



Consolidated Statement of Income and Margin Metrics (1), In \$ thousands, except share count and per share data

STATEMENT OF INCOME:	FY 2014	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016	Q1 17	Q2 17	FY 2017
	Total	(Sep 14)	(Dec 14)	(Mar 15)	(Jun 15)	Total	(Sep 15)	(Dec 15)	(Mar 16)	(Jun 16)	Total	(Sep 16)	(Dec 16)	YTD
Revenue	\$1,270,236	\$333,932	\$439,905	\$339,901	\$380,468	\$1,494,206	\$375,748	\$496,274	\$436,817	\$479,205	\$1,788,044	\$443,713	\$576,851	\$1,020,564
Cost of revenue (2,3)	\$451,093	\$130,221	\$156,620	\$125,540	\$156,218	\$568,599	\$157,283	\$197,571	\$197,365	\$222,786	\$775,005	\$213,731	\$277,027	\$490,758
Gross profit	\$819,143	\$203,711	\$283,285	\$214,361	\$224,250	\$925,607	\$218,465	\$298,703	\$239,452	\$256,419	\$1,013,039	\$229,982	\$299,824	\$529,806
Technology & development expense (2,3)	\$176,344	\$43,905	\$46,625	\$48,311	\$55,519	\$194,360	\$51,086	\$51,880	\$57,392	\$60,623	\$220,981	\$62,078	\$59,252	\$121,330
Marketing and selling expense (2,3)	\$440,311	\$111,827	\$139,058	\$120,795	\$118,063	\$489,743	\$122,135	\$142,671	\$132,352	\$140,506	\$537,664	\$139,351	\$157,825	\$297,176
General and administrative expense (2,3)	\$116,574	\$31,120	\$37,714	\$40,914	\$35,432	\$145,180	\$33,159	\$36,543	\$36,398	\$39,260	\$145,360	\$56,361	\$49,042	\$105,403
Impairment of goodwill	—	—	—	—	—	—	—	—	\$30,841	—	\$30,841	—	—	—
Total costs and expenses (incl. cost of revenue) (2,3)	\$1,184,322	\$317,073	\$380,017	\$335,560	\$365,232	\$1,397,882	\$363,663	\$428,665	\$454,348	\$463,175	\$1,709,851	\$471,521	\$543,146	\$1,014,667
Income from operations	\$85,914	\$16,859	\$59,888	\$4,341	\$15,236	\$96,324	\$12,085	\$67,609	(\$17,531)	\$16,030	\$78,193	(\$27,808)	\$33,705	\$5,897
Other income (expense), net	(\$21,630)	\$12,135	\$9,855	\$8,291	(\$10,148)	\$20,134	\$9,242	\$7,690	(\$9,003)	\$18,169	\$26,098	(\$2,132)	\$30,549	\$28,417
Interest income (expense), net	(\$7,674)	(\$3,345)	(\$3,031)	(\$3,131)	(\$7,197)	(\$16,705)	(\$8,126)	(\$10,160)	(\$10,091)	(\$9,819)	(\$38,196)	(\$9,904)	(\$9,631)	(\$19,535)
Income (loss) before income taxes and earnings in equity interests	\$56,610	\$25,649	\$66,712	\$9,501	(\$2,109)	\$99,753	\$13,201	\$65,139	(\$36,625)	\$24,380	\$66,095	(\$39,844)	\$54,623	\$14,779
Income tax provision (benefit) (4)	\$10,590	\$2,232	\$3,850	\$1,576	\$2,783	\$10,441	\$3,179	\$6,148	(\$854)	\$7,211	\$15,684	(\$9,814)	\$19,601	\$9,787
Earnings in equity interests	(\$2,704)	—	—	—	—	—	—	—	—	—	—	—	—	—
Net income (loss) (4)	\$43,316	\$23,417	\$62,862	\$7,925	(\$4,892)	\$89,312	\$10,022	\$58,991	(\$35,771)	\$17,169	\$50,411	(\$30,030)	\$35,022	\$4,992
Net (income) loss attributable to noncontrolling interest	\$380	\$277	\$747	\$686	\$1,190	\$2,900	\$749	\$328	\$3,100	(\$239)	\$3,938	\$927	\$6	\$933
Net income (loss) attributable to Cimpress N.V.	\$43,696	\$23,694	\$63,609	\$8,611	(\$3,702)	\$92,212	\$10,771	\$59,319	(\$32,671)	\$16,930	\$54,349	(\$29,103)	\$35,028	\$5,925
Diluted net income (loss) per share (4)	\$1.28	\$0.71	\$1.89	\$0.25	(\$0.11)	\$2.73	\$0.32	\$1.81	(\$1.04)	\$0.51	\$1.64	(\$0.92)	\$1.07	\$0.18
Weighted average shares outstanding - diluted (basic in loss case) (4)	34,239,909	33,154,436	33,581,100	34,180,563	32,966,832	33,816,498	33,757,378	32,735,447	31,343,711	32,996,473	33,049,454	31,570,824	32,614,013	32,846,275
MARGIN METRICS														
Gross profit as a percent of revenue	64.5%	61.0 %	64.4 %	63.1 %	58.9 %	61.9 %	58.1 %	60.2 %	54.8 %	53.5 %	56.7 %	51.8 %	52.0 %	51.9 %
Operating income as a percent of revenue	6.8%	5.0 %	13.6 %	1.3 %	4.0 %	6.4 %	3.2 %	13.6 %	(4.0)%	3.3 %	4.4 %	(6.3)%	5.8 %	0.6 %
Net income as a percent of revenue	3.4%	7.1 %	14.5 %	2.5 %	(1.0)%	6.2 %	2.9 %	12.0 %	(7.5)%	3.5 %	3.0 %	(6.6)%	6.1 %	0.6 %

