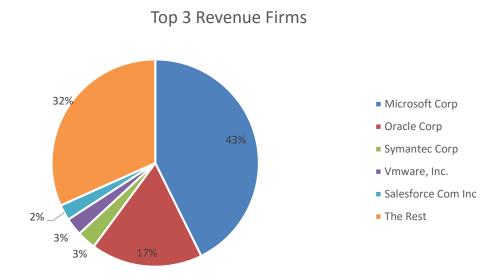
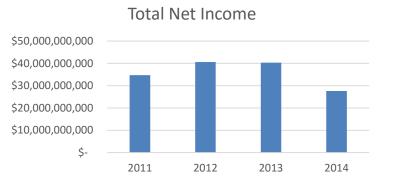


Prepackaged Software Total Revenue up by 16.6%. Revenue up 4.5% YoY.1

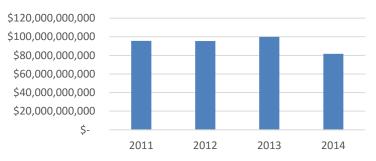


^{1.} numbers are reflective of the entire Calcbench reporting universe for the period. Over 5000 firms. Please note all data is based on Calendar Quarters, NOT Fiscal Quarters. Fiscal quarters provided upon request



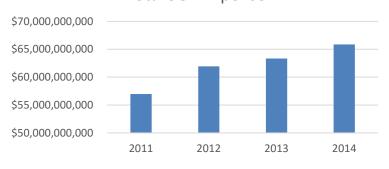
Prepackaged Software **Total Net Income** *down* by 20%. **Net Income** *down* 31% YoY.¹

Total Operating Expenses

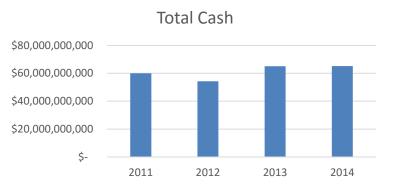


Prepackaged Software **Total Operating Expenses** *down* by 14.5%. **Operating Expenses** *down* 18% YoY. ¹

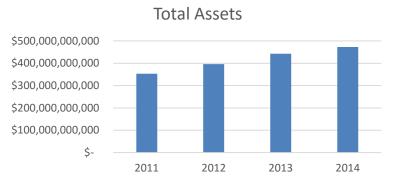
Total SGA Expense



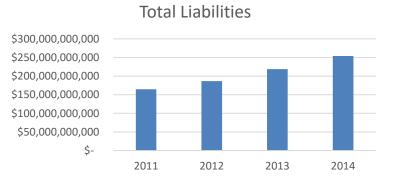
Prepackaged Software **Total SGA Expenses** *up* by 15.6%. **SG&A** *up* 4% YoY. ¹



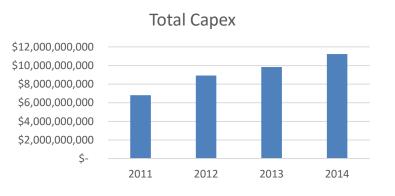
Prepackaged Software **Total Cash** *up* by 8.7%. **Cash** is *flat* YoY. ¹



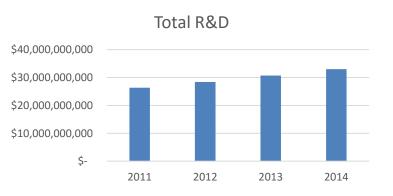
Prepackaged Software **Total Assets** *up* by 33%. **Assets** *up* 7% YoY. ¹



Prepackaged Software **Total Liabilities** *up* by 54%. **Liabilities** *up* 16% YoY. ¹

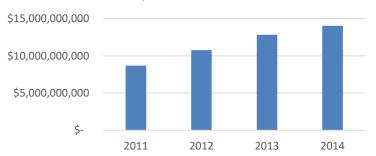


Prepackaged Software **Total Capex** *up* by 65%. **Capex** *up* 14% YoY. ¹



Prepackaged Software **Total R&D Expenses** *up* by 25%. **R&D Expenses** *up* 7.5% YoY. ¹

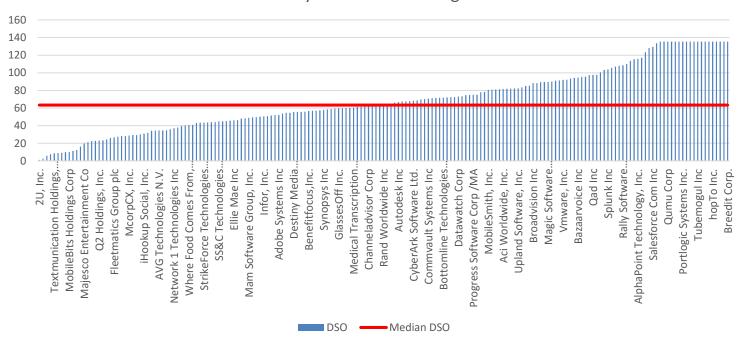
Total Payments of Dividends



Prepackaged Software **Total Payments Of Dividends** *up* by 62%. **Payments of Dividends** *up* 9.3% YoY. ¹

Days Sales Outstanding (DSO) can give a clearer picture of the landscape with respect to potential red flags regarding customer credit quality. See here DSO for 2014 and the median for the group of firms.*

Days Sales Outstanding



^{*}Outliers Winsorized at 90th Percentile.



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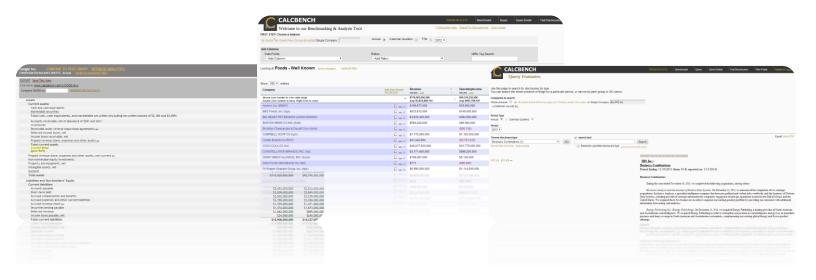
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1. numbers are reflective of the entire Calcbench reporting universe for the period. Over 5000 firms. Please note all data is based on Calendar Quarters, NOT Fiscal Quarters. Fiscal quarters provided upon request.