

Plantronics, Inc.
Second Quarter Fiscal 2017
Analyst Information Sheet

(Unaudited, \$ in thousands except per share amounts)

GAAP Income Statement	Q116	Q216	Q216 YTD	Q316	Q416	FY16	Q117	Q217	FY17 YTD	Q2 to Q2	Q1 to Q2	Q2 YTD/YTD
	Jun-15	Sep-15		Dec-15	Mar-16		Jun-16	Sep-16				
Net revenues	\$ 206,358	\$ 215,017	\$ 421,375	\$ 225,735	\$ 209,797	\$ 856,907	\$ 223,106	\$ 216,183	\$ 439,289			
Cost of revenues	99,000	104,047	203,047	116,219	102,967	422,233	110,033	105,737	215,770	0.5%	-3.1%	4.3%
Gross profit	107,358	110,970	218,328	109,516	106,830	434,674	113,073	110,446	223,519	1.6%	-3.9%	6.3%
<i>Gross profit %</i>	52.0%	51.6%	51.8%	48.5%	50.9%	50.7%	50.7%	51.1%	50.9%	-0.5%	-2.3%	2.4%
Research, development, and engineering	23,194	22,609	45,803	20,811	23,794	90,408	22,344	22,379	44,723			
<i>As a % of net revenue</i>	11.2%	10.5%	10.9%	9.2%	11.3%	10.6%	10.0%	10.4%	10.2%	-1.0%	0.2%	-2.4%
Selling, general, and administrative	55,678	54,296	109,974	53,715	57,610	221,299	55,787	56,875	112,662			
<i>As a % of net revenue</i>	27.0%	25.3%	26.1%	23.8%	27.5%	25.8%	25.0%	26.3%	25.6%	4.7%	2.0%	2.4%
(Gain) loss from litigation settlement	(876)	(31)	(907)	(91)	(236)	(1,234)	4,739	(349)	4,390			
Restructuring and other related charges/adjustments	-	-	-	8,433	7,727	16,160	(1,048)	(415)	(1,463)			
Operating expenses	77,996	76,874	154,870	82,868	88,895	326,633	81,822	78,490	160,312			
<i>Operating expenses %</i>	37.8%	35.8%	36.8%	36.7%	42.4%	38.1%	36.7%	36.3%	36.5%	2.1%	-4.1%	3.5%
Operating income	29,362	34,096	63,458	26,648	17,935	108,041	31,251	31,956	63,207			
<i>Operating income %</i>	14.2%	15.9%	15.1%	11.8%	8.5%	12.6%	14.0%	14.8%	14.4%	-6.3%	2.3%	-0.4%
Interest Expense	(2,741)	(7,320)	(10,061)	(7,217)	(8,871)	(25,149)	(7,288)	(7,257)	(14,545)			
Other non-operating income and (expense), net	(285)	(2,138)	(2,423)	398	1,309	(716)	2,352	1,340	3,692			
Income before income taxes	26,336	24,638	50,974	19,829	11,373	82,176	26,315	26,039	52,354			
Income tax expense	5,108	6,742	11,850	3,541	(1,607)	13,784	5,928	5,565	11,493			
<i>Income tax expense as a percent of income before taxes</i>	19.4%	27.4%	23.2%	17.9%	-14.1%	16.8%	22.5%	21.4%	22.0%	5.7%	-1.0%	2.7%
Net income	\$ 21,228	\$ 17,896	\$ 39,124	\$ 16,288	\$ 12,980	68,392	\$ 20,387	\$ 20,474	40,861			
Diluted shares outstanding	38,943	34,245	36,676	33,259	33,038	34,938	32,818	32,726	32,865			
Diluted earnings per share ("EPS")	\$ 0.55	\$ 0.52	\$ 1.07	\$ 0.49	\$ 0.39	\$ 1.96	\$ 0.62	\$ 0.63	\$ 1.24			
										21.2%	1.6%	15.9%

A reconciliation between GAAP and Non-GAAP measures for the current quarter and prior year quarter is attached as an appendix to this document. Other historical reconciliations are available at www.plantronics.com/investor.