(1) Quarterly results are unaudited and when added together, may not equal annual results due to rounding.

(2) The amounts in the table above include share-based compensation as follows:

Cost of revenue	\$251	\$31	\$14	\$17	\$16	\$78	\$26	\$28	\$3	\$15	\$72	\$43	\$75	\$118
Technology and development expense	\$7,041	\$927	\$1,002	\$1,032	\$1,178	\$4,139	\$1,330	\$1,422	\$1,606	\$1,534	\$5,892	\$2,325	\$3,118	\$5,443
Marketing and selling expense	\$5,082	\$914	\$58	\$465	\$515	\$1,952	\$411	\$425	\$387	\$368	\$1,591	\$820	\$1,480	\$2,300
General and administrative expense	\$15,412	\$3,870	\$5,310	\$5,124	\$3,602	\$17,906	\$4,423	\$4,191	\$3,957	\$3,702	\$16,273	\$8,383	\$6,604	\$14,987
Total share-based compensation expense	\$27,786	\$5,742	\$6,384	\$6,638	\$5,311	\$24,075	\$6,190	\$6,066	\$5,953	\$5,619	\$23,828	\$11,571	\$11,277	\$22,848

(3) The amounts in the table above include amortization of acquisition-related intangible assets as follows:

Cost of revenue	—	—	—	—	—	—	—	—	\$453	\$690	\$1,143	\$682	\$660	\$1,342
Technology and development expense	\$6,368	\$2,010	\$1,454	\$1,124	\$1,967	\$6,555	\$2,293	\$2,343	\$2,663	\$2,970	\$10,269	\$2,849	\$2,752	\$5,601
Marketing and selling expense	\$5,984	\$4,643	\$4,014	\$3,595	\$5,392	\$17,644	\$7,421	\$7,245	\$7,696	\$6,789	\$29,151	\$6,682	\$6,467	\$13,149
General and administrative expense	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Total acquisition-related amortization of intangible assets expense	\$12,352	\$6,653	\$5,468	\$4,719	\$7,359	\$24,199	\$9,714	\$9,588	\$10,812	\$10,449	\$40,563	\$10,213	\$9,879	\$20,092

(4) During the fourth quarter of fiscal 2016, we adopted Accounting Standards Update (ASU) 2016-09 requiring the recognition of excess tax benefits as a component of income tax expense as these benefits were historically recognized in equity. As the standard requires a prospective adoption, our fiscal 2016 net income includes a \$3.5M income tax benefit that did not occur in fiscal 2015. As required, our Q1-Q3 2016 results have been recast to allocate \$2.3M of the overall benefit to Q1-Q3 2016 with the remaining \$1.2M of tax benefit included as a component of the Q4 2016 tax expense.

