

LogMeIn Third Quarter 2018 Supplemental Data Sheet

YOY Pro Forma Revenue Growth by Cloud ¹

	Q1'17	Q2'17	Q3'17	Q4'17	FY'17	Q1'18	Q2'18	Q3'18
Collaboration	6%	7%	7%	5%	6%	5%	5%	2% ²
Identity and Access Management	7%	9%	12%	14%	11%	19%	18%	14%
Service	-2%	-4%	1%	-1%	-1%	1%	1%	0% ³

Percentage of Revenue by Cloud ¹

	Q1'17	Q2'17	Q3'17	Q4'17	FY'17	Q1'18	Q2'18	Q3'18
Collaboration	55%	55%	55%	54%	55%	54%	57%	57%
Identity and Access Management	28%	28%	28%	29%	28%	30%	29%	29%
Service	17%	17%	17%	16%	17%	16%	14%	14%

International Revenue

	Q1'17	Q2'17	Q3'17	Q4'17	FY'17	Q1'18	Q2'18	Q3'18
International Revenue	24%	23%	24%	24%	24%	24%	23%	22%

Gross Renewal Rate

	Q1'17	Q2'17	Q3'17	Q4'17	FY'17	Q1'18	Q2'18	Q3'18
Gross Renewal Rate	~75%	~75%	~75%	~75%	~75%	~75%	~75%	~80%

Headcount

	Q1'17	Q2'17	Q3'17	Q4'17	FY'17	Q1'18	Q2'18	Q3'19
Quarter End Headcount	2,746	2,778	2,823	2,760	2,760	2,677	3,396	3,515

¹ Based on Non-GAAP revenue

² Collaboration growth, excluding the contribution from Jive Communications, Inc., was (2%)

³ Service growth excludes Xively revenues from Q3'17. Including Xively revenues in Q3'17, growth was (4%)