Use of Non-GAAP Financial Information

To supplement our condensed consolidated financial statements presented on a GAAP basis, we use non-GAAP measures of operating results, including non-GAAP operating income, non-GAAP net income and non-GAAP diluted EPS which exclude certain non-cash expenses and charges that are included in the most directly comparable GAAP measure. These non-cash charges and expenses include stock-based compensation related to stock options, restricted stock and employee stock purchases made under our employee stock purchase plan, purchase accounting amortization, accelerated depreciation, early lease termination charges, and executive transition costs, all net of the associated tax impact, tax benefits from the release of tax reserves, transfer pricing, tax deduction and tax credit adjustments, and the impact of tax law changes. We exclude these expenses from our non-GAAP measures primarily because Plantronics' management does not believe they are part of our target operating model. We believe that the use of non-GAAP financial measures provides meaningful supplemental information regarding our performance and liquidity and helps investors compare actual results with our long-term target operating model goals. We believe that both management and investors benefit from referring to these non-GAAP financial measures in assessing our performance and when planning, forecasting and analyzing future periods; however, non-GAAP financial measures are not meant to be considered in isolation or as a substitute for, or superior to, gross margin, operating income, operating margin, net income or EPS prepared in accordance with GAAP.

As a company with significant global operations and sales, fluctuations in foreign currency exchange rates may have a material effect on our reported results. Consequently, we also present supplemental metrics as identified in the reconciliation within this release "on a constant currency basis" which excludes the impact of currency exchange rate fluctuations. The constant currency presentation, which is a non-GAAP measure, is intended to supplement our reported operating results and, when considered in conjunction with the corresponding GAAP measures, facilitate a better understanding of changes in the metrics from period to period and the core operations of the Company. We calculate constant currency percentages by removing any hedge gains or losses from the particular metric in the current period and then converting our current period local currency financial results using the foreign currency exchange rates in effect during the prior year period and comparing these adjusted amounts to the corresponding current period metric.

Plantronics, Inc.
Second Quarter Fiscal 2017
Analyst Information Sheet

(Unaudited, \$ in thousands except per share amounts)

Non-GAAP Income Statement	Q116 ⁽¹⁾	Q216 ⁽¹⁾	Q216 YTD ⁽¹⁾	Q316 ⁽¹⁾	Q416 ⁽¹⁾	FY16 ⁽¹⁾	Q117 ⁽¹⁾	Q217 ⁽¹⁾	FY17 YTD ⁽¹⁾	Q2 to Q2	Q1 to Q2	Q2 YTD/YTD
	Jun-15	Sep-15		Dec-15	Mar-16		Jun-16	Sep-16				
Net revenues	\$ 206,358	\$ 215,017	\$ 421,375	\$ 225,735	\$ 209,797	\$ 856,907	\$ 223,106	\$ 216,183	\$ 439,289	0.5%	-3.1%	4.3%
Cost of revenues	98,221	103,168	201,389	115,408	102,130	418,927	109,191	104,959	214,150	1.7%	-3.9%	6.3%
Gross profit	108,137	111,849	219,986	110,327	107,667	437,980	113,915	111,224	225,139	-0.6%	-2.4%	2.3%
<i>Gross profit %</i>	52.4%	52.0%	52.2%	48.9%	51.3%	51.1%	51.1%	51.4%	51.3%			
Research, development, and engineering	20,773	19,927	40,700	18,463	21,087	80,250	19,798	19,908	39,706	-0.1%	0.6%	-2.4%
<i>As a % of net revenue</i>	10.1%	9.3%	9.7%	8.2%	10.1%	9.4%	8.9%	9.2%	9.0%			
Selling, general, and administrative	50,766	48,962	99,728	49,095	52,425	201,248	50,700	49,399	100,099	0.9%	-2.6%	0.4%
<i>As a % of net revenue</i>	24.6%	22.8%	23.7%	21.7%	25.0%	23.5%	22.7%	22.9%	22.8%			
(Gain) loss from litigation settlement	(876)	(31)	(907)	(91)	(236)	(1,234)	4,739	(349)	4,390			
Operating expenses	70,663	68,858	139,521	67,467	73,276	280,264	75,237	68,958	144,195	0.1%	-8.3%	3.4%
<i>Operating expenses %</i>	34.2%	32.0%	33.1%	29.9%	34.9%	32.7%	33.7%	31.9%	32.8%			
Operating income	37,474	42,991	80,465	42,860	34,391	157,716	38,678	42,266	80,944	-1.7%	9.3%	0.6%
<i>Operating income %</i>	18.2%	20.0%	19.1%	19.0%	16.4%	18.4%	17.3%	19.6%	18.4%			
Interest Expense	(2,741)	(7,320)	(10,061)	(7,217)	(7,871)	(25,149)	(7,288)	(7,257)	(14,545)			
Other non-operating income and (expense), net	(285)	(2,138)	(2,423)	398	1,309	(716)	2,352	1,340	3,692			
Income before income taxes	34,448	33,533	67,981	36,041	27,829	131,851	33,742	36,349	70,091	8.4%	7.7%	3.1%
Income tax expense	8,440	9,575	18,015	8,509	6,783	33,307	8,767	9,457	18,224	-1.2%	7.9%	1.2%
<i>Income tax expense as a percent of income before taxes</i>	24.5%	28.6%	26.5%	23.6%	24.4%	25.3%	26.0%	26.0%	26.0%			
Net income	26,008	23,958	49,966	27,532	21,046	98,544	24,975	26,892	51,867	12.2%	7.7%	3.8%
Diluted shares outstanding	38,943	34,245	36,676	33,259	33,038	34,938	32,818	32,726	32,865	-4.4%	-0.3%	-10.4%
Diluted EPS	\$ 0.67	\$ 0.70	\$ 1.36	\$ 0.83	\$ 0.64	\$ 2.82	\$ 0.76	\$ 0.82	\$ 1.58	17.1%	7.9%	16.2%