In addition, the standard prospectively updates the treasury method of calculating diluted shares resulting in the inclusion of 205,000 additional shares in our annual diluted EPS calculation which is not comparable to the prior periods presented.



Reconciliation of Adjusted Net Operating Profit after Tax (1,4), In \$ thousands

	FY 2014	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016	Q1 17	Q2 17	FY 2017
	Total	(Sep 14)	(Dec 14)	(Mar 15)	(Jun 15)	Total	(Sep 15)	(Dec 15)	(Mar 16)	(Jun 16)	Total	(Sep 16)	(Dec 16)	YTD
GAAP operating (loss) income	\$85,914	\$16,859	\$59,888	\$4,341	\$15,236	\$96,324	\$12,085	\$67,609	(\$17,531)	\$16,030	\$78,193	(\$27,808)	\$33,705	\$5,897
Less: Cash taxes attributable to current period (see below)	(\$20,123)	(\$5,313)	(\$7,353)	(\$4,666)	(\$7,656)	(\$24,986)	(\$6,833)	(\$4,362)	(\$8,392)	(\$12,649)	(\$32,236)	(\$7,419)	(\$6,704)	(\$14,123)
Exclude expense (benefit) impact of:														
Acquisition-related amortization and depreciation	\$12,723	\$6,908	\$5,468	\$4,514	\$7,374	\$24,264	\$9,782	\$9,655	\$10,879	\$10,518	\$40,834	\$10,213	\$10,019	\$20,232
Earn-out related charges (2)	\$2,192	\$3,677	\$3,701	\$7,512	\$385	\$15,275	\$289	\$3,413	\$883	\$1,793	\$6,378	\$16,247	\$7,010	\$23,257
Share-based compensation related to investment consideration	\$4,363	\$497	\$1,100	\$1,499	\$473	\$3,570	\$802	\$1,735	\$1,168	\$1,130	\$4,835	\$4,103	\$601	\$4,704
Certain impairments (3)	—	—	—	—	—	—	—	\$3,022	\$37,582	\$1,216	\$41,820	—	—	—
Restructuring related charges	\$5,980	—	\$154	\$520	\$2,528	\$3,202	\$271	\$110	—	—	\$381	—	\$1,100	1,100
Less: Interest expense associated with Waltham lease	—	—	—	—	—	—	(\$350)	(\$2,001)	(\$1,975)	(\$1,961)	(\$6,287)	(\$1,970)	(\$1,956)	(\$3,926)
Include: Realized gains on currency forward contracts not included in operating income	(\$7,048)	(\$17)	\$4,178	\$1,802	\$1,487	\$7,450	\$316	\$3,319	\$1,391	\$837	\$5,863	\$1,888	\$6,839	\$8,727
Adjusted NOPAT	\$84,001	\$22,611	\$67,136	\$15,522	\$19,827	\$125,098	\$16,362	\$82,500	\$24,005	\$16,914	\$139,781	(\$4,746)	\$50,614	\$45,868
Adjusted NOPAT as % of revenue	6.6%	7.0%	15.0%	5.0%	5.0%	8.4%	4.4%	16.6%	5.5%	3.5%	7.8%	(1.1)%	8.8%	4.5%
Cash taxes paid in the current period (5)	\$18,485	\$5,296	\$2,261	\$3,089	\$3,639	\$14,284	\$4,709	\$6,036	\$344	\$8,661	\$19,750	\$8,555	\$11,754	\$20,309
Less: cash taxes (paid) received and related to prior periods (5)	(\$6,521)	(\$2,860)	(\$588)	(\$1,103)	(\$925)	(\$5,477)	\$359	(\$2,463)	\$4,760	(\$1,722)	\$934	(\$4,227)	(\$5,097)	(\$9,324)
Plus: cash taxes attributable to the current period but not yet (received) paid	\$6,036	\$936	\$608	\$1,420	\$3,703	\$6,667	\$921	\$718	\$2,343	\$5,316	\$9,298	(\$350)	\$528	\$178
Plus: cash impact of excess tax benefit on equity awards attributable to current period	\$5,551	\$2,796	\$5,927	\$2,115	\$2,094	\$12,932	\$1,709	\$936	\$1,705	\$1,224	\$5,574	\$4,264	\$342	\$4,606
Less: installment payment related to the transfer of IP in a prior year	(\$3,428)	(\$855)	(\$855)	(\$855)	(\$855)	(\$3,420)	(\$865)	(\$865)	(\$760)	(\$830)	(\$3,320)	(\$823)	(\$823)	(\$1,646)
Cash taxes attributable to current period	\$20,123	\$5,313	\$7,353	\$4,666	\$7,656	\$24,986	\$6,833	\$4,362	\$8,392	\$12,649	\$32,236	\$7,419	\$6,704	\$14,123

(1) Non-GAAP financial measures are unaudited and when added together, may not equal annual measures due to rounding.

