Analyst Day
October 14, 2020

Zoom Video Communications
Agenda

11:00 am Welcome
- Tom McCallum, Head of Investor Relations

11:05 am – 11:20 am Future of Work and Future of Zoom
- Kelly Steckelberg, Chief Financial Officer

11:20 am – 11:40 am Zoom Phone and Zooms Presentation
- Graeme Geddes, Head of Zoom Phone and Rooms

11:40 am – 12:10 pm Customer Fireside Chat
- Ryan Azus, CRO, Jill Porubovic, SVP Technical Workforce of Discovery Inc., and Kevin Atkin, Director of IT of Gilead

12:10 pm - 1:00 pm Executives Q&A
- Eric Yuan, Founder and CEO, Kelly Steckelberg, and Ryan Azus
Use of non-GAAP financial measures

In addition to the financials presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation includes non-GAAP Free Cash Flow. Non-GAAP metrics have limitations as analytical tools and you should not consider them in isolation or as a substitute for or superior to the most directly comparable financial measures prepared in accordance with U.S. GAAP. There are a number of limitations related to the use of non-GAAP metrics versus their nearest GAAP equivalents. Other companies, including companies in our industry, may calculate non-GAAP metrics differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP metrics as tools for comparison. We urge you to review the reconciliation of Zoom’s non-GAAP metrics to the most directly comparable GAAP financial measures, and not to rely on any single financial measure to evaluate our business. See the Appendix for reconciliation between each non-GAAP metric and the most comparable GAAP measure.
Safe Harbor

This presentation and the accompanying oral presentation have been prepared by Zoom Video Communications, Inc. ("Zoom") for informational purposes only and not for any other purpose. Nothing contained in this presentation is, or should be construed as, a recommendation, promise or representation by the presenter or Zoom or any officer, director, employee, agent or advisor of Zoom. This presentation does not purport to be all inclusive or to contain all of the information you may desire. Information provided in this presentation and the accompanying oral presentation speak only as of the date hereof.

This presentation and the accompanying oral presentation include express and implied “forward looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases, you can identify forward looking statements by terms such as “anticipate,” “believe,” “estimate,” “expect,” “intend,” “may,” “might,” “plan,” “project,” “will,” “would,” “should,” “could,” “can,” “predict,” “potential,” “target,” “explore,” “continue,” or the negative of these terms, and similar expressions intended to identify forward looking statements. However, not all forward-looking statements contain these identifying words. These statements may relate to our market size and growth strategy as well as opportunities related to the same, our reputation in the market, our estimated and projected costs, margins, revenue, expenditures, investments, growth rates, and our long-term financial framework, as well as trends regarding the same, our future results of operations or financial condition, our plans and objectives for future operations, growth, initiatives, or strategies and the impact to our business from the COVID 19 pandemic. By their nature, these statements are subject to numerous uncertainties and risks, including factors beyond our control, that could cause actual results, performance or achievement to differ materially and adversely from those anticipated or implied in the statements. These assumptions, uncertainties and risks include that, among others, our business would be harmed by any decline in new customers and hosts, renewals or upgrades, our limited operating history makes it difficult to evaluate our prospects and future results of operations, we operate in competitive markets, we do not expect to sustain our revenue growth rate in the future, there is continued uncertainty regarding the extent and duration of the COVID 19 and the responses of government and private industry thereto, as well as the impact of COVID 19 on the overall economic environment, any or all of which will have an impact on demand for remote work solutions for business as well as overall distributed face to face interactions and collaboration using Zoom, our business would be harmed by any significant interruptions, delays or outages in services from our co located data centers, and failures in internet infrastructure or interference with broadband access could cause current or potential users to believe that our systems are unreliable. Additional risks and uncertainties that could cause actual outcomes and results to differ materially from those contemplated by the forward looking statements are included under the caption “Risk Factors” and elsewhere in our most recent filings with the Securities and Exchange Commission (the “SEC”), including our quarterly report on Form 10 Q for the fiscal quarter ended July 31, 2020. Forward looking statements speak only as of the date the statements are made and are based on information available to Zoom at the time those statements are made and/or management’s good faith belief as of that time with respect to future events. Zoom assumes no obligation to update forward looking statements to reflect events or circumstances after the date they were made, except as required by law.

