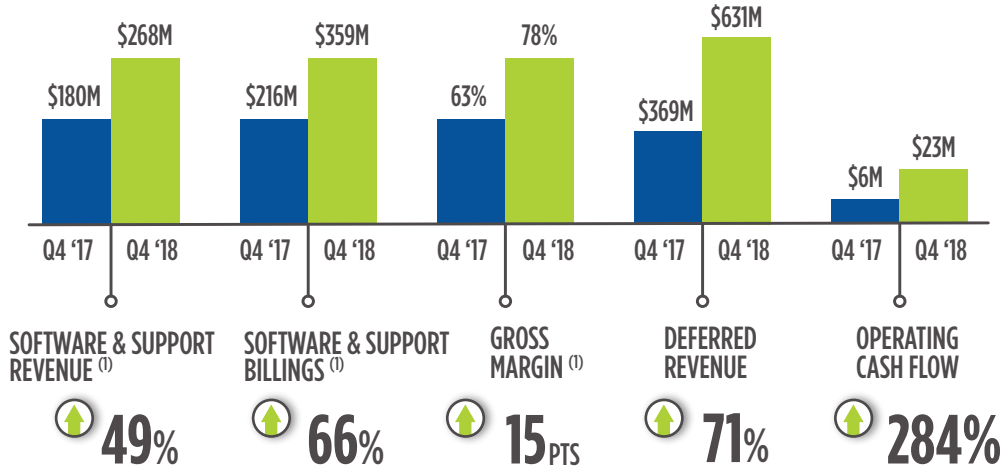
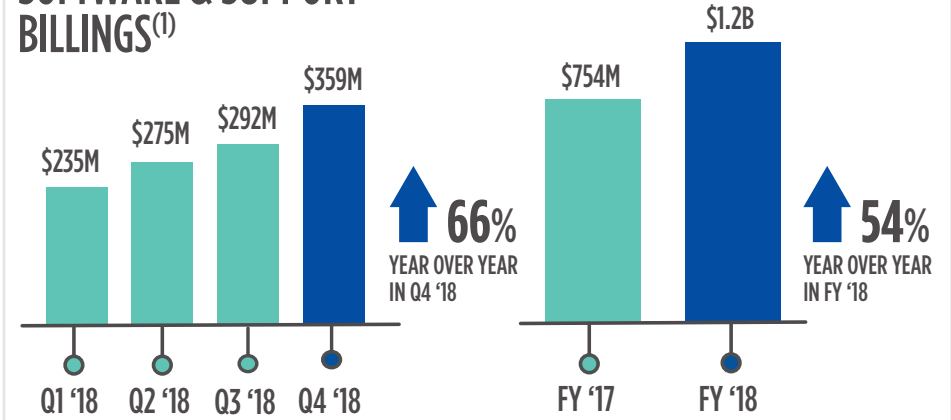


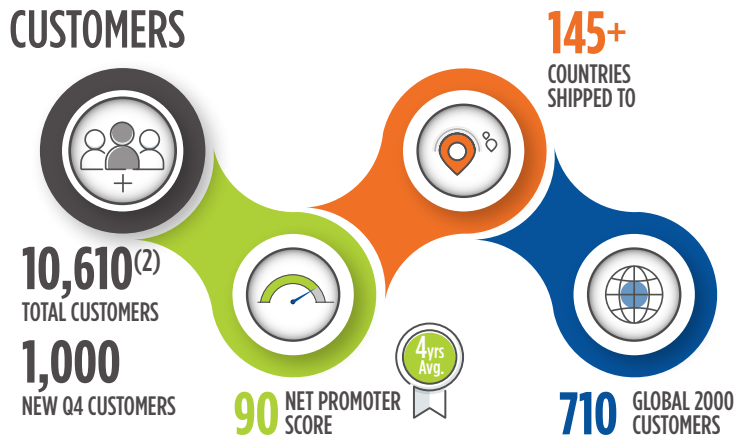
FINANCIALS



SOFTWARE & SUPPORT BILLINGS ⁽¹⁾



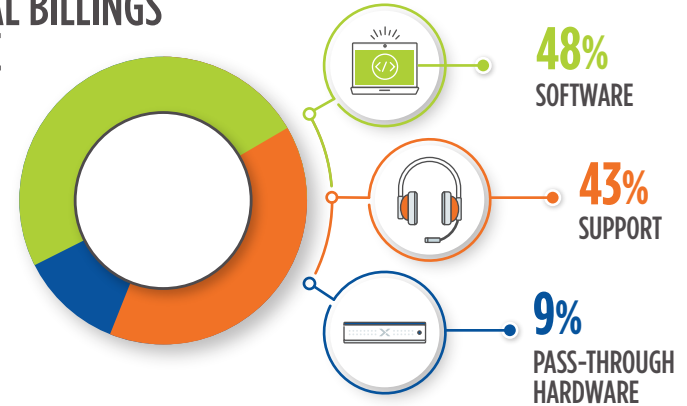
CUSTOMERS



FORBES

- 2 OF THE FORBES GLOBAL 5
- 5 OF THE FORBES GLOBAL 10
- 36 OF THE FORBES GLOBAL 50
- 66 OF THE FORBES GLOBAL 100

Q4 TOTAL BILLINGS BY TYPE



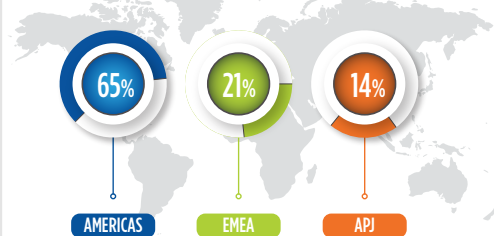
AHV ⁽³⁾



EMPLOYEES



Q4 SOFTWARE & SUPPORT BOOKINGS BY REGION



Q4 NEW CUSTOMER WORKLOAD DISTRIBUTION



⁽¹⁾ Reconciliations between GAAP and non-GAAP financial measures and key performance measures are provided in the tables of the Q4 FY18 press release.

⁽²⁾ Final customer count reflects standard adjustments to certain customer accounts within our system of record.

⁽³⁾ Based on a rolling 4 qtr. average.