

Plantronics, Inc.
Third Quarter Fiscal 2017
Analyst Information Sheet

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

GAAP Income Statement	Q116	Q216	Q316	Q316 YTD	Q416	FY16	Q117	Q217	Q317	YTD FY17	Q3 to Q3	Q2 to Q3	Q3 YTD
	Jun-15	Sep-15	Dec-15	Mar-16	Mar-16		Jun-16	Sep-16	Dec-16				
Net revenues	\$ 206,358	\$ 215,017	\$ 225,735	\$ 647,110	\$ 209,797	\$ 856,907	\$ 223,106	\$ 216,183	\$ 232,933	\$ 672,222	3.2%	7.7%	3.9%
Cost of revenues	99,000	104,047	116,219	319,266	102,967	422,233	110,033	105,737	122,753	338,523	5.6%	16.1%	6.0%
Gross profit	107,358	110,970	109,516	327,844	106,830	434,674	113,073	110,446	110,180	333,699	0.6%	-0.2%	1.8%
Gross profit %	52.0%	51.6%	48.5%	50.7%	50.9%	50.7%	50.7%	51.1%	47.3%	49.6%			
Research, development, and engineering	23,194	22,609	20,811	66,614	23,794	90,408	22,344	22,379	21,393	66,116	2.8%	-4.4%	-0.7%
As a % of net revenue	11.2%	10.5%	9.2%	10.3%	11.3%	10.6%	10.0%	10.4%	9.2%	9.8%			
Selling, general, and administrative	55,678	54,296	53,715	163,689	57,610	221,299	55,787	56,875	56,919	169,581	6.0%	0.1%	3.6%
As a % of net revenue	27.0%	25.3%	23.8%	25.3%	27.5%	25.8%	25.0%	26.3%	24.4%	25.2%			
(Gain) loss from litigation settlement	(876)	(31)	(91)	(998)	(236)	(1,234)	4,739	(349)	(103)	4,287			
Restructuring and other related charges/adjustments	-	-	8,433	8,433	7,727	16,160	(1,048)	(415)	113	(1,350)			
Operating expenses	77,996	76,874	82,868	237,738	88,895	326,633	81,822	78,490	78,322	238,634	-5.5%	-0.2%	0.4%
Operating expenses %	37.8%	35.8%	36.7%	36.7%	42.4%	38.1%	36.7%	36.3%	33.6%	35.5%			
Operating income	29,362	34,096	26,648	90,106	17,935	108,041	31,251	31,956	31,858	95,065	19.6%	-0.3%	5.5%
Operating income %	14.2%	15.9%	11.8%	13.9%	8.5%	12.6%	14.0%	14.8%	13.7%	14.1%			
Interest Expense	(2,741)	(7,320)	(7,217)	(17,278)	(7,871)	(25,149)	(7,288)	(7,257)	(7,322)	(21,867)			
Other non-operating income and (expense), net	(285)	(2,138)	398	(2,025)	1,309	(716)	2,352	1,340	427	4,119			
Income before income taxes	26,336	24,638	19,829	70,803	11,373	82,176	26,315	26,039	24,963	77,317	25.9%	-4.1%	9.2%
Income tax expense	5,108	6,742	3,541	15,391	(1,607)	13,784	5,928	5,565	2,742	14,235			
Income tax expense as a percent of income before taxes	19.4%	27.4%	17.9%	21.7%	-14.1%	16.8%	22.5%	21.4%	11.0%	18.4%			
Net income	\$ 21,228	\$ 17,896	\$ 16,288	\$ 55,412	\$ 12,980	68,392	\$ 20,387	\$ 20,474	\$ 22,221	63,082	36.4%	8.5%	13.8%
Diluted shares outstanding	38,943	34,245	33,259	35,588	33,038	34,938	32,818	32,726	32,826	32,895			
Diluted earnings per share ("EPS")	\$ 0.55	\$ 0.52	\$ 0.49	\$ 1.56	\$ 0.39	\$ 1.96	\$ 0.62	\$ 0.63	\$ 0.68	\$ 1.92	38.8%	7.9%	23.1%

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, restructuring, 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.

