Building on Fifteen Years of Customer Success
Salesforce Analyst Day 2014

October 13, 2014
“Safe harbor” statement under the Private Securities Litigation Reform Act of 1995:

This presentation contains forward-looking statements, the achievement or success of which involves risks, uncertainties, and assumptions. If any such risks or uncertainties materialize or if any of the assumptions proves incorrect, the results of salesforce.com, inc. could differ materially from the results expressed or implied by the forward-looking statements we make.

The risks and uncertainties referred to above include – but are not limited to – risks associated with possible fluctuations in our financial and operating results; our rate of growth and anticipated revenue run rate, including our ability to convert deferred revenue and unbilled deferred revenue into revenue and, as appropriate, cash flow, and our ability to grow deferred revenue and unbilled deferred revenue; errors, interruptions or delays in our service or Web hosting; breaches of our security measures; the financial impact of any previous and future acquisitions; the nature of our business model; our ability to continue to release, and gain customer acceptance of, new and improved versions of our service; successful customer deployment and utilization of our existing and future services; changes in our sales cycle; competition; various financial aspects of our subscription model; unexpected increases in attrition or decreases in new business; our ability to realize benefits from strategic partnerships; reliance on third-party computer hardware and software; the emerging markets in which we operate; unique aspects of entering or expanding in international markets; our ability to hire, retain and motivate employees and manage our growth; changes in our customer base; technological developments; regulatory developments; litigation related to intellectual property and other matters, and any related claims, negotiations and settlements; unanticipated changes in our effective tax rate; factors affecting our outstanding convertible notes and credit facility; fluctuations in the number of shares we have outstanding and the price of such shares; foreign currency exchange rates; collection of receivables; interest rates; factors affecting our deferred tax assets and ability to value and utilize them, including the timing of achieving profitability on a pre-tax basis; the potential negative impact of indirect tax exposure; the risks and expenses associated with our real estate and office facilities space; and general developments in the economy, financial markets, and credit markets.

Further information on these and other factors that could affect the financial results of salesforce.com, inc. is included in the reports on Forms 10-K, 10-Q and 8-K and in other filings we make with the Securities and Exchange Commission from time to time, including our most recent Form 10-K. These documents are available on the SEC Filings section of the Investor Information section of our website at www.salesforce.com/investor.

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Financial Review
Market Opportunity
Salesforce Advantage
Economic Model
Financial Review

Market Opportunity

Salesforce Advantage

Economic Model
15 Years of Customer Success in the Cloud

150,000+ customers

15,000+ employees

~450B transactions

$5B+ revenue

Note: Represents revenue run rate as of Q2'15. Customer count includes customers on Force.com and ExactTarget. Transactions represent trailing four quarters as of Q2'15.
Strong and Consistent Growth to $5 Billion Plus

Quarterly Revenue

Q114 $893M
Q214
Q314
Q414
Q115 $1.3B+
Q215

Full Year Revenue

FY10
FY11
FY12
FY13
FY14 $1.3B
FY15E $5.3B+

Note: FY'15 estimate based on Q2'15 revenue run rate of $1.319 billion.
Deferred Revenue Drives Top Line Growth

Note: FY'14 Billed Deferred Revenue includes a benefit from our acquisition of ExactTarget of $99 million. Unbilled deferred revenue, or Backlog, represents approximate balance of business that is contracted but not invoiced.
Q2 FY15: Strong Growth Across the World

Americas
$941M
+39% y/y

EMEA
$247M
+36% y/y

APAC
$131M
+27% y/y

Note: Dollars represent Q2'15 revenue dollars. Percentages represent Q2'15 Y/Y constant currency revenue growth.
FX is Becoming a Headwind

FY16: Expecting $125M-$150M FX Revenue Headwind Y/Y

Note: Data from oanda.com historical FX rates, weekly from 9/4/11-10/5/14. USD/JPY scale inverted.
Best-in-Class Gross Margin Creates Structural Advantage

