



Adobe Investor Relations Data Sheet

Last Updated: June 16, 2022

	Description	Q1FY20	Q2FY20	Q3FY20	Q4FY20	FY2020	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY2021	Q1FY22	Q2FY22	FY2022 YTD
Revenue (\$Millions)	Total Revenue	3,091	3,128	3,225	3,424	12,868	3,905	3,835	3,935	4,110	15,785	4,262	4,386	8,648
Revenue by Segment (\$Millions)	Digital Media	2,169	2,232	2,337	2,495	9,233	2,859	2,787	2,865	3,009	11,520	3,110	3,200	6,310
	Digital Experience	753	774	779	819	3,125	934	938	985	1,010	3,867	1,057	1,095	2,152
	Publishing and Advertising	169	122	109	110	510	112	110	85	91	398	95	91	186
Revenue by Segment (as % of total revenue)	Digital Media	70%	71%	72%	73%	72%	73%	73%	73%	73%	73%	73%	73%	73%
	Digital Experience	24%	25%	24%	24%	24%	24%	24%	25%	25%	24%	25%	25%	25%
	Publishing and Advertising	6%	4%	4%	3%	4%	3%	3%	2%	2%	3%	2%	2%	2%
Supplementary Segment Data (\$Millions)	Digital Media													
	Creative Revenue	1,818	1,872	1,962	2,084	7,736	2,379	2,318	2,372	2,477	9,546	2,548	2,605	5,153
	Creative ARR ^{1,2} - Updated for December 2019 Currency Rates	7,582	7,934	8,294	8,719	-	-	-	-	-	-	-	-	-
	Creative ARR ^{1,2} - Updated for December 2020 Currency Rates	-	-	-	8,784	-	9,121	9,526	9,874	10,304	-	-	-	-
	Creative ARR ^{1,2} - Updated for December 2021 Currency Rates	-	-	-	-	-	-	-	-	10,224	-	10,539	-	-
	Creative ARR ^{1,2,4} - Updated for December 2021 Currency Rates and Russia-Ukraine war	-	-	-	-	-	-	-	-	-	-	10,459	10,816	-
	Document Cloud Revenue	351	360	375	411	1,497	480	469	493	532	1,974	562	595	1,157
	Document Cloud ARR ^{2,3} - Updated for December 2019 Currency Rates	1,150	1,241	1,339	1,462	-	-	-	-	-	-	-	-	-
	Document Cloud ARR ^{2,3} - Updated for December 2020 Currency Rates	-	-	-	1,474	-	1,572	1,685	1,792	1,933	-	-	-	-
	Document Cloud ARR ^{2,3} - Updated for December 2021 Currency Rates	-	-	-	-	-	-	-	-	1,927	-	2,030	-	-
	Document Cloud ARR ^{2,3,4} - Updated for December 2021 Currency Rates and Russia-Ukraine War	-	-	-	-	-	-	-	-	-	-	2,023	2,130	-
	Total Digital Media ARR ² - Updated for December 2019 Currency Rates	8,732	9,175	9,633	10,181	-	-	-	-	-	-	-	-	-
	Total Digital Media ARR ² - Updated for December 2020 Currency Rates	-	-	-	10,258	-	10,693	11,211	11,666	12,237	-	-	-	-
	Total Digital Media ARR ² - Updated for December 2021 Currency Rates	-	-	-	-	-	-	-	-	12,151	-	12,569	-	-
Total Digital Media ARR ^{2,4} - Updated for December 2021 Currency Rates and Russia-Ukraine war	-	-	-	-	-	-	-	-	-	-	12,482	12,946	-	
¹ Creative Annualized Recurring Revenue ("ARR") = Annual Value of Creative Cloud Subscriptions and Services + Annual Value of Creative ETLA Contracts ² ARR is forecasted annually at December currency rates, and currency rates are held constant through that fiscal year for measurement purposes; end-of-year actual ARR balances are revalued at new December rates for the next fiscal year ³ Document Cloud Annualized Recurring Revenue ("ARR") = Annual Value of Document Cloud Subscriptions and Services + Annual Value of Document Cloud ETLA Contracts ⁴ As a result of the 2022 Russia-Ukraine war, subsequent to Q1 FY2022, ARR balances were reduced by amounts representing the entirety of Adobe's ARR in Russia, Belarus and Ukraine														
	Digital Experience													
	Digital Experience Subscription Revenue⁵	639	656	669	696	2,660	812	817	864	886	3,379	932	961	1,893
⁵ Primarily includes revenue from SaaS, managed service and term offerings for our Digital Experience products and services														
Revenue by Geography (\$Millions)	Americas	1,797	1,811	1,873	1,973	7,454	2,224	2,185	2,242	2,345	8,996	2,446	2,524	4,970
	EMEA	817	825	851	907	3,400	1,052	1,026	1,061	1,113	4,252	1,136	1,157	2,293
	Asia	477	492	501	544	2,014	629	624	632	652	2,537	680	705	1,385
Revenue by Geography (as % of total revenue)	Americas	58%	58%	58%	58%	58%	57%	57%	57%	57%	57%	57%	58%	57%
	EMEA	27%	26%	26%	26%	26%	27%	27%	27%	27%	27%	27%	26%	27%
	Asia	15%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%
Supplementary Cost of Revenue Data (\$Millions)	Digital Media	87	84	87	94	352	98	99	106	126	429	134	141	275
	Digital Experience	277	275	285	289	1,126	319	319	334	349	1,321	352	374	726
	Publishing and Advertising	88	56	55	45	244	30	26	27	32	115	26	24	50
	Total	452	415	427	428	1,722	447	444	467	507	1,865	512	539	1,051
Stock-Based and Deferred Compensation Expenses (\$Millions)	Direct Costs	15	17	14	15	61	17	17	22	16	72	20	24	44
	Research & Development	109	116	128	123	476	137	137	142	140	556	156	174	330
	Sales & Marketing	64	65	68	68	265	75	76	83	79	313	90	97	187
	General & Administrative	26	29	34	33	122	57	39	40	30	166	46	50	96
	Total	214	227	244	239	924	286	269	287	265	1,107	312	345	657
Other Data	Worldwide Employees	22,381	22,955	22,656	22,516	-	23,589	24,710	25,091	25,988	-	26,527	28,066	-
	Days Sales Outstanding - Trade Receivables	41	40	37	37	-	38	35	36	42	-	36	33	-
	Diluted Shares Outstanding (Millions)	488	485	485	484	485	483	481	481	480	481	475	473	474