This presentation and the accompanying oral presentation also contain estimates and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. In addition, projections, assumptions, and estimates of our future performance and the future performance of the markets in which we compete are necessarily subject to a high degree of uncertainty and risk.
Future of Work
Future of Zoom

Kelly Steckelberg, Chief Financial Officer
“We're in a new digital world, in an all digital world. The past is gone, it's not coming back... We need to rebuild our companies, our organizations and ultimately we need to rebuild ourselves to be successful in this new digital future... Zoom is not the future. Zoom is the present. This is our present reality.”

— Marc Benioff, Salesforce CEO on CNBC September 27, 2020
Zoom as a driving force enabling communication and collaboration worldwide

Work anywhere
Learn anywhere
Connect anywhere
Staying connected when physical gathering is not possible
Future of Work and Collaboration at Zoom

Safe hybrid workplace with the best inclusive and immersive virtual experience for both in-office and remote workers

- Touchless voice commands and virtual reception
- Better face-to-face interaction smart gallery
- Shared meeting wallpapers and scenes
- Zoom for Home
Annualized Meeting Minutes Run-Rate*

* Annualized meeting minute run-rate is calculated by multiplying the quarter ending month's exit meeting minutes by 12. Q3FY21 QTD data is as of Sept 30, 2020.
355%  
Q2FY21  
YoY Revenue Growth

$2.6B+  
Annualized Revenue Run-Rate  
(Q2FY21)

130%+  
TTM Dollar-Based Net Expansion Rate*  for 9 straight quarters  
(as of July 31, 2020)

64/36  
Revenue split between Customers >10 Employees and Customers <10 employees  
(Q2FY21)

$1.5B  
Cash, Cash Equivalents and Marketable Securities, Excluding Restricted Cash  
(Q2FY21)

19x  
Increase in YTD FCF**  
(YoY Q2FY21 vs Q2FY20)

* We calculate net dollar expansion rate as of a period end by starting with the ARR from customers with more than 10 employees as of the 12 months prior to such period end (Prior Period ARR). We then calculate the ARR from these customers as of the current period end (Current Period ARR). The calculation of Current Period ARR includes any upsells, contraction and attrition. We then divide the total Current Period ARR by the total Prior Period ARR to arrive at the net dollar expansion rate. For the trailing 12-months calculation, we take an average of this calculation over the trailing 12 months.

** See appendix for a reconciliation of non-GAAP to GAAP financial measures. We define FCF as GAAP net cash provided by operating activities less purchases of property and equipment.
Explosive Customer Growth

Customers with more than 10 employees
- Q2 FY20: 66K
- Q2 FY21: 370K
- Growth: 458%

Customers with >$100K TTM Revenue
- Q2 FY20: 466
- Q2 FY21: 988
- Growth: 112%

Customers with >$1M ARR
- Q2 FY20: 27
- Q2 FY21: 88
- Growth: 226%
Upmarket Movement with Room for Significant Growth
Global 2000 (G2K) Penetration Rate by ARR Threshold

- 54% >$1K ARR
  - 26% Q2 FY20

- 29% >$10K ARR
  - 14% Q2 FY20

- 12% >$100K ARR
  - 6% Q2 FY20
Global 2000 segments spending >$100K ARR

Number of Customers

- Financial Services
- Technology
- Consumer Goods/Retail
- Healthcare/Pharma
- Industrial
- Business Services
- Energy
- Telecom
- Real Estate

0 10 20 30 40 50
International leads with 629% YoY growth

Top International Countries by Revenue (Q2FY21)

