

RealPage, Inc.
IR Fact Sheet (as of 08/02/2018)

*Please read in conjunction with the Company's 10-Q previously filed with the Securities and Exchange Commission on May 10, 2018 as well as the "Explanation of Non-GAAP Financial Measures" contained within the Company's earnings press release for the quarter ending

	FY 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018
Revenue (\$000's)													
Total GAAP Revenue	\$ 468,520	\$ 128,383	\$ 142,719	\$ 147,955	\$ 149,071	\$ 568,128	\$ 152,919	\$ 161,306	\$ 169,058	\$ 187,680	\$ 670,963	\$ 201,301	\$ 216,252
Growth %	16%	16%	24%	22%	22%	21%	19%	13%	14%	26%	18%	32%	34%
Acquisition-related and other deferred revenue	(2,157)	(343)	(258)	(161)	(187)	(949)	705	945	698	710	3,058	313	103
Total Non-GAAP Revenue	\$ 466,363	\$ 128,040	\$ 142,461	\$ 147,794	\$ 148,884	\$ 567,179	\$ 153,624	\$ 162,251	\$ 169,756	\$ 188,390	\$ 674,021	\$ 201,614	\$ 216,355
Growth %	15%	16%	25%	22%	23%	22%	20%	14%	15%	27%	19%	31%	33%
GAAP On Demand Revenue	\$ 450,962	\$ 123,411	\$ 136,610	\$ 140,883	\$ 141,627	\$ 542,531	\$ 146,213	\$ 154,727	\$ 161,578	\$ 180,104	\$ 642,622	\$ 193,300	\$ 206,945
Growth %	15%	16%	23%	21%	21%	20%	18%	13%	15%	27%	18%	32%	34%
Acquisition-related and other deferred revenue	(2,157)	(343)	(258)	(161)	(187)	(949)	705	945	698	710	3,058	313	103
Non-GAAP On Demand Revenue	\$ 448,805	\$ 123,068	\$ 136,352	\$ 140,722	\$ 141,440	\$ 541,582	\$ 146,918	\$ 155,672	\$ 162,276	\$ 180,814	\$ 645,680	\$ 193,613	\$ 207,048
Growth %	15%	16%	24%	21%	21%	21%	19%	14%	15%	28%	19%	32%	33%
Professional and Other	\$ 17,558	\$ 4,972	\$ 6,109	\$ 7,072	\$ 7,444	\$ 25,597	\$ 6,706	\$ 6,579	\$ 7,480	\$ 7,576	\$ 28,341	\$ 8,001	\$ 9,307
Expenses (\$000's)													
Cost of Revenue													
GAAP View	\$ 198,613	\$ 54,748	\$ 62,078	\$ 64,111	\$ 61,364	\$ 242,301	\$ 63,042	\$ 67,544	\$ 69,348	\$ 73,513	\$ 273,447	\$ 76,660	\$ 85,741
Stock-based expense	(4,046)	(751)	(826)	(929)	(804)	(3,310)	(853)	(1,050)	(1,040)	(899)	(3,842)	(835)	(1,168)
Amortization of intangible assets	(14,213)	(4,165)	(4,141)	(4,296)	(4,159)	(16,761)	(3,689)	(3,691)	(3,554)	(4,378)	(15,312)	(3,823)	(3,799)
Headquarters relocation costs	-	(584)	(679)	(760)	-	(2,023)	-	-	-	-	-	-	-
Non-GAAP View	\$ 180,354	\$ 49,248	\$ 56,432	\$ 58,126	\$ 56,401	\$ 220,207	\$ 58,500	\$ 62,803	\$ 64,754	\$ 68,236	\$ 254,293	\$ 72,002	\$ 80,774
Depreciation	(9,802)	(2,692)	(3,054)	(2,834)	(2,825)	(11,405)	(2,883)	(3,063)	(2,909)	(2,935)	(11,790)	(2,934)	(3,099)
Adjusted EBITDA View	\$ 170,552	\$ 46,556	\$ 53,378	\$ 55,292	\$ 53,576	\$ 208,802	\$ 55,617	\$ 59,740	\$ 61,845	\$ 65,301	\$ 242,503	\$ 69,068	\$ 77,675
