



CA Technologies
Supplemental Financial Information
First Quarter Ended June 30, 2015

(unaudited)

(in millions, except per share amounts and where otherwise noted)

| Revenue | Q1-14 | Q2-14 | Q3-14 | Q4-14 | FY 2014 | Q1-15 | Q2-15 | Q3-15 | Q4-15 | FY 2015 | Q1-16 |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|
| Subscription and maintenance | \$ 922 | \$ 922 | \$ 929 | \$ 910 | \$ 3,683 | \$ 909 | \$ 908 | \$ 892 | \$ 851 | \$ 3,560 | \$ 836 |
| Professional services | 98 | 97 | 94 | 90 | 379 | 87 | 91 | 90 | 83 | 351 | 79 |
| Software fees and other | 75 | 86 | 105 | 84 | 350 | 73 | 80 | 109 | 89 | 351 | 62 |
| Total Revenue | \$ 1,095 | \$ 1,105 | \$ 1,128 | \$ 1,084 | \$ 4,412 | \$ 1,069 | \$ 1,079 | \$ 1,091 | \$ 1,023 | \$ 4,262 | \$ 977 |
| <i>y/y change</i> | -1% | -1% | -3% | -3% | -2% | -2% | -2% | -3% | -6% | -3% | -9% |
| <i>y/y change - Constant Currency ⁽¹⁾</i> | -1% | -1% | -2% | -2% | -1% | -3% | -3% | -1% | -1% | -2% | -3% |
| North America Revenue | \$ 701 | \$ 715 | \$ 712 | \$ 692 | \$ 2,820 | \$ 682 | \$ 693 | \$ 709 | \$ 682 | \$ 2,766 | \$ 652 |
| <i>% of Total Revenue</i> | 64% | 65% | 63% | 64% | 64% | 64% | 64% | 65% | 67% | 65% | 67% |
| International Revenue | \$ 394 | \$ 390 | \$ 416 | \$ 392 | \$ 1,592 | \$ 387 | \$ 386 | \$ 382 | \$ 341 | \$ 1,496 | \$ 325 |
| <i>% of Total Revenue</i> | 36% | 35% | 37% | 36% | 36% | 36% | 36% | 35% | 33% | 35% | 33% |

| Operating Margin | Q1-14 | Q2-14 | Q3-14 | Q4-14 | FY 2014 | Q1-15 | Q2-15 | Q3-15 | Q4-15 | FY 2015 | Q1-16 |
|----------------------------|----------|---------|---------|---------|---------|---------|--------|--------|---------|---------|---------|
| GAAP Operating Margin | 20% | 31% | 28% | 17% | 24% | 29% | 30% | 29% | 21% | 27% | 31% |
| <i>y/y change - Points</i> | -13 pts. | +2 pts. | -3 pts. | -6 pts. | -5 pts. | +9 pts. | -1 pt. | +1 pt. | +4 pts. | +3 pts. | +2 pts. |
| Non-GAAP Operating Margin | 38% | 41% | 39% | 30% | 37% | 40% | 40% | 40% | 32% | 37% | 41% |
| <i>y/y change - Points</i> | +0 pts. | +6 pts. | +4 pts. | -3 pts. | +2 pts. | +2 pts. | -1 pt. | -1 pt. | +2 pts. | +0 pts. | +1 pt. |

| Earnings Per Share | Q1-14 | Q2-14 | Q3-14 | Q4-14 | FY 2014 | Q1-15 | Q2-15 | Q3-15 | Q4-15 | FY 2015 | Q1-16 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| GAAP Diluted EPS from Continuing Operations | \$ 0.72 | \$ 0.51 | \$ 0.50 | \$ 0.23 | \$ 1.96 | \$ 0.48 | \$ 0.53 | \$ 0.49 | \$ 0.33 | \$ 1.82 | \$ 0.47 |
| <i>y/y change</i> | 47% | 11% | -6% | -56% | -2% | -33% | 4% | -2% | 43% | -7% | -2% |
| <i>y/y change - Constant Currency ⁽¹⁾</i> | 47% | 9% | -8% | -52% | -2% | -34% | -4% | 0% | 48% | -5% | 15% |
| Non-GAAP Diluted EPS from Continuing Operations | \$ 0.76 | \$ 0.83 | \$ 0.81 | \$ 0.62 | \$ 3.02 | \$ 0.65 | \$ 0.65 | \$ 0.67 | \$ 0.56 | \$ 2.53 | \$ 0.64 |
| <i>y/y change</i> | 25% | 48% | 35% | -7% | 24% | -14% | -22% | -17% | -10% | -16% | -2% |
| <i>y/y change - Constant Currency ⁽¹⁾</i> | 25% | 48% | 33% | -3% | 25% | -15% | -22% | -16% | -11% | -15% | 9% |

