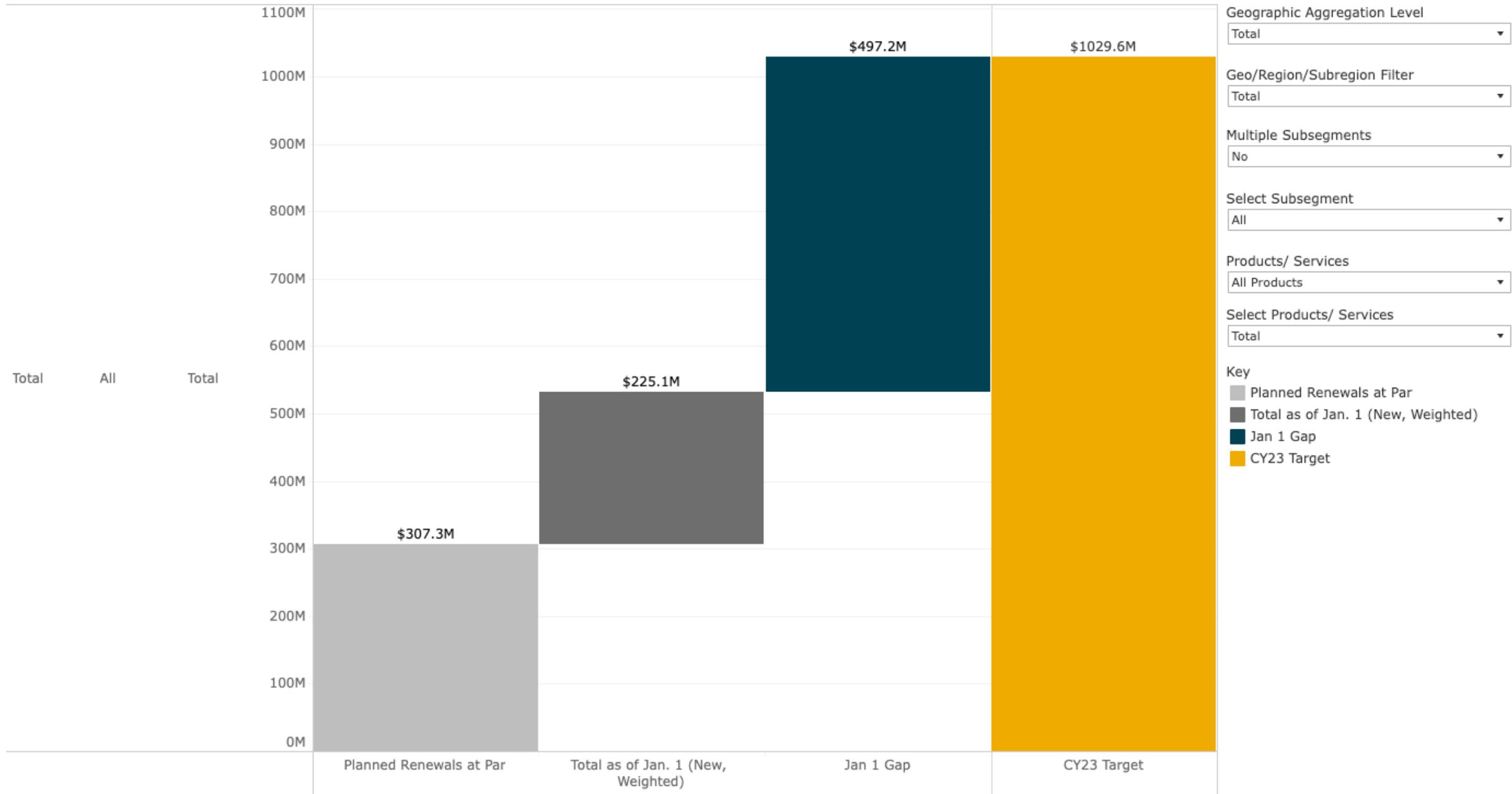