Product Development													
GAAP View	\$ 68,799	\$ 17,272	\$ 18,878	\$ 18,743	\$ 18,714	\$ 73,607	\$ 20,387	\$ 21,290	\$ 21,885	\$ 25,890	\$ 89,452	\$ 29,040	\$ 30,771
Stock-based expense	(8,585)	(1,449)	(1,897)	(1,900)	(1,825)	(7,071)	(1,879)	(2,454)	(2,098)	(1,992)	(8,423)	(2,163)	(2,645)
Asset impairment and loss on disposal of assets	(1,418)	-	-	-	-	-	-	-	-	-	-	-	-
Headquarters relocation costs	-	(154)	(176)	(211)	-	(541)	-	-	-	-	-	-	-
Non-GAAP View	\$ 58,799	\$ 15,669	\$ 16,805	\$ 16,632	\$ 16,889	\$ 65,995	\$ 18,508	\$ 18,836	\$ 19,787	\$ 23,898	\$ 81,029	\$ 26,877	\$ 28,126
Depreciation	(5,279)	(1,200)	(1,462)	(1,502)	(1,572)	(5,736)	(1,530)	(1,561)	(1,698)	(1,819)	(6,608)	(1,338)	(1,557)
Adjusted EBITDA View	\$ 53,517	\$ 14,469	\$ 15,343	\$ 15,130	\$ 15,317	\$ 60,259	\$ 16,978	\$ 17,275	\$ 18,089	\$ 22,079	\$ 74,421	\$ 25,539	\$ 26,569
Sales & Marketing													
GAAP View	\$ 123,108	\$ 32,199	\$ 35,129	\$ 33,860	\$ 34,025	\$ 135,213	\$ 35,147	\$ 39,235	\$ 42,583	\$ 48,114	\$ 165,079	\$ 50,241	\$ 54,488
Stock-based expense	(12,996)	(2,974)	(3,799)	(1,406)	(3,185)	(11,364)	(3,128)	(4,266)	(3,847)	(3,351)	(14,592)	(3,541)	(4,470)
Amortization of intangible assets	(11,164)	(2,946)	(3,596)	(3,551)	(3,414)	(13,507)	(4,100)	(4,536)	(5,781)	(10,189)	(24,606)	(12,561)	(13,824)
Headquarters relocation costs	-	(170)	(184)	(220)	-	(574)	-	-	-	-	-	-	-
Non-GAAP View	\$ 98,948	\$ 26,109	\$ 27,550	\$ 28,683	\$ 27,426	\$ 109,768	\$ 27,919	\$ 30,433	\$ 32,955	\$ 34,574	\$ 125,881	\$ 34,139	\$ 36,194
Depreciation	(2,170)	(606)	(615)	(593)	(586)	(2,400)	(588)	(663)	(601)	(635)	(2,487)	(1,228)	(1,366)
Adjusted EBITDA View	\$ 96,778	\$ 25,503	\$ 26,935	\$ 28,090	\$ 26,840	\$ 107,368	\$ 27,331	\$ 29,770	\$ 32,354	\$ 33,939	\$ 123,394	\$ 32,911	\$ 34,828
General & Administrative													
GAAP View	\$ 68,814	\$ 18,346	\$ 21,932	\$ 21,677	\$ 23,058	\$ 85,013	\$ 24,251	\$ 27,370	\$ 31,004	\$ 30,350	\$ 112,975	\$ 27,090	\$ 28,444
Stock-based expense	(12,495)	(3,217)	(4,215)	(4,020)	(3,655)	(15,107)	(4,232)	(6,106)	(4,779)	(3,861)	(18,978)	(3,779)	(5,412)
Asset impairment and loss on disposal of assets	(1,652)	-	(85)	(164)	(248)	(497)	(24)	(63)	(385)	(52)	(524)	(942)	(156)
Acquisition-related income (expense)	1,841	57	9	266	(695)	(363)	(1,210)	(1,354)	(485)	(2,508)	(5,557)	(1,007)	(1,168)
Cost related to Hart-Scott-Rodino review process	-	-	-	-	-	-	(481)	(2,228)	(5,993)	(2,310)	(11,012)	-	-
Headquarters relocation costs	-	(117)	(135)	(162)	-	(414)	-	-	-	-	-	-	-