| Billings | Q1-14 | Q2-14 | Q3-14 | Q4-14 | FY 2014 | Q1-15 | Q2-15 | Q3-15 | Q4-15 | FY 2015 | Q1-16 |
|-------------------------------|--------|--------|----------|----------|----------|--------|--------|----------|----------|----------|--------|
| Total Billings ⁽²⁾ | \$ 809 | \$ 835 | \$ 1,270 | \$ 1,406 | \$ 4,320 | \$ 805 | \$ 864 | \$ 1,141 | \$ 1,323 | \$ 4,133 | \$ 739 |
| <i>y/y change</i> | 6% | 2% | -10% | -1% | -2% | 0% | 3% | -10% | -6% | -4% | -8% |

| Cash Flow from Continuing Operations - Direct Method | Q1-14 | Q2-14 | Q3-14 | Q4-14 | FY 2014 | Q1-15 | Q2-15 | Q3-15 | Q4-15 | FY 2015 | Q1-16 |
|--|---------------|---------------|---------------|---------------|-----------------|---------------|---------------|---------------|---------------|-----------------|---------------|
| Cash Collections From Billings ⁽²⁾ | \$ 1,132 | \$ 848 | \$ 1,254 | \$ 1,419 | \$ 4,653 | \$ 1,088 | \$ 945 | \$ 1,072 | \$ 1,410 | \$ 4,515 | \$ 1,012 |
| Vendor Disbursements and Payroll ⁽²⁾ | (878) | (685) | (689) | (773) | (3,025) | (833) | (704) | (687) | (736) | (2,960) | (777) |
| Income Tax (Payments) Receipts, Net | (195) | (51) | (107) | (136) | (489) | (30) | (151) | (57) | (173) | (411) | (17) |
| Other Disbursements, Net ⁽³⁾ | (56) | (39) | (39) | (32) | (166) | (59) | (24) | (15) | (16) | (114) | (30) |
| Cash Flow from Continuing Operations | \$ 3 | \$ 73 | \$ 419 | \$ 478 | \$ 973 | \$ 166 | \$ 66 | \$ 313 | \$ 485 | \$ 1,030 | \$ 188 |
| <i>y/y change</i> | -98% | -3% | -24% | -14% | -28% | NM | -10% | -25% | 1% | 6% | 13% |
| <i>y/y change - Constant Currency ⁽¹⁾</i> | -85% | 0% | -24% | -15% | -25% | NM | -8% | -24% | 8% | 9% | 38% |
| Adjustments ⁽⁴⁾ | | | | | | | | | | | |
| Restructuring & Other Payments | 4 | 1 | 2 | 1 | 8 | 1 | 1 | 1 | - | 3 | - |
| Capitalized Software Development | (25) | (10) | (4) | (1) | (40) | - | - | - | - | - | - |
| FY2014 Rebalancing Payments | 20 | 39 | 19 | 27 | 105 | 30 | 16 | 9 | 11 | 66 | 3 |
| Adjusted Cash Flow from Continuing Operations | \$ 2 | \$ 103 | \$ 436 | \$ 505 | \$ 1,046 | \$ 197 | \$ 83 | \$ 323 | \$ 496 | \$ 1,099 | \$ 191 |
| <i>y/y change</i> | -99% | 171% | -16% | -3% | -14% | NM | -19% | -26% | -2% | 5% | -3% |
| Income Tax (Payments) Receipts, Net | 195 | 51 | 107 | 136 | 489 | 30 | 151 | 57 | 173 | 411 | 17 |
| Pre-Tax Adjusted Cash Flow from Continuing Operations | \$ 197 | \$ 154 | \$ 543 | \$ 641 | \$ 1,535 | \$ 227 | \$ 234 | \$ 380 | \$ 669 | \$ 1,510 | \$ 208 |
| <i>y/y change</i> | -24% | 170% | -2% | -3% | 1% | 15% | 52% | -30% | 4% | -2% | -8% |