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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	Q316	Q316 YTD	Q416	FY16
Jun-15	Sep-15	Dec-15		Mar-16	
117,578	123,803	122,075	363,456	119,166	482,622
57%	58%	54%	56%	57%	56%
88,780	91,214	103,660	283,654	90,631	374,285
43%	42%	46%	44%	43%	44%
\$ 117,578	\$ 123,803	\$ 122,075	\$ 363,456	\$ 119,166	\$ 482,622
57%	58%	54%	56%	57%	56%
\$ 50,107	\$ 51,718	\$ 62,292	\$ 164,117	\$ 53,516	\$ 217,633
24%	24%	28%	25%	26%	26%
\$ 26,515	\$ 28,219	\$ 27,506	\$ 82,240	\$ 23,447	\$ 105,687
13%	13%	12%	13%	11%	12%
\$ 12,158	\$ 11,277	\$ 13,862	\$ 37,297	\$ 13,668	\$ 50,965
6%	5%	6%	6%	6%	6%
151,757	\$ 160,468	\$ 158,251	\$ 470,476	\$ 156,190	\$ 626,666
74%	75%	70%	73%	74%	73%
54,601	\$ 54,549	\$ 67,484	\$ 176,634	\$ 53,607	\$ 230,241
26%	25%	30%	27%	26%	27%

Q117	Q217	Q317	FY17
Jun-16	Sep-16	Dec-16	
128,238	119,062	123,719	371,019
57%	55%	53%	55%
94,868	97,121	109,214	301,203
43%	45%	47%	45%
\$ 128,238	\$ 119,062	\$ 123,719	\$ 371,019
57%	55%	53%	55%
\$ 54,067	\$ 51,422	\$ 63,233	\$ 168,722
24%	24%	27%	25%
\$ 26,227	\$ 28,588	\$ 27,164	\$ 81,979
12%	13%	12%	12%
\$ 14,574	\$ 17,111	\$ 18,817	\$ 50,502
7%	8%	8%	8%
\$ 155,897	\$ 154,542	\$ 157,345	\$ 467,784
70%	71%	68%	70%
\$ 67,209	\$ 61,641	\$ 75,588	\$ 204,438
30%	29%	32%	30%

Q3 to Q3	Q2 to Q3	YTD to YTD
1.3%	3.9%	2.1%
5.4%	12.5%	6.2%
1.3%	3.9%	2.1%
1.5%	23.0%	2.8%
-1.2%	-5.0%	-0.3%
35.7%	10.0%	35.4%
Q3 to Q3	Q2 to Q3	YTD to YTD
-0.6%	1.8%	-0.6%
12.0%	22.6%	15.7%

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	Q316	Q316 YTD	Q416	FY16
\$ 589,994	\$ 424,443	\$ 385,348	\$ 385,348	\$ 395,317	\$ 395,317
\$ 92,753	\$ 81,132	\$ 135,164	\$ 135,164	\$ 145,623	\$ 145,623
\$ 488,524	\$ 488,884	\$ 489,246	\$ 489,246	\$ 489,609	\$ 489,609
\$ 2,456	\$ 7,219	\$ 7,102	\$ 16,777	\$ 7,766	\$ 24,543
55	59	54		59	
\$ 55,918	\$ 57,760	\$ 55,650	\$ 55,650	\$ 53,162	\$ 53,162
7.1	7.2	8.3		7.7	
42,438	47,983	47,746	138,167	39,638	177,805
20.6%	22.3%	21.2%	21.4%	18.9%	20.7%
\$ 39,508	\$ 13,848	\$ 29,690	\$ 83,046	\$ 33,162	\$ 116,208
\$ 43,474	\$ 22,974	\$ 37,575	\$ 104,023	\$ 42,846	\$ 146,869
\$ 3,966	\$ 9,126	\$ 7,885	\$ 20,977	\$ 9,684	\$ 30,661
\$ 4,964	\$ 4,992	\$ 4,886	\$ 14,842	\$ 5,247	\$ 20,089
\$ 62	\$ 63	\$ 62	\$ 187	\$ 63	\$ 250
3,282	3,529	3,478	3,478	3,398	3,398
\$ 284,444	\$ 188,776	\$ 9,556	\$ 482,776	\$ 14,617	\$ 497,393
5,133	3,359	181	8,673	404	9,077
\$ 55.42	\$ 56.19	\$ 52.72	\$ 55.66	\$ 36.19	\$ 54.80

