

## LogMeIn Fourth Quarter 2019 Supplemental Data Sheet

### Pro Forma Revenue by Cloud <sup>1</sup>

	Q1'18	Q2'18	Q3'18	Q4'18	FY'18	Q1'19	Q2'19	Q3'19	Q4'19	FY'19
Unified Communication and Collaboration	\$ 173	\$ 175	\$ 175	\$ 175	\$ 698	\$ 170	\$ 172	\$ 172	\$ 173	\$ 687
Identity and Access Management	\$ 85	\$ 88	\$ 90	\$ 92	\$ 355	\$ 94	\$ 98	\$ 102	\$ 106	\$ 401
Customer Engagement and Support	\$ 44	\$ 45	\$ 44	\$ 44	\$ 177	\$ 44	\$ 43	\$ 43	\$ 44	\$ 173
<b>Total</b>	<b>\$ 302</b>	<b>\$ 308</b>	<b>\$ 309</b>	<b>\$ 311</b>	<b>\$ 1,230</b>	<b>\$ 308</b>	<b>\$ 313</b>	<b>\$ 317</b>	<b>\$ 323</b>	<b>\$ 1,262</b>

### YoY Pro Forma Revenue Growth by Cloud <sup>1</sup>

	Q1'18	Q2'18	Q3'18	Q4'18	FY'18	Q1'19	Q2'19	Q3'19	Q4'19	FY'19
Unified Communication and Collaboration	5%	5%	2%	1%	4%	-2%	-2%	-2%	-1%	-2%
Identity and Access Management	19%	18%	14%	12%	16%	11%	12%	14%	15%	13%
Customer Engagement and Support	1%	1%	0%	-2%	0%	-1%	-4%	-3%	-1%	-2%
<b>Total</b>	<b>9%</b>	<b>8%</b>	<b>5%</b>	<b>3%</b>	<b>6%</b>	<b>2%</b>	<b>2%</b>	<b>2.5%</b>	<b>4%</b>	<b>3%</b>

### Percentage of Revenue by Cloud <sup>1</sup>

	Q1'18	Q2'18	Q3'18	Q4'18	FY'18	Q1'19	Q2'19	Q3'19	Q4'19	FY'19
Unified Communication and Collaboration	54%	57%	57%	56%	56%	55%	55%	54%	54%	54%
Identity and Access Management	30%	29%	29%	30%	29%	31%	31%	32%	33%	32%
Customer Engagement and Support	16%	14%	14%	14%	15%	14%	14%	14%	14%	14%

### International Revenue

	Q1'18	Q2'18	Q3'18	Q4'18	FY'18	Q1'19	Q2'19	Q3'19	Q4'19	FY'19
International Revenue	24%	23%	22%	22%	22%	22%	21%	21%	21%	21%

### Gross Renewal Rate

	Q1'18	Q2'18	Q3'18	Q4'18	FY'18	Q1'19	Q2'19	Q3'19	Q4'19	FY'19
Gross Renewal Rate	~75%	~75%	~80%	~80%	~80%	~80%	~80%	~80%	~85%	~80%

### Headcount

	Q1'18	Q2'18	Q3'18	Q4'18	FY'18	Q1'19	Q2'19	Q3'19	Q4'19	FY'19
Quarter End Headcount	2,677	3,396	3,515	3,515	3,515	3,554	3,763	3,998	3,974	3,974

<sup>1</sup> Based on Non-GAAP revenue and includes contribution from Jive Communications and excludes contribution from Xively