(1) Non- GAAP

Plantronics, Inc.
Second Quarter Fiscal 2017
Analyst Information Sheet

(Unaudited, \$ in thousands except per share amounts)

Net revenues by geographic area from unaffiliated customers:	
Domestic	
As a % of total net revenue	
International	
As a % of total net revenue	
United States	
As a % of total net revenue	
Europe and Africa	
As a % of total net revenue	
Asia Pacific	
As a % of total net revenue	
Americas, excluding United States	
As a % of total net revenue	
Net Revenue Breakout	
Enterprise	
As a % of total net revenue	
Consumer	
As a % of total net revenue	

Q116	Q216	Q216 YTD	Q316	Q416	FY16
Jun-15	Sep-15		Dec-15	Mar-16	
117,578	123,803	241,381	122,075	119,166	482,622
57%	58%	57%	54%	57%	56%
88,780	91,214	179,994	103,660	90,631	374,285
43%	42%	43%	46%	43%	44%

Q117	Q217	FY17 YTD
Jun-16	Sep-16	
128,238	119,062	247,300
57%	55%	56%
94,868	97,121	191,989
43%	45%	44%

Q2 to Q2	Q1 to Q2	Q2 YTD/YTD
-3.8%	-7.2%	2.5%
6.5%	2.4%	6.7%

\$ 117,578	\$ 123,803	\$ 241,381	\$ 122,075	\$ 119,166	\$ 482,622
57%	58%	57%	54%	57%	56%
\$ 50,107	\$ 51,718	\$ 101,825	\$ 62,292	\$ 53,516	\$ 217,633
24%	24%	24%	28%	26%	26%
\$ 26,515	\$ 28,219	\$ 54,734	\$ 27,506	\$ 23,447	\$ 105,687
13%	13%	13%	12%	11%	12%
\$ 12,158	\$ 11,277	\$ 23,435	\$ 13,862	\$ 13,668	\$ 50,965
6%	5%	6%	6%	6%	6%

\$ 128,238	\$ 119,062	\$ 247,300
57%	55%	56%
\$ 54,067	\$ 51,422	\$ 105,489
24%	24%	24%
\$ 26,227	\$ 28,588	\$ 54,815
12%	13%	12%
\$ 14,574	\$ 17,111	\$ 31,685
7%	8%	8%