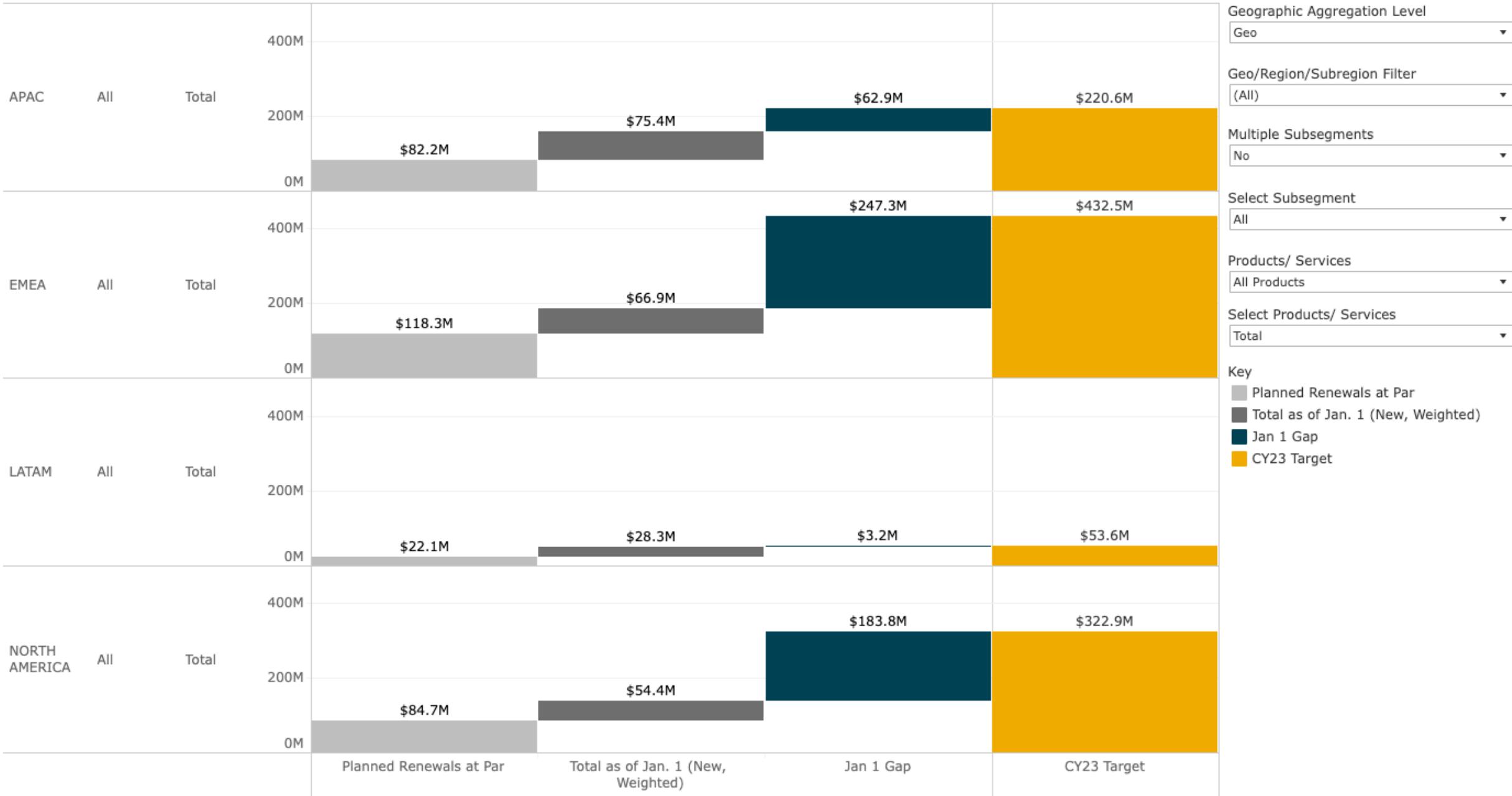