Litigation-related expense	(2)	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP View	\$ 56,506	\$ 15,069	\$ 17,506	\$ 17,597	\$ 18,460	\$ 68,632	\$ 18,304	\$ 17,619	\$ 19,362	\$ 21,619	\$ 76,904	\$ 21,362	\$ 21,708
Depreciation	(3,263)	(998)	(1,347)	(1,276)	(1,404)	(5,025)	(1,650)	(1,579)	(1,738)	(1,376)	(6,343)	(1,376)	(1,484)
Other (income) expense	82	(11)	(16)	(15)	(25)	(67)	(34)	(18)	(136)	(115)	(303)	(51)	(66)
Adjusted EBITDA View	\$ 53,325	\$ 14,060	\$ 16,143	\$ 16,306	\$ 17,031	\$ 63,540	\$ 16,620	\$ 16,022	\$ 17,488	\$ 20,128	\$ 70,258	\$ 19,935	\$ 20,158

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Profitability (\$000's)													
GAAP Net Income (Loss)	\$ (9,218)	\$ 2,996	\$ 2,083	\$ 4,210	\$ 7,361	\$ 16,650	\$ 8,195	\$ 6,213	\$ 6,834	\$ (20,865)	\$ 377	\$ 10,901	\$ 8,479
Acquisition-related and other deferred revenue	(2,157)	(343)	(258)	(161)	(187)	(949)	705	945	698	710	3,058	313	103
Depreciation, asset impairment, and loss on disposal of assets	44,385	5,496	6,563	7,119	6,635	25,813	6,675	6,929	7,331	6,817	27,752	7,818	7,662
Amortization of intangible assets	25,377	7,111	7,737	7,847	7,573	30,268	7,789	8,227	9,335	14,567	39,918	16,384	17,623
Acquisition-related expense (income)	(1,841)	(57)	(9)	(266)	695	363	1,210	1,354	485	2,508	5,557	1,007	1,168
Cost related to Hart-Scott-Rodino review process	-	-	-	-	-	-	481	2,228	5,993	2,310	11,012	-	-
Interest expense, net	1,367	719	1,090	1,079	937	3,825	1,120	2,804	4,813	6,335	15,072	7,721	8,584
Income tax (benefit) expense	(3,846)	2,114	1,545	3,540	3,637	10,836	811	(3,132)	(7,273)	24,458	14,864	(301)	(189)
Litigation-related expense	2	-	-	-	-	-	-	-	-	-	-	-	-
Headquarters relocation costs	-	1,025	1,174	1,353	-	3,552	-	-	-	-	-	-	-
Stock-based expense	38,122	8,391	10,737	8,255	9,469	36,852	10,092	13,876	11,764	10,103	45,835	10,318	13,695
Adjusted EBITDA	\$ 92,191	\$ 27,452	\$ 30,662	\$ 32,976	\$ 36,120	\$ 127,210	\$ 37,078	\$ 39,444	\$ 39,980	\$ 46,943	\$ 163,445	\$ 54,161	\$ 57,125
Non-GAAP On Demand Revenue Detail (\$000's)													
Property Management	\$ 137,239	\$ 36,282	\$ 38,467	\$ 39,023	\$ 39,118	\$ 152,890	\$ 40,341	\$ 41,404	\$ 42,175	\$ 43,082	\$ 167,002	\$ 45,319	\$ 46,522
% of Total	31%	29%	28%	28%	28%	28%	27%	26%	26%	24%	26%	24%	22%
Y-O-Y growth	13%	11%	14%	11%	10%	11%	11%	8%	8%	10%	9%	12%	12%
Resident Services	\$ 146,138	\$ 45,071	\$ 54,613	\$ 58,351	\$ 60,062	\$ 218,097	\$ 60,968	\$ 64,860	\$ 70,527	\$ 75,822	\$ 272,177	\$ 77,175	\$ 85,329
% of Total	33%	37%	40%	41%	42%	40%	42%	42%	43%	42%	42%	40%	41%
Y-O-Y growth	33%	36%	60%	50%	49%	49%	35%	19%	21%	26%	25%	27%	32%