Q2 to Q2	Q1 to Q2	Q2 YTD/YTD
-3.8%	-7.2%	2.5%
-0.6%	-4.9%	3.6%
1.3%	9.0%	0.1%
51.7%	17.4%	35.2%

151,757	\$ 160,468	\$ 312,225	\$ 158,251	\$ 156,190	\$ 626,666
74%	75%	74%	70%	74%	73%
54,601	\$ 54,549	\$ 109,150	\$ 67,484	\$ 53,607	\$ 230,241
26%	25%	26%	30%	26%	27%

\$ 155,897	\$ 154,542	\$ 310,439
70%	71%	71%
\$ 67,209	\$ 61,641	\$ 128,850
30%	29%	29%

Q2 to Q2	Q1 to Q2	Q2 YTD/YTD
-3.7%	-0.9%	-0.6%
13.0%	-8.3%	18.0%

Balance Sheet Accounts and Other Metrics:	
Cash, Cash Equivalents & Short-Term Investments	
Long-Term Investments	
5.50% Senior Notes (2023) ⁽¹⁾	
Interest Expense on 5.50% Senior Notes (2023) ⁽²⁾	
Days Sales Outstanding	
Inventory, net	
Inventory turns	
Adjusted EBITDA ⁽³⁾	
As a % of total net revenue	
Free Cash Flow (Cash flow from Operations less capital expenditures) ⁽³⁾	
Cash Flow from Operations	
Capital Expenditures	
Depreciation ⁽⁴⁾	
Purchase Accounting Amortization	
Total # of Worldwide Employees	
Total cash utilized for stock repurchases under authorized plans	
Total shares repurchased under authorized plans (in thousands)	
Average Price per Share for stock repurchases under authorized plans	
<i>Average Price per Share for stock repurchases under authorized plans - in actual \$'s</i>	

Q116	Q216	Q216 YTD	Q316	Q416	FY16
\$ 589,994	\$ 424,443	\$ 424,443	\$ 385,348	\$ 395,317	\$ 395,317
\$ 92,753	\$ 81,132	\$ 81,132	\$ 135,164	\$ 145,623	\$ 145,623
\$ 488,524	\$ 488,884	\$ 488,884	\$ 489,246	\$ 489,609	\$ 489,609
\$ 2,456	\$ 7,219	\$ 9,675	\$ 7,102	\$ 7,766	\$ 24,543
55	59		54	59	
\$ 55,918	\$ 57,760	\$ 57,760	\$ 55,650	\$ 53,162	\$ 53,162
7.1	7.2		8.3	7.7	
42,438	47,983	90,421	47,746	39,638	177,805
20.6%	22.3%	21.5%	21.2%	18.9%	20.7%
\$ 39,508	\$ 13,848	\$ 53,356	\$ 29,690	\$ 33,162	\$ 116,208
\$ 43,474	\$ 22,974	\$ 66,448	\$ 37,575	\$ 42,846	\$ 146,869
\$ 3,966	\$ 9,126	\$ 13,092	\$ 7,885	\$ 9,684	\$ 30,661
\$ 4,964	\$ 4,992	\$ 9,956	\$ 4,886	\$ 5,247	\$ 20,089
\$ 62	\$ 63	\$ 125	\$ 62	\$ 63	\$ 250
3,282	3,529	3,529	3,478	3,398	3,398
\$ 284,444	\$ 188,776	\$ 473,220	\$ 9,556	\$ 14,617	\$ 497,393
5,133	3,359	8,492	181	404	9,077

Q117	Q217	FY17 YTD
\$ 399,372	\$ 422,940	\$ 422,940
\$ 132,270	\$ 130,695	\$ 130,695
\$ 489,971	\$ 490,334	\$ 490,334
\$ 7,198	\$ 7,163	\$ 14,361
54	57	
\$ 53,912	\$ 52,686	\$ 52,686
8.2	8.0	
44,022	47,373	91,395
19.7%	21.9%	20.8%
\$ 22,558	\$ 29,064	\$ 51,622
\$ 30,137	\$ 35,676	\$ 65,813
\$ 7,579	\$ 6,612	\$ 14,191
\$ 5,344	\$ 5,107	\$ 10,451
\$ 62	\$ 63	\$ 125
3,666	3,750	3,750
\$ 18,639	\$ 8,189	\$ 26,828
442	171	613

