MAXIMIZING DATA'S POTENTIAL

Seagate Technology

August 2019 Investor Presentation

SEAGATE

Safe Harbor Statement

This document contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, each as amended, including, in particular, statements about the Company's plans, strategies and prospects, estimates of industry growth, market demand, development of technologies, and liquidity position, capital return and dividend issuance plans for the fiscal quarter ending October 4, 2019 and beyond. These statements identify prospective information and may include words such as "expects," "intends," "plans," "anticipates," "believes," "estimates," "predicts," "projects," "should," "may," "will," or the negative of these words, variations of these words and comparable terminology. These forward-looking statements are based on information available to the Company as of the date of this document and are based on management's current views and assumptions. These forward-looking statements are conditioned upon and also involve a number of known and unknown risks, uncertainties, and other factors that could cause actual results, performance or events to differ materially from those anticipated by these forward-looking statements. Such risks, uncertainties, and other factors may be beyond the Company's control and may pose a risk to the Company's operating and financial condition. Such risks and uncertainties include, but are not limited to: items that may be identified during its financial statement closing process that cause adjustments to the estimates included in this document; the uncertainty in global economic and political conditions; the impact of the variable demand and adverse pricing environment for storage products; the Company's ability to successfully qualify, manufacture and sell its storage products in increasing volumes on a cost-effective basis and with acceptable quality; the impact of competitive product announcements; the Company's ability to achieve projected cost savings in connection with its restructuring plans and consolidation of manufacturing activities; possible excess industry supply with respect to particular storage products and competing alternative storage technology solutions; the impact of trade barriers, such as import/export duties and restrictions, tariffs and quotas, imposed by the U.S. or other countries in which the Company conducts business; disruptions to its supply chain or production capabilities; unexpected advances in competing technologies or changes in market trends; the development and introduction of products based on new technologies and expansion into new data storage markets; the Company's ability to comply with certain covenants in its credit facilities with respect to financial ratios and financial condition tests; currency fluctuations that may impact the Company's margins, international sales and results of operations; cyber-attacks or other data breaches that disrupt the Company's operations or result in the dissemination of proprietary or confidential information and cause reputational harm; cybersecurity threats and vulnerabilities associated with the Company's infrastructure updates to its information technology systems; and fluctuations in interest rates. Information concerning risks, uncertainties and other factors that could cause results to differ materially from the expectations described in this document is contained in the Company's Annual Report on Form 10-K filed with the U.S. Securities and Exchange Commission ("SEC") on August 3, 2018, the "Risk Factors" section of which is incorporated into this document by reference, and other documents filed with or furnished to the SEC. These forward-looking statements should not be relied upon as representing the Company's views as of any subsequent date and the Company undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date they were made.

Use of Non-GAAP Financial Information

To supplement the consolidated financial statements presented in accordance with generally accepted accounting principles (GAAP), the Company provides non-GAAP measures of adjusted revenue, gross margin, gross margin as a percentage of revenue, operating expenses, net income, earnings per share (EPS), diluted earnings per share, free cash flow, EBITDA and Credit Agreement defined EBITDA which are adjusted from results based on GAAP to exclude certain expenses, benefits, gains and losses. These non-GAAP financial measures are provided to enhance the user's overall understanding of the Company's current financial performance and our prospects for the future. Specifically, the Company believes non-GAAP results provide useful information to both management and investors as these non-GAAP results exclude certain expenses, benefits, gains and losses that we believe are not indicative of our core operating results and because it is similar to the approach used in connection with the financial models and estimates published by financial analysts who follow the Company. Free cash flow does not reflect all of the Company's expenses and non-cash items and does not reflect the Company's uses of cash in financing and investment activities.

These non-GAAP results are some of the measurements management uses to assess the Company's performance, allocate resources and plan for future periods. Reported non-GAAP results should only be considered as supplemental to results prepared in accordance with GAAP, and not considered as a substitute for, or superior to, GAAP results. These non-GAAP measures may differ from the non-GAAP measures reported by other companies in our industry.

Seagate's Compelling Investment Opportunity

POSITIVE INDUSTRY DYNAMICS

- DataSphere growing to 175 ZB by 2025
- Storage capacity demand of 22 ZB[1]
- ~59% of storage demand from HDD[2]

STRONG TECHNOLOGY PORTFOLIO

- Market leader in HDDs
- 40-year track record of innovation
- Roadmap aligned to market trends

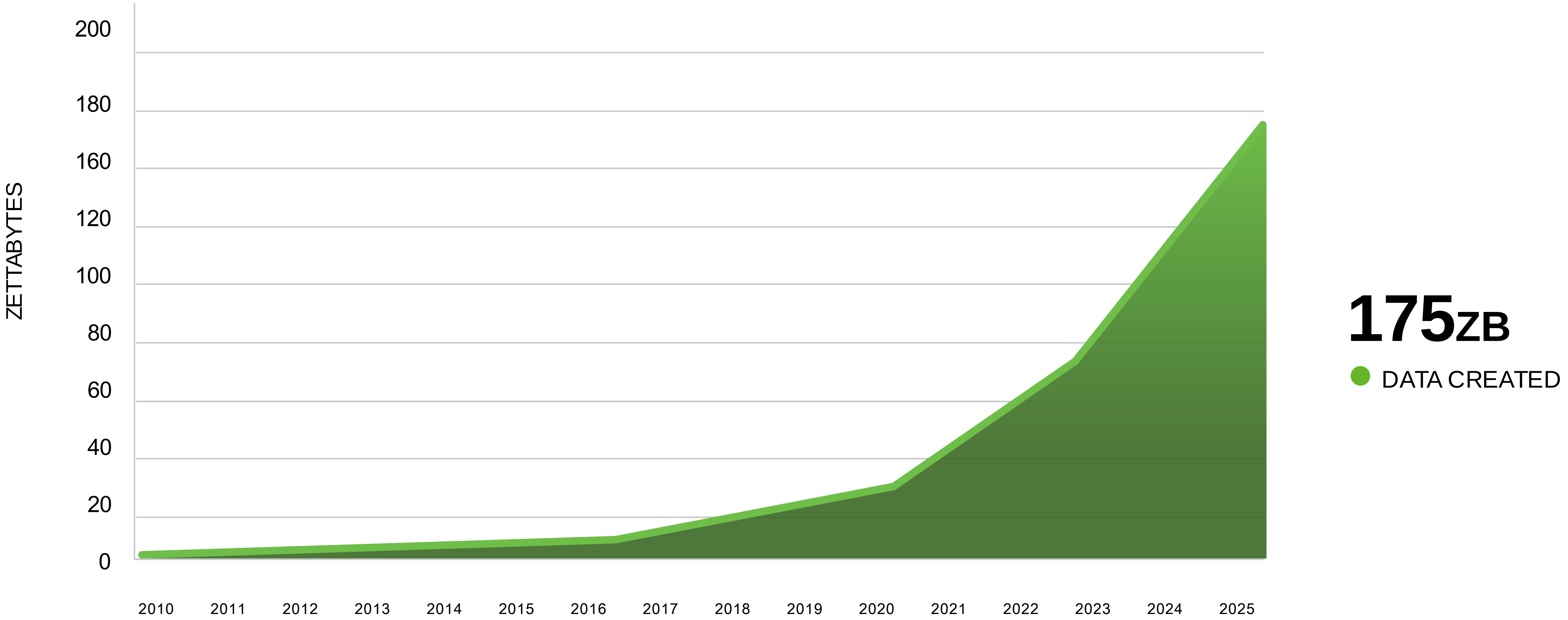
COMMITMENT TO CAPITAL RETURNS

- Cumulative returns of $5.6B since FY16[3]
- Repurchased 66M shares since FY16
- History of positive cash flow

