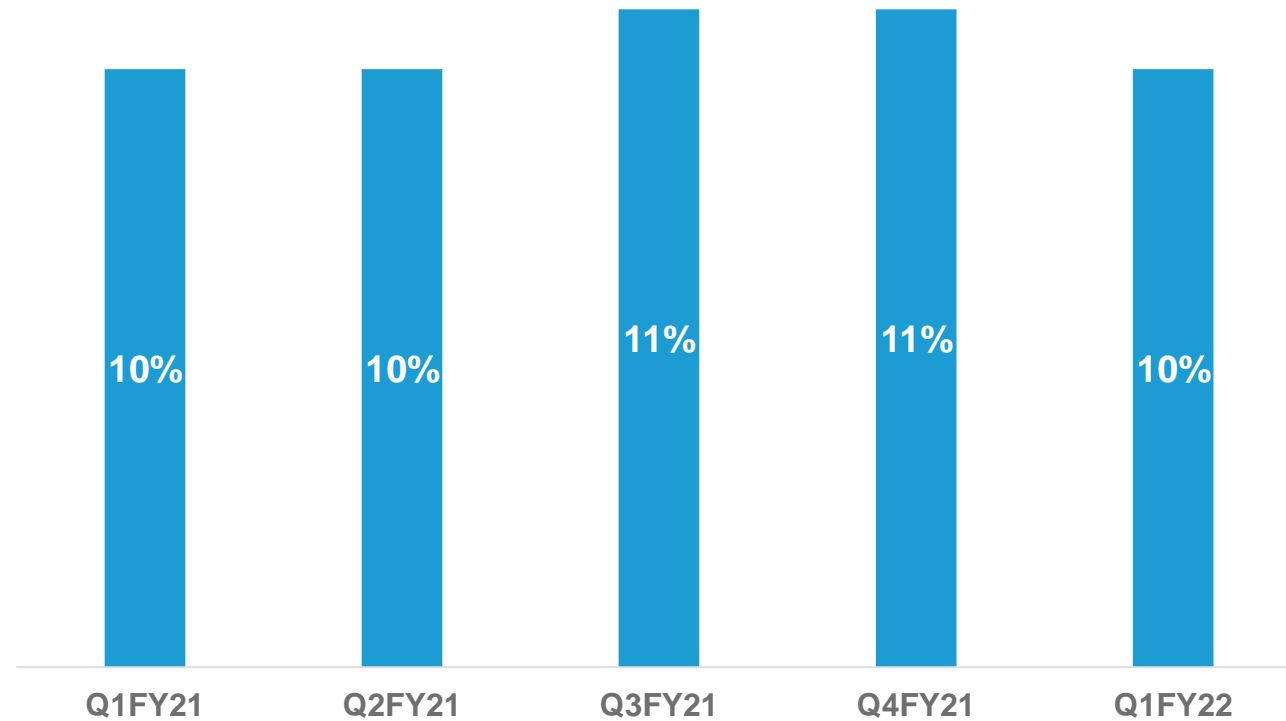
François Locoh-Donou, CEO & President

GAAP results

	Q121	Q122
Revenue	\$624.6M	\$687.1M
Gross margin	81.6%	80.3%
Operating margin	18.9%	16.6%
Net income	\$87.7M	\$93.6M
EPS	\$1.41	\$1.51

We have delivered five consecutive quarters of double-digit revenue growth

Total Revenue Growth
(% growth y/y)

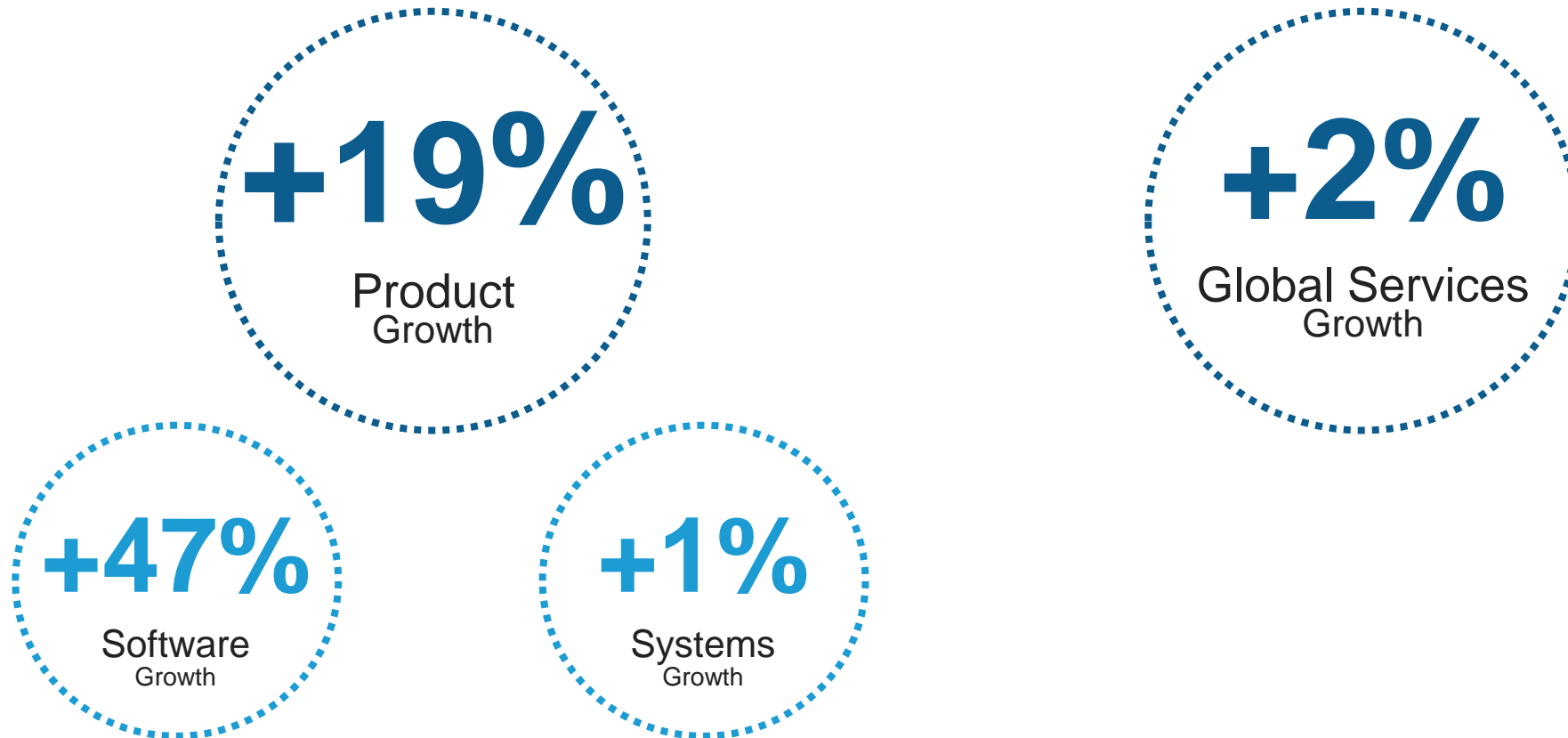


*Q1FY21 IS NON-GAAP REVENUE. SEE APPENDIX FOR GAAP TO NON-GAAP RECONCILIATION



Escalating demand for applications and application growth is driving strong F5 demand

Q1FY22 Growth Drivers



Supply chain constraints are restricting our ability to meet customers' continued strong demand for systems

Supply chain conditions are worsening

- Over the last year, stronger than expected systems demand coupled with ongoing supply chain constraints have gated our systems revenue growth.
- Over the last 30 days, a step-function decline in component availability is significantly restricting our ability to meet customers' continued strong systems demand.