| Free Cash Flow | Q1-14 | Q2-14 | Q3-14 | Q4-14 | FY 2014 | Q1-15 | Q2-15 | Q3-15 | Q4-15 | FY 2015 | Q1-16 |
|---------------------------------------|----------------|--------------|---------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|---------------|
| Cash Flow from Continuing Operations | \$ 3 | \$ 73 | \$ 419 | \$ 478 | \$ 973 | \$ 166 | \$ 66 | \$ 313 | \$ 485 | \$ 1,030 | \$ 188 |
| Less Property and Equipment | (13) | (22) | (17) | (13) | (65) | (21) | (13) | (12) | (7) | (53) | (13) |
| Less Capitalized Software Development | (25) | (10) | (4) | (1) | (40) | - | - | - | - | - | - |
| Free Cash Flow | \$ (35) | \$ 41 | \$ 398 | \$ 464 | \$ 868 | \$ 145 | \$ 53 | \$ 301 | \$ 478 | \$ 977 | \$ 175 |

| Bookings | Q1-14 | Q2-14 | Q3-14 | Q4-14 | FY 2014 | Q1-15 | Q2-15 | Q3-15 | Q4-15 | FY 2015 | Q1-16 |
|---|---------------|---------------|-----------------|-----------------|-----------------|---------------|---------------|-----------------|-----------------|-----------------|---------------|
| Total Subscription and Maintenance Bookings | \$ 617 | \$ 695 | \$ 1,346 | \$ 1,005 | \$ 3,663 | \$ 603 | \$ 571 | \$ 880 | \$ 888 | \$ 2,942 | \$ 525 |
| Total Software Fees & Other Bookings | 73 | 73 | 102 | 98 | 346 | 63 | 76 | 108 | 107 | 354 | 66 |
| Subtotal Product Bookings | \$ 690 | \$ 768 | \$ 1,448 | \$ 1,103 | \$ 4,009 | \$ 666 | \$ 647 | \$ 988 | \$ 995 | \$ 3,296 | \$ 591 |
| <i>y/y change</i> | 58% | 10% | 30% | -17% | 12% | -3% | -16% | -32% | -10% | -18% | -11% |
| Professional Services Bookings ⁽⁵⁾ | 106 | 76 | 117 | 113 | 412 | 58 | 102 | 79 | 74 | 313 | 71 |
| Total Bookings | \$ 796 | \$ 844 | \$ 1,565 | \$ 1,216 | \$ 4,421 | \$ 724 | \$ 749 | \$ 1,067 | \$ 1,069 | \$ 3,609 | \$ 662 |
| <i>y/y change</i> | 52% | 5% | 28% | -15% | 11% | -9% | -11% | -32% | -12% | -18% | -9% |
| <i>y/y change - Constant Currency ⁽¹⁾</i> | 56% | 5% | 29% | -15% | 12% | -10% | -11% | -29% | -5% | -15% | -3% |
| Weighted Average Subscription and Maintenance Duration in Years ⁽⁶⁾ | 3.10 | 3.32 | 3.68 | 3.15 | 3.35 | 3.60 | 3.10 | 3.29 | 3.05 | 3.24 | 3.45 |
| Annualized Subscription & Maintenance Bookings | 199 | 209 | 366 | 319 | 1,093 | 168 | 184 | 267 | 291 | 908 | 152 |
| <i>y/y change</i> | 52% | 8% | 8% | 3% | 13% | -16% | -12% | -27% | -9% | -17% | -10% |
| <i>y/y change - Constant Currency ⁽¹⁾</i> | 56% | 7% | 9% | 3% | 14% | -17% | -9% | -23% | 1% | -13% | -3% |