[1] Source IDC Nov, 2018 – Forecast storage capacity shipments from 2018 to 2025
[2] Source IDC Nov, 2018– HDD shipments from 2018 through 2025
[3] Reflects cumulative share repurchases and dividends for the period starting FQ1 2016 through FQ4 2019
ZB: Zettabytes

Global Data Explosion

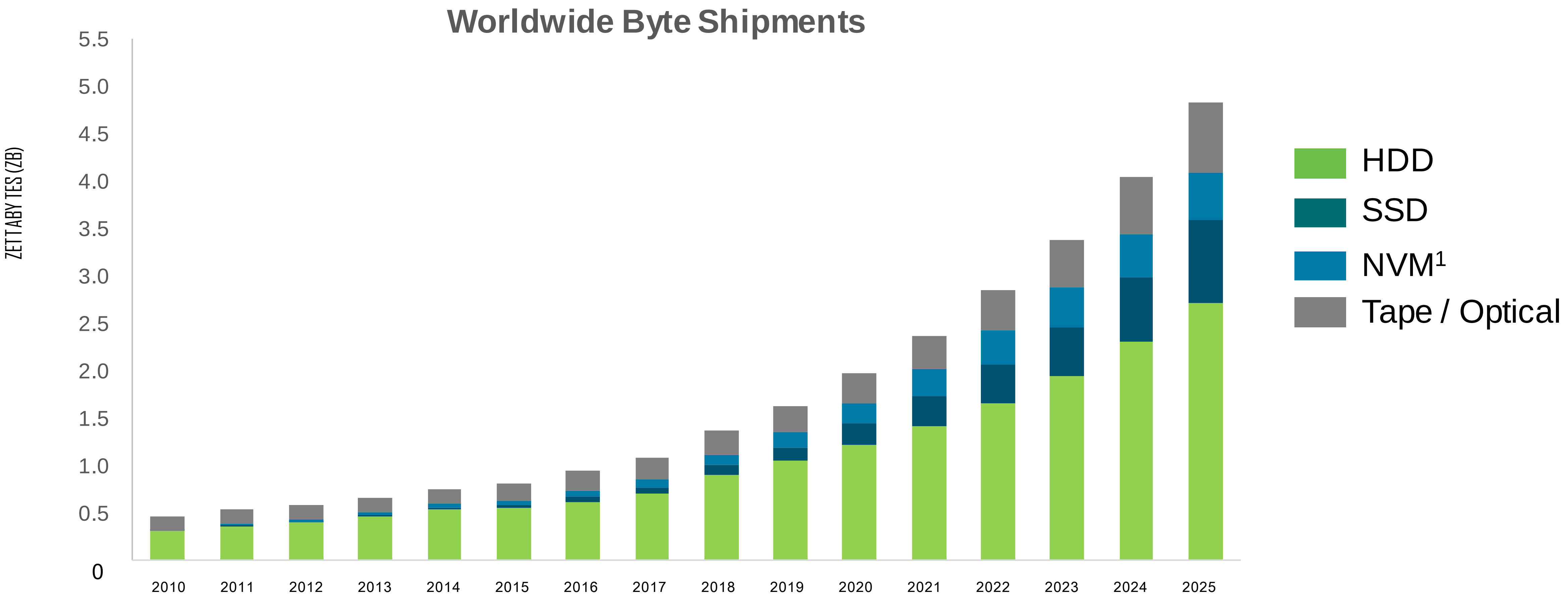
The Global DataSphere is expected to grow from 33 ZB (2018) to 175 ZB (2025) driven by never-ending data creation and expanding ability to extract value from data



Source: Data Age 2025, sponsored by Seagate with data from IDC Global DataSphere, Nov 2018

Data Demand is Driving Massive Growth in Storage

- Storage shipments over next 4-years will exceed cumulative shipments over the past 20 years
- HDD industry to support ~59% of storage demand from 2018 - 2025