Adobe provides this information as of the modification date above and makes no commitment to update the information subsequently.
For a full explanation of this data, you are encouraged to review Adobe's Form 10-K and 10-Q SEC filings.



Adobe Investor Relations Data Sheet

Income Statement - Reconciliation of GAAP to Non-GAAP
Last Updated: June 16, 2022

	Description	Q1FY20	Q2FY20	Q3FY20	Q4FY20	FY2020	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY2021	Q1FY22	Q2FY22	FY2022 YTD
GAAP (\$Millions, except EPS)	Revenue	3,091	3,128	3,225	3,424	12,868	3,905	3,835	3,935	4,110	15,785	4,262	4,386	8,648
	Cost of revenue	452	415	427	428	1,722	447	444	467	507	1,865	512	539	1,051
	Gross profit	2,639	2,713	2,798	2,996	11,146	3,458	3,391	3,468	3,603	13,920	3,750	3,847	7,597
	Operating expenses	1,702	1,697	1,729	1,781	6,909	2,004	1,985	2,027	2,102	8,118	2,170	2,318	4,488
	Operating income	937	1,016	1,069	1,215	4,237	1,454	1,406	1,441	1,501	5,802	1,580	1,529	3,109
	Non-operating income (expense)	(18)	(16)	(9)	(18)	(61)	(21)	(20)	(23)	(33)	(97)	(37)	(37)	(74)
	Income before income taxes	919	1,000	1,060	1,197	4,176	1,433	1,386	1,418	1,468	5,705	1,543	1,492	3,035
	Provision for (benefit from) income taxes	(36)	(100)	105	(1,053)	(1,084)	172	270	206	235	883	277	314	591
	Net income	955	1,100	955	2,250	5,260	1,261	1,116	1,212	1,233	4,822	1,266	1,178	2,444
	Diluted earnings per share	\$ 1.96	\$ 2.27	\$ 1.97	\$ 4.64	\$ 10.83	\$ 2.61	\$ 2.32	\$ 2.52	\$ 2.57	\$ 10.02	\$ 2.66	\$ 2.49	\$ 5.15
Adjustments to Reconcile to Non-GAAP (\$Millions)	Cost of revenue													
	Stock-based and deferred compensation	(15)	(17)	(14)	(15)	(61)	(17)	(17)	(22)	(16)	(72)	(20)	(24)	(44)
	Amortization of intangibles	(52)	(52)	(49)	(45)	(198)	(44)	(43)	(40)	(51)	(178)	(59)	(58)	(117)
	Total adjustments to cost of revenue	(67)	(69)	(63)	(60)	(259)	(61)	(60)	(62)	(67)	(250)	(79)	(82)	(161)
	Operating expenses													
	Stock-based and deferred compensation	(199)	(210)	(230)	(224)	(863)	(269)	(252)	(265)	(249)	(1,035)	(292)	(321)	(613)
	Amortization of intangibles	(42)	(40)	(41)	(39)	(162)	(45)	(44)	(43)	(40)	(172)	(42)	(42)	(84)
	Total adjustments to operating expenses	(241)	(250)	(271)	(263)	(1,025)	(314)	(296)	(308)	(289)	(1,207)	(334)	(363)	(697)
	Investment losses (gains), net	3	-	(10)	(6)	(13)	(5)	(8)	(7)	4	(16)	9	8	17