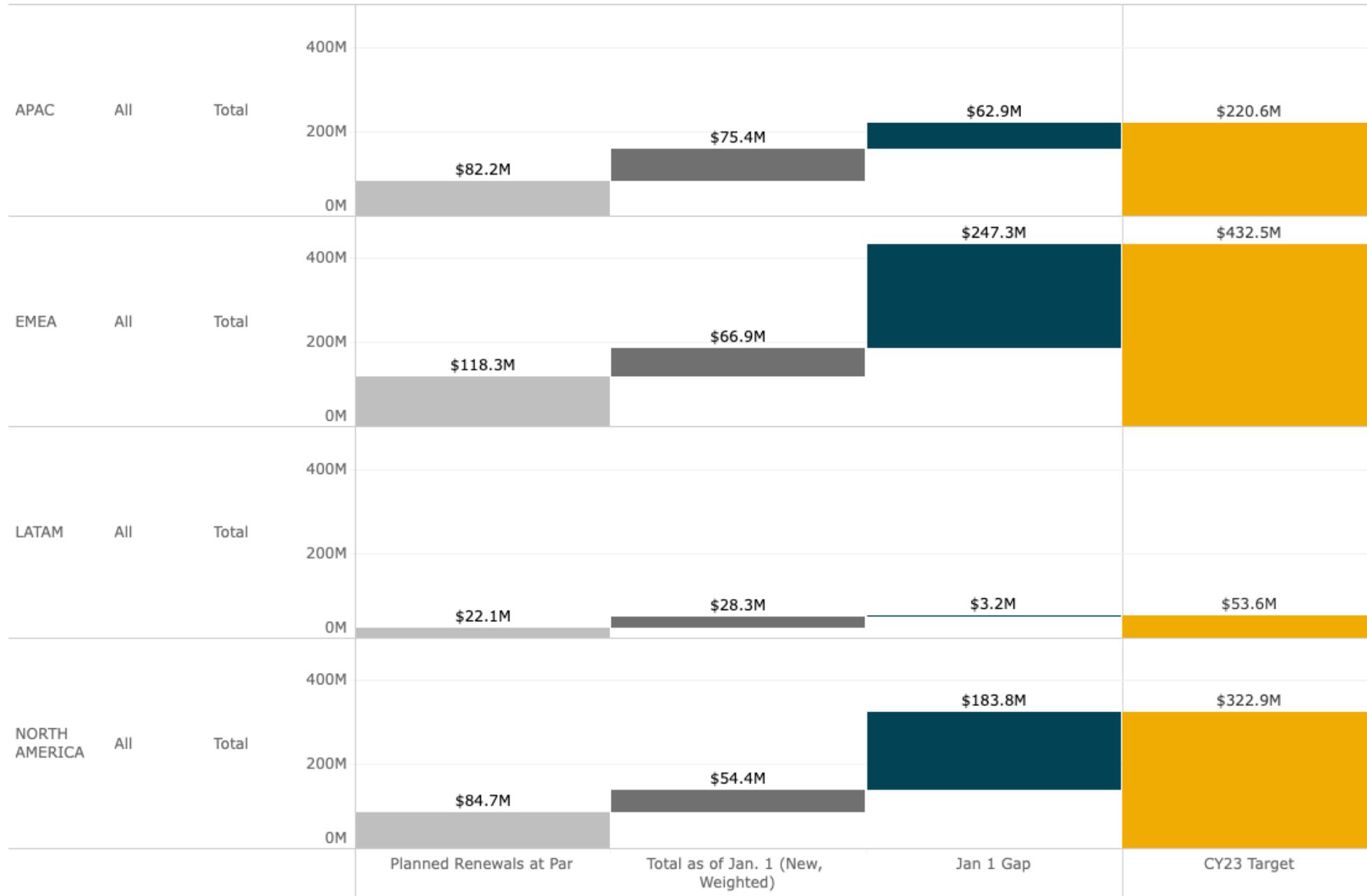
# CY23 Waterfall (as of Jan 1) - View 1



# CY23 Waterfall (as of Jan 1) - View 1



# CY23 Waterfall (as of Jan 1) - View 1



