

**ARRIS INTERNATIONAL PLC**  
**PRELIMINARY SUPPLEMENTAL GAAP TO ADJUSTED SALES & DIRECT CONTRIBUTION RECONCILIATION**  
(in thousands)  
(unaudited)

	<b>Q4 2017</b>				
	<b>Network &amp; Cloud</b>	<b>CPE</b>	<b>Enterprise</b>	<b>Corp/ Other</b>	<b>Total</b>
Net Sales	595,842	1,089,981	45,749	7,021	1,738,593
Non GAAP Adjustments <sup>(1)</sup>	-	-	-	(7,021)	(7,021)
Adjusted Net Sales	<u>595,842</u>	<u>1,089,981</u>	<u>45,749</u>	<u>0</u>	<u>1,731,572</u>
Direct Contribution <sup>(2)</sup>	262,868	123,678	6,094	(180,265)	212,375
Non GAAP Adjustments <sup>(3)</sup>	-	-	-	19,241	19,241
Adjusted Direct Contribution	<u>262,868</u>	<u>123,678</u>	<u>6,094</u>	<u>(161,024)</u>	<u>231,616</u>
Direct Contribution % of sales	44.1%	11.3%	13.3%		13.4%

(1) Impact of warrants adjustment and adjustment related to acquisition accounting impacts

(2) Defined as gross margin less direct operating expenses, excluding amortization of intangible assets, restructuring charges, acquisition, integration and other costs.

(3) Equity compensation expense, adjustments related to the acquisition accounting impacts and warrants adjustment