| Segment Reporting | Q1-14 | Q2-14 | Q3-14 | Q4-14 | FY 2014 | Q1-15 | Q2-15 | Q3-15 | Q4-15 | FY 2015 | Q1-16 |
|--|---------|---------|---------|---------|----------|---------|---------|---------|---------|----------|---------|
| Revenue: | | | | | | | | | | | |
| Mainframe Solutions | \$ 619 | \$ 624 | \$ 622 | \$ 613 | \$ 2,478 | \$ 614 | \$ 610 | \$ 596 | \$ 572 | \$ 2,392 | \$ 560 |
| <i>y/y change</i> | -1% | 1% | 0% | -1% | 0% | -1% | -2% | -4% | -7% | -3% | -9% |
| <i>y/y change - Constant Currency ⁽¹⁾</i> | -1% | 1% | 1% | 0% | 0% | -1% | -3% | -1% | -2% | -2% | -3% |
| Enterprise Solutions | \$ 378 | \$ 384 | \$ 412 | \$ 381 | \$ 1,555 | \$ 368 | \$ 378 | \$ 405 | \$ 368 | \$ 1,519 | \$ 338 |
| <i>y/y change</i> | -4% | -4% | -6% | -5% | -5% | -3% | -2% | -2% | -3% | -2% | -8% |
| <i>y/y change - Constant Currency ⁽¹⁾</i> | -3% | -4% | -5% | -4% | -4% | -3% | -2% | 0% | 2% | -1% | -2% |
| Services | \$ 98 | \$ 97 | \$ 94 | \$ 90 | \$ 379 | \$ 87 | \$ 91 | \$ 90 | \$ 83 | \$ 351 | \$ 79 |
| <i>y/y change</i> | 8% | 2% | -3% | -9% | -1% | -11% | -6% | -4% | -6% | -7% | -9% |
| <i>y/y change - Constant Currency ⁽¹⁾</i> | 8% | 3% | -4% | -7% | 0% | -11% | -8% | -2% | -3% | -6% | -3% |
| Operating Margin: | | | | | | | | | | | |
| Mainframe Solutions | 61% | 63% | 61% | 54% | 60% | 62% | 62% | 58% | 56% | 59% | 62% |
| <i>y/y change - Points</i> | +3 pts. | +4 pts. | +2 pts. | -3 pts. | +2 pts. | +1 pt. | -1 pt. | -3 pts. | +2 pts. | -1 pt. | +0 pts. |
| Enterprise Solutions | 7% | 12% | 13% | -4% | 7% | 12% | 13% | 14% | 4% | 11% | 14% |
| <i>y/y change - Points</i> | -8 pts. | +9 pts. | +5 pts. | -6 pts. | +0 pts. | +5 pts. | +1 pt. | +1 pt. | +8 pts. | +4 pts. | +2 pts. |
| Services | 8% | 9% | 4% | 1% | 6% | 6% | 2% | 6% | -4% | 3% | 10% |
| <i>y/y change - Points</i> | +4 pts. | +3 pts. | +0 pts. | -9 pts. | +0 pts. | -2 pts. | -7 pts. | +2 pts. | -5 pts. | -3 pts. | +4 pts. |

| Balance Sheet | Q1-14 | Q2-14 | Q3-14 | Q4-14 | Q1-15 | Q2-15 | Q3-15 | Q4-15 | Q1-16 |
|--|-----------------|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Cash, Cash Equivalents and Investments | \$ 2,461 | \$ 2,799 | \$ 2,982 | \$ 3,252 | \$ 3,255 | \$ 3,193 | \$ 2,683 | \$ 2,804 | \$ 2,816 |
| Notional Pooling Balance Outstanding | 138 | 126 | 138 | 139 | 140 | 139 | 138 | 138 | 139 |
| Total Debt | 1,285 | 1,779 | 1,772 | 1,766 | 1,769 | 1,763 | 1,260 | 1,263 | 1,258 |
| Net Cash | \$ 1,038 | \$ 894 | \$ 1,072 | \$ 1,347 | \$ 1,346 | \$ 1,291 | \$ 1,285 | \$ 1,403 | \$ 1,419 |