Geographic Aggregation Level  
Geo

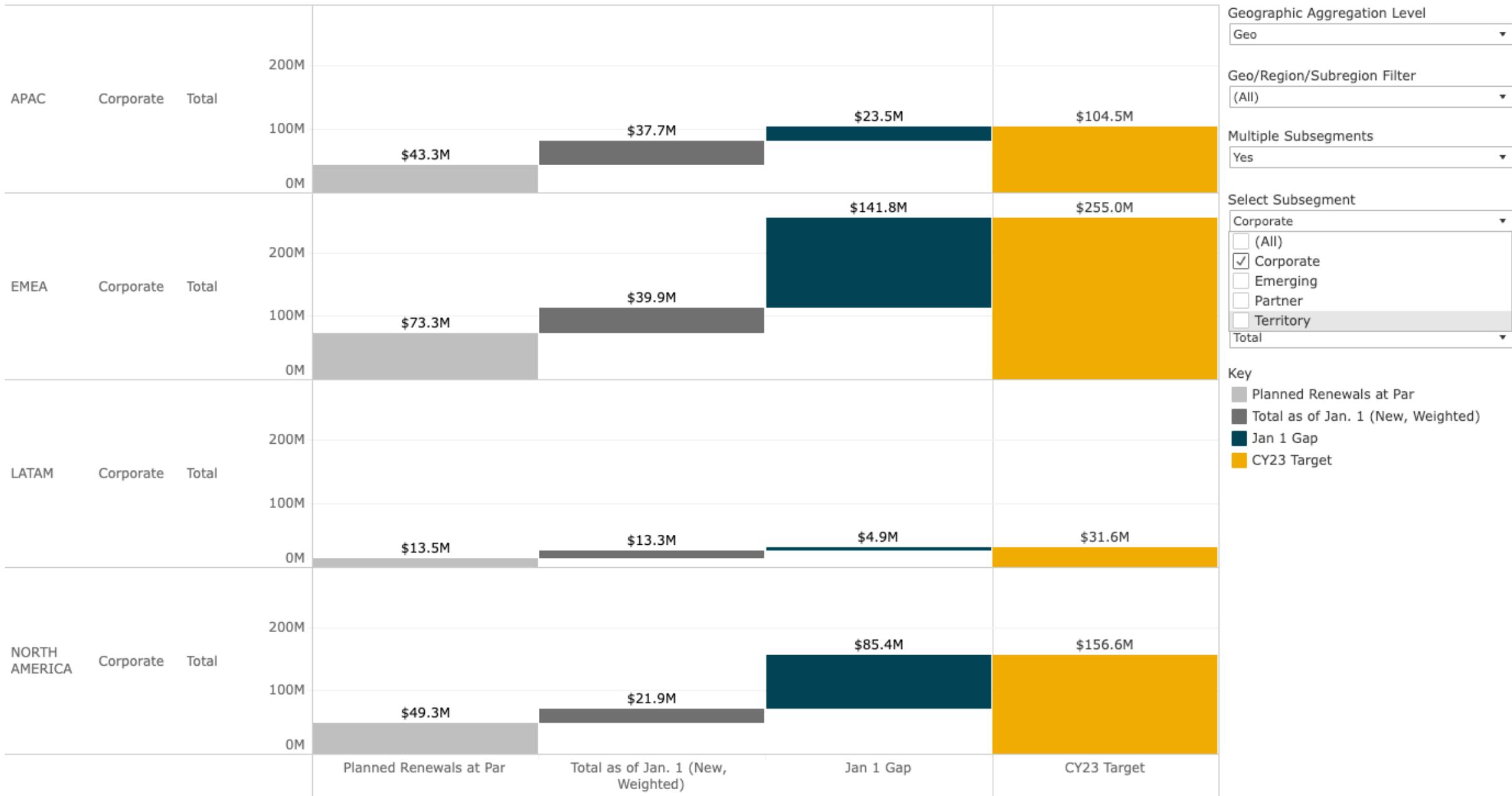
Geo/Region/Subregion Filter  
(All)  
 (All)  
 APAC  
 EMEA  
 LATAM  
 NORTH AMERICA  
All