Q117	Q217	Q317	FY17 YTD
\$ 399,372	\$ 422,940	\$ 419,903	\$ 419,903
\$ 132,270	\$ 130,695	\$ 134,951	\$ 134,951
\$ 489,971	\$ 490,334	\$ 490,696	\$ 490,696
\$ 7,198	\$ 7,163	\$ 7,220	\$ 21,581
54	57	55	
\$ 53,912	\$ 52,686	\$ 58,026	\$ 58,026
8.2	8.0	8.5	
44,022	47,373	46,081	137,476
19.7%	21.9%	19.8%	20.5%
\$ 22,558	\$ 29,064	\$ 15,475	\$ 67,097
\$ 30,137	\$ 35,676	\$ 20,887	\$ 86,700
\$ 7,579	\$ 6,612	\$ 5,412	\$ 19,603
\$ 5,344	\$ 5,107	\$ 5,359	\$ 15,810
\$ 62	\$ 63	\$ 62	\$ 187
3,666	3,750	4,213	4,213
\$ 18,639	\$ 8,189	\$ 7,408	\$ 34,236
442	171	151	764
\$ 42.19	\$ 47.81	\$ 49.01	\$ 44.80

Q3 to Q3	Q2 to Q3	YTD to YTD
9.0%	-0.7%	
-0.2%	3.3%	
0.3%	0.1%	
1.7%	0.8%	28.6%
1.9%	-3.5%	
4.3%	10.1%	
2.4%	6.3%	
-3.5%	-2.7%	-0.5%
-6.6%	-9.6%	-4.2%
-47.9%	-46.8%	-19.2%
-44.4%	-41.5%	-16.7%
-31.4%	-18.1%	-6.6%
9.7%	4.9%	6.5%
-	-1.6%	-
21.1%	12.3%	21.1%

(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 Q3 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.