| Revenue Backlog | Q1-14 | Q2-14 | Q3-14 | Q4-14 | Q1-15 | Q2-15 | Q3-15 | Q4-15 | Q1-16 |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Revenue to be Recognized <12 months - Current | \$ 3,371 | \$ 3,325 | \$ 3,399 | \$ 3,500 | \$ 3,402 | \$ 3,230 | \$ 3,189 | \$ 3,141 | \$ 3,042 |
| y/y change | -3% | -2% | -1% | 0% | 1% | -3% | -6% | -10% | -11% |
| y/y change - Constant Currency ⁽¹⁾ | -2% | -2% | 0% | 0% | -1% | -1% | -2% | -3% | -3% |
| Revenue to be Recognized >12 months - Noncurrent | 3,924 | 3,828 | 4,144 | 4,139 | 3,928 | 3,581 | 3,496 | 3,389 | 3,236 |
| y/y change | -7% | -4% | 5% | -1% | 0% | -6% | -16% | -18% | -18% |
| y/y change - Constant Currency ⁽¹⁾ | -6% | -3% | 5% | -2% | -1% | -5% | -12% | -12% | -11% |
| Total Revenue Backlog | \$ 7,295 | \$ 7,153 | \$ 7,543 | \$ 7,639 | \$ 7,330 | \$ 6,811 | \$ 6,685 | \$ 6,530 | \$ 6,278 |
| y/y change | -5% | -3% | 2% | -1% | 0% | -5% | -11% | -15% | -14% |
| y/y change - Constant Currency ⁽¹⁾ | -4% | -3% | 3% | -1% | -1% | -3% | -8% | -8% | -7% |
| Deferred Revenue - Billed or Collected | \$ 3,052 | \$ 2,819 | \$ 2,966 | \$ 3,291 | \$ 3,010 | \$ 2,736 | \$ 2,753 | \$ 2,977 | \$ 2,760 |
| y/y change | -2% | -1% | -5% | -3% | -1% | -3% | -7% | -10% | -8% |
| Unearned Revenue yet to be Billed | 4,243 | 4,334 | 4,577 | 4,348 | 4,320 | 4,075 | 3,932 | 3,553 | 3,518 |
| y/y change | -7% | -4% | 7% | 1% | 2% | -6% | -14% | -18% | -19% |
| Total Revenue Backlog | \$ 7,295 | \$ 7,153 | \$ 7,543 | \$ 7,639 | \$ 7,330 | \$ 6,811 | \$ 6,685 | \$ 6,530 | \$ 6,278 |
| y/y change | -5% | -3% | 2% | -1% | 0% | -5% | -11% | -15% | -14% |

| Billings Backlog | Q1-14 | Q2-14 | Q3-14 | Q4-14 | Q1-15 | Q2-15 | Q3-15 | Q4-15 | Q1-16 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Amounts to be Billed - Current | \$ 2,097 | \$ 2,095 | \$ 2,167 | \$ 1,983 | \$ 2,031 | \$ 1,997 | \$ 2,044 | \$ 1,867 | \$ 1,820 |
| y/y change | -5% | -4% | 2% | -7% | -3% | -5% | -6% | -6% | -10% |
| y/y change - Constant Currency ⁽¹⁾ | -4% | -3% | 3% | -8% | -5% | -2% | -2% | 2% | -5% |
| Amounts to be Billed - Noncurrent | 2,146 | 2,239 | 2,410 | 2,365 | 2,289 | 2,078 | 1,888 | 1,686 | 1,698 |
| y/y change | -9% | -4% | 12% | 9% | 7% | -7% | -22% | -29% | -26% |
| y/y change - Constant Currency ⁽¹⁾ | -8% | -3% | 12% | 8% | 5% | -5% | -18% | -22% | -21% |
| Total Billings Backlog | \$ 4,243 | \$ 4,334 | \$ 4,577 | \$ 4,348 | \$ 4,320 | \$ 4,075 | \$ 3,932 | \$ 3,553 | \$ 3,518 |
| y/y change | -7% | -4% | 7% | 1% | 2% | -6% | -14% | -18% | -19% |
| y/y change - Constant Currency ⁽¹⁾ | -6% | -4% | 8% | 0% | 0% | -4% | -11% | -11% | -13% |

