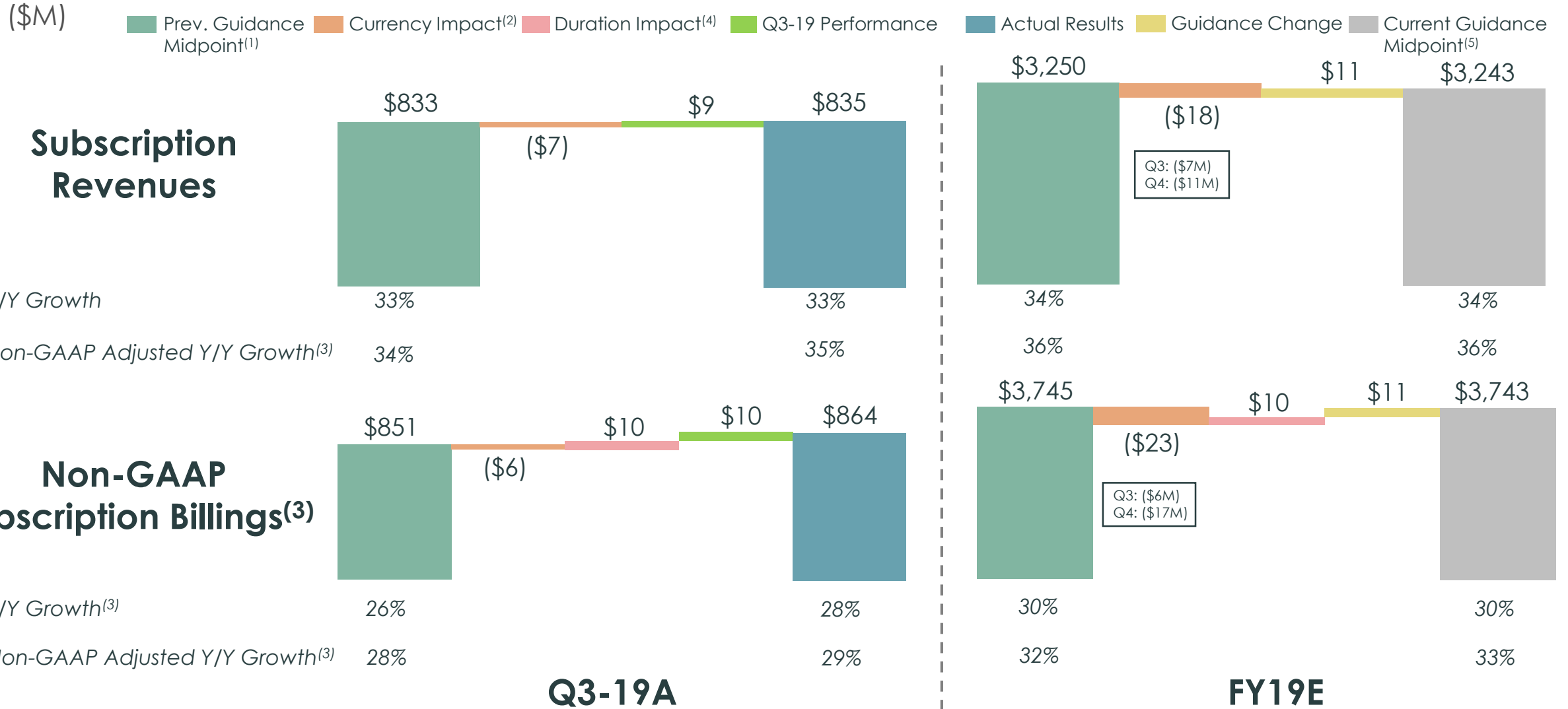


# Comparison to Previously Issued Guidance



(1) Refers to previously issued financial guidance dated 7/24/19.

(2) GAAP subscription revenues and non-GAAP subscription billings included in our quarterly guidance is based on foreign exchange rates in effect at the end of the current quarter for entities reporting in currencies other than U.S. Dollars. Currency impact in Q3 2019 represents the impact of the difference between the actual average rates in the period used to calculate our Q3 2019 actual results and the rates as of 6/30/19 assumed in our previously issued guidance dated 7/24/19. For our full year guidance, currency impact represents the impact described in the preceding sentence, plus the impact of the difference between the exchange rates in effect as of 9/30/19 assumed in our updated full-year 2019 guidance, and the rates as of 6/30/19 assumed in our previously issued guidance dated 7/24/19.

(3) Adjusted subscription revenues, subscription billings, adjusted subscription billings and the corresponding growth figures are calculated on a non-GAAP basis. See appendix for reconciliation of non-GAAP financial measures.

(4) Represents the impact of billings greater than 12 months in excess of guidance assumptions.

(5) Refers to issued financial guidance dated 10/22/19.

Note: Numbers rounded for presentation purposes.