Q2 to Q2	Q1 to Q2	Q2 YTD/YTD
-0.4%	5.9%	
61.1%	-1.2%	
-0.8%	-0.5%	48.4%
-3.4%	5.6%	
-8.8%	-2.3%	
11.1%	-2.4%	
-1.3%	7.6%	1.1%
-1.8%	11.2%	
109.9%	28.8%	-3.2%
55.3%	18.4%	-1.0%
-27.5%	-12.8%	8.4%
2.3%	-4.4%	5.0%
-	1.6%	-
6.3%	2.3%	

\$ 55.42	\$ 56.19	\$ 55.72	\$ 52.72	\$ 36.19	\$ 54.80
----------	----------	----------	----------	----------	----------

\$ 42.19	\$ 47.81	\$ 43.76
----------	----------	----------

(1) 5.50% Senior Notes are shown net of unamortized portion of issuance costs.
(2) Interest expense on 5.50% Senior Notes includes amortization of issuance costs.
(3) Non- GAAP. See Q2 2017 Investor Presentation for GAAP to Non-GAAP Reconciliation.
(4) Beginning in FY14 the depreciation number calculated here includes an immaterial amount of non-cash write-offs of fixed assets.

Plantronics, Inc.
Second Quarter Fiscal 2017
Analyst Information Sheet

(Unaudited, \$ in thousands except per share amounts)