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Implications for our Q2 & FY22

- We expect a Q2 revenue range of \$610 to \$650 million reflecting a \$60 to \$80 million shortfall in our ability to ship versus our prior expectations.
- Supply chain limitations are likely to have a net \$30 to \$90 million impact to our prior FY22 guidance.

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We are taking mitigating efforts

- Ongoing work with suppliers.
- Designing and qualifying replacement components where possible.
- Shifting customer demand to newer platforms.

We are more confident than ever in our position, strategy, and opportunity



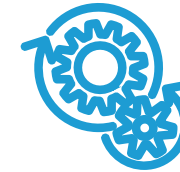
Demand Drivers

Our demand drivers are stronger than they have ever been



Software Transition

Our software transition continues to gain momentum



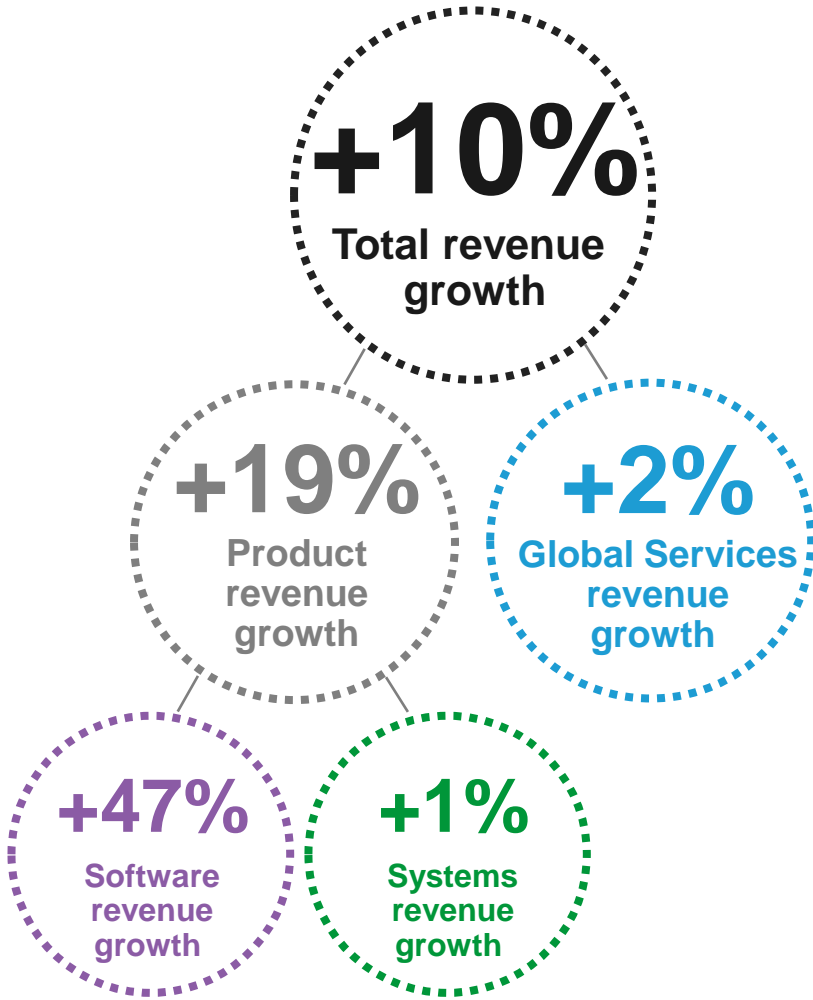
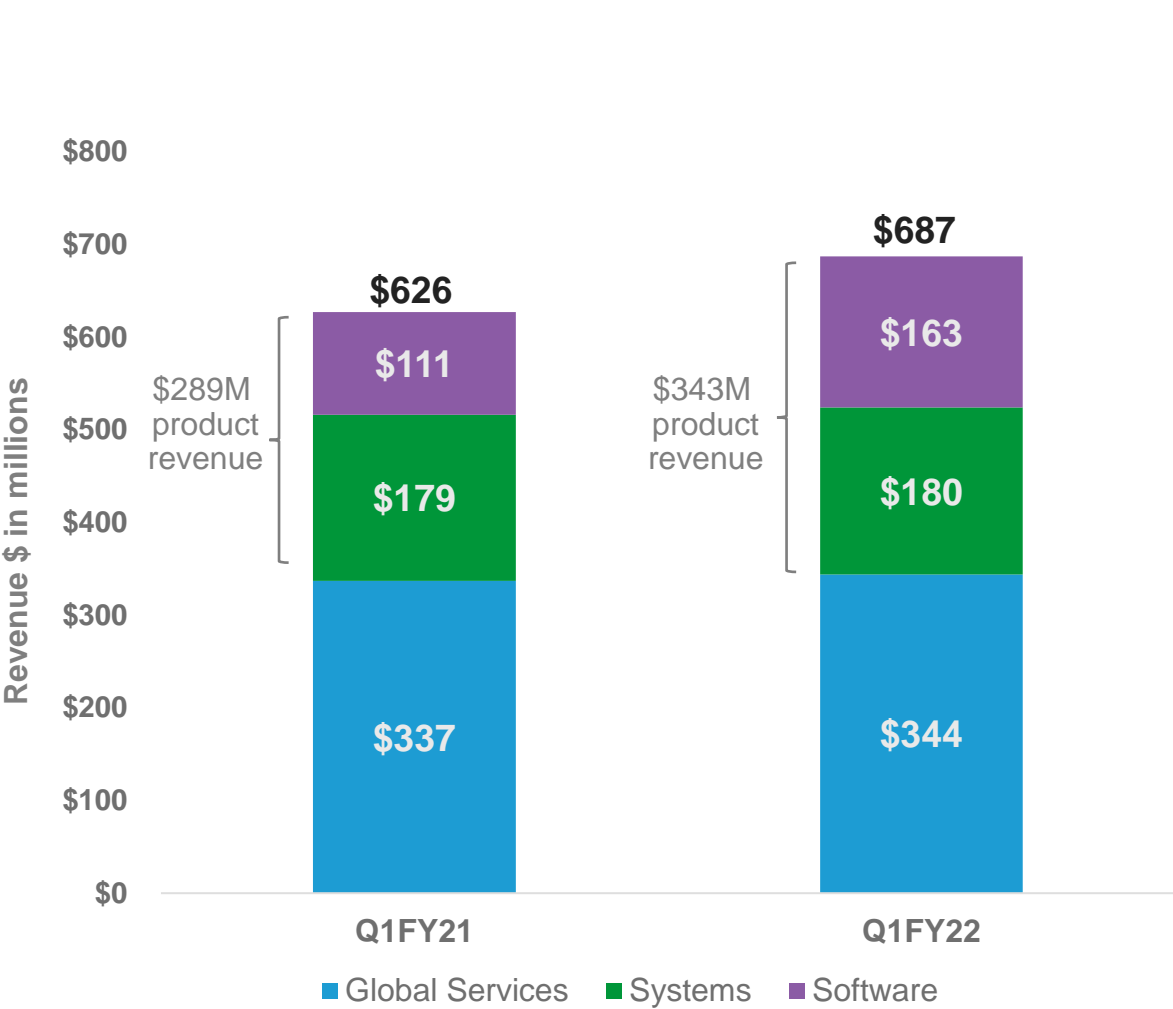
Operating Discipline

