

Calculation of SaaS and PaaS Billings Growth

Aug 31, 2016

Year-to-Date

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

	Year-to-Date			
	Q1 FY2017	Q1 FY2016	Q1 FY2017 Change	Growth
Total SaaS and PaaS Revenues	\$ 798	\$ 451	\$ 347	
Add: Change in Gross SaaS and PaaS Deferred Revenues (1)	85	141	(56)	
Total SaaS and PaaS Billings	<u>\$ 883</u>	<u>\$ 592</u>	<u>\$ 291</u>	<u>49%</u>

(1) Calculated as:

	Q1 FY2017	Q4 FY2016	Q1 FY2017 Change	Q1 FY2016	Q4 FY2015	Q1 FY2016 Change
SaaS, PaaS and IaaS Deferred Revenues, Current	\$ 909	\$ 705	\$ 204	\$ 512	\$ 404	\$ 108
SaaS, PaaS and IaaS Deferred Revenues, Non-Current	81	89	(8)	127	34	93
Less: IaaS Deferred Revenues, current and non-current	(85)	(76)	(9)	(52)	(35)	(17)
Total SaaS and PaaS Deferred Revenues	905	718	187	587	403	184
Billed but Unpaid SaaS and PaaS Invoices	561	663	(102)	394	437	(43)
Gross SaaS and PaaS Deferred Revenues	<u>\$ 1,466</u>	<u>\$ 1,381</u>	<u>\$ 85</u>	<u>\$ 981</u>	<u>\$ 840</u>	<u>\$ 141</u>