(2) Includes expense recognized for the change in fair value of contingent consideration and compensation expense related to cash-based earn-out mechanisms dependent upon continued employment.

(3) Includes the impact of impairments of goodwill and other long-lived assets as defined by ASC 350 - "Intangibles - Goodwill and Other," or ASC 360 - "Property, plant, and equipment."

(4) To supplement Cimpress' consolidated financial statements presented in accordance with U.S. generally accepted accounting principles, or GAAP, Cimpress has used the following measure defined as a non-GAAP financial measure by Securities and Exchange Commission, or SEC, rules: adjusted net operating profit after tax (NOPAT). Adjusted net operating profit after tax is defined as GAAP operating income, less cash taxes attributable to current period operations and interest expense associated with our Waltham lease, excluding M&A related items including acquisition-related amortization and depreciation, changes in the fair value of contingent consideration, and expense for deferred payments or equity awards that are treated as compensation expense, plus the impact of certain unusual items such as discontinued operations, restructuring charges, or impairments, plus realized gains or losses on currency forward contracts that are not included in operating income. Cimpress' management believes that this non-GAAP financial measure provides meaningful supplemental information in assessing our performance and liquidity by excluding certain items that may not be indicative of our recurring core business operating results, which could be non-cash charges or benefits or discrete cash charges or benefits that are infrequent in nature. This non-GAAP financial measure also has facilitated management's internal comparisons to Cimpress' historical performance and our competitors' operating results.

(5) For the fiscal year ended June 30, 2016, cash taxes paid in the current period includes a cash tax refund of \$8,479, which is subsequently eliminated from cash taxes attributable to the current period as it relates to a refund of a prior years' taxes generated as a result of a prior year excess share-based compensation deduction. Therefore, the impact is not included in adjusted NOPAT for the current period.