Products/ Services  
All Products

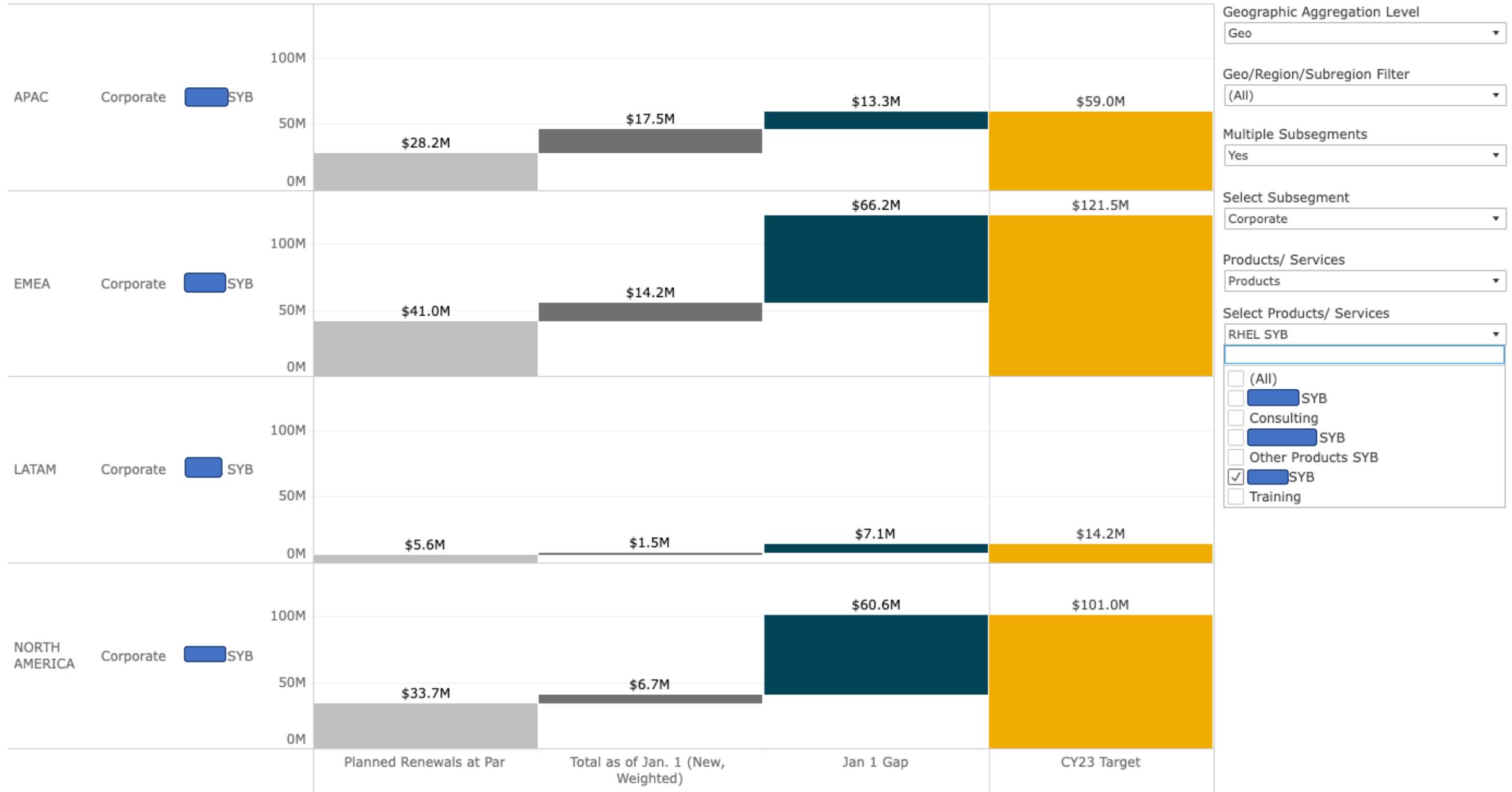
Select Products/ Services  
Total

Key  
 Planned Renewals at Par  
 Total as of Jan. 1 (New, Weighted)  
 Jan 1 Gap  
 CY23 Target