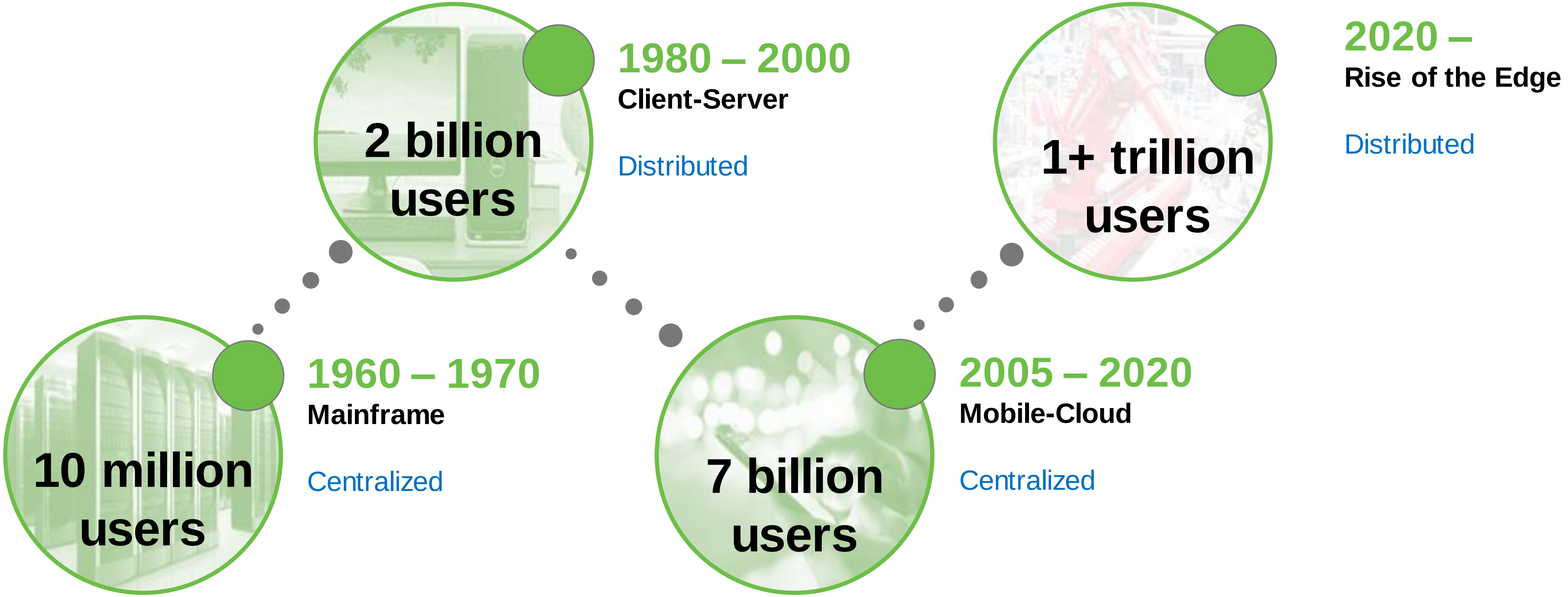


[1] NVM: Non-volatile Memory

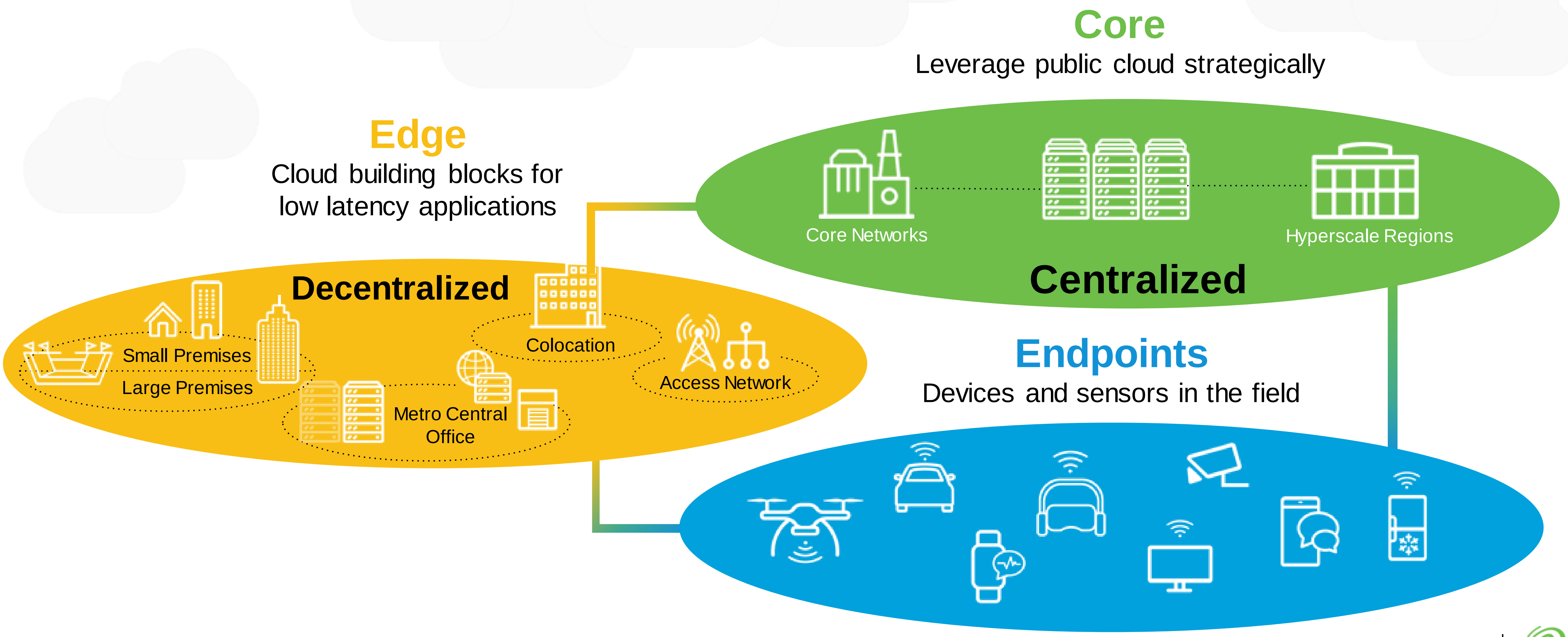
Source: Data Age 2025, sponsored by Seagate with data from IDC Global DataSphere, Nov 2018

Evolution Of The Datasphere

The storage market continues to experience key periods of transformation



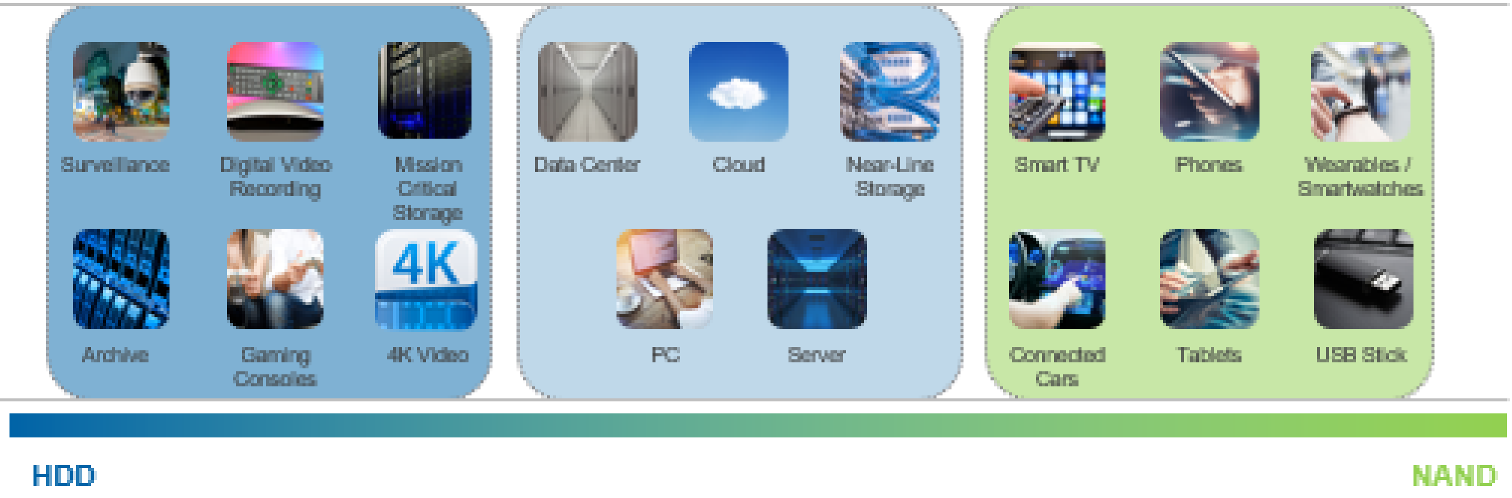
Applications Are Driving The Edge Infrastructure