- United Kingdom: 81% Americas
  - Q2 FY20: 8%, APAC
  - Q2 FY21: 12%, APAC
  - APAC: 573%
  - EMEA: 669%
- Japan: 11%, EMEA
- Canada: 19%, EMEA
- Australia: 69%, Americas
- Germany: 288%
- France: 8%, APAC
- India: 81%, Americas
- Mexico: 81%, Americas
- Brazil: 81%, Americas
- Spain: 81%, Americas

Subtotal revenue percentage has been rounded.
Tremendous Opportunity: Zoom Phone

- $23B+ Total Addressable Market by 2024*
- 43+ Countries & Territories where Zoom Phone in GA
- 500K+ ZP Seats Sold TTM
- 7 Master Agent Partners and 2000+ Sub-Agents
- 5,800+ ZP customers with more than 10 employees

All metrics are through Q2FY21.
*IDC 2020 Report
High Demand for Large Virtual Events

Annualized Webinar Minutes Run-Rate

* Annualized webinar minute run-rate is calculated by multiplying the quarter ending month’s exit webinar minutes by 12. Q3FY21 QTD data is as of Sept 30, 2020.
Financial Framework (Non-GAAP)

<table>
<thead>
<tr>
<th>As a % of Revenue</th>
<th>Actual Q2FY21</th>
<th>Previous Long-Term Profile</th>
<th>Updated Long-term Profile</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Margin %</td>
<td>72%</td>
<td>~80-82%</td>
<td>~80%</td>
</tr>
<tr>
<td>Research &amp; Development</td>
<td>4%</td>
<td>~10-12%</td>
<td>~10-12%</td>
</tr>
<tr>
<td>Sales &amp; Marketing</td>
<td>19%</td>
<td>~40-42%</td>
<td>~30-35%</td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>8%</td>
<td>~8-10%</td>
<td>~8-10%</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>42%</td>
<td>20%+</td>
<td>~25%</td>
</tr>
</tbody>
</table>

A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis without unreasonable effort due to the uncertainty of expenses that may be incurred in the future. The above financial framework should not be construed to be guidance.
The Zoom ESG Pledge

Zoom cares for the long-term benefits of our community, our customers, our company, our teammates and ourselves. We strive to make a positive impact by delivering virtual connections to the global community and committing to build a sustainable future for our environment and society.
Leadership Role in the new WFA world

❖ Proven ability to scale
❖ Global brand and awareness
❖ Innovation and security focus
❖ Well positioned for growth
❖ Strong financial profile combination of revenue, profit & FCF
❖ Culture focused on customer and employee happiness
Zoom Phone & Zoom Room Presentation

Graeme Geddes,
Head of Zoom Phone & Rooms
Last Year at Zoomtopia...

Evolution of Communications Technology

- TDM Phone System
- On-premise VoIP Phone System
- Cloud Phone System
- Online Meetings
- Hardware Video Conference
- Modern Video Communications
- Cloud Video Conferencing
  - Cloud Phone System
  - Team Messaging
  - Open Platform
Modern Phone Solution

- Seamlessly integrated phone features
- Domestic & international calling
- Seamlessly elevate calls to a Zoom Meeting

Centralized Management

- Single point administration
- Single unified app experience
- Call detail reporting & quality monitoring

Secure & Reliable

- Secure HD Voice
- QoS delivered by adaptive rate codecs
- Globally distributed datacenters
Zoom Phone a year in review...

400+ Platform Features Delivered

Nov-Oct 2020
Continued feature acceleration including: Nomadic e911, FedRAMP certification, Transfer to Meeting, 256bit GCM encryption, Proximity Handoff (iOS), Barge/Monitor/Whisper, and more.

Master / Agent Program Launch

Mar 2020
Launched Master/Agent channel program with Avant, Intelsys, Pax8 and Telarus in March. In September expanded internationally with Nuvias, Scansource, and Tradewinds.

International Expansion

Aug 2020
Expanded international footprint to provide local numbers in 43 countries & territories globally.