Balance Sheet and Cash Flow Metrics (1), In \$ thousands

	FY 2014	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016	Q1 17	Q2 17	FY 2017
	Total	(Sep 14)	(Dec 14)	(Mar 15)	(Jun 15)	Total	(Sep 15)	(Dec 15)	(Mar 16)	(Jun 16)	Total	(Sep 16)	(Dec 16)	YTD
CONSOLIDATED BALANCE SHEET:														
Assets														
Cash, cash equivalents and marketable securities	\$76,365	\$70,320	\$86,438	\$142,199	\$110,494	\$110,494	\$99,561	\$79,084	\$82,920	\$85,319	\$85,319	\$60,937	\$49,588	\$49,588
Accounts receivable, net of allowances	\$23,515	\$26,111	\$30,733	\$22,028	\$32,145	\$32,145	\$38,699	\$36,100	\$36,992	\$32,327	\$32,327	\$30,121	\$52,179	\$52,179
Inventory	\$12,138	\$13,004	\$15,246	\$13,334	\$18,356	\$18,356	\$19,835	\$20,890	\$19,640	\$18,125	\$18,125	\$19,510	\$41,422	\$41,422
Prepaid expenses and other current assets (2)	\$44,767	\$33,729	\$45,897	\$43,034	\$55,102	\$55,102	\$59,274	\$61,320	\$64,656	\$64,997	\$64,997	\$64,629	\$98,786	\$98,786
Total current assets	\$156,785	\$143,164	\$178,314	\$220,595	\$216,097	\$216,097	\$217,369	\$197,394	\$204,208	\$200,768	\$200,768	\$175,197	\$241,975	\$241,975
Property, plant and equipment, net	\$352,221	\$357,287	\$391,016	\$391,761	\$467,511	\$467,511	\$495,097	\$490,605	\$497,182	\$493,163	\$493,163	\$495,175	\$505,278	\$505,278
Software and web site development costs, net	\$14,016	\$14,857	\$16,091	\$18,645	\$22,109	\$22,109	\$23,332	\$27,148	\$31,850	\$35,212	\$35,212	\$39,018	\$42,856	\$42,856
Deferred tax assets and other assets (2)	\$35,072	\$37,599	\$37,609	\$37,168	\$42,385	\$42,385	\$43,637	\$46,693	\$46,465	\$51,751	\$51,751	\$66,719	\$52,351	\$52,351
Goodwill and intangible assets, net	\$427,401	\$426,664	\$399,900	\$364,055	\$551,692	\$551,692	\$564,238	\$540,691	\$706,836	\$682,975	\$682,975	\$680,206	\$821,486	\$821,486
TOTAL ASSETS	\$985,495	\$979,571	\$1,022,930	\$1,032,224	\$1,299,794	\$1,299,794	\$1,343,673	\$1,302,531	\$1,486,541	\$1,463,869	\$1,463,869	\$1,456,315	\$1,663,946	\$1,663,946
Liabilities and shareholders' equity														
Accounts payable	\$52,770	\$57,567	\$72,065	\$46,321	\$65,875	\$65,875	\$65,768	\$73,748	\$72,068	\$86,682	\$86,682	\$76,858	\$116,251	\$116,251
Accrued expenses, deferred revenue and other current liabilities	\$151,156	\$146,984	\$208,902	\$176,436	\$218,746	\$218,746	\$228,174	\$246,955	\$246,040	\$227,464	\$227,464	\$226,645	\$273,669	\$273,669
Short-term debt (2)	\$36,419	\$13,298	\$14,133	\$10,331	\$21,056	\$21,056	\$18,001	\$19,331	\$19,842	\$21,717	\$21,717	\$28,221	\$46,115	\$46,115
Total current liabilities	\$240,345	\$217,849	\$295,100	\$233,088	\$305,677	\$305,677	\$311,943	\$340,034	\$337,950	\$335,863	\$335,863	\$331,724	\$436,035	\$436,035
Deferred tax liability	\$30,846	\$28,788	\$27,031	\$24,462	\$48,007	\$48,007	\$49,970	\$44,819	\$72,792	\$69,430	\$69,430	\$67,166	\$69,676	\$69,676