We will continue to invest responsibly and with confidence

Q1 FY22 Results

Frank Pelzer, CFO & EVP

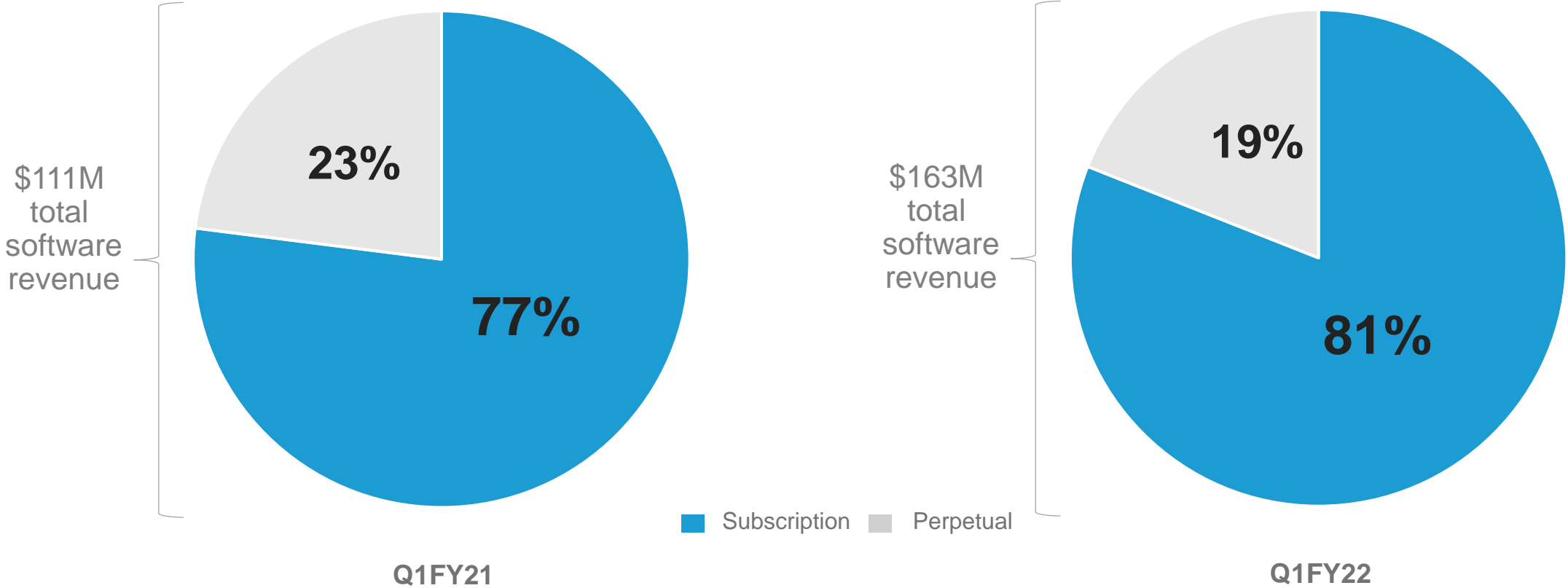
Q1FY22 revenue mix



*Q1FY21 IS NON-GAAP REVENUE. SEE APPENDIX FOR GAAP TO NON-GAAP RECONCILIATION. TOTALS MAY NOT ADD DUE TO ROUNDING.



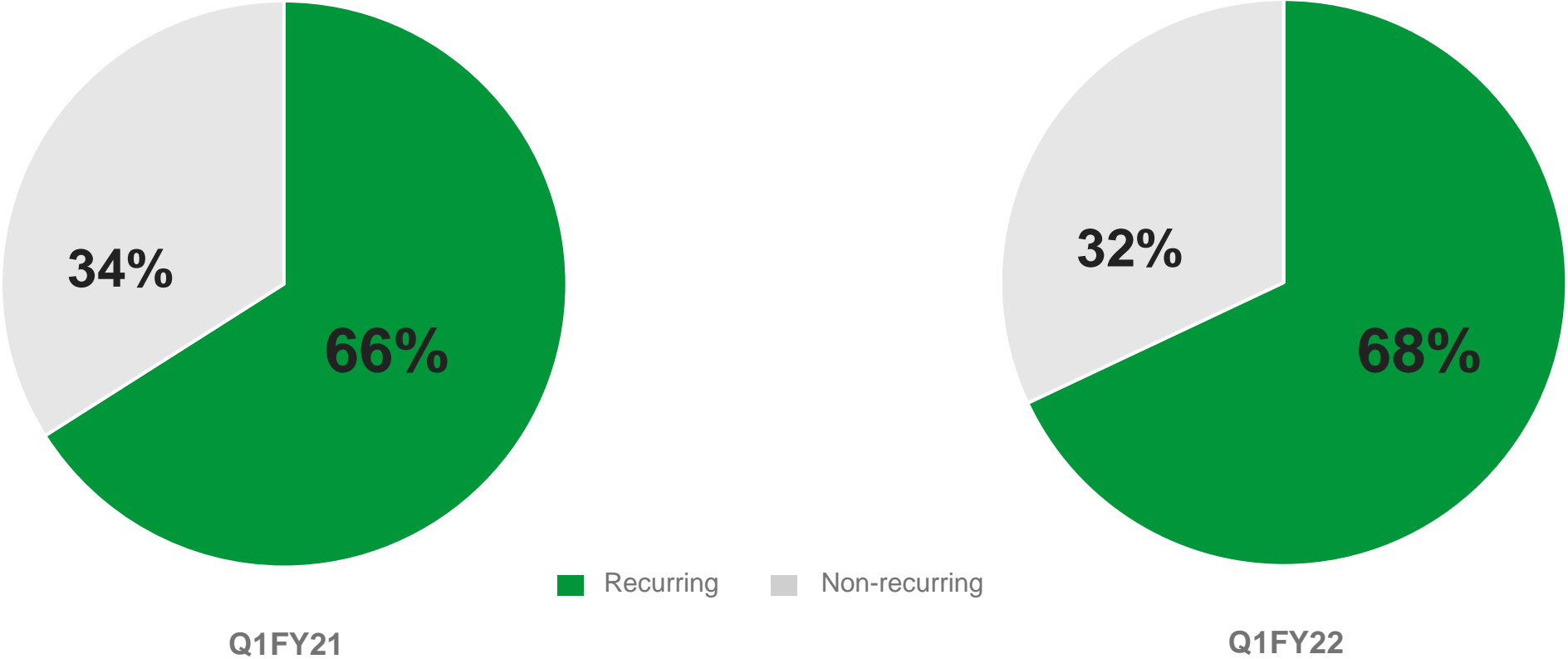
Growing software revenue from subscriptions