Provision for (benefit from) income taxes	159	232	33	1,204	1,628	116	8	79	57	260	86	46	132	
Non-GAAP (\$Millions, except EPS)	Revenue	3,091	3,128	3,225	3,424	12,868	3,905	3,835	3,935	4,110	15,785	4,262	4,386	8,648
	Cost of revenue	385	346	364	368	1,463	386	384	405	440	1,615	433	457	890
	Gross profit	2,706	2,782	2,861	3,056	11,405	3,519	3,451	3,530	3,670	14,170	3,829	3,929	7,758
	Operating expenses	1,461	1,447	1,458	1,518	5,884	1,690	1,689	1,719	1,813	6,911	1,836	1,955	3,791
	Operating income	1,245	1,335	1,403	1,538	5,521	1,829	1,762	1,811	1,857	7,259	1,993	1,974	3,967
	Non-operating income (expense)	(15)	(16)	(19)	(24)	(74)	(26)	(28)	(30)	(29)	(113)	(28)	(29)	(57)
	Income before income taxes	1,230	1,319	1,384	1,514	5,447	1,803	1,734	1,781	1,828	7,146	1,965	1,945	3,910
	Provision for (benefit from) income taxes	123	132	138	151	544	288	278	285	292	1,143	363	360	723
	Net income	1,107	1,187	1,246	1,363	4,903	1,515	1,456	1,496	1,536	6,003	1,602	1,585	3,187
	Diluted earnings per share	\$ 2.27	\$ 2.45	\$ 2.57	\$ 2.81	\$ 10.10	\$ 3.14	\$ 3.03	\$ 3.11	\$ 3.20	\$ 12.48	\$ 3.37	\$ 3.35	\$ 6.72
Shares	Diluted shares outstanding (millions)	488	485	485	484	485	483	481	481	480	481	475	473	474
Reconciliation of Diluted Earnings Per Share (\$)	GAAP diluted earnings per share	\$ 1.96	\$ 2.27	\$ 1.97	\$ 4.64	\$ 10.83	\$ 2.61	\$ 2.32	\$ 2.52	\$ 2.57	\$ 10.02	\$ 2.66	\$ 2.49	\$ 5.15
	Stock-based and deferred compensation	0.44	0.47	0.50	0.49	1.90	0.59	0.56	0.60	0.55	2.30	0.66	0.73	1.39
	Amortization of intangibles	0.19	0.19	0.19	0.17	0.74	0.19	0.18	0.17	0.19	0.73	0.21	0.21	0.42
	Investment losses (gains), net	0.01	-	(0.02)	(0.01)	(0.03)	(0.01)	(0.02)	(0.01)	0.01	(0.03)	0.02	0.02	0.04
	Income tax adjustments	(0.33)	(0.48)	(0.07)	(2.48)	(3.34)	(0.24)	(0.01)	(0.17)	(0.12)	(0.54)	(0.18)	(0.10)	(0.28)
	Non-GAAP diluted earnings per share	\$ 2.27	\$ 2.45	\$ 2.57	\$ 2.81	\$ 10.10	\$ 3.14	\$ 3.03	\$ 3.11	\$ 3.20	\$ 12.48	\$ 3.37	\$ 3.35	\$ 6.72
Reconciliation of GAAP to Non-GAAP Operating Margin	GAAP operating margin	30.3%	32.5%	33.1%	35.5%	32.9%	37.2%	36.7%	36.6%	36.5%	36.8%	37.1%	34.9%	36.0%
	Stock-based and deferred compensation	6.9%	7.3%	7.6%	7.0%	7.2%	7.3%	7.0%	7.3%	6.5%	7.0%	7.3%	7.9%	7.6%
	Amortization of intangibles	3.1%	2.9%	2.8%	2.4%	2.8%	2.3%	2.2%	2.1%	2.2%	2.2%	2.4%	2.2%	2.3%
	Non-GAAP operating margin	40.3%	42.7%	43.5%	44.9%	42.9%	46.8%	45.9%	46.0%	45.2%	46.0%	46.8%	45.0%	45.9%