Global Select Plan

Aug 2020
Introduced Global Select Plan, a simplified way to purchase and manage Global Telephony. A single license, at a single price for Unlimited Domestic Calling.
International Expansion

Jan 2019
United States
Canad

July 2019
Australia
United Kingdom

Dec 2019
Ireland
New Zealand
Puerto Rico

Mar 2020
Austria, Belgium,
Denmark,
France,
Germany, Italy,
Netherlands,
Spain, Sweden,
Switzerland,
Portugal

Aug 2020
Argentina, Brazil,
Bulgaria, Chile,
Colombia, Costa
Rica, Croatia, Czech
Republic, Ecuador,
Estonia, Finland,
Greece, Hong Kong,
Hungary, Lithuania,
Luxembourg,
Mexico, Norway,
Panama, Peru,
Poland, Romania,
Singapore, Slovakia,
Slovenia

2 Countries
4 Countries
7 Countries & Territories
18 Countries & Territories
43+ Countries & Territories
Zoom Phone growth...

500K+ Seats Sold in TTM

5,800+ Paid customers w/ 10 or more employees

8X+ Traffic increase TTM

22% Customers new to Zoom

All Metrics are through Q2FY21
Customers new to Zoom includes all customers regardless of size
Geography

- AMER 87%
- EMEA 9%
- APAC 4%

Customer Size

- MassMarket 62%
- UpMarket 38%

Top Verticals

- Technology
- Financial Services
- Professional Services
- Manufacturing
- Retail
- Healthcare
- BioTech/Pharma

All Metrics are through Q2FY21
UpMarket defined as bookings from customers > 1K Employees
Geographic data based on seats sold to customers HQ in market
Announcing at Zoomtopia 2020

Zoomtopia Announcements...

- Nomadic e911
- Team MMS
- AI Spam Blocking
- International Expansion: South Africa
- MSFT Teams Integration
- Zoom Phone Appliance
Zoom Phone & Work from Anywhere
Helping our customers respond to the demands of WFA

"We implemented this solution right before COVID hit the US. Zoom Phone has made it possible for our firm to transition its employees to a remote work environment within 24 hours."
— IT Manager, Medium Enterprise Financial Services Company

"Zoom Phone has allowed us to operate remotely for the past 6 months without any impact to the company."
— CIO, Small Business Pharmaceuticals Company

97% of surveyed organizations rated Zoom Phone's remote workforce enablement as better than the competition.

Source: TechValidate survey of 245 users of Zoom Phone

Zoom
Zoom Phone Breakout Sessions

Simplify Your Business Communications with Zoom Phone

October 14, 2020
10:00 AM Pacific Time

Host: Mark Scarpeelli
Zoom Phone Manager

PANELISTS

Chris Harvey
Asst Vice President - IT
Brotherhood Mutual

Paul Wilch
IT Manager
Hawley Troxell

Keith Ward
Director, Technology Solutions
National Wildlife Federation

Dusty Harkleroad
Director of IT
Environmental Lights

Zoom Phone and UCaaS in the Enterprise

October 14, 2020
1:00 PM Pacific Time

Host: Colby Nish
Zoom Phone, North America Leader

PANELISTS

Venkat Lakshmanarayanan
Sr Dir, IT Infrastructure Engineering and Operations
ServiceNow

John Scott
Executive Director of Technology Infrastructure
Quinnipiac University

Sue Delaney
IT Director
Global Connectivity & M&A
Ebay, Inc.

Meng Li
Director of Systems Engineering
Viacom CBS
Zoom Rooms
Zoom Rooms & Devices a year in review...

**Zoom Rooms Appliances**

Oct 2019
Turnkey room solutions to streamline deployment and management experience.