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



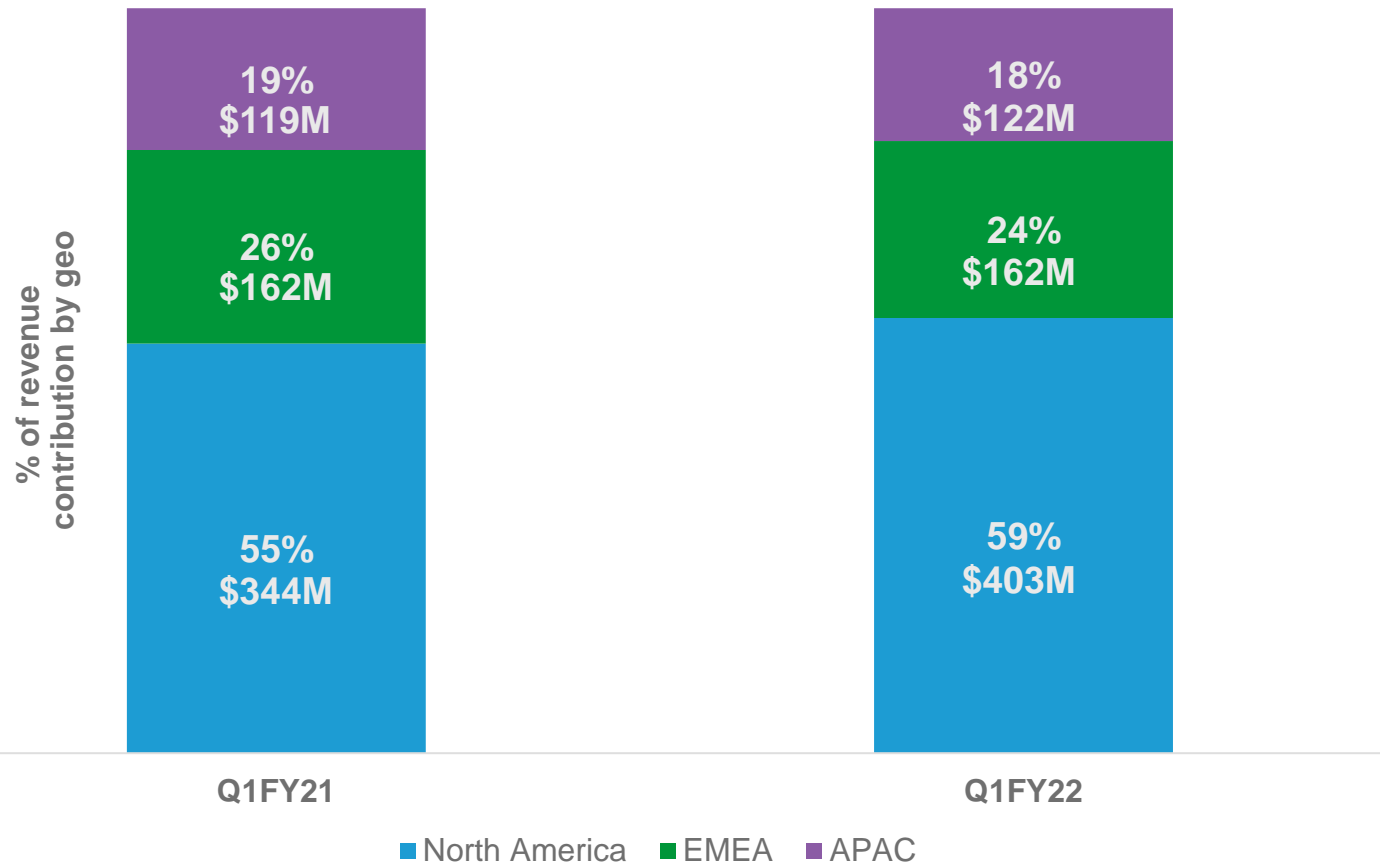
Growing revenue from recurring sources



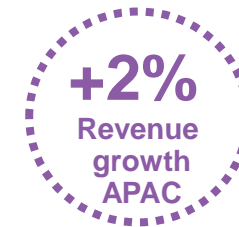
SUBSCRIPTION REVENUE INCLUDES TERM SUBSCRIPTIONS, BOTH MULTI-YEAR AND ANNUAL, AS WELL AS SAAS-BASED REVENUE.



Q1FY22 revenue contribution by geography

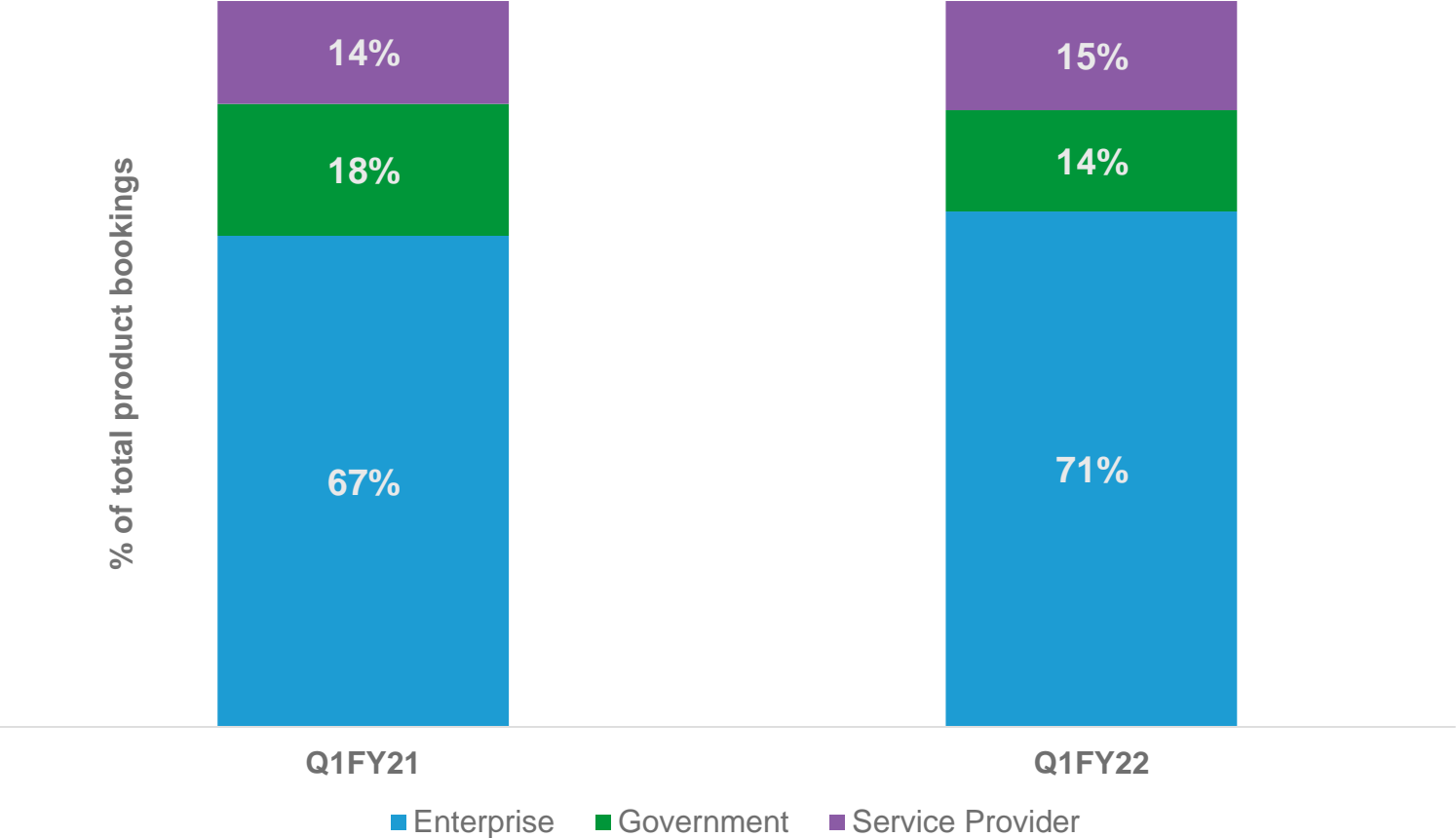


Regional revenue growth



TOTALS MAY NOT ADD TO 100% DUE TO ROUNDING.