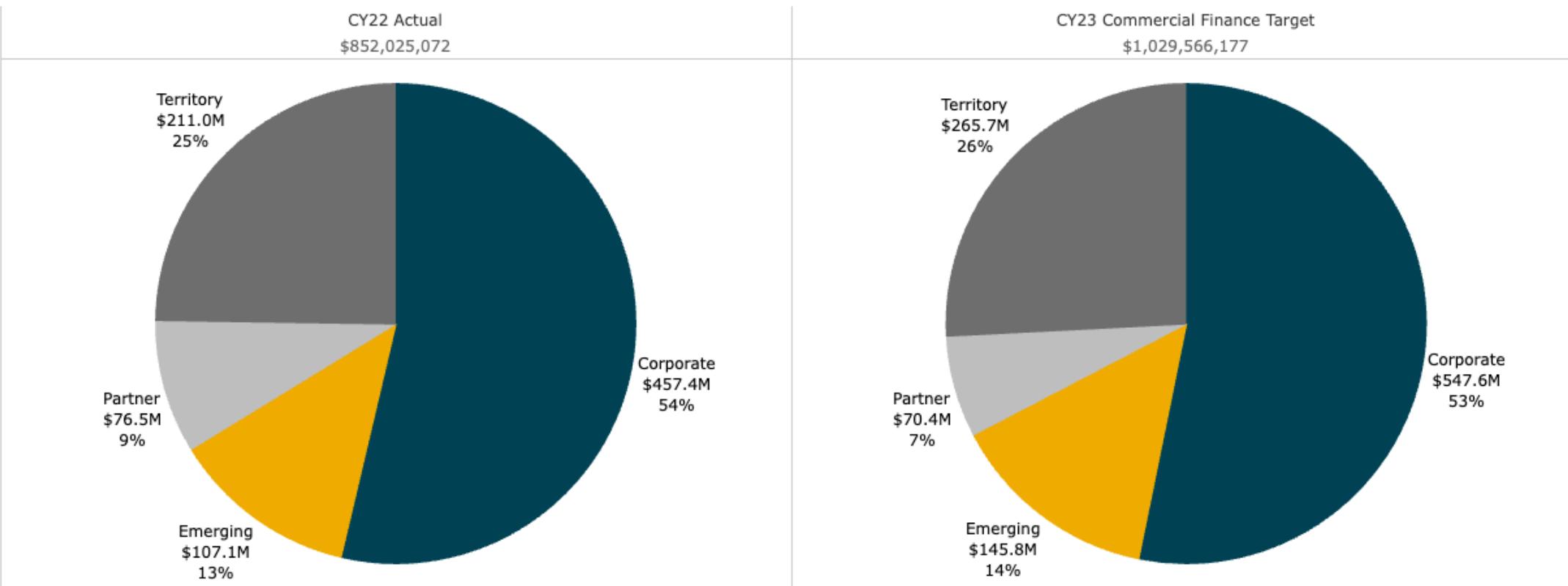
# CY23 Waterfall (as of Jan 1) - View 1



# CY23 Waterfall (as of Jan 1) - View 1



# CY22 VS CY23 SUBSEGMENT TARGET MIX



Geographic Aggregation...  
Total

Geo/Region/Subregion ...  
Total

Multiple Subsegment  
No

Select Subsegment  
All

Products/ Services (Pie)  
Products

Select Products/ Servic...  
(All)

