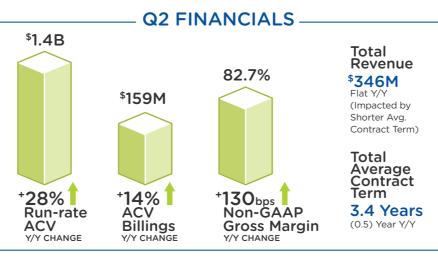


ACV-FIRST STRATEGY Better Deal Shorter Time Economics to Renewals **Accelerated Emerging ACV Growth Product Adoption**













52%

AHV Adoption as a % of Total Nodes

+6pts YoY



% of Deals Involving at Least One Emerging Product

+6pts YoY



YoY Growth

in New ACV From **Emerging Products**





88%

Subscription as a % of Total Billings



Q2 LTM Renewal as a % of Total Billings

(More Renewals to Drive Leverage Over Time)

CUSTOMERS⁽⁴⁾



18,770

TOTAL

NEW

730 950

TOTAL G2K

G2K LIFETIME ACV PURCHASE

LARGE CUSTOMERS

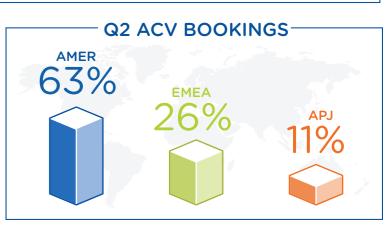


ACV Repeat Purchase Multiple of G2K Customers > 18 Months



Customers with Lifetime Bookings of >\$1M

EMPLOYEE MIX 6.210 Total Sales & Marketing Support & Services R&D G&A



⁽¹⁾ Reconciliations between GAAP and non-GAAP financial measures and key performance measures, as well as disaggregation of revenue, are provided in the tables of the Q2 FY'21 earnings release. There is no GAAP measure that is comparable to ACV Billings, New ACV, ACV Bookings, or Run-rate ACV. (2) See appendix of the Q2 FY'21 earnings presentation for definitions of ACV Billings, New ACV, ACV, Run-rate ACV, Total Average Contract Term, and ACV Bookings.

⁽³⁾ Calculated on a rolling four-quarter average

⁽⁴⁾ Cumulative worldwide end-customer and G2K customer counts reflect standard adjustments to certain customer accounts within our system of record, and are rounded to the nearest 10. G2K customer count reflects yearly update to the members of the G2K list as reported by Forbes.

(5) G2K lifetime ACV purchase multiple is defined as ACV of total lifetime purchase divided by ACV of initial purchase for G2K customers that have been customers for over 18 months.