Q1FY22 customer verticals as a % of product bookings

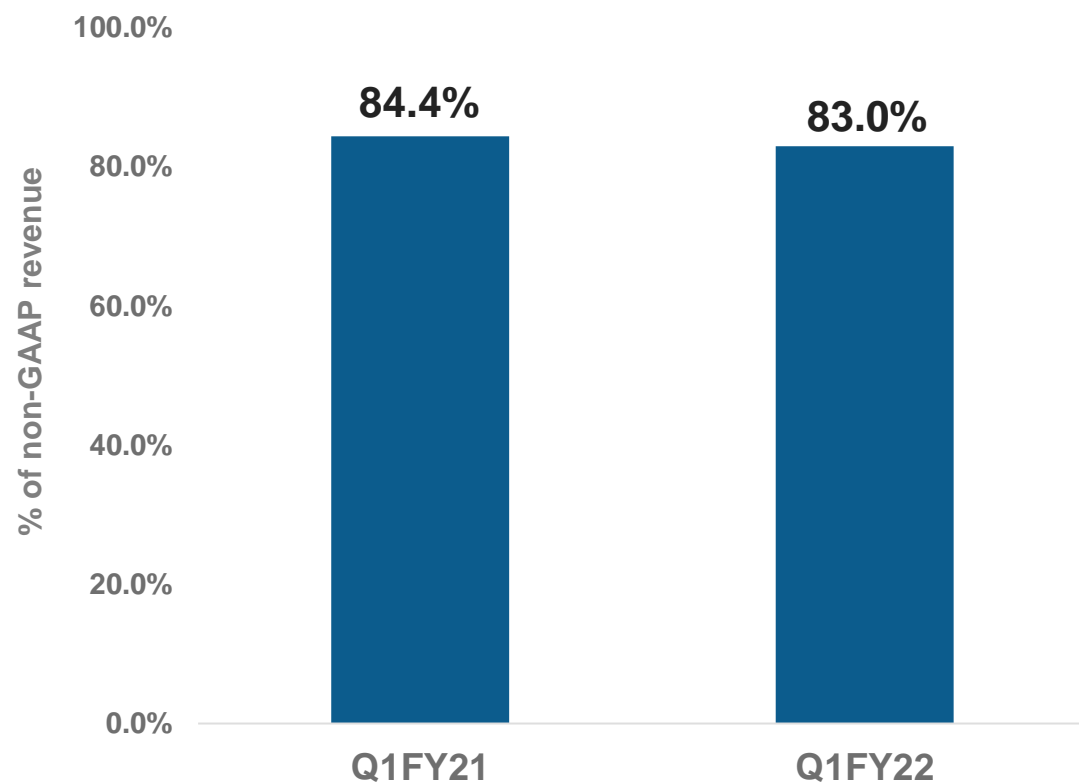


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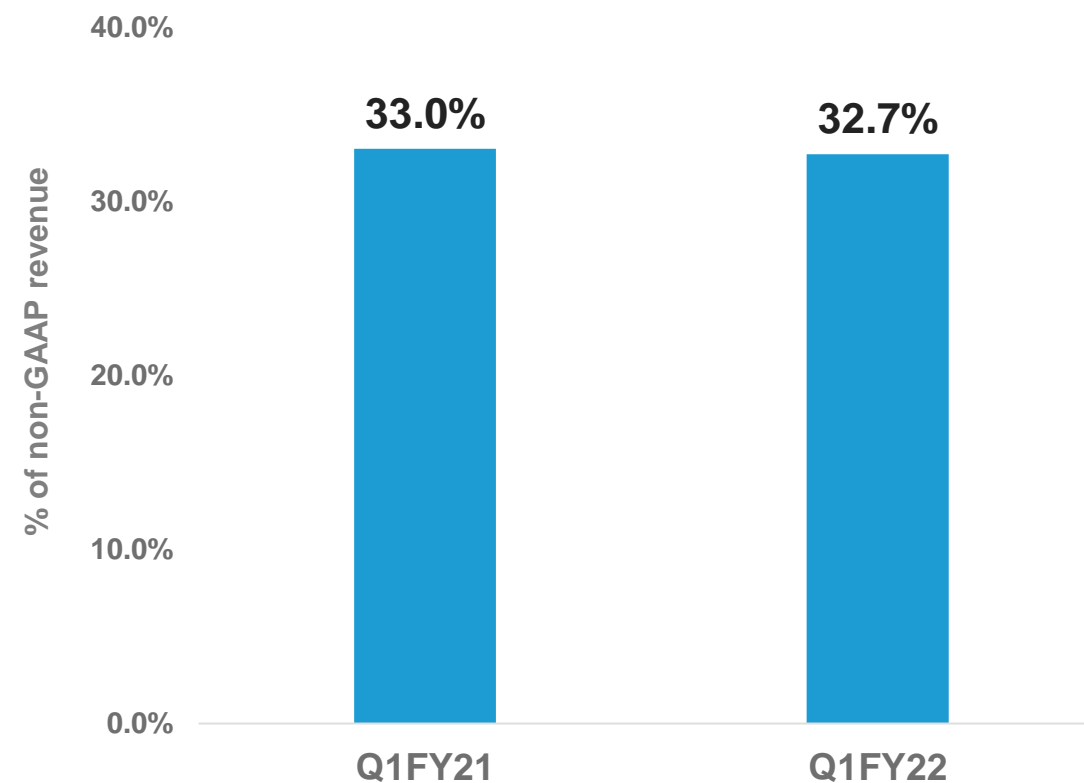