Reconciliations of GAAP Measures to non-GAAP Measures	Q116	Q216	Q216 YTD	Q316	Q416	FY16	Q117	Q217	FY17 YTD
	Jun-15	Sep-15		Dec-15	Mar-16		Jun-16	Sep-16	
GAAP Gross profit	\$ 107,358	\$ 110,970	\$ 218,328	\$ 109,516	\$ 106,830	\$ 434,674	\$ 113,073	\$ 110,446	\$ 223,519
Stock-based compensation	779	879	1,658	811	837	3,306	842	778	1,620
Non-GAAP Gross profit	\$ 108,137	\$ 111,849	\$ 219,986	\$ 110,327	\$ 107,667	\$ 437,980	\$ 113,915	\$ 111,224	\$ 225,139
Non-GAAP Gross profit %	52.4%	52.0%	52.2%	48.9%	51.3%	51.1%	51.1%	51.4%	51.3%
GAAP Operating expenses	\$ 77,996	\$ 76,874	\$ 154,870	\$ 82,868	\$ 88,895	\$ 326,633	\$ 81,822	\$ 78,490	\$ 160,312
Stock-based compensation	(7,271)	(7,953)	(15,224)	(6,906)	(7,829)	(29,959)	(7,571)	(7,125)	(14,696)
Executive transition costs	-	-	-	-	-	-	-	(2,759)	(2,759)
Purchase accounting amortization	(62)	(63)	(125)	(62)	(63)	(250)	(62)	(63)	(125)
Restructuring and other related charges/adjustments	-	-	-	(8,433)	(7,727)	(16,160)	1,048	415	1,463
Non-GAAP Operating expenses	\$ 70,663	\$ 68,858	\$ 139,521	\$ 67,467	\$ 73,276	\$ 280,264	\$ 75,237	\$ 68,958	\$ 144,195
GAAP Operating income	\$ 29,362	\$ 34,096	\$ 63,458	\$ 26,648	\$ 17,935	\$ 108,041	\$ 31,251	\$ 31,956	\$ 63,207
Stock-based compensation	8,050	8,832	16,882	7,717	8,666	33,265	8,413	7,903	16,316
Executive transition costs	-	-	-	-	-	-	-	2,759	2,759
Purchase accounting amortization	62	63	125	62	63	250	62	63	125
Restructuring and other related charges/adjustments	-	-	-	8,433	7,727	16,160	(1,048)	(415)	(1,463)
Non-GAAP Operating income	\$ 37,474	\$ 42,991	\$ 80,465	\$ 42,860	\$ 34,391	\$ 157,716	\$ 38,678	\$ 42,266	\$ 80,944
Non-GAAP Operating income %	18.2%	20.0%	19.1%	19.0%	16.4%	18.4%	17.3%	19.6%	18.4%
GAAP Income before income taxes	\$ 26,336	\$ 24,638	\$ 50,974	\$ 19,829	\$ 11,373	\$ 82,176	\$ 26,315	\$ 26,039	\$ 52,354
Stock-based compensation	8,050	8,832	16,882	7,717	8,666	33,265	8,413	7,903	16,316
Executive transition costs	-	-	-	-	-	-	-	2,759	2,759
Purchase accounting amortization	62	63	125	62	63	250	62	63	125
Restructuring and other related charges/adjustments	-	-	-	8,433	7,727	16,160	(1,048)	(415)	(1,463)
Non-GAAP Income before income taxes	\$ 34,448	\$ 33,533	\$ 67,981	\$ 36,041	\$ 27,829	\$ 131,851	\$ 33,742	\$ 36,349	\$ 70,091
GAAP Income tax expense	\$ 5,108	\$ 6,742	\$ 11,850	\$ 3,541	\$ (1,607)	\$ 13,784	\$ 5,928	\$ 5,565	\$ 11,493
Income tax effect of above items	2,338	2,656	4,994	3,549	6,004	14,547	2,753	3,839	6,592
Income tax effect of unusual tax items	994	177	1,171	1,419	2,386	4,976	86	53	139
Non-GAAP Income tax expense	\$ 8,440	\$ 9,575	\$ 18,015	\$ 8,509	\$ 6,783	\$ 33,307	\$ 8,767	\$ 9,457	\$ 18,224
Non-GAAP Income tax expense as a % of Non-GAAP Income before income taxes	24.5%	28.6%	26.5%	23.6%	24.4%	25.3%	26.0%	26.0%	26.0%
GAAP Net income	\$ 21,228	\$ 17,896	\$ 39,124	\$ 16,288	\$ 12,980	\$ 68,392	\$ 20,387	\$ 20,474	\$ 40,861
Stock-based compensation	8,050	8,832	16,882	7,717	8,666	33,265	8,413	7,903	16,316
Executive transition costs	-	-	-	-	-	-	-	2,759	2,759
Purchase accounting amortization	62	63	125	62	63	250	62	63	125
Restructuring and other related charges/adjustments	-	-	-	8,433	7,727	16,160	(1,048)	(415)	(1,463)
Income tax effect of above items	(2,338)	(2,656)	(4,994)	(3,549)	(6,004)	(14,547)	(2,753)	(3,839)	(6,592)
Income tax effect of unusual tax items	(994)	(177)	(1,171)	(1,419)	(2,386)	(4,976)	(86)	(53)	(139)
Non-GAAP Net income	\$ 26,008	\$ 23,958	\$ 49,966	\$ 27,532	\$ 21,046	\$ 98,544	\$ 24,975	\$ 26,892	\$ 51,867
GAAP Diluted earnings per common share	\$ 0.55	\$ 0.52	\$ 1.07	\$ 0.49	\$ 0.39	\$ 1.96	\$ 0.62	\$ 0.63	\$ 1.24
Stock-based compensation	0.21	0.26	0.46	0.24	0.26	0.95	0.26	0.24	0.50
Executive transition costs	-	-	-	-	-	-	-	0.08	0.08
Restructuring and other related charges/adjustments	-	-	-	0.25	0.23	0.46	(0.03)	(0.01)	(0.04)
Income tax effect	(0.09)	(0.08)	(0.17)	(0.15)	(0.24)	(0.55)	(0.09)	(0.12)	(0.20)
Non-GAAP Diluted earnings per common share	\$ 0.67	\$ 0.70	\$ 1.36	\$ 0.83	\$ 0.64	\$ 2.82	\$ 0.76	\$ 0.82	\$ 1.58
Shares used in diluted earnings per common share calculation	38,943	34,245	36,676	33,259	33,038	34,938	32,818	32,726	32,865

Plantronics, Inc.
Second Quarter Fiscal 2017
Analyst Information Sheet

(Unaudited, \$ in thousands except per share amounts)