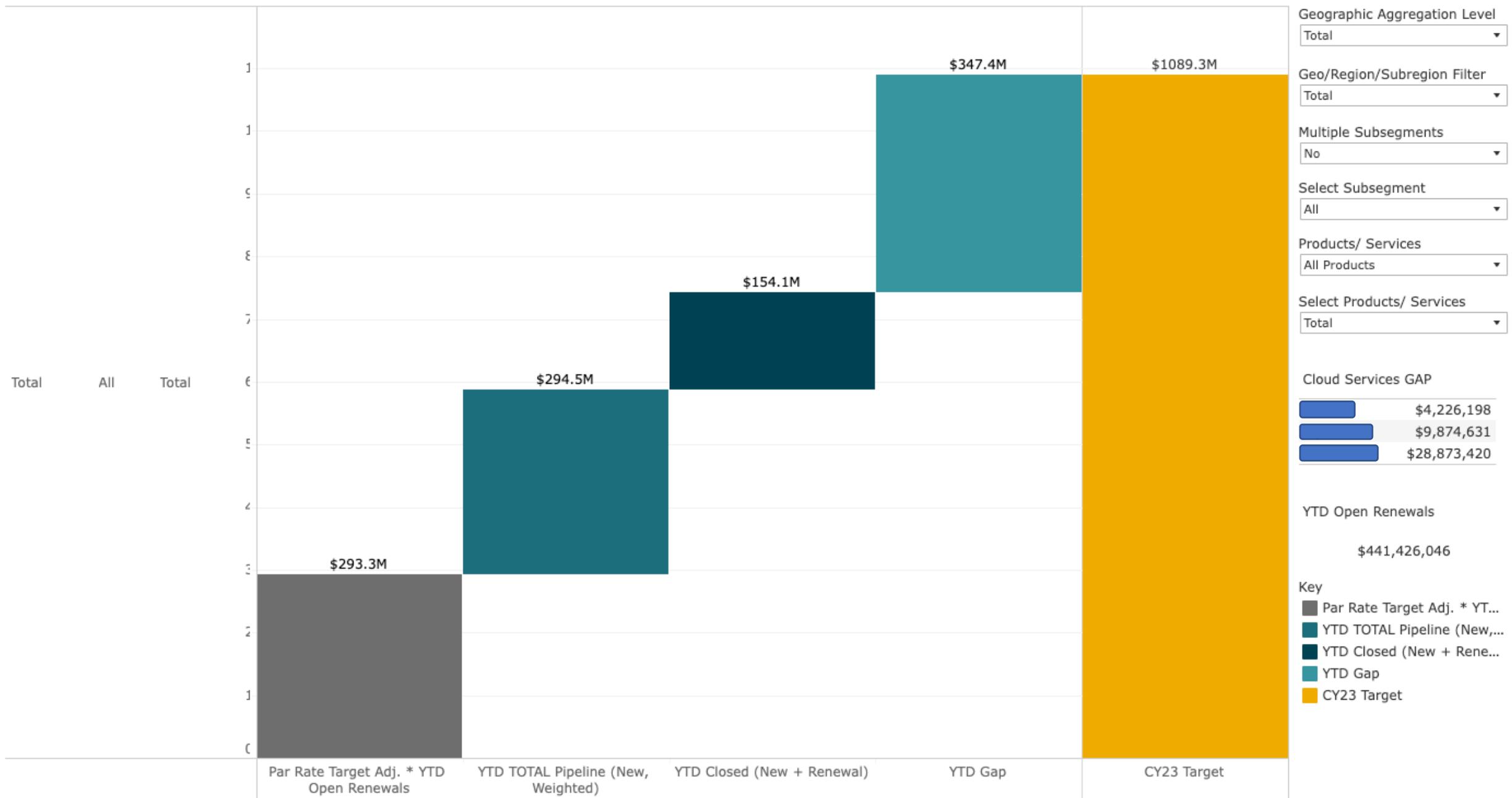
Key

- Corporate
- Emerging
- Partner
- Territory

## Sub Segment Summary

Sub Segment	CY22 Actual	CY23 Commercial Finance Target
Corporate	\$457,370,604	\$547,642,176
Emerging	\$107,096,722	\$145,770,038
Partner	\$76,544,988	\$70,416,837
Territory	\$211,012,757	\$265,737,125
Grand Total	\$852,025,072	\$1,029,566,177

# CY23 YTD WATERFALL



# CY22 ACTUAL / CY23 TARGET / YTD CLOSED