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Reconciliations of GAAP Measures to non-GAAP Measures	Q116	Q216	Q316	Q316 YTD	Q416	FY16	Q117	Q217	Q317	FY17 YTD
	Jun-15	Sep-15	Dec-15		Mar-16		Jun-16	Sep-16	Dec-16	
GAAP Gross profit	\$ 107,358	\$ 110,970	\$ 109,516	\$ 327,844	\$ 106,830	\$ 434,674	\$ 113,073	\$ 110,446	\$ 110,180	\$ 333,699
Stock-based compensation	779	879	811	2,469	837	3,306	842	778	794	2,414
Non-GAAP Gross profit	\$ 108,137	\$ 111,849	\$ 110,327	\$ 330,313	\$ 107,667	\$ 437,980	\$ 113,915	\$ 111,224	\$ 110,974	\$ 336,113
Non-GAAP Gross profit %	52.4%	52.0%	48.9%	51.0%	51.3%	51.1%	51.1%	51.4%	47.6%	50.0%
GAAP Operating expenses	\$ 77,996	\$ 76,874	\$ 82,868	\$ 237,738	\$ 88,895	\$ 326,633	\$ 81,822	\$ 78,490	\$ 78,322	\$ 238,634
Stock-based compensation	(7,271)	(7,953)	(6,906)	(22,130)	(7,829)	(29,959)	(7,571)	(7,125)	(7,895)	(22,591)
Executive transition costs	-	-	-	-	-	-	-	(2,759)	-	(2,759)
Purchase accounting amortization	(62)	(63)	(62)	(187)	(63)	(250)	(62)	(63)	(62)	(187)
Restructuring and other related charges/adjustments	-	-	(8,433)	(8,433)	(7,727)	(16,160)	1,048	415	(113)	1,350
Non-GAAP Operating expenses	\$ 70,663	\$ 68,858	\$ 67,467	\$ 206,988	\$ 73,276	\$ 280,264	\$ 75,237	\$ 68,958	\$ 70,252	\$ 214,447
GAAP Operating income	\$ 29,362	\$ 34,096	\$ 26,648	\$ 90,106	\$ 17,935	\$ 108,041	\$ 31,251	\$ 31,956	\$ 31,858	\$ 95,065
Stock-based compensation	8,050	8,832	7,717	24,599	8,666	33,265	8,413	7,903	8,689	25,005
Executive transition costs	-	-	-	-	-	-	-	2,759	-	2,759
Purchase accounting amortization	62	63	62	187	63	250	62	63	62	187
Restructuring and other related charges/adjustments	-	-	8,433	8,433	7,727	16,160	(1,048)	(415)	113	(1,350)
Non-GAAP Operating income	\$ 37,474	\$ 42,991	\$ 42,860	\$ 123,325	\$ 34,391	\$ 157,716	\$ 38,678	\$ 42,266	\$ 40,722	\$ 121,666
Non-GAAP Operating income %	18.2%	20.0%	19.0%	19.1%	16.4%	18.4%	17.3%	19.6%	17.5%	18.1%
GAAP Income before income taxes	\$ 26,336	\$ 24,638	\$ 19,829	\$ 70,803	\$ 11,373	\$ 82,176	\$ 26,315	\$ 26,039	\$ 24,963	\$ 77,317
Stock-based compensation	8,050	8,832	7,717	24,599	8,666	33,265	8,413	7,903	8,689	25,005
Executive transition costs	-	-	-	-	-	-	-	2,759	-	2,759
Purchase accounting amortization	62	63	62	187	63	250	62	63	62	187
Restructuring and other related charges/adjustments	-	-	8,433	8,433	7,727	16,160	(1,048)	(415)	113	(1,350)
Non-GAAP Income before income taxes	\$ 34,448	\$ 33,533	\$ 36,041	\$ 104,022	\$ 27,829	\$ 131,851	\$ 33,742	\$ 36,349	\$ 33,827	\$ 103,918
GAAP Income tax expense	\$ 5,108	\$ 6,742	\$ 3,541	\$ 15,391	\$ (1,607)	\$ 13,784	\$ 5,928	\$ 5,565	\$ 2,742	\$ 14,235
Income tax effect of above items	2,338	2,656	3,549	8,543	6,004	14,547	2,753	3,839	3,012	9,604
Income tax effect of unusual tax items	994	177	1,419	2,590	2,386	4,976	86	53	2,002	2,141
Non-GAAP Income tax expense	\$ 8,440	\$ 9,575	\$ 8,509	\$ 26,524	\$ 6,783	\$ 33,307	\$ 8,767	\$ 9,457	\$ 7,756	\$ 25,980
Non-GAAP Income tax expense as a % of Non-GAAP Income before income taxes	24.5%	28.6%	23.6%	25.5%	24.4%	25.3%	26.0%	26.0%	22.9%	25.0%
GAAP Net income	\$ 21,228	\$ 17,896	\$ 16,288	\$ 55,412	\$ 12,980	\$ 68,392	\$ 20,387	\$ 20,474	\$ 22,221	\$ 63,082
Stock-based compensation	8,050	8,832	7,717	24,599	8,666	33,265	8,413	7,903	8,689	25,005
Executive transition costs	-	-	-	-	-	-	-	2,759	-	2,759
Purchase accounting amortization	62	63	62	187	63	250	62	63	62	187
Restructuring and other related charges/adjustments	-	-	8,433	8,433	7,727	16,160	(1,048)	(415)	113	(1,350)
Income tax effect of above items	(2,338)	(2,656)	(3,549)	(8,543)	(6,004)	(14,547)	(2,753)	(3,839)	(3,012)	(9,604)
Income tax effect of unusual tax items	(994)	(177)	(1,419)	(2,590)	(2,386)	(4,976)	(86)	(53)	(2,002)	(2,141)
Non-GAAP Net income	\$ 26,008	\$ 23,958	\$ 27,532	\$ 77,498	\$ 21,046	\$ 98,544	\$ 24,975	\$ 26,892	\$ 26,071	\$ 77,938
GAAP Diluted earnings per common share	\$ 0.55	\$ 0.52	\$ 0.49	\$ 1.56	\$ 0.39	\$ 1.96	\$ 0.62	\$ 0.63	\$ 0.68	\$ 1.92
Stock-based compensation	0.21	0.26	0.24	0.69	0.26	0.95	0.26	0.24	0.26	0.76
Executive transition costs	-	-	-	-	-	-	-	0.08	-	0.08
Restructuring and other related charges/adjustments	-	-	0.25	0.24	0.23	0.46	(0.03)	(0.01)	-	(0.04)
Income tax effect	(0.09)	(0.08)	(0.15)	(0.31)	(0.24)	(0.55)	(0.09)	(0.12)	(0.15)	(0.35)
Non-GAAP Diluted earnings per common share	\$ 0.67	\$ 0.70	\$ 0.83	\$ 2.18	\$ 0.64	\$ 2.82	\$ 0.76	\$ 0.82	\$ 0.79	\$ 2.37
Shares used in diluted earnings per common share calculation	38,943	34,245	33,259	35,588	33,038	34,938	32,818	32,726	32,826	32,895