HDD & NAND Collectively Address Increasing Storage Demand

	HDD Addresses	NAND Addresses
Characteristics	• High Capacity • High Reliability • Lowest Cost • Secure • Best for Unstructured Data, Streaming and Archival Workloads	• Small Form Factor • High Performance • Low Latency • Low Power • Best for Transactional Workloads

Applications



Seagate Efficiently Managing Data from Endpoints to Edge to Core

ENDPOINTS THE EDGE THE CORE

BARRACUDA COMPUTE

FIRECUDA GAMING

SKYHAWK SURVEILLANCE

IRONWOLF NAS

EXOS ENTERPRISE HDD

NYTRO ENTERPRISE SSD

Portfolio of HDD and SSD Products

Technology Strategy to Address Customer Challenges

WHAT CUSTOMERS ARE LOOKING FOR

Growing Exabyte Demand
- Enable Storage Density
- Store Multiple Copies

Maintain SLAs With High Performance
- High Availability
- Low Response Time

Reduce TCO
- CAPEX
- OPEX

LOOKING AHEAD WITH SEAGATE

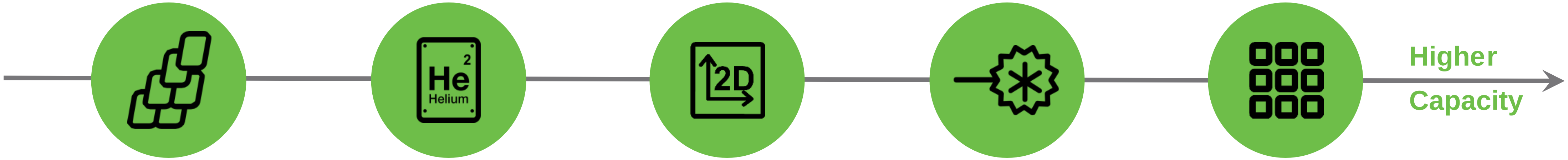
Areal Density
- Technology: HAMR
- Focus: 20TB by 2020

Scale IOPS With Capacity
- Technology: Multi Actuator, Parallelism
- Focus: Random Read IOPS, Latency

Reduce TCO
- Technology: He, SMR
- Focus: Power Consumption, $ / TB

SLA: Service Level Agreement
TCO: Total Cost of Ownership
IOPS: Input/Output Operations Per Second
HAMR: Heat-Assisted Magnetic Recording
He: Helium Filled HDD
SMR: Shingled Magnetic Recording

Technology Roadmap Enabling Higher Capacity Storage



SMR	Helium	TDMR	HAMR	HDMR
(Shingled Magnetic Recording)	(Sealed Drive Technology)	(2D Magnetic Recording)	(Heat-Assisted Magnetic Recording)	(Heated-Dot Magnetic Recording)
			>20TB	>60TB

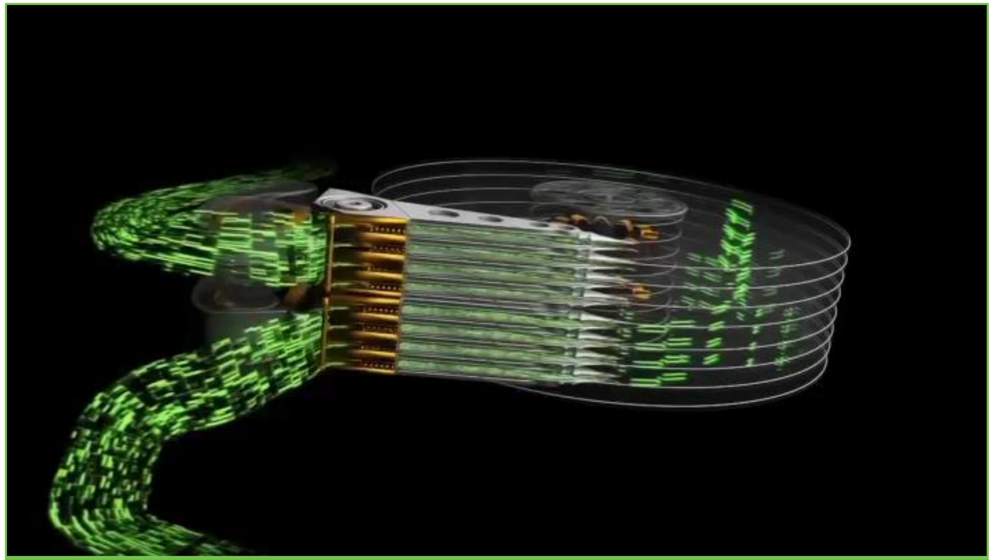
Doubling Performance With the Same Capacity

Multi Actuator Technology

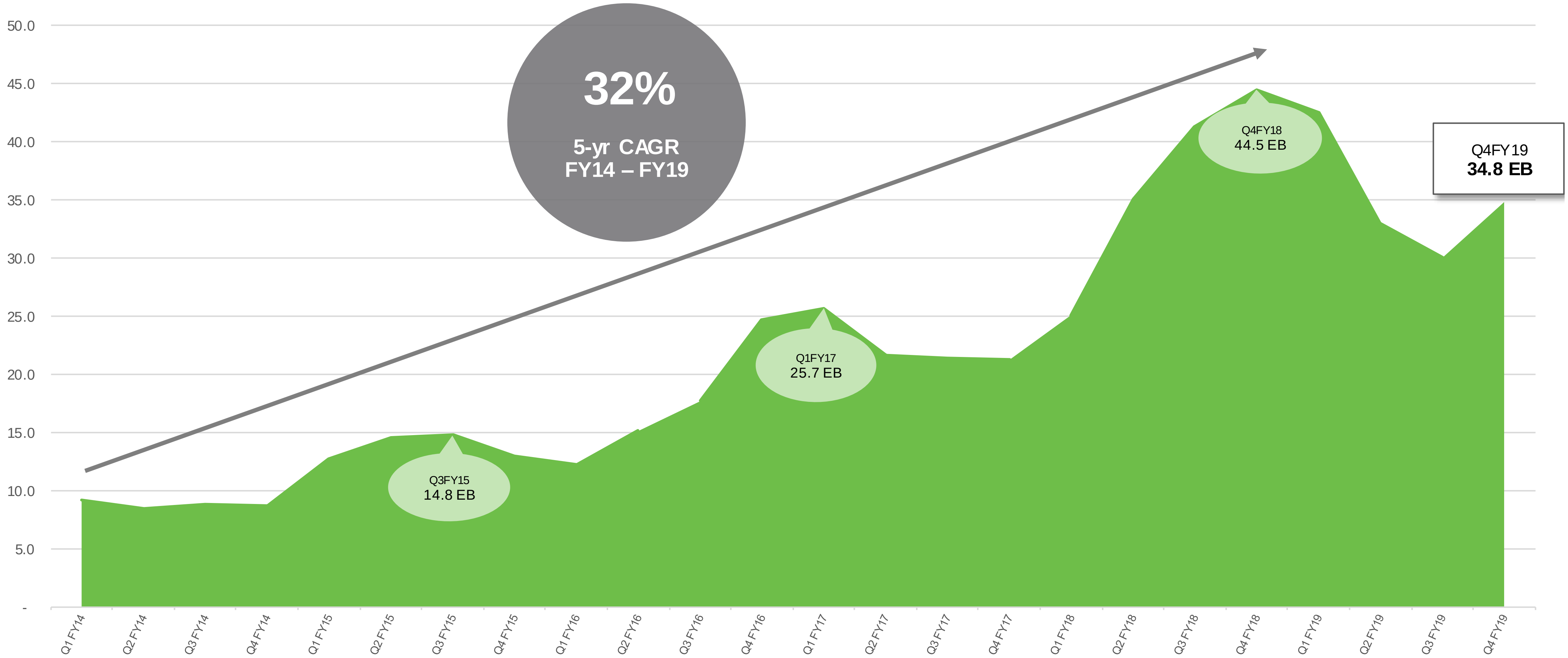
- Seagate’s Mach.2 Multi Actuator technology equips hard drives with dual actuators