Other liabilities	\$62,537	\$76,645	\$104,249	\$114,794	\$145,914	\$145,914	\$169,252	\$166,396	\$182,711	\$170,405	\$170,405	\$190,688	\$186,594	\$186,594
Long-term debt (2)	\$408,150	\$429,995	\$329,249	\$411,255	\$493,039	\$493,039	\$637,316	\$528,395	\$676,805	\$656,794	\$656,794	\$654,300	\$829,998	\$829,998
Redeemable noncontrolling interests	\$11,160	\$10,109	\$9,466	\$12,698	\$57,738	\$57,738	\$65,120	\$64,833	\$64,871	\$65,301	\$65,301	\$64,949	\$41,824	\$41,824
Total shareholders' equity attributable to Cimpress N.V.	\$232,457	\$211,771	\$256,192	\$234,944	\$248,907	\$248,907	\$109,688	\$157,667	\$151,425	\$165,725	\$165,725	\$147,175	\$99,496	\$99,496
Noncontrolling interest	\$0	\$4,414	\$1,643	\$983	\$512	\$512	\$384	\$387	\$358	\$351	\$351	\$313	\$323	\$323
TOTAL LIABILITIES, NONCONTROLLING INTERESTS, AND SHAREHOLDERS' EQUITY	\$985,495	\$979,571	\$1,022,930	\$1,032,224	\$1,299,794	\$1,299,794	\$1,343,673	\$1,302,531	\$1,486,541	\$1,463,869	\$1,463,869	\$1,456,315	\$1,663,946	\$1,663,946
FREE CASH FLOW AND SELECTED CASH FLOW METRICS:														
Net cash from operations (3)	\$154,355	\$52,939	\$139,247	\$2,914	\$46,922	\$242,022	\$27,426	\$134,889	\$32,903	\$52,138	\$247,356	\$9,600	\$105,059	\$114,659
Purchase of property, plant & equipment	(\$72,122)	(\$16,684)	(\$18,268)	(\$15,153)	(\$25,708)	(\$75,813)	(\$24,393)	(\$19,156)	(\$19,092)	(\$17,794)	(\$80,435)	(\$19,319)	(\$16,941)	(\$36,260)
Purchases of intangible assets not related to acquisition	(\$253)	(\$85)	(\$60)	(\$56)	(\$49)	(\$250)	(\$357)	(\$45)	(\$51)	(\$23)	(\$476)	(\$26)	(\$62)	(\$88)
Capitalization of software and website development costs	(\$9,749)	(\$3,539)	(\$3,910)	(\$5,068)	(\$4,806)	(\$17,323)	(\$4,910)	(\$7,217)	(\$6,057)	(\$8,140)	(\$26,324)	(\$8,312)	(\$10,798)	(\$19,110)
Payment of contingent consideration in excess of acquisition date fair value	—	—	—	\$1,249	\$6,806	\$8,055	—	—	—	\$8,613	\$8,613	—	—	—
Proceeds from insurance related to investing activities	—	—	—	—	—	—	\$2,075	\$1,549	—	—	\$3,624	—	—	—
Free cash flow (3)	\$72,231	\$32,631	\$117,009	(\$16,114)	\$23,165	\$156,691	(\$159)	\$110,020	\$7,703	\$34,794	\$152,358	(\$18,057)	\$77,258	\$59,201
Depreciation and amortization	\$72,282	\$24,459	\$22,895	\$22,402	\$27,744	\$97,500	\$30,258	\$31,805	\$34,454	\$35,401	\$131,918	\$35,405	\$36,977	\$72,382
Capital expenditures as a percent of total revenue	5.7%	5.0%	4.2%	4.5%	6.8%	4.9%	6.5%	3.9%	3.7%	3.7%	4.5%	4.4%	2.9%	1.9%
Land & Facilities, as % of total capex	25%	36%	30%	14%	23%	24%	38%	28%	20%	28%	29%	11%	6%	9%
Mfg. & automation equipment, as % of total capex	49%	47%	44%	49%	41%	44%	49%	37%	50%	14%	39%	59%	37%	49%
IT infrastructure, software & office equip., as % of total capex	26%	17%	26%	37%	36%	32%	13%	35%	30%	58%	32%	30%	57%	42%