Q1FY22 non-GAAP gross and operating margin

Non-GAAP Gross Margin



Non-GAAP Operating Margin

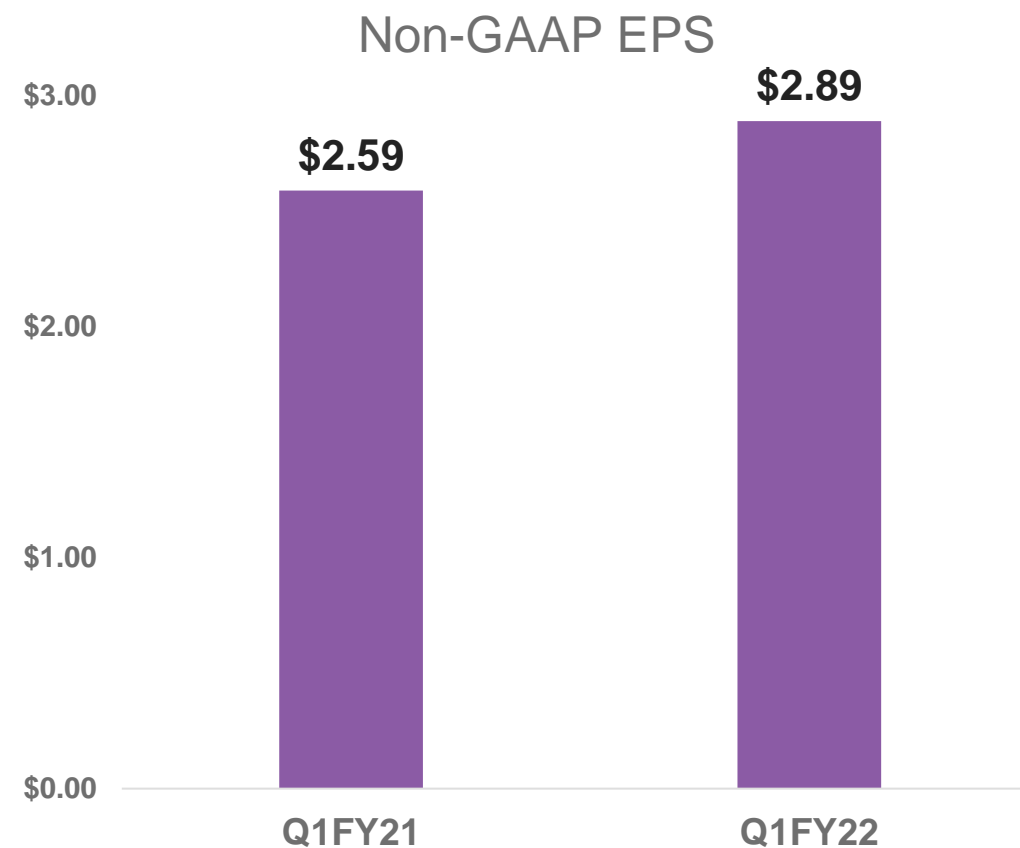
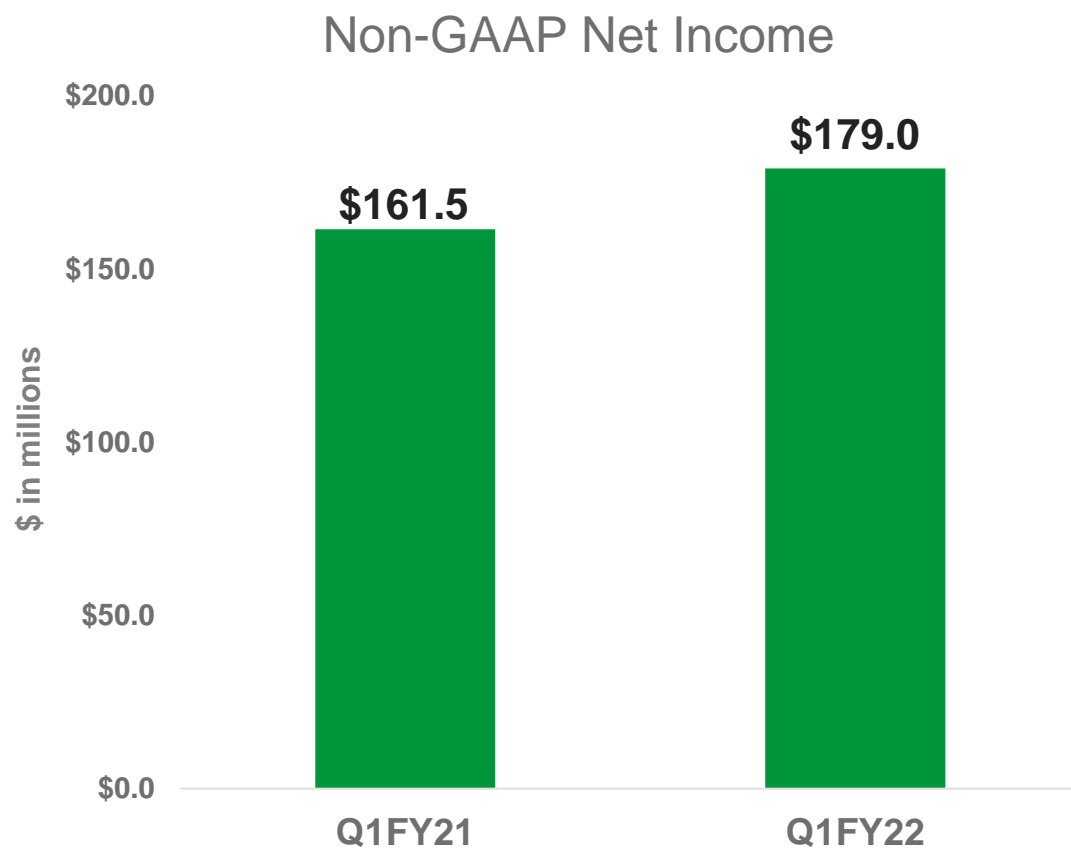


