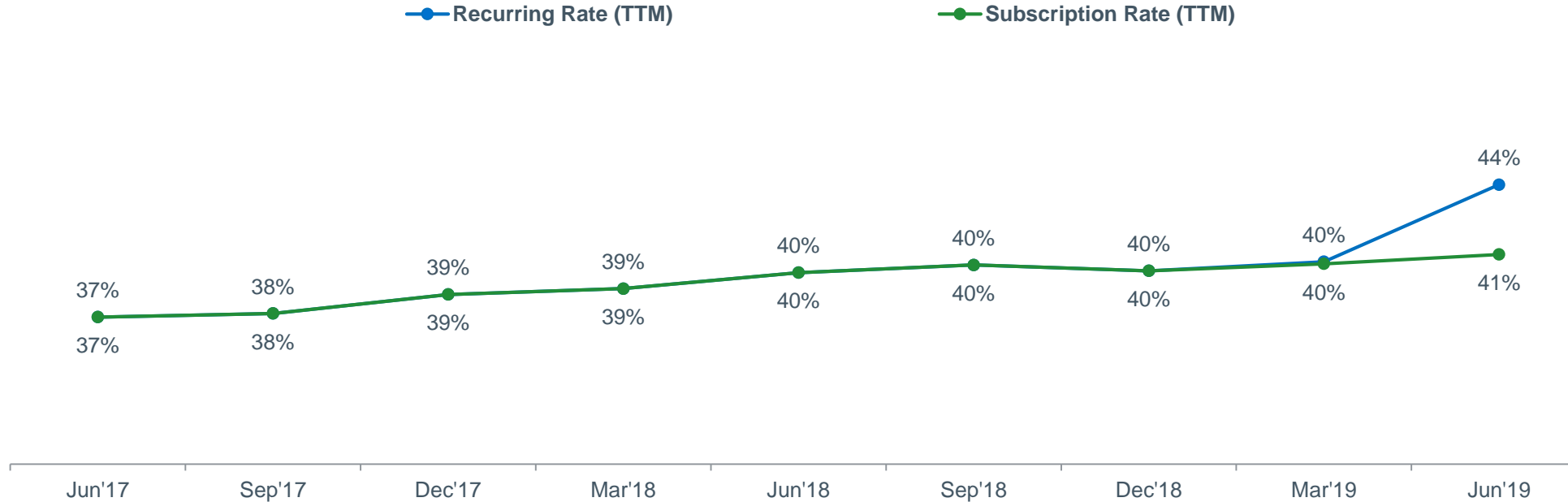


Q2'19 EARNINGS SUPPLEMENTAL



Recurring Revenue and Subscription Revenue Rate (TTM)



- **Recurring Revenue Rate** is calculated as Subscription Revenue plus the portion of License Revenue that is derived from the value allocated to license within our Software Products subscription contracts, collectively, as a percent of total revenue, as measured over the trailing 12 month period.
- **Subscription Revenue Rate** is calculated as the sum of support and maintenance contracts and the value allocated to support and maintenance within our Software Products subscription contracts, as a percent of total revenue, as measured over the trailing 12 month period.
- The 400 basis point increase from March 2019 to June 2019 was driven by approximately \$11.2 million in term-based license (TBL) revenue in the June 2019 quarter.