(1) Quarterly results are unaudited and when added together may not equal annual results due to rounding.

(2) In Q1 FY16 we early adopted a new accounting standard to present our capitalized debt issuance costs asset net of the related debt obligation. Previously, these capitalized costs were classified as other current and long-term assets. We have applied this change retroactively for all periods presented.

(3) During fiscal 2016, we adopted the new share-based compensation accounting standard, ASU 2016-09 and elected to apply the amendment related to the presentation of excess tax benefits on the consolidated statements of cash flows on a retrospective basis. We have updated our previously filed consolidated statements of cash flows for all prior presented periods. This change is reflected in the free cash flow reconciliation above.



Revenue and Other Operating Metrics (1), In \$ thousands except where noted

	FY 2014	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016	Q1 17	Q2 17	FY 2017
	Total	(Sep 14)	(Dec 14)	(Mar 15)	(Jun 15)	Total	(Sep 15)	(Dec 15)	(Mar 16)	(Jun 16)	Total	(Sep 16)	(Dec 16)	YTD
REVENUE:														
Vistaprint business unit (3)	\$1,103,218	\$261,245	\$345,451	\$268,492	\$274,525	\$1,149,713	\$267,469	\$354,783	\$289,901	\$305,008	\$1,217,162	\$285,422	\$379,414	\$664,836
Upload and Print business units	\$43,590	\$38,729	\$43,979	\$38,674	\$75,693	\$197,075	\$76,538	\$93,277	\$116,356	\$146,468	\$432,638	\$131,957	\$152,388	\$284,345
All Other business units (3)	\$123,428	\$33,958	\$50,476	\$32,735	\$30,250	\$147,419	\$31,741	\$48,214	\$30,560	\$27,729	\$138,244	\$26,334	\$45,049	\$71,383
Total revenue	\$1,270,236	\$333,932	\$439,905	\$339,901	\$380,468	\$1,494,206	\$375,748	\$496,274	\$436,817	\$479,205	\$1,788,044	\$443,713	\$576,851	\$1,020,564
U.S. revenue	\$653,216	\$165,318	\$189,657	\$177,268	\$185,829	\$718,072	\$179,413	\$207,663	\$192,933	\$201,326	\$781,335	\$187,955	\$223,510	\$411,465
Non-U.S. revenue	\$617,020	\$168,614	\$250,248	\$162,633	\$194,639	\$776,134	\$196,335	\$288,611	\$243,884	\$277,879	\$1,006,709	\$255,758	\$353,341	\$609,099
Physical printed products and other	\$1,189,905	\$315,121	\$422,120	\$322,564	\$363,305	\$1,423,110	\$359,028	\$480,217	\$421,402	\$464,029	\$1,724,676	\$428,715	\$562,233	\$990,948
Digital products/services	\$80,331	\$18,811	\$17,785	\$17,337	\$17,163	\$71,096	\$16,720	\$16,057	\$15,415	\$15,176	\$63,368	\$14,999	\$14,618	\$29,617
ADJUSTED NET OPERATING PROFIT BY REPORTABLE SEGMENT (2,4)														
Vistaprint Business Unit (4)	n/a	\$69,308	\$107,396	\$67,628	\$72,775	\$317,107	\$64,462	\$115,734	\$77,638	\$83,996	\$341,830	\$58,217	\$101,572	\$159,789
Upload and Print business units (4)	n/a	\$4,634	\$5,621	\$3,229	\$11,535	\$25,019	\$11,450	\$15,520	\$16,336	\$18,895	\$62,202	\$16,114	\$19,338	\$35,452
All Other (4)	n/a	\$1,433	\$9,031	\$854	(\$579)	\$10,739	(\$1,085)	\$6,881	(\$3,866)	(\$10,702)	(\$8,772)	(\$9,609)	(\$1,968)	(\$11,577)
Total adjusted net operating profit by reportable segment (2,4)	n/a	\$75,375	\$122,048	\$71,711	\$83,731	\$352,866	\$74,827	\$138,135	\$90,108	\$92,189	\$395,260	\$64,722	\$118,942	\$183,664
OTHER OPERATING METRICS:														
Full-time employees	4,901	5,040	5,203	5,534	6,168	6,168	6,447	6,845	7,226	7,468	7,468	8,066	9,923	9,923
Temporary employees	226	296	656	305	384	384	389	618	359	527	527	456	1,389	1,389
Total Cimpress headcount at end of period	5,127	5,336	5,859	5,839	6,552	6,552	6,836	7,463	7,585	7,995	7,995	8,522	11,312	11,312
Total advertising & commissions expense (\$ millions)	\$267.7	\$63.9	\$85.6	\$72.1	\$64.8	\$286.4	\$70.2	\$85.0	\$74.3	\$76.4	\$305.9	\$78.3	\$94.1	\$172.4
as % of revenue	21%	19%	19%	21%	17%	19%	19%	17%	17%	16%	17%	18%	16%	17%
Vistaprint business unit metric:														
TTM bookings from repeat customers		72%	73%	73%	73%		73%	74%	74%	74%		75%	75%	
TTM bookings from first-time customers		28%	27%	27%	27%		27%	26%	26%	26%		25%	25%	
Vistaprint BU advertising & commissions expense (\$ millions)	\$256.5	\$56.4	\$75.7	\$64.8	\$59.1	\$256.0	\$62.4	\$73.3	\$64.5	\$65.3	\$265.5	\$68.6	\$79.6	\$148.3
as % of revenue	23%	22%	22%	24%	22%	22%	23%	21%	22%	21%	22%	24%	21%	22%

(1) Metrics are unaudited, approximate, and when added together, may not equal annual results due to rounding.

(2) Please see reconciliation of non-GAAP measures included in Cimpress' quarterly earnings presentations posted at ir.cimpress.com.

(3) In Q2 2016, a change was made to the approach for calculating revenue from the Corporate Solutions business unit, resulting in recast revenue for Vistaprint business unit and All Other business units reportable segments for all historical periods shown.

(4) In Q1 2017, we began to further improve the cross-segment comparability of our Adjusted NOP by segment. In the table above, we recast prior-period results to reflect the transfer of a technology team that supports the Vistaprint business from MCP costs to Vistaprint costs, as well as the net transfer of finance employees from the Upload and Print business units to corporate and global functions, due to changes in our internal organization structure.