- Each actuator will control half of the drive’s arms Half the drive’s recording heads will operate together as a unit, while the other half will operate independently as a separate unit

- Resulting in double the performance while maintaining the same capacity



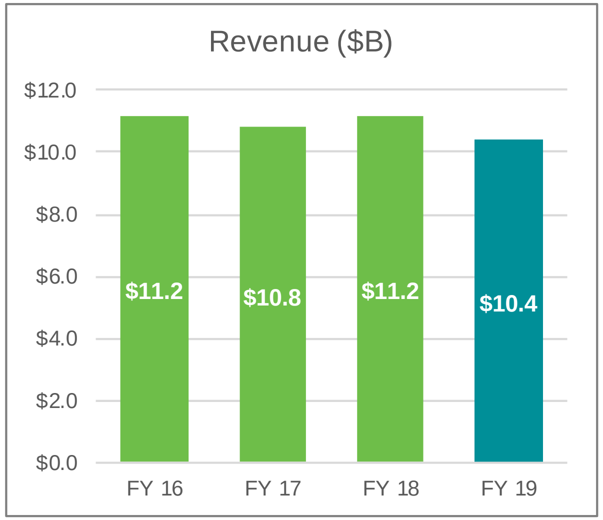
Seagate Nearline Demand Trend

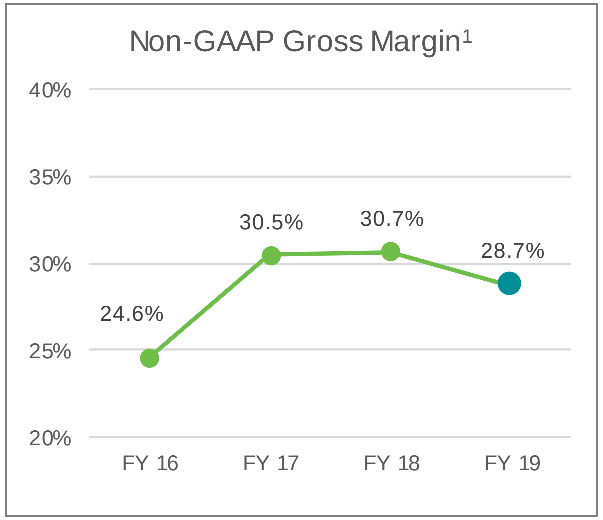


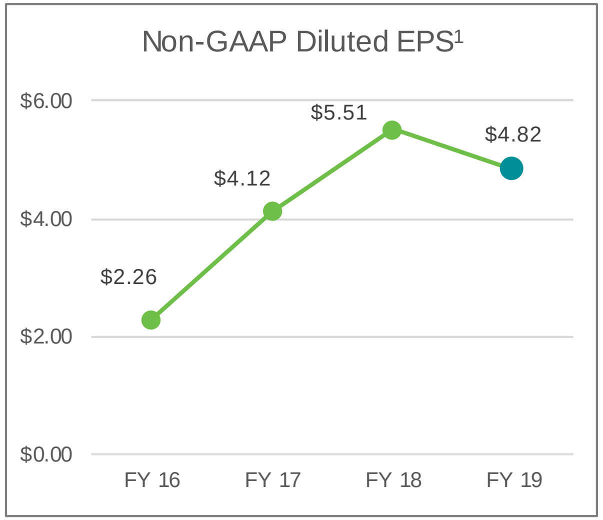
NOTE: Minor changes and calculation variances to historical exabytes are due to rounding.

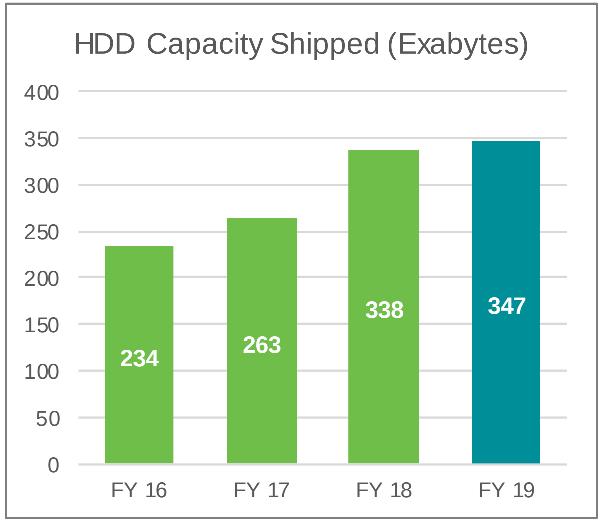
Delivering Solid Financial Performance

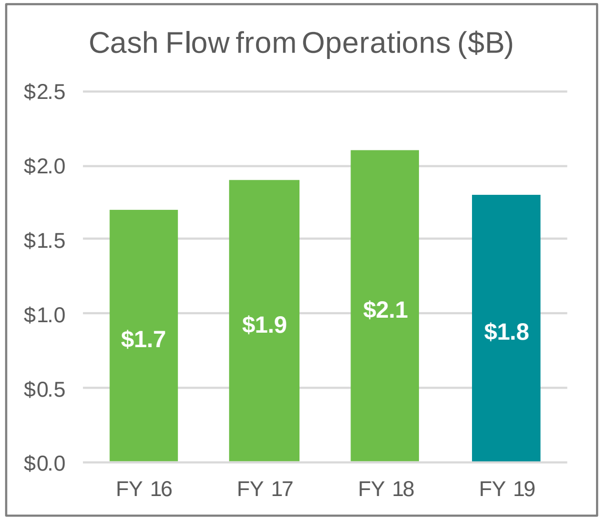
Focused on Discipline, Efficiency, Profitability