The above results are supplied to provide meaningful supplemental information regarding Adobe's core operating results because such information excludes amounts that are not necessarily related to its core operating results. Adobe uses this non-GAAP financial information in assessing the performance of the Company's ongoing operations, and for planning and forecasting in future periods. This non-GAAP information should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP.



FY2022 Business Segment Classifications

Last Updated: June 16, 2022

Adobe Creative Cloud

Apps

Multi-Surface Apps

- Adobe Express
- Photoshop
- Photoshop Lightroom
- Illustrator
- Premiere Rush
- Aero
- Acrobat
- Photoshop (web)
- Illustrator (web)

Desktop Apps

- Premiere Pro
- After Effects
- Photoshop Lightroom Classic
- Animate
- Audition
- Character Animator
- Media Encoder
- XD
- Dreamweaver
- InDesign
- InCopy
- Substance 3D Painter
- Substance 3D Designer
- Substance 3D Sampler
- Substance 3D Stager

Mobile Apps

- Photoshop Camera
- Photoshop Express
- Fresco

Cloud services

Content

- Adobe Fonts
- Adobe Stock
- Adobe Portfolio

Community

- Behance
- Adobe Live
- Training

Teams

- Creative Cloud Libraries
- Creative Cloud Spaces (Beta)
- Creative Cloud Canvas (Beta)
- Co-Edit Collaboration
- Design Systems
- Frame.io

Adobe Document Cloud

PDF web services

- Convert to PDF
- Word to PDF
- PPT to PDF
- Excel to PDF
- PDF to JPG
- Edit PDF
- Rotate PDF Pages
- Delete PDF Pages
- Extract PDF Pages
- Insert PDF Pages
- JPG to PDF
- PDF to Word
- PDF to PPT
- PDF to Excel
- Reorder PDF Pages
- Compress PDF
- Merge PDFs
- Split PDF
- Request Signatures
- Fill & Sign
- Protect PDF

Apps

Desktop

- Acrobat Reader DC
- Acrobat Pro DC
- Acrobat Standard DC

Web

- Acrobat
- Adobe Sign

Mobile

- Acrobat Reader
- Adobe Sign
- Adobe Scan

Document services through APIs

ISVs, SIs, Enterprise & Developers

- API Access to Embeddable Acrobat Viewer
- API Access to PDF Services & Adobe Sign

Document Cloud platform innovation

- Liquid Mode on mobile
- Form field detection
- Contract intelligence & data extraction
- ML authoring for Adobe Sign
- Reflowable editing with AI
- Smart find in Acrobat

Adobe Experience Cloud

CLOUD



CATEGORIES

Data Insights & Audiences | Content & Commerce | Customer Journeys | Marketing Workflow

APPLICATIONS

Adobe Analytics	Adobe Customer Journey Analytics	Adobe Real-Time CDP	Adobe Audience Manager	Adobe Experience Manager	Adobe Commerce	Adobe Target	Adobe Campaign	Adobe Journey Optimizer	Adobe Marketo Engage	Adobe Workfront
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SERVICES

Identity | Profile | Segmentation | Ingestion | Query | AI/ML | Privacy & Governance | Destination

PLATFORM

Adobe Experience Platform

Data | Sensei | Content

Publishing and Advertising

- Captivate
- Captivate Prime
- ColdFusion
- Connect
- Font Folio
- FrameMaker
- LiveCycle
- PostScript
- RoboHelp
- Technical Communication Suite
- Type
- Adobe Primetime
- Adobe Advertising

Adobe provides this information as of the modification date above and makes no commitment to update the information subsequently. We also offer a broad range of other enterprise and digital media products and services. Information about other products not referenced here can be found on our corporate website, www.adobe.com. For a full explanation of this data, you are encouraged to review Adobe's Form 10-K and 10-Q SEC filings.