

Year-to-Date

Calculation of Total SaaS and PaaS Billings Growth (\$USD, in millions)

	Year-to-Date		
	FY2016	FY2015	FY2016 Change
Total SaaS and PaaS Revenues	\$ 2,207	\$ 1,485	\$ 722
Add: Change in Gross SaaS and PaaS Deferred Revenues (1)	541	376	165
Total SaaS and PaaS Billings	<u>\$ 2,748</u>	<u>\$ 1,861</u>	<u>\$ 887</u>
			<u>48%</u>

(1) Calculated as:

	Q4 FY2016	Q4 FY2015	FY2016 Change	Q4 FY2015	Q4 FY2014	FY2015 Change
SaaS, PaaS and IaaS Deferred Revenues, Current	\$ 705	\$ 404	\$ 301	\$ 404	\$ 248	\$ 156
SaaS, PaaS and IaaS Deferred Revenues, Non-Current	89	34	55	34	32	2
Less: IaaS Deferred Revenues, current and non-current	(76)	(35)	(41)	(35)	(24)	(11)
Total SaaS and PaaS Deferred Revenues	718	403	315	403	256	147
Billed but Unpaid SaaS and PaaS Invoices	663	437	226	437	208	229
Gross SaaS and PaaS Deferred Revenues	<u>\$ 1,381</u>	<u>\$ 840</u>	<u>\$ 541</u>	<u>\$ 840</u>	<u>\$ 464</u>	<u>\$ 376</u>

Quarter-to-Date

Calculation of Total SaaS and PaaS Billings Growth (\$USD, in millions)

	Quarter-to-Date		
	Q4 FY2016	Q4 FY2015	Q4 FY2016 Change
Total SaaS and PaaS Revenues	\$ 690	\$ 416	\$ 274
Add: Change in Gross SaaS and PaaS Deferred Revenues (1)	229	251	(22)
Total SaaS and PaaS Billings	<u>\$ 919</u>	<u>\$ 667</u>	<u>\$ 252</u>
			<u>38%</u>

(1) Calculated as:

	Q4 FY2016	Q3 FY2016	Q4 FY2016 Change	Q4 FY2015	Q3 FY2015	Q4 FY2015 Change
SaaS, PaaS and IaaS Deferred Revenues, Current	\$ 705	\$ 642	\$ 63	\$ 404	\$ 321	\$ 83
SaaS, PaaS and IaaS Deferred Revenues, Non-Current	89	109	(20)	34	34	-
Less: IaaS Deferred Revenues, current and non-current	(76)	(60)	(16)	(35)	(33)	(2)
Total SaaS and PaaS Deferred Revenues	718	691	27	403	322	81
Billed but Unpaid SaaS and PaaS Invoices	663	461	202	437	267	170
Gross SaaS and PaaS Deferred Revenues	<u>\$ 1,381</u>	<u>\$ 1,152</u>	<u>\$ 229</u>	<u>\$ 840</u>	<u>\$ 589</u>	<u>\$ 251</u>

Q4 FY2016 vs Q4 FY2015

Calculation of Gross SaaS and PaaS Deferred Revenues Growth (\$USD, in millions)

	Q4 FY2016	Q4 FY2015	Q4 FY2016 Change	Growth
SaaS, PaaS and IaaS Deferred Revenues, Current	\$ 705	\$ 404	\$ 301	
SaaS, PaaS and IaaS Deferred Revenues, Non-Current	89	34	55	
Less: IaaS Deferred Revenues, current and non-current	(76)	(35)	(41)	
Total SaaS and PaaS Deferred Revenues	718	403	315	
Billed but Unpaid SaaS and PaaS Invoices	663	437	226	
Gross SaaS and PaaS Deferred Revenues	<u>\$ 1,381</u>	<u>\$ 840</u>	<u>\$ 541</u>	<u>64%</u>