<table>
<thead>
<tr>
<th>Company</th>
<th>Non-GAAP Gross Margin¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salesforce</td>
<td>79%</td>
</tr>
<tr>
<td>Constant Contact</td>
<td>73%</td>
</tr>
<tr>
<td>NetSuite</td>
<td>72%</td>
</tr>
<tr>
<td>Marketo</td>
<td>69%</td>
</tr>
<tr>
<td>Concur Technologies</td>
<td>68%</td>
</tr>
<tr>
<td>ServiceNow</td>
<td>67%</td>
</tr>
<tr>
<td>Workday</td>
<td>67%</td>
</tr>
<tr>
<td>Zendesk</td>
<td>65%</td>
</tr>
<tr>
<td>Veeva Systems</td>
<td>64%</td>
</tr>
<tr>
<td>Ultimate Software</td>
<td>61%</td>
</tr>
</tbody>
</table>

¹Source: Company filings; all gross margins based on first half of current calendar year results.

Note: Non-GAAP measures exclude the effects of stock-based compensation, amortization of purchased intangibles, and net non-cash interest expense. A complete reconciliation of GAAP to non-GAAP measures can be found in the Appendix and at www.salesforce.com/investor.
Tracking to 125-150bps Y/Y Operating Margin Improvement

Note: Targeting 125-150bps non-GAAP Operating Margin improvement for full fiscal year 2015 year-over-year. Non-GAAP measures exclude the effects of stock-based compensation, amortization of purchased intangibles, and net non-cash interest expense. A complete reconciliation of GAAP to non-GAAP measures can be found in the Appendix and at www.salesforce.com/investor.
Strong Operating Cash Flow with Consistent Yield

Operating Cash Flow

<table>
<thead>
<tr>
<th>Year</th>
<th>OCF</th>
<th>Yield</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY10</td>
<td>$719M</td>
<td>4%</td>
</tr>
<tr>
<td>FY11</td>
<td>~</td>
<td>5%</td>
</tr>
<tr>
<td>FY12</td>
<td>~</td>
<td>7%</td>
</tr>
<tr>
<td>FY13</td>
<td>~</td>
<td>6%</td>
</tr>
<tr>
<td>FY14</td>
<td>~</td>
<td>7%</td>
</tr>
<tr>
<td>FY15 YTD</td>
<td>~</td>
<td>5%</td>
</tr>
</tbody>
</table>

Note: Percent of CapEx spend represents trailing four quarters as of Q2 '15.
Employee Base has More Than Tripled Since FY10

- FY10: ~4,000
- FY11
- FY12
- FY13
- FY14: 15,000+
- Q215: 15,000+
1. Op. Margin is non-GAAP. Non-GAAP measures exclude the effects of stock-based compensation, amortization of purchased intangibles, and net non-cash interest expense. A complete reconciliation of GAAP to non-GAAP measures can be found in the Appendix and at www.salesforce.com/investor. In addition, revenue growth in constant currency terms, and operating margin does not take into consideration the potential impact from future acquisitions.
CRM Market Leads Enterprise Software in Growth

Calculations performed by Salesforce. Charts/graphics created by Salesforce based on Gartner research; Source: Gartner Forecast Enterprise Software Markets, Worldwide, 2011-2018, 3Q14 Update; Percentages represent CAGR from CY13-CY18. CRM Market defined as combination of the Sales, Customer Service and Support, and Marketing market segments; ECM = Enterprise Content Management; Collaboration = Web Conferencing, Collaboration/Social Software; SCM = Supply Chain Management, Data Integration = Data Integration Tools and Data Quality Tools; DBMS = Database Management Systems; PPM = Project and Portfolio Management; BI = Business Intelligence and Analytics; App. Middleware = Application Infrastructure and Middleware.
Consistent and Deliberate TAM Expansion

Source: Salesforce company data and industry reports.
Salesforce Wave: First Native Cloud Analytics Platform

Fast
search based analytics

Intuitive
game-inspired user experience

Connected
any data from any source
We Have a Huge Addressable Market

CRM is Only Half of the FY14 TAM Story

Current TAM: $35B

- Business Intelligence: $13B
- Sales: $5B
- Customer Service & Support: $8B
- Marketing: $4B
- CRM: $17B
- Collaboration: $3B
- Platform: $15B