| Expected Future Cash Collections | Q1-14 | Q2-14 | Q3-14 | Q4-14 | Q1-15 | Q2-15 | Q3-15 | Q4-15 | Q1-16 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Total Billings Backlog | \$ 4,243 | \$ 4,334 | \$ 4,577 | \$ 4,348 | \$ 4,320 | \$ 4,075 | \$ 3,932 | \$ 3,553 | \$ 3,518 |
| Trade Accounts Receivable, Net | 537 | 588 | 714 | 800 | 553 | 511 | 669 | 652 | 432 |
| Total Expected Future Cash Collections | \$ 4,780 | \$ 4,922 | \$ 5,291 | \$ 5,148 | \$ 4,873 | \$ 4,586 | \$ 4,601 | \$ 4,205 | \$ 3,950 |
| y/y change | -5% | -3% | 4% | 0% | 2% | -7% | -13% | -18% | -19% |

| Roll Forward of Revenue Backlog | Q1-14 | Q2-14 | Q3-14 | Q4-14 | Q1-15 | Q2-15 | Q3-15 | Q4-15 | Q1-16 |
|---------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Opening Revenue Backlog | \$ 7,679 | \$ 7,295 | \$ 7,153 | \$ 7,543 | \$ 7,639 | \$ 7,330 | \$ 6,811 | \$ 6,685 | \$ 6,530 |
| Total Bookings | 796 | 844 | 1,565 | 1,216 | 724 | 749 | 1,067 | 1,069 | 662 |
| Total Revenue | (1,095) | (1,105) | (1,128) | (1,084) | (1,069) | (1,079) | (1,091) | (1,023) | (977) |
| FX Impact & Other | (85) | 119 | (47) | (36) | 36 | (189) | (102) | (201) | 63 |
| Closing Revenue Backlog | \$ 7,295 | \$ 7,153 | \$ 7,543 | \$ 7,639 | \$ 7,330 | \$ 6,811 | \$ 6,685 | \$ 6,530 | \$ 6,278 |

Footnotes:

For reconciliations of prior period non-GAAP metrics to their comparable GAAP metric, which reflects the discontinued operations associated with the CA ERwin Data Modeling and CA arcsrve data protection businesses, please see the first quarter fiscal 2015 additional supplemental package released on July 23, 2014, and the tables accompanying the first quarter fiscal 2015 earnings release dated July 23, 2014, the second quarter fiscal 2015 earnings release dated October 22, 2014, the third quarter fiscal 2015 earnings release dated January 20, 2015, and the fourth quarter fiscal 2015 earnings release dated May 7, 2015, and the first quarter fiscal 2016 earnings release dated July 23, 2015, all of which are available on our website (<http://ca.com/invest>).

Prior year results have been adjusted to reflect the discontinued operations associated with the CA ERwin Data Modeling and CA arcsrve data protection businesses.

Certain non-material differences may arise versus actual from impact of rounding.

(1) Constant currency information is presented to provide a framework for assessing how the Company's underlying businesses performed excluding the effect of foreign currency rate fluctuations. To present this information, current and comparative prior period results for entities reporting in currencies other than US dollars are converted into US dollars at the exchange rate in effect on the last day of the prior fiscal year (i.e., March 31, 2015, March 31, 2014 and March 31, 2013, respectively). Constant currency excludes the impacts from the Company's hedging program. The constant currency calculation for annualized subscription and maintenance bookings is calculated by dividing the subscription and maintenance bookings in constant currency by the weighted average subscription and maintenance duration in years.

(2) Amounts include value added taxes and sales taxes.

(3) Amounts include the Fiscal 2014 Plan, interest, prior period restructuring plans and miscellaneous receipts and disbursements.

(4) All adjustments are reflected on a pre-tax basis.

(5) Certain professional services bookings under non-committed customer contracts where the customer does not fully utilize the contractual value of services may not result in future revenue. In such cases, adjustments are reflected in the revenue backlog.

(6) The weighted average subscription and maintenance duration in years (also referred to as contract length) reflects the average duration of all subscription and maintenance agreements executed during any given reporting period weighted by each agreement's contract value.