Income Statement - Constant Currency	Q116 ⁽¹⁾	Q216 ⁽¹⁾	Q216 YTD ⁽¹⁾	Q316 ⁽¹⁾	Q416 ⁽¹⁾	FY16 ⁽¹⁾	Q117	Q217	FY17 YTD	Q2 to Q2	Q1 to Q2	Q2 YTD/YTD
	Jun-15	Sep-15		Dec-15	Mar-16		Jun-16	Sep-16				
Net revenues	\$ 206,358	\$ 215,017	\$ 421,375	\$ 225,735	\$ 209,797	\$ 856,907	\$ 222,906	\$ 216,983	\$ 439,889	0.9%	-2.7%	4.4%
Gross profit	108,137	111,849	219,986	110,327	107,667	437,980	113,615	111,884	225,499	-	-1.5%	2.5%
<i>Gross profit %</i>	52.4%	52.0%	52.2%	48.9%	51.3%	51.1%	51.0%	51.6%	51.3%			
Operating expenses	70,663	68,858	139,521	67,467	73,276	280,264	76,137	69,979	146,116	1.6%	-8.1%	4.7%
Operating income	37,474	42,991	80,465	42,860	34,391	157,716	37,478	41,905	79,383	(0.03)	11.8%	-1.3%
<i>Operating income %</i>	18.2%	20.0%	19.1%	19.0%	16.4%	18.4%	16.8%	19.3%	18.0%			
Diluted EPS	\$ 0.67	\$ 0.70	\$ 1.36	\$ 0.83	\$ 0.64	\$ 2.82	\$ 0.70	\$ 0.81	\$ 1.51	15.7%	15.7%	11.0%

Net revenues by geographic area from unaffiliated customers - Constant Currency:	Q116 ⁽¹⁾	Q216 ⁽¹⁾	Q216 YTD ⁽¹⁾	Q316 ⁽¹⁾	Q416 ⁽¹⁾	FY16 ¹	Q117	Q217	FY17 YTD	Q2 to Q2	Q1 to Q2	Q2 YTD/YTD
	Jun-15	Sep-15		Dec-15	16-Mar		Jun-16	Sep-16				
United States	\$ 117,578	\$ 123,803	\$ 241,381	\$ 122,075	\$ 119,166	\$ 482,622	\$ 128,238	\$ 119,062	\$ 247,300	-3.8%	-7.2%	2.5%
<i>As a % of total net revenue</i>	57%	58%	57%	54%	57%	56%	57%	55%	56%			
Europe and Africa	\$ 50,107	\$ 51,718	\$ 101,825	\$ 62,292	\$ 53,516	\$ 217,633	\$ 53,267	\$ 52,923	\$ 106,190	2.3%	-0.6%	4.3%
<i>As a % of total net revenue</i>	24%	24%	24%	28%	26%	26%	24%	24%	24%			
Asia Pacific	\$ 26,515	\$ 28,219	\$ 54,734	\$ 27,506	\$ 23,447	\$ 105,687	\$ 26,627	\$ 27,988	\$ 54,615	-0.8%	5.1%	-0.2%
<i>As a % of total net revenue</i>	13%	13%	13%	12%	11%	12%	12%	13%	12%			
Americas, excluding United States	\$ 12,158	\$ 11,277	\$ 23,435	\$ 13,862	\$ 13,668	\$ 50,965	\$ 14,774	\$ 17,010	\$ 31,784	50.8%	15.1%	35.6%
<i>As a % of total net revenue</i>	6%	5%	6%	6%	6%	6%	7%	8%	8%			
Net Revenue Breakout												
Enterprise	151,757	\$ 160,468	\$ 312,225	\$ 158,251	\$ 156,190	\$ 626,666	155,797	\$ 155,442	\$ 311,239	-3.1%	-0.2%	-0.3%
<i>As a % of total net revenue</i>	74%	75%	74%	70%	74%	73%	70%	72%	71%			
Consumer	54,601	\$ 54,549	\$ 109,150	\$ 67,484	\$ 53,607	\$ 230,241	67,109	\$ 61,541	\$ 128,650	12.8%	-8.3%	17.9%
<i>As a % of total net revenue</i>	26%	25%	26%	30%	26%	27%	30%	28%	29%			

(1) The results of these periods have not been adjusted for constant currency