TAM with Analytics: $48B

Sales: Extending Our #1 Position

$9B sales by 2018

Change in Share 2013

<table>
<thead>
<tr>
<th>Company</th>
<th>2013 Market Share</th>
<th>Change in Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salesforce</td>
<td>41.1%</td>
<td>2.9%</td>
</tr>
<tr>
<td>Microsoft</td>
<td>14.7%</td>
<td>1.9%</td>
</tr>
<tr>
<td>SAP</td>
<td>9.6%</td>
<td>0.3%</td>
</tr>
<tr>
<td>Oracle</td>
<td>15.1%</td>
<td>4.4%</td>
</tr>
</tbody>
</table>

Service: Fast Approaching #1

$14B by 2018\(^1\)

Customer Service and Support Market Share\(^2\)

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salesforce</td>
<td>6%</td>
<td>10%</td>
<td>12%</td>
</tr>
<tr>
<td>Oracle</td>
<td>0.5%</td>
<td>0.5%</td>
<td>0.8%</td>
</tr>
<tr>
<td>Microsoft</td>
<td>0.5%</td>
<td>6.3%</td>
<td>13.7%</td>
</tr>
<tr>
<td>SAP</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Change in Share 2013\(^2\)

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salesforce</td>
<td>2.7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Oracle</td>
<td></td>
<td>0.5%</td>
<td></td>
</tr>
<tr>
<td>Microsoft</td>
<td></td>
<td></td>
<td>0.5%</td>
</tr>
<tr>
<td>SAP</td>
<td></td>
<td></td>
<td>0.8%</td>
</tr>
</tbody>
</table>

Marketing: Expands Footprint

$12B by 2018

Change in Share 2013

<table>
<thead>
<tr>
<th>Company</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salesforce</td>
<td>3%</td>
<td>3%</td>
<td>6%</td>
</tr>
<tr>
<td>Adobe</td>
<td>3.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Oracle</td>
<td>0.5%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>IBM</td>
<td>0.5%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Marketing Market Share

Platform: Our Largest Addressable Market

$26B by 2018

Change in Share 2013

Salesforce: 0.9%
Microsoft: 0.2%
IBM: 0.0%
Oracle: 0.8%

Platform & Other Market Share

2011: 1%
2012: 2%
2013: 3%

We Have Runway Across Existing Markets

Sales Market Share: 37% (2011), 38% (2012), 41% (2013)


Our clouds represent 4 of the top 8 pure-play cloud companies by revenue as of Q2 CY14.

<table>
<thead>
<tr>
<th>Company</th>
<th>Q2 2014 Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Cloud</td>
<td>$610</td>
</tr>
<tr>
<td>Service Cloud</td>
<td>$319</td>
</tr>
<tr>
<td>NetSuite</td>
<td>$255</td>
</tr>
<tr>
<td>Workday</td>
<td>$187</td>
</tr>
<tr>
<td>Salesforce1 Platform &amp; Other</td>
<td>$181</td>
</tr>
<tr>
<td>Concur Technologies</td>
<td>$178</td>
</tr>
<tr>
<td>ServiceNow</td>
<td>$122</td>
</tr>
<tr>
<td>Marketing Cloud</td>
<td>$122</td>
</tr>
<tr>
<td>Ultimate Software</td>
<td>$81</td>
</tr>
<tr>
<td>Constant Contact</td>
<td>$76</td>
</tr>
<tr>
<td>Veeva Systems</td>
<td>$36</td>
</tr>
<tr>
<td>Marketo</td>
<td>$18</td>
</tr>
<tr>
<td>Zendesk</td>
<td></td>
</tr>
</tbody>
</table>

Source: company filings. Amounts in millions.
Shift to the Cloud Expands the Market