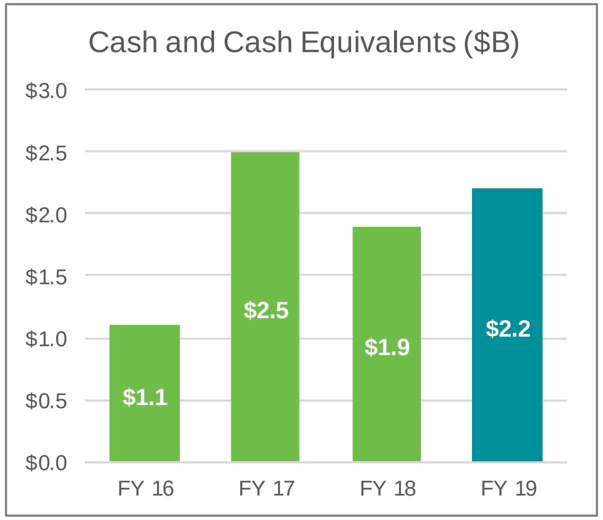








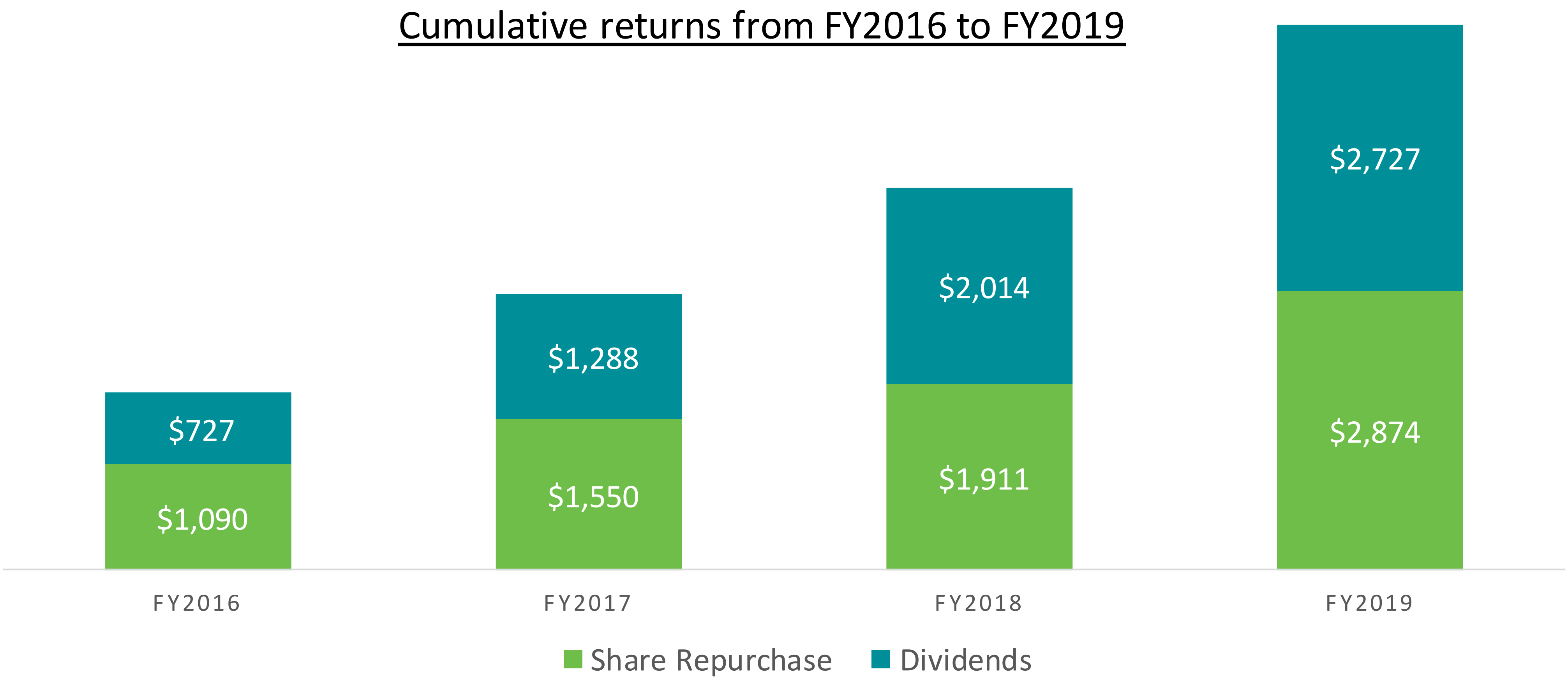




NOTE: Minor calculation variances are due to rounding.
[1] See ‘Reconciliation Tables’ in Appendix

Strong Track-Record of Returning Capital to Shareholders

- Cumulative share repurchases and dividends of $5.6B since FY 2016
- Repurchased ~66M shares since FY 2016



Focus on Global Citizenship

Committed to CSR

- 13th Global Citizenship Annual Report published in April'19, based on GRI standards
- Founding member Responsible Business Alliance (formerly EICC)
- Signatory to United Nations Global Compact

Stewards of our Planet

- CDP climate change survey, rated "A-"
- CDP water security survey, rated "B"
- Highlighted in the BizNGO Guide to Safer Chemical Principals for best practices
- Committed to establishing Science Based Targets

Leading by Example

- Included in FTSE4Good and MCSI indices
- Achieved "Prime" status with ISS-Oekom
- Human Rights Campaign's Corporate Equality Index, Perfect score of 100% in 2019
- Committed to Diversity and Inclusion with >50% Global workforce are women
- Named Best Places to Work for LBGTQ Equality from the Human Rights Campaign

CSR: Corporate Social Responsibility

Our Story

SEAGATE IS CRAFTING THE DATASPHERE WITH GROUNDBREAKING TECHNOLOGY

We believe data is potential

For over 40 years, our products have played a pivotal role in helping humanity maximize that potential by harnessing the Datasphere, which is all around us