Dec 2019
First to market features
- Native room control integration
- One-click to join 3rd party meetings (BJN, Webex, GTM, LogMeIn, Teams, S4B)
- Support up to 10 controllers
- Companion whiteboard

**Zoom HaaS**

July 2020
Launched Zoom HaaS in the US for rooms and phones with Neat, DTEN, Poly, and Yealink devices

**Zoom for Home**

Aug 2020
Launched new device category for remote working use cases. Launched with Zoom for Home - DTEN ME and have since announced smart display partnerships
New hardware solutions for 2021

- DTEN ON TV
- HP Collaboration G6 24/7 All-in-One with Zoom Rooms
- Lenovo ThinkSmart View
- Neat Frame
- Neat One
- Yealink A20
New features helping enable re-entering the office*

Virtual Receptionist (Zoom Rooms Kiosk)

Enhancing Voice Commands (and adding support for Alexa native integration)

Zoom Rooms Smart Gallery to better enable face-to-face collaboration with in-room and remote participants.

Scheduling Display with people counting

Control room from mobile or desktop device

And more enhancements around reporting & remote administration...

*Roadmap Q4 2020- H1 2021
New whiteboarding enhancements

Sticky notes & infinite canvas

Persistent whiteboarding & whiteboard templates

*Roadmap Q4 2020- H1 2021*
## Zoom Rooms breakout sessions...

<table>
<thead>
<tr>
<th>Session</th>
<th>Date and Time</th>
</tr>
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<tbody>
<tr>
<td>Adapting Rooms and Workspaces for the Post-Pandemic Workplace</td>
<td>Oct 15 11a - 11:45a PT</td>
</tr>
<tr>
<td>Native Room Control Integrations: A Guide to Custom Network-Based Controls Within Zoom Rooms</td>
<td>Oct 14 1p - 1:30p PT</td>
</tr>
<tr>
<td>Pushing the Limits of Zoom Rooms: Beyond the Traditional Conference Room</td>
<td>Oct 15 10a - 10:45a PT</td>
</tr>
<tr>
<td>Interoperability in the Conference Room: Leveraging Existing Investments to Connect to the Zoom Cloud</td>
<td>Oct 15 1p - 1:45p PT</td>
</tr>
<tr>
<td>Zoom for Home and Your Next Great In-Home Workspace</td>
<td>Oct 15 10a - 10:45a PT</td>
</tr>
<tr>
<td>How to Design Environments That Optimize Blended Learning</td>
<td>Oct 14 10a - 10:45a PT</td>
</tr>
</tbody>
</table>
Customer Fireside Chat

Ryan Azus,
Chief Revenue Officer
Guest Speakers

Ryan Azus
Chief Revenue Officer
Zoom Video Communications, Inc.

Kevin Atkin
Director of IT - Real Time Collaboration
Gilead

Jill Porubovic
SVP Technical Workforce
Discovery Inc.
Executives Q&A

Eric Yuan, Founder & CEO
Kelly Steckelberg, CFO
Ryan Azus, CRO
Thanks!

#Zoomtopia
Appendix
# GAAP to Non-GAAP Reconciliation

<table>
<thead>
<tr>
<th>Gross Profit ($ in thousands)</th>
<th>QTD – Q2FY20</th>
<th>QTD – Q2FY21</th>
<th>YTD – Q2FY20</th>
<th>YTD – Q2FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>$455,826</td>
<td>$663,520</td>
<td>$267,014</td>
<td>$991,587</td>
</tr>
<tr>
<td>GAAP Gross Profit</td>
<td>$117,926</td>
<td>$471,249</td>
<td>$215,010</td>
<td>$695,709</td>
</tr>
<tr>
<td>(+) Stock-based compensation expense and related payroll taxes</td>
<td>$11,322</td>
<td>$8,099</td>
<td>$2,752</td>
<td>$11,441</td>
</tr>
<tr>
<td>(+) Acquisition-related expenses</td>
<td>-</td>
<td>$151</td>
<td>-</td>
<td>$154</td>
</tr>
<tr>
<td>Non-GAAP Gross Profit</td>
<td>$119,048</td>
<td>$479,462</td>
<td>$210,502</td>
<td>$707,304</td>
</tr>
<tr>
<td>Non-GAAP Gross Margin</td>
<td>82.7%</td>
<td>72.3%</td>
<td>81.6%</td>
<td>71.3%</td>
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</table>