Five Year TCO per User

<table>
<thead>
<tr>
<th></th>
<th>On Premise</th>
<th>Cloud</th>
</tr>
</thead>
<tbody>
<tr>
<td>Software</td>
<td>20%</td>
<td>36%</td>
</tr>
<tr>
<td>Infrastructure</td>
<td>21%</td>
<td>16%</td>
</tr>
<tr>
<td>Services</td>
<td>59%</td>
<td>48%</td>
</tr>
</tbody>
</table>

Total Cost Savings

1.8x software market multiplier

Source: IDC, September 2012. IDC custom research for salesforce. Infrastructure includes server, networking and storage hardware, power and facilities. Labor/Services include implementation, admin/upgrade personnel costs and training expense; software includes license and maintenance. Data drawn from five studies of over 50 companies.
No One is Better Positioned in the Cloud…

Quarterly Cloud Subscriptions as a Percentage of Total Revenue

Salesforce: 100%
Microsoft: 10%
SAP: 7%
Oracle: 5%

Source: Salesforce Q2'15 earnings press release; Oracle Analyst day 2014. Microsoft Q4 FY14 earnings press release. SAP Q2 FY14 press release. Microsoft cloud % = $4.4B cloud run rate / 4 as % of commercial licensing revenue. SAP cloud % = cloud subscriptions & support revenue / software and support revenue. Oracle cloud % = cloud software as a service and platform as a service / software and cloud revenues.
David Havlek
SVP, Finance and Strategy
Salesforce: The CRM Standard

The Customer Success Platform
World’s #1 CRM company

World’s most admired software company

World’s most innovative company

Destination for Top Industry Talent

*Source: IDC Worldwide Semiannual Software Trackers for 1H 2013 and 2H 2013
Proven and Trusted Global Infrastructure

UK Datacenter: Scheduled to go live in 2014

France Datacenter: Scheduled to go live in 2015

Germany Datacenter: Scheduled to go live in 2015

Canada Datacenters: Announced 2014

Japan Datacenter: Live in 2011
Unmatched Customer Success in the Cloud at Scale

Transaction Volume: 130B

- 99.98% Availability in Q2 '15
- Transaction Growth: 52% y/y
- Average Page Time: 217ms
- Custom Applications: ~500,000

Note: Data as of Q2 '15.
Leading Cloud Developer and ISV Ecosystem

2,500+ AppExchange Apps

1.7M next gen developers on our platform

Launch

2006 2007 2008 2009 2010 2011 2012 2013 2014

Evernote  Dropbox  RingCentral  MobileIron  Fileboard  Luskid  Vidyard  TOA Technologies  Acumatica  Selectica  Avaya  Charles Schwab  Genesys  Intuit  Intel  LinkedIn  Citrix  Blackboard  OpDots  Cameleon Software  Canon  Indexiq  evariant  ClickSoftware
Cloud Fueling Next Generation Partner Ecosystem

- **82%** Q2'15 y/y growth in joint sales with SIs
- **68%** Q2'15 y/y growth in certifications at SIs

Represent Q2'15 y/y growth in dollars of new business.

*Represents 2014 Partner Innovation Award recipients.*
Customer Evangelism Drives Growth and Value

85% of customers would recommend to others\(^1\)

150,000+ customers

Dollar Attrition

Q411 Q412 Q413 Q414 Q215

Dollar Attrition as a percentage of revenue when compared to the year-ago period for Sales Cloud, Service Cloud and the Force.com Platform.

Note: Chart of dollar attrition as a percentage of revenue when compared to the year-ago period for Sales Cloud, Service Cloud and the Force.com Platform.\(^2\)

\(^1\)Salesforce.com Customer Relationship Survey Results, Comfitim CustomerSat, May 2014.
Significant Opportunity in the Enterprise

Revenue by Customer Segment

SMB: 50%
Enterprise: 50%

Salesforce's TAM by Customer Segment

2011:
- SMB: $41B (30%)
- Enterprise: $82B (70%)

2018:
- SMB: $41B (30%)
- Enterprise: $82B (70%)

Source: Salesforce company data and industry reports. SMB represents companies with less than 1,000 employees. Enterprise represents companies with greater than 1,000 employees.
Enterprise Traction With More Room to Grow