Appendix

Quarterly Financial Trends

	Q4'17	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19
GAAP Results									
Revenue ($M)	2,406	2,632	2,914	2,803	2,835	2,991	2,715	2,313	**2,371**
Gross Margin %	27.7%	28.0%	30.1%	30.2%	31.9%	30.5%	29.2%	26.0%	**26.3%**
Operating Expenses ($M)	470	481	444	406	399	410	378	365	**292**
Net Income ($M)	114	181	159	381	461	450	384	195	**983**
Diluted EPS	$0.38	$0.62	$0.55	$1.31	$1.57	$1.54	$1.34	$0.69	**$3.54**
Non-GAAP Results[1]									
Revenue ($M)	2,406	2,632	2,908	2,803	2,835	2,992	2,715	2,313	**2,371**
Gross Margin %	28.9%	29.0%	30.4%	30.8%	32.4%	31.0%	29.7%	26.6%	**26.8%**
Operating Expenses ($M)	422	408	390	385	399	382	365	349	**350**
Net Income ($M)	192	279	431	424	475	496	405	235	**239**
Diluted EPS	$0.65	$0.96	$1.48	$1.46	$1.62	$1.70	$1.41	$0.83	**$0.86**
End of Qtr Actual Share Count (M)	292	289	285	287	287	286	283	277	**269**
Diluted Shares O/S for EPS (M)	297	292	291	291	293	292	287	284	**278**
Dividends Per Share Paid	$0.63	$0.63	$0.63	$0.63	$0.63	$0.63	$0.63	$0.63	**$0.63**
Shares Repurchased (M)	5.0	5.0	5.0	-	-	3.0	3.2	7.2	**7.8**
Fiscal YTD Shares Repurchased (M)	12.1	5.0	10.0	10.0	10.0	3.0	6.2	13.4	**21.2**
Revenue by Product Line ($M)									
HDD	2,220	2,390	2,701	2,586	2,652	2,801	2,490	2,124	**2,204**
Enterprise Data Solutions, SSD & Other	186	242	213	217	183	190	225	189	**167**
Revenue by Channel									
OEM	69%	70%	68%	70%	73%	71%	69%	68%	**71%**
Distributors	18%	16%	17%	17%	17%	18%	16%	18%	**17%**
Retail	13%	14%	15%	13%	10%	11%	15%	14%	**12%**

1. See 'Reconciliation Tables' section for GAAP reconciliation.

HDD Product Mix Trends

		Q4'17	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19
Enterprise										
Capacity Shipped (EB)	Mission Critical	2.2	2.1	2.4	2.5	2.6	3.0	3.4	2.9	**2.9**
	Nearline	21.2	25.1	35.1	41.3	44.5	42.5	33.0	30.0	**34.8**
Average Capacity per Drive (TB)		3.4	3.9	4.3	4.8	5.3	5.2	4.5	4.9	**5.5**
Edge Non-Compute										
Capacity Shipped (EB)	Consumer Electronics[1]	12.4	13.5	17.1	14.6	18.2	23.4	18.4	17.6	**22.7**
	Consumer	9.5	11.1	13.8	11.6	9.5	11.2	14.2	11.6	**10.4**
Average Capacity per Drive (TB)		1.9	1.9	2.2	2.2	2.2	2.2	2.4	2.4	**2.5**
Edge Compute										
Capacity Shipped (EB)	Desktop + Notebook	16.8	18.6	19.2	17.5	18.0	18.7	18.4	14.6	**13.7**
Average Capacity per Drive (TB)		1.0	1.1	1.1	1.1	1.2	1.2	1.2	1.2	**1.2**
Total HDD Capacity Shipped (EB)		62.2	70.3	87.5	87.4	92.9	98.8	87.4	76.7	**84.5**
Average Capacity per Drive (TB)		1.8	1.9	2.2	2.4	2.5	2.5	2.4	2.4	**2.7**
Enterprise as a % of Revenue		37%	36%	40%	44%	46%	42%	39%	39%	**41%**
Edge Non-Compute as a % of Revenue		29%	29%	30%	26%	27%	31%	31%	32%	**34%**
Edge Compute as a % of Revenue		26%	26%	23%	22%	21%	20%	21%	20%	**18%**

NOTE: Minor calculation variances are due to rounding.

1. Consumer Electronics includes exabytes from surveillance, NAS, DVR, and gaming.

Cash, Cash Flow, and Operational Trends

	Q4'17	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19
Cash[1] ($M)	2,539	2,285	2,556	2,926	1,853	1,942	1,357	1,388	**2,220**
Debt ($M)	5,021	5,002	4,876	4,822	4,819	4,821	4,324	4,522	**4,253**
Cash Flow From Operations ($M)	243	237	850	558	468	587	288	438	**448**
Capital Expenditures[2] ($M)	104	124	77	69	96	177	127	147	**151**
Free Cash Flow[3] ($M)	139	113	773	489	372	410	161	291	**297**
YTD Cash Flow From Operations[4] ($M)	1,916	237	1,087	1,645	2,113	587	875	1,313	**1,761**
YTD Shares Repurchased[4] ($M)	460	166	361	361	361	150	286	613	**963**
YTD Dividend Paid[4] ($M)	561	184	366	545	726	181	361	539	**713**
Days Sales Outstanding	45	42	33	35	38	37	35	35	**38**
Days Inventory Outstanding	51	49	45	47	50	49	52	53	**50**
Days Payables Outstanding	85	74	72	77	81	78	68	70	**74**
Cash Conversion Cycle	12	17	6	5	6	8	19	19	**14**
Worldwide Headcount (000's)	41	40	41	42	43	43	43	41	**40**

NOTE: Minor calculation variances are due to rounding.

1. Cash includes cash and cash equivalents.
2. Capital Expenditures is cash paid for the acquisition of property, equipment, and leasehold improvements.
3. Free cash flow is a non-GAAP measure defined as cash flow from operations less capital expenditures.
4. Based on Fiscal Year.

Reconciliation of Revenue to Non-GAAP Revenue ($M)	Q4'17	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19
Revenue	**2,406**	**2,632**	**2,914**	**2,803**	**2,835**	**2,991**	**2,715**	**2,313**	**2,371**
Adjustment to discontinued products	-	-	(6)	-	-	1	-	-	-
Non-GAAP Revenue	**2,406**	**2,632**	**2,908**	**2,803**	**2,835**	**2,992**	**2,715**	**2,313**	**2,371**

Reconciliation of Gross Margin to Non-GAAP Gross Margin ($M)	Q4'17	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19
Gross Margin	**666**	**736**	**877**	**847**	**904**	**913**	**794**	**601**	**624**
Adjustment to discontinued products	-	-	(6)	-	-	1	-	-	-
Accelerated depreciation, impairment and other charges related to cost saving efforts	5	1	-	1	-	-	-	-	-
Amortization of acquired intangible assets	24	14	14	15	14	13	13	14	12
Other charges	1	11	-	-	-	-	(1)	-	-
Non-GAAP Gross Margin	**696**	**762**	**885**	**863**	**918**	**927**	**806**	**615**	**636**
Gross Margin %	27.7%	28.0%	30.1%	30.2%	31.9%	30.5%	29.2%	26.0%	26.3%
Non-GAAP Gross Margin %	28.9%	29.0%	30.4%	30.8%	32.4%	31.0%	29.7%	26.6%	26.8%