<table>
<thead>
<tr>
<th>R&amp;D Expenses</th>
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<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>GAAP R&amp;D</td>
<td>$15,054</td>
<td>$42,734</td>
<td>$25,837</td>
<td>$60,123</td>
</tr>
<tr>
<td>(-) Stock-based compensation expense and related payroll taxes</td>
<td>$2,510</td>
<td>$10,166</td>
<td>$3,674</td>
<td>$15,569</td>
</tr>
<tr>
<td>(-) Acquisition-related expenses</td>
<td>-</td>
<td>$4,096</td>
<td>-</td>
<td>$4,000</td>
</tr>
<tr>
<td>Non-GAAP R&amp;D</td>
<td>$12,544</td>
<td>$32,562</td>
<td>$22,163</td>
<td>$45,545</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>S&amp;M Expenses</th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP S&amp;M</td>
<td>$79,852</td>
<td>$158,173</td>
<td>$143,093</td>
<td>$280,729</td>
</tr>
<tr>
<td>(-) Stock-based compensation expense and related payroll taxes</td>
<td>$10,813</td>
<td>$36,429</td>
<td>$13,440</td>
<td>$54,454</td>
</tr>
<tr>
<td>Non-GAAP S&amp;M</td>
<td>$68,039</td>
<td>$121,744</td>
<td>$130,653</td>
<td>$226,275</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>G&amp;A Expenses</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP G&amp;A</td>
<td>$20,955</td>
<td>$68,236</td>
<td>$39,456</td>
<td>$134,368</td>
</tr>
<tr>
<td>(-) Stock-based compensation expense, and related payroll taxes</td>
<td>$3,224</td>
<td>$36,946</td>
<td>$5,265</td>
<td>$10,384</td>
</tr>
<tr>
<td>(-) Charitable donation of common stock</td>
<td>-</td>
<td>$23,312</td>
<td>-</td>
<td>$23,312</td>
</tr>
<tr>
<td>(-) Acquisition-related expenses</td>
<td>-</td>
<td>$702</td>
<td>-</td>
<td>$702</td>
</tr>
<tr>
<td>Non-GAAP G&amp;A</td>
<td>$17,731</td>
<td>$51,196</td>
<td>$34,193</td>
<td>$99,984</td>
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</tbody>
</table>
## GAAP to Non-GAAP Reconciliation

### Operating Margin

<table>
<thead>
<tr>
<th>($ in thousands)</th>
<th>QTD – Q2FY20</th>
<th>QTD – Q2FY21</th>
<th>YTD – Q2FY20</th>
<th>YTD – Q2FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>$145,826</td>
<td>$663,520</td>
<td>$267,814</td>
<td>$991,837</td>
</tr>
<tr>
<td>GAAP operating profit</td>
<td>$2,265</td>
<td>$188,104</td>
<td>$3,322</td>
<td>$211,489</td>
</tr>
<tr>
<td>(+) Stock-based compensation expense and related payroll taxes</td>
<td>$18,469</td>
<td>$81,602</td>
<td>$25,131</td>
<td>$91,848</td>
</tr>
<tr>
<td>(+) Charitable donation of common stock</td>
<td>-</td>
<td>$22,312</td>
<td>-</td>
<td>$23,312</td>
</tr>
<tr>
<td>(+) Acquisition-related expenses</td>
<td>-</td>
<td>$4,942</td>
<td>-</td>
<td>$4,942</td>
</tr>
<tr>
<td>Non-GAAP operating profit</td>
<td>$20,734</td>
<td>$275,960</td>
<td>$28,953</td>
<td>$331,591</td>
</tr>
<tr>
<td>Non-GAAP operating margin</td>
<td>14.2%</td>
<td>41.7%</td>
<td>10.8%</td>
<td>33.4%</td>
</tr>
</tbody>
</table>