~800 customers pay us more than $1M annually

Top 100 Customers as a Percent of Total Revenue

~20%

Top 100: AXA, ADP, Coca-Cola, Cisco, GE, Google, Home Depot, JPMorgan, Merrill Lynch, P&G, Louis Vuitton, Verizon

Remaining: Dreamforce
Land and Expand: 4x

Example: Annual revenue from a Financial Services customer

$9.7M

$2.4M

FY11 FY12 FY13 FY14 Current

Note: Amounts represent expected annual revenue contribution as of June 30 for the respective fiscal year.
Example: Annual revenue from a Media/Communications customer

Note: Amounts represent expected annual revenue contribution as of June 30 for the respective fiscal year.
Land and Expand: 30x

Example: Annual revenue from a Manufacturing customer

FY11 $0.5M
FY12
FY13
FY14
Current $16.2M

Note: Amounts represent expected annual revenue contribution as of June 30 for the respective fiscal year.
Expanding Within Our Top Customers

“Seven- and eight-figure transactions are great. But we also really want nine-figure relationships.”
- Keith Block

Annual revenue generated by cohort of our top 50 customers as of Q2 FY15 who have been customers since at least Q2 FY11.
Industry Verticals Drive Strategic Value

- Target largest industries
- Focus on industry knowledge sales enablement
- ISV and SI partner momentum
- Develop industry specific product extensions

Salesforce 2018 TAM by Industry

Source: Salesforce company data and industry reports.
Lots of Room to Grow in the Americas

The U.S. application software market is larger than the next 17 countries, combined, and represents 44% of global total.³

Americas:
$19B CY13 opportunity¹
$44B CY18 opportunity¹

Potential Billion Dollar Geographies

EMEA:
$10B CY13 opportunity\(^1\)
$24B CY18 opportunity\(^1\)

APAC:
$5B CY13 opportunity\(^1\)
$12B CY18 opportunity\(^1\)

6% EMEA share in 2013\(^2\)
8% APAC share in 2013\(^2\)

### Targeting the Most Important Software Markets

<table>
<thead>
<tr>
<th>Country</th>
<th>2018 Enterprise App Software Spending (in millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>$85,488</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>$13,646</td>
</tr>
<tr>
<td>Germany</td>
<td>$10,796</td>
</tr>
<tr>
<td>Japan</td>
<td>$9,854</td>
</tr>
<tr>
<td>Canada</td>
<td>$7,335</td>
</tr>
<tr>
<td>France</td>
<td>$6,527</td>
</tr>
<tr>
<td>Australia</td>
<td>$6,042</td>
</tr>
<tr>
<td>China</td>
<td>$5,593</td>
</tr>
<tr>
<td>Brazil</td>
<td>$4,247</td>
</tr>
<tr>
<td>Netherlands</td>
<td>$3,598</td>
</tr>
</tbody>
</table>

74% of global enterprise app software spending represented by our top eight countries.

Calculations performed by Salesforce. Charts/graphics created by Salesforce based on Gartner research. Source: Gartner Market Databook, 3Q14 Update; IT Spending Forecast by Country and Segment data represents Enterprise Application Software spending in 2018.
Economic Drivers of Lifetime Value

Cost to Book (CTB)
What does it “cost to book” $1 of recurring revenue?

Attrition
What’s the expected lifetime revenue from $1 recurring revenue?

Cost to Serve (CTS)
How much does it “cost to serve” the lifetime revenue?
Effects of Lower Cost to Book

Total CTB

Breakeven

Time

Attrition

Cumulative Profit

Effects of Lower Cost to Book
Effects of Lower Attrition

- Breakeven
- Total CTB
- Cumulative Profit
- Attrition$_1$
- Attrition$_2$
Effects of Lower CTS or Add-On/Upgrade

- unit economics
- support
- Mid-30s
- long-term
- op margins

Total CTB

Time

Cumulative Profit

Attrition
Uniquely Positioned for Industry-Leading Growth

- Strong Financial Model
- Huge Market Opportunity
- Growth Advantage
- Compelling Unit Economics
Appendix
## GAAP to Non-GAAP Reconciliation