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Income Statement - Constant Currency	Q116 ⁽¹⁾	Q216 ⁽¹⁾	Q316 ⁽¹⁾	Q316 YTD ⁽¹⁾	Q416 ⁽¹⁾	FY16 ⁽¹⁾	Q117	Q217	Q317	FY17 YTD	Q3 to Q3	Q2 to Q3	YTD to YTD	
	Jun-15	Sep-15	Dec-15		Mar-16		Jun-16	Sep-16	Dec-16					
Net revenues	\$ 206,358	\$ 215,017	\$ 225,735	\$ 647,110	\$ 209,797	\$ 856,907	\$ 222,906	\$ 216,983	\$ 232,733	\$ 672,622		3.1%	7.3%	3.9%
Gross profit	108,137	111,849	110,327	330,313	107,667	437,980	113,615	111,884	110,224	335,723		-0.1%	-1.5%	1.6%
<i>Gross profit %</i>	52.4%	52.0%	48.9%	51.0%	51.3%	51.1%	51.0%	51.6%	47.4%	49.9%				
Operating expenses	70,663	68,858	67,467	206,988	73,276	280,264	76,137	69,979	71,586	217,702		6.1%	2.3%	5.2%
Operating income	37,474	42,991	42,860	123,325	34,391	157,716	37,478	41,905	38,638	118,021		-9.9%	-7.8%	-4.3%
<i>Operating income %</i>	18.2%	20.0%	19.0%	19.1%	16.4%	18.4%	16.8%	19.3%	16.6%	17.5%				
Diluted EPS	\$ 0.67	\$ 0.70	\$ 0.83	\$ 2.18	\$ 0.64	\$ 2.82	\$ 0.70	\$ 0.81	\$ 0.77	\$ 2.28		-7.2%	-4.9%	4.6%

Net revenues by geographic area from unaffiliated customers - Constant Currency:	Q116 ⁽¹⁾	Q216 ⁽¹⁾	Q316 ⁽¹⁾	Q316 YTD ⁽¹⁾	Q416 ⁽¹⁾	FY16 ⁽¹⁾	Q117	Q217	Q317	FY17 YTD	Q3 to Q3	Q2 to Q3	YTD to YTD	
	Jun-15	Sep-15	Dec-15		16-Mar		Jun-16	Sep-16	Dec-16					
United States	\$ 117,578	\$ 123,803	\$ 122,075	\$ 363,456	\$ 119,166	\$ 482,622	\$ 128,238	\$ 119,062	\$ 123,719	\$ 371,019		1.3%	3.9%	2.1%
<i>As a % of total net revenue</i>	57%	58%	54%	56%	57%	56%	57%	55%	54%	55%				
Europe and Africa	\$ 50,107	\$ 51,718	\$ 62,292	\$ 164,117	\$ 53,516	\$ 217,633	\$ 53,267	\$ 52,923	\$ 63,633	\$ 169,823		2.2%	20.2%	3.5%
<i>As a % of total net revenue</i>	24%	24%	28%	25%	26%	26%	24%	24%	27%	25%				
Asia Pacific	\$ 26,515	\$ 28,219	\$ 27,506	\$ 82,240	\$ 23,447	\$ 105,687	\$ 26,627	\$ 27,988	\$ 26,664	\$ 81,279		-3.1%	-4.7%	-1.2%
<i>As a % of total net revenue</i>	13%	13%	12%	13%	11%	12%	12%	13%	11%	12%				
Americas, excluding United States	\$ 12,158	\$ 11,277	\$ 13,862	\$ 37,297	\$ 13,668	\$ 50,965	\$ 14,774	\$ 17,010	\$ 18,717	\$ 50,501		35.0%	10.0%	35.4%
<i>As a % of total net revenue</i>	6%	5%	6%	6%	6%	6%	7%	8%	8%	8%				

Net Revenue Breakout	Q116 ⁽¹⁾	Q216 ⁽¹⁾	Q316 ⁽¹⁾	Q316 YTD ⁽¹⁾	Q416 ⁽¹⁾	FY16 ⁽¹⁾	Q117	Q217	Q317	FY17 YTD	Q3 to Q3	Q2 to Q3	YTD to YTD	
	Jun-15	Sep-15	Dec-15		16-Mar		Jun-16	Sep-16	Dec-16					
Enterprise	151,757	\$ 160,468	\$ 158,251	\$ 470,476	\$ 156,190	\$ 626,666	155,797	\$ 155,442	\$ 157,516	\$ 468,755		-0.5%	1.3%	-0.4%
<i>As a % of total net revenue</i>	74%	75%	70%	73%	74%	73%	70%	72%	68%	70%				
Consumer	54,601	\$ 54,549	\$ 67,484	\$ 176,634	\$ 53,607	\$ 230,241	67,109	\$ 61,541	\$ 75,217	\$ 203,867		11.5%	22.2%	15.4%
<i>As a % of total net revenue</i>	26%	25%	30%	27%	26%	27%	30%	28%	32%	30%				

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