Leasing and Marketing	\$ 118,697	\$ 28,925	\$ 29,618	\$ 29,451	\$ 27,562	\$ 115,556	\$ 27,815	\$ 29,324	\$ 29,334	\$ 37,563	\$ 124,036	\$ 39,434	\$ 42,845
% of Total	26%	24%	22%	21%	20%	22%	19%	19%	18%	21%	19%	20%	21%
Y-O-Y growth	0%	-2%	-3%	-2%	-3%	-3%	-4%	-1%	0%	36%	7%	42%	46%
Asset Optimization	\$ 46,731	\$ 12,790	\$ 13,654	\$ 13,897	\$ 14,698	\$ 55,039	\$ 17,794	\$ 20,084	\$ 20,240	\$ 24,347	\$ 82,465	\$ 31,685	\$ 32,352
% of Total	10%	10%	10%	10%	10%	10%	12%	13%	13%	13%	13%	16%	16%
Y-O-Y growth	13%	18%	17%	15%	20%	18%	39%	47%	46%	66%	50%	78%	61%
Non-GAAP On Demand Revenue Detail (\$000's)													
Subscription	\$ 399,211	\$ 110,464	\$ 123,404	\$ 127,155	\$ 128,455	\$ 489,478	\$ 134,325	\$ 141,459	\$ 152,564	\$ 158,958	\$ 587,306	\$ 169,687	\$ 179,082
% of Total	89%	90%	91%	90%	91%	90%	91%	91%	94%	88%	91%	88%	86%
Y-O-Y growth	16%	18%	27%	24%	22%	23%	22%	15%	20%	24%	20%	26%	27%
Transactional	\$ 49,594	\$ 12,604	\$ 12,948	\$ 13,567	\$ 12,985	\$ 52,104	\$ 12,593	\$ 14,213	\$ 9,712	\$ 21,856	\$ 58,374	\$ 23,926	\$ 27,966
% of Total	11%	10%	9%	10%	9%	10%	9%	9%	6%	12%	9%	12%	14%
Y-O-Y growth	5%	5%	1%	3%	13%	5%	0%	10%	-28%	68%	12%	90%	97%
Annual Contract Value (\$000's)													
Non-GAAP On Demand Annual Customer Value	\$ 529,052	\$ 548,917	\$ 565,700	\$ 566,263	\$ 596,159	\$ 649,017	\$ 708,836	\$ 751,183	\$ 779,446	\$ 837,897			
Total ACV Growth (QTD)	24%	21%	21%	21%	13%	18%	25%	33%	31%	29%			
Organic ACV Growth (QTD)	10%	11%	10%	10%	11%	11%	11%	11%	10%	11%			
Unit Trend (000's)													
On Demand Units - Ending	10,999	11,141	11,251	10,989	11,112	11,485	12,253	13,003	13,173	15,531			
Average Unit Renewal Rate													
Average Renewal Rate (8 quarters)	96.9%	97.0%	97.0%	96.9%	96.8%	96.6%	96.2%	96.2%	96.2%	96.4%			
RPU													
Non-GAAP On Demand RPU (QTD) (whole \$)	\$ 48.10	\$ 49.27	\$ 50.28	\$ 51.53	\$ 53.65	\$ 56.51	\$ 57.85	\$ 57.77	\$ 59.17	\$ 53.95			
Top ACV / RPU													
Top 100 ACV (\$000's)	\$ 232,031	\$ 240,850	\$ 245,947	\$ 253,206	\$ 255,262	\$ 269,154	\$ 288,315	\$ 304,601	\$ 319,642	\$ 336,943			
Top 100 ACV RPU (1)	\$ 71.02	\$ 69.68	\$ 72.63	\$ 78.32	\$ 79.59	\$ 84.92	\$ 84.11	\$ 81.78	\$ 85.64	\$ 69.48			
Top 50 RPU Clients RPU	\$ 168.58	\$ 172.32	\$ 177.21	\$ 186.47	\$ 187.48	\$ 182.61	\$ 187.66	\$ 195.30	\$ 201.45	\$ 212.30			
Headcount													
Total Ending RP Headcount	4,445	4,707	4,413	4,410	4,778	5,029	5,231	5,462	5,664	5,958			
Total International Headcount (included above)	1,694	1,938	1,845	1,880	2,037	2,140	2,206	2,288	2,454	2,558			
% International Headcount	38%	41%	42%	43%	43%	43%	42%	42%	43%	43%			

(1) Q2 2018 Top 100 Rental ACV clients possess an average RPU of nearly \$90.