### (in 000’s) FY15 (YTD) FY14 FY13 FY12 FY11 FY10

#### Non-GAAP gross profit

<table>
<thead>
<tr>
<th></th>
<th>FY15 (YTD)</th>
<th>FY14</th>
<th>FY13</th>
<th>FY12</th>
<th>FY11</th>
<th>FY10</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP gross profit</td>
<td>$1,945,187</td>
<td>$3,102,575</td>
<td>$2,366,616</td>
<td>$1,777,653</td>
<td>$1,333,326</td>
<td>$1,047,658</td>
</tr>
<tr>
<td>Plus:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Amortization of purchased intangibles</td>
<td>49,943</td>
<td>109,356</td>
<td>77,249</td>
<td>60,069</td>
<td>15,459</td>
<td>8,010</td>
</tr>
<tr>
<td>Stock-based expenses</td>
<td>24,787</td>
<td>45,608</td>
<td>33,757</td>
<td>17,451</td>
<td>12,158</td>
<td>12,570</td>
</tr>
<tr>
<td>Non-GAAP gross profit</td>
<td>$2,019,917</td>
<td>$3,257,539</td>
<td>$2,477,622</td>
<td>$1,855,173</td>
<td>$1,360,943</td>
<td>$1,068,238</td>
</tr>
</tbody>
</table>

#### Non-GAAP operating profit

<table>
<thead>
<tr>
<th></th>
<th>FY15 (YTD)</th>
<th>FY14</th>
<th>FY13</th>
<th>FY12</th>
<th>FY11</th>
<th>FY10</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP income (loss) from operations</td>
<td>$(88,775)</td>
<td>$(286,074)</td>
<td>$(110,710)</td>
<td>$(35,085)</td>
<td>$97,497</td>
<td>$115,272</td>
</tr>
<tr>
<td>Plus:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Amortization of purchased intangibles</td>
<td>79,556</td>
<td>146,535</td>
<td>88,171</td>
<td>67,319</td>
<td>19,668</td>
<td>11,251</td>
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<tr>
<td>Stock-based expenses</td>
<td>273,503</td>
<td>503,280</td>
<td>379,350</td>
<td>229,258</td>
<td>120,429</td>
<td>88,892</td>
</tr>
<tr>
<td>Non-GAAP operating profit</td>
<td>$264,284</td>
<td>$363,741</td>
<td>$356,811</td>
<td>$261,492</td>
<td>$237,594</td>
<td>$215,415</td>
</tr>
</tbody>
</table>

### As Margin %

<table>
<thead>
<tr>
<th></th>
<th>FY15 (YTD)</th>
<th>FY14</th>
<th>FY13</th>
<th>FY12</th>
<th>FY11</th>
<th>FY10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$2,545,323</td>
<td>$4,071,003</td>
<td>$3,050,195</td>
<td>$2,266,539</td>
<td>$1,657,139</td>
<td>$1,305,583</td>
</tr>
<tr>
<td>GAAP gross margin</td>
<td>76.4%</td>
<td>76.2%</td>
<td>77.6%</td>
<td>78.4%</td>
<td>80.5%</td>
<td>80.2%</td>
</tr>
<tr>
<td>Non-GAAP gross margin</td>
<td>79.4%</td>
<td>80.0%</td>
<td>81.2%</td>
<td>81.9%</td>
<td>82.1%</td>
<td>81.8%</td>
</tr>
<tr>
<td>GAAP operating margin</td>
<td>-3.5%</td>
<td>-7.0%</td>
<td>-3.6%</td>
<td>-1.5%</td>
<td>5.9%</td>
<td>8.8%</td>
</tr>
<tr>
<td>Non-GAAP operating margin</td>
<td>10.4%</td>
<td>8.9%</td>
<td>11.7%</td>
<td>11.5%</td>
<td>14.3%</td>
<td>16.5%</td>
</tr>
</tbody>
</table>