Reconciliation of Operating Expenses to Non-GAAP Operating Expenses ($M)	Q4'17	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19
Operating Expenses	**470**	**481**	**444**	**406**	**399**	**410**	**378**	**365**	**292**
Accelerated depreciation, impairment and other charges related to cost saving efforts	(7)	-	(2)	(4)	-	(1)	(1)	-	-
Amortization of acquired intangible assets	(17)	(21)	(18)	(4)	(5)	(4)	(5)	(5)	(5)
Restructuring and other, net	(14)	(51)	(33)	(11)	6	(23)	(7)	(11)	63
Other charges	(10)	(1)	(1)	(2)	(1)	-	-	-	-
Non-GAAP Operating Expenses	**422**	**408**	**390**	**385**	**399**	**382**	**365**	**349**	**350**

Reconciliation of Net Income to Non-GAAP Net Income ($M)	Q4'17	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19
Net Income	**114**	**181**	**159**	**381**	**461**	**450**	**384**	**195**	**983**
Adjustment to discontinued products	-	-	(6)	-	-	1	-	-	-
Accelerated depreciation, impairment and other charges related to cost saving efforts	12	1	2	5	-	1	1	-	-
Amortization of acquired intangible assets	41	35	32	19	19	17	18	19	17
Restructuring and other, net	14	51	33	11	(6)	23	7	11	(63)
Losses recognized on the early redemption and repurchase of debt	7	-	3	1	-	-	-	-	-
Strategic investment losses, (gains) or impairment recognized	-	-	-	3	8	4	(2)	-	-
Other charges	10	11	1	3	1	-	(1)	-	4
Income tax adjustments	(6)	-	207	1	(8)	-	(2)	10	(702)
Non-GAAP Net Income	**192**	**279**	**431**	**424**	**475**	**496**	**405**	**235**	**239**
Shares used in diluted earnings per share calculation (M)	297	292	291	291	293	292	287	284	278
GAAP Diluted Net Income Per Share	**$0.38**	**$0.62**	**$0.55**	**$1.31**	**$1.57**	**$1.54**	**$1.34**	**$0.69**	**$3.54**
Non-GAAP Diluted Net Income Per Share	**$0.65**	**$0.96**	**$1.48**	**$1.46**	**$1.62**	**$1.70**	**$1.41**	**$0.83**	**$0.86**

NOTE: Minor calculation variances are due to rounding.

Reconciliation of Net Income to Credit Agreement Defined EBITDA ($M)	Q4'17	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19
Net Income	**114**	**181**	**159**	**381**	**461**	**450**	**384**	**195**	**983**
Interest Income	(5)	(7)	(6)	(10)	(15)	(24)	(22)	(21)	(17)
Interest Expense	62	61	61	60	54	58	56	55	55
Income Tax Expense (Benefit)	6	7	212	12	5	18	14	20	(692)
Depreciation and Amortization	176	161	157	143	137	134	138	135	134
EBITDA	**353**	**403**	**583**	**586**	**642**	**636**	**570**	**384**	**463**
Adjustment to discontinued products	-	-	(6)	-	-	1	-	-	-
Impairment and other charges related to cost saving efforts	8	1	1	-	-	-	-	-	-
Losses recognized on the early redemption and repurchase of debt	7	-	3	1	-	-	-	-	-
Strategic investment losses, (gains) or impairment recognized	-	-	-	3	8	4	(2)	-	-
Restructuring and other, net	14	51	33	11	(6)	23	7	11	(63)
Other charges	10	11	1	3	1	-	(1)	-	-
Adjusted EBITDA	**392**	**466**	**615**	**604**	**645**	**664**	**574**	**395**	**400**
Share-based Compensation	27	32	27	26	27	18	27	28	26
Credit Agreement Defined EBITDA	**419**	**498**	**642**	**630**	**672**	**682**	**601**	**423**	**426**

NOTE: Minor calculation variances are due to rounding.

Non-GAAP measures adjusted for the following items:

Adjustment to discontinued products
These adjustments relate to sales of certain discontinued products or changes in sales provision for discontinued products. These adjustments are inconsistent in amount and frequency and are excluded in the non-GAAP measures as these adjustments are not indicative of the underlying ongoing operating performance.

Accelerated depreciation, impairment and other charges related to cost saving efforts
These expenses are excluded in the non-GAAP measure due to its inconsistency in amount and frequency and are excluded to facilitate a more meaningful evaluation of the Company's current operating performance and comparison to its past periods operating performance.

Amortization of acquired intangible assets
The Company records expense from amortization of intangible assets that were acquired in connection with its business combinations over their estimated useful lives. Such charges are inconsistent in size and are significantly impacted by the timing and magnitude of the Company's acquisitions. Consequently, these expenses are excluded in the non-GAAP measures to facilitate a more meaningful evaluation of its current operating performance and comparison to its past periods operating performance.

Restructuring and other, net
Restructuring charges and other, net are costs associated with restructuring plans that are primarily related to costs associated with reduction in the Company's workforce, exiting certain facilities and other related costs. These also exclude charges or gains from sale of properties. These costs or benefits do not reflect the Company's ongoing operating performance and consequently are excluded from the non-GAAP measures to facilitate a more meaningful evaluation of its current operating performance and comparison to its past periods operating performance.

Losses recognized on the early redemption and repurchase of debt
From time to time, the Company incurs losses from the early redemption and repurchase of certain long-term debt instruments. These losses represent the difference between the reacquisition costs and the par value of the debt extinguished and include the write-off of any related unamortized debt issuance costs. The amount of these charges may be inconsistent in size and varies depending on the timing of the repurchase of debt.

Strategic investment losses, (gains) or impairment recognized
From time to time, the Company incurs losses or gains from strategic investment accounted under equity method of accounting or records impairments charges which are not considered as part of its ongoing operating performance. The resulting expense or gain is inconsistent in amount and frequency and consequently are excluded from the non-GAAP measures to facilitate a more meaningful evaluation of its current operating performance and comparison to its past periods operating performance.

Other charges
The other charges primarily include write-off of certain discontinued inventory and expense related to disposed business. These charges are inconsistent in amount and frequency and are excluded in the non-GAAP measures to facilitate a more meaningful evaluation of its current operating performance and comparison to its past periods operating performance.

Income tax adjustments
Benefit or provision for income taxes represents the tax effect of non-GAAP adjustments determined using a hybrid with and without method and effective tax rate for the applicable adjustment and jurisdiction. For fiscal year 2019, it also includes impacts from a release of valuation allowance related primarily to the Company's U.S. deferred tax assets. This was driven by improvements in the Company's profitability outlook in the U.S. including the Company's effort to structurally and operationally align its enterprise data solutions business with the rest of the Company. This does not materially change the Company's future worldwide effective tax rate. For fiscal year 2018, it includes impacts from the re-measurement of the Company's U.S. deferred tax assets at the lower 21% tax rate resulting from the U.S. Tax Cuts and Jobs Act enacted on December 22, 2017.

Free cash flow
Free cash flow is a non-GAAP measure defined as net cash provided by operating activities less acquisition of property, equipment and leasehold improvements. This non-GAAP financial measure is used by management to assess the Company's sources of liquidity, capital structure and operating performance.