### Free Cash Flow

<table>
<thead>
<tr>
<th>($ in thousands)</th>
<th>QTD – Q2FY20</th>
<th>QTD – Q2FY21</th>
<th>YTD – Q2FY20</th>
<th>YTD – Q2FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flow from operations</td>
<td>$31,172</td>
<td>$401,346</td>
<td>$53,498</td>
<td>$866,311</td>
</tr>
<tr>
<td>(+) Purchases of PPE</td>
<td>$14,040</td>
<td>$27,981</td>
<td>$20,937</td>
<td>$35,253</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>$17,132</td>
<td>$373,365</td>
<td>$32,471</td>
<td>$825,068</td>
</tr>
</tbody>
</table>
## G2K Industry Segment Mapping

<table>
<thead>
<tr>
<th>Technology</th>
<th>Financial Services</th>
<th>Healthcare/Pharma</th>
</tr>
</thead>
<tbody>
<tr>
<td>Software &amp; Programming</td>
<td>Major Banks</td>
<td>Medical Equipment &amp; Supplies</td>
</tr>
<tr>
<td>Computer Hardware</td>
<td>Investment Services</td>
<td>Pharmaceuticals</td>
</tr>
<tr>
<td>Computer Services</td>
<td>Diversified Insurance</td>
<td>Biotechs</td>
</tr>
<tr>
<td>Semiconductors</td>
<td>Regional Banks</td>
<td>Managed Health Care</td>
</tr>
<tr>
<td>Electronics</td>
<td>Consumer Financial Services</td>
<td>Healthcare Services</td>
</tr>
<tr>
<td>Electrical Equipment</td>
<td></td>
<td>Precision Healthcare Equipment</td>
</tr>
<tr>
<td>Computer &amp; Electronics</td>
<td>Life &amp; Health Insurance</td>
<td></td>
</tr>
<tr>
<td>Retail</td>
<td>Property &amp; Casualty Insurance</td>
<td></td>
</tr>
<tr>
<td>Security Systems</td>
<td>Trading Companies</td>
<td></td>
</tr>
<tr>
<td>Computer Storage</td>
<td>Thrifts &amp; Mortgage Finance</td>
<td></td>
</tr>
<tr>
<td>Devices</td>
<td>Rental &amp; Leasing</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Consumer Goods/Retail</th>
<th>Beverages</th>
<th>Discount Stores</th>
<th>Auto &amp; Truck Manufacturers</th>
<th>Internet &amp; Catalog Retail</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Apparel/Accessories</td>
<td>Apparel/Footwear Retail</td>
<td>Recreational Products</td>
<td>Household/Personal Care</td>
</tr>
<tr>
<td></td>
<td>Consumer Electronics</td>
<td>Specialty Stores</td>
<td>Food Retail</td>
<td>Drug Retail</td>
</tr>
<tr>
<td></td>
<td>Department Stores</td>
<td>Tobacco</td>
<td>Home Improvement Retail</td>
<td>Household Appliances</td>
</tr>
<tr>
<td></td>
<td>Furniture &amp; Fixtures</td>
<td></td>
<td></td>
<td>Furniture &amp; Fixtures</td>
</tr>
</tbody>
</table>
G2K Industry Segment Mapping contd.

**Government**
Aerospace & Defense

**Telecom**
Telecommunications services
Communications Equipment

**Media**
Telecommunications services
Communications Equipment

**Energy**
Oil & Gas Operations
Electric Utilities
Natural Gas Utilities
Diversified Utilities
Oil Services & Equipment

**Business Services**
Business & Personal Services
Transportation

**Hospitality/Travel**
Hotels & Motels
Casinos & Gaming
Restaurants

**Advertising/Printing**
Printing & Publishing
Advertising

**Real Estate**
Real Estate

**Other**
Unknown

**Transportation**
Air couriers
Other Transportation/Logistics

**Energy**
Diversified Chemicals
Conglomerates
Food Processing
Other Industrial Equipment
Construction Materials
Construction Services
Heavy Equipment
Business Products & Supplies
Specialized Chemicals
Containers & Packaging
Iron & Steel
Diversified Metals & Mining
Environmental & Waste
Paper & Paper Products
Aluminum
Forest Products