SEE APPENDIX FOR GAAP TO NON-GAAP RECONCILIATION



Q1FY22 non-GAAP net income and EPS

Reflects 19.5% Q1FY22 non-GAAP effective tax rate

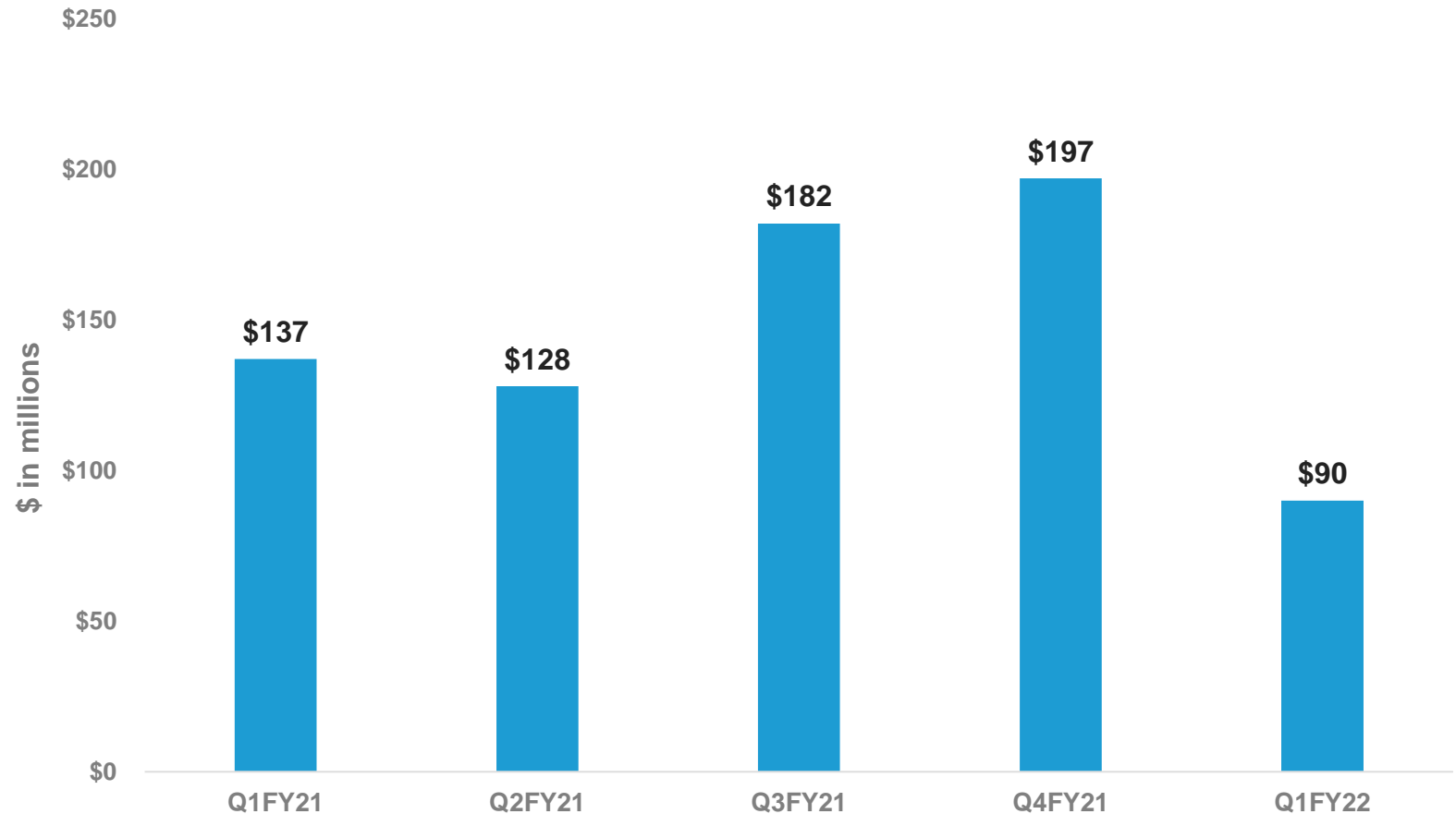


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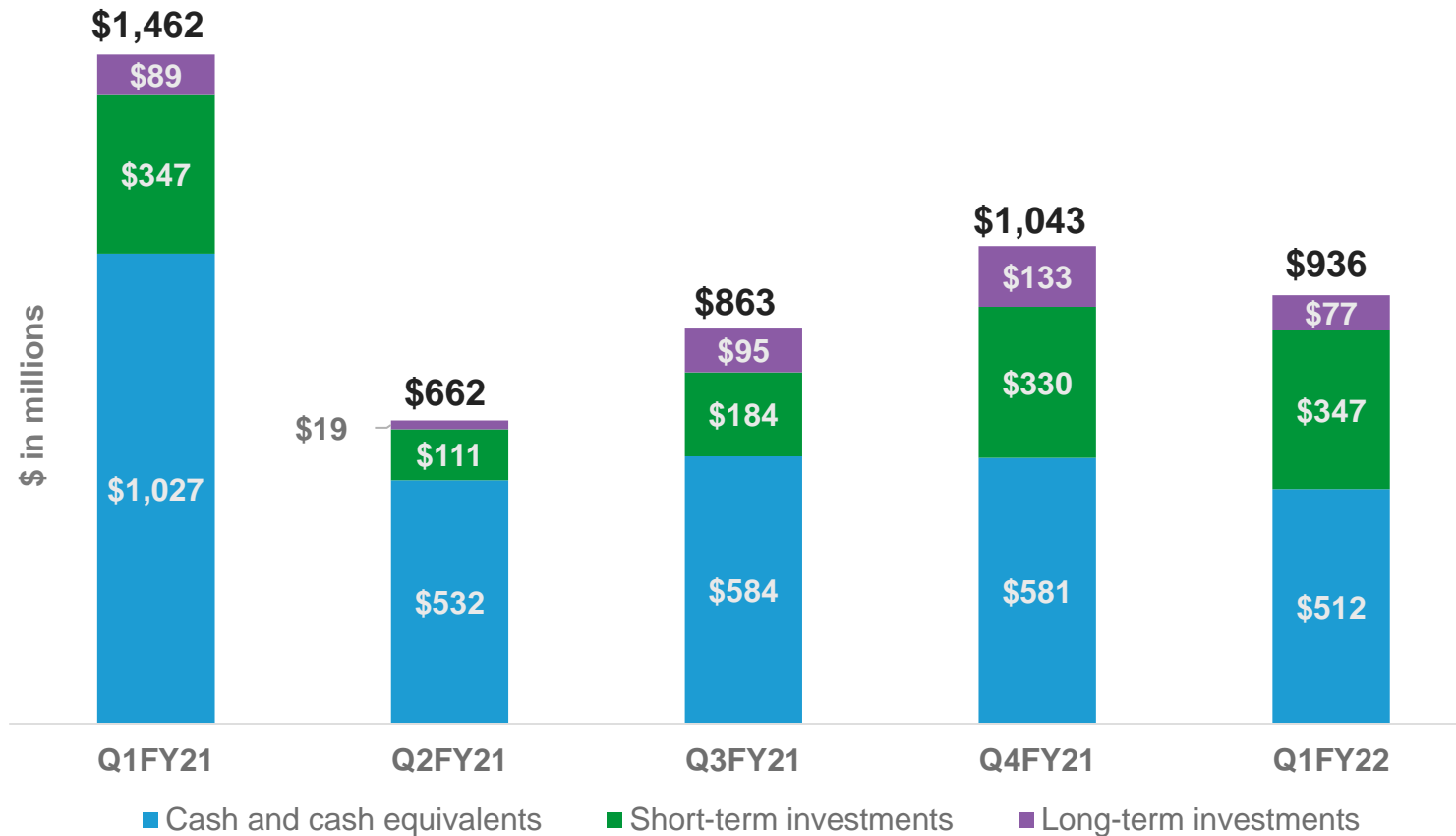


Q1FY22 cash flow from operations

- Cash flows generally dip in Q1 due to cash receipts and billings timing among other factors.
- Q1's cash flow is below our recent range because of two primary factors:
 1. Strong multi-year subscription sales which are invoiced annually and spread cash collections over time
 2. Some significant prepayments to our contract manufacturer associated with components for future builds



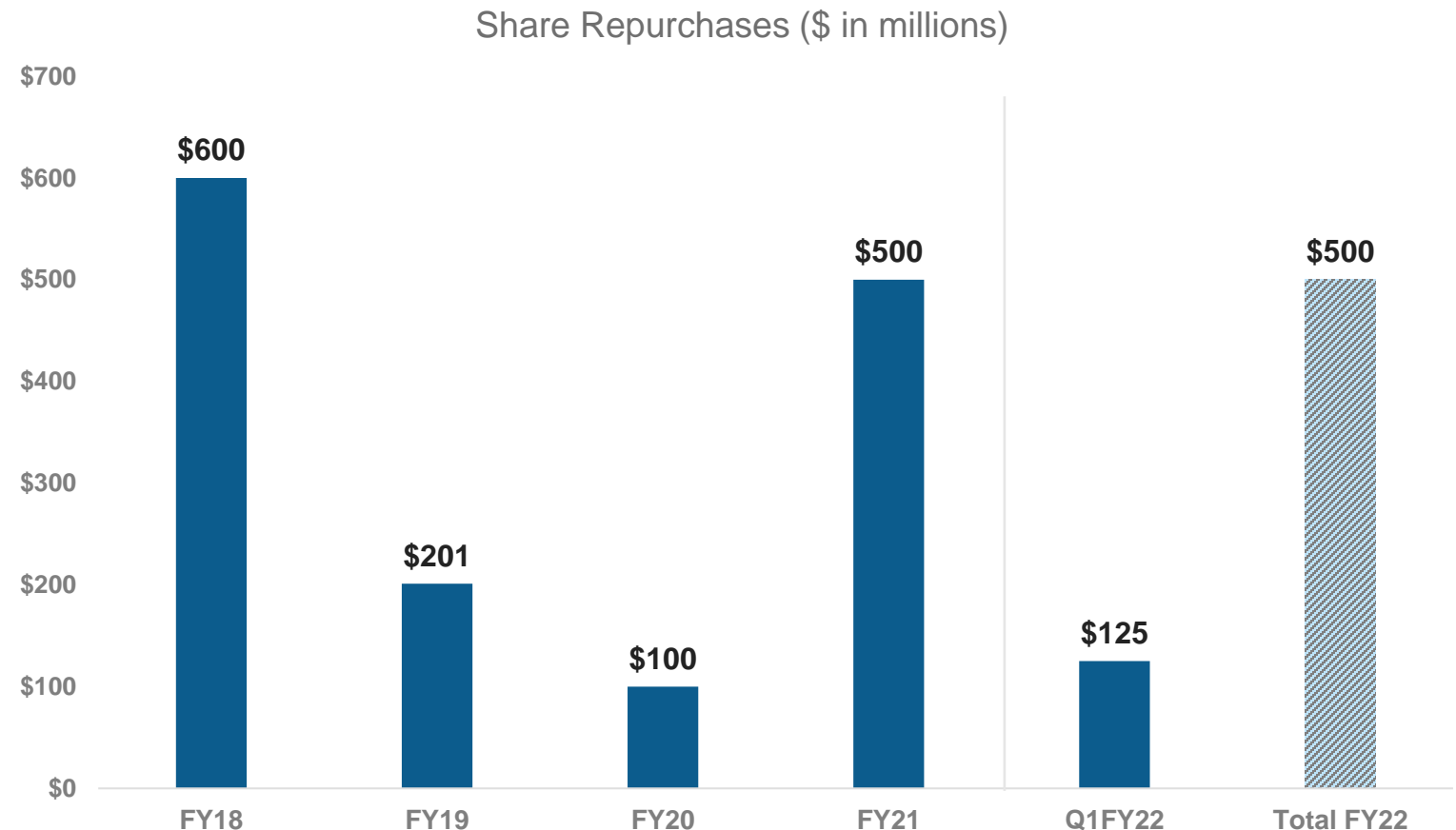
Q1FY22 cash and investments



Taking a balanced approach to capital deployment

We are committed to returning capital to shareholders

- In FY21 we completed a \$500M accelerated share repurchase
- In Q1FY22 we repurchased \$125M in shares
- During FY22, we are committed to \$500M in share repurchases
- Beginning in FY23, we intend to return 50% of free cash flow to shareholders via share repurchases



Business Outlook

Our Q2FY22 outlook

Q2FY22 Guidance

Total revenue	\$610 to \$650
Non-GAAP gross margin	~82% to 82.5%
Non-GAAP operating expenses	\$357 to \$371M
Share-based compensation	\$65 to \$67M
Non-GAAP EPS	\$1.75 to \$2.15

Our FY22 outlook

	FY22 Guidance
Software growth	Near top end of 35% to 40%
Services growth	1% to 2%
Total revenue growth	4.5% to 8%
Non-GAAP operating margin	29% to 31%
Non-GAAP effective tax rate	20% to 21%
Shares outstanding	~62M



Appendix

GAAP to non-GAAP reconciliation

Gross Profit Reconciliation		
(\$ in thousands)		
	Q1FY21	Q1FY22
GAAP revenue	\$624,617	\$687,100
Acquisition-related write-downs of assumed deferred revenue	\$1,283	\$0
Non-GAAP revenue	\$625,900	\$687,100
GAAP gross profit	\$509,638	\$552,027
Stock-based compensation	\$7,342	\$7,545
Amortization and impairment of purchased intangible assets	\$7,382	\$9,959
Facility-exit costs	\$172	\$482
Acquisition-related charges	\$2,490	\$87
Total adjustments to gross profit	\$17,386	\$18,073
Non-GAAP gross profit	\$528,307	\$570,100
Non-GAAP gross margin	84.4%	83.0%
Operating Expense Reconciliation		
(\$ in thousands)		
	Q1FY21	Q1FY22
GAAP operating expense	\$391,890	\$437,876
Stock-based compensation-sales and marketing	\$25,243	\$26,753
Stock-based compensation-research and development	\$14,987	\$18,583
Stock-based compensation-general and administrative	\$10,497	\$10,876
Amortization and impairment of purchased intangible assets-sales and marketing	\$2,749	\$8,915
Amortization and impairment purchased intangible assets-general and administrative	\$575	\$563
Facility-exit costs-sales and marketing	\$406	\$749
Facility-exit costs-research and development	\$334	\$912
Facility-exit costs-general and administrative	\$424	\$599
Acquisition-related charges-sales and marketing	\$4,771	\$6,164
Acquisition-related charges-research and development	\$4,393	\$5,994
Acquisition-related charges-general and administrative	\$6,011	\$4,646
Restructuring charges	\$0	\$7,909
Total adjustments to operating expenses	\$70,390	\$92,663
Non-GAAP operating expense	\$321,500	\$345,213

GAAP to non-GAAP reconciliation

Income from Operations Reconciliation		
(\$ in thousands)		
	Q1FY21	Q1FY22
GAAP operating income	\$117,748	\$114,151
Total adjustments related to revenue	\$1,283	\$0
Total adjustments related to gross profit	\$17,386	\$18,073
Total adjustments related to operating expense	\$70,390	\$92,663
Total adjustments related to income from operations	\$89,059	\$110,736
Non-GAAP income from operations	\$206,807	\$224,887
Non-GAAP operating margin	33.0%	32.7%
Net Income Reconciliation		
(\$ in thousands except per share data)		
	Q1FY21	Q1FY22
GAAP net income	\$87,678	\$93,559
Total adjustments related to revenue	\$1,283	\$0
Total adjustments to gross profit	\$17,386	\$18,073
Total adjustments to operating expenses	\$70,390	\$92,663
Exclude tax effect on above items	(\$15,273)	(\$25,264)
Total adjustments to net income	\$73,786	\$85,472
Non-GAAP net income	\$161,464	\$179,031
Weighted average basic common shares outstanding	61,440	60,810
Weighted average dilutive potential common shares outstanding	62,282	61,882
	Q1FY21	Q1FY22
GAAP income from operations	\$117,748	\$114,151
GAAP other income	(\$683)	(\$2,431)
GAAP pre-tax income	\$117,065	\$111,720
GAAP provision for income taxes	\$29,387	\$18,161
GAAP effective tax rate	25.1%	16.3%
Non-GAAP income from operations	\$206,807	\$224,887
Non-GAAP other income	(\$683)	(\$2,431)
Non-GAAP pre-tax income	\$206,124	\$222,456
Non-GAAP provision for income taxes	\$44,660	\$43,425
Non-GAAP effective tax rate	21.7%	19.5%
Net Income per Common Share		
GAAP diluted net income per common share	\$ 1.41	\$ 1.51
Non-GAAP diluted net income per common share	\$ 2.59	\$ 2.89

GAAP to non-GAAP reconciliation

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.

