

DemandTec Total Lifecycle Pricing

1. Overview

The following Conversion Table is used to convert local currencies to a common Revenue Conversion Unit. This gives the Customer the benefit of global aggregation for currency-based licensing, providing volume-based pricing as Customer grows.

Note: The conversion factors listed here are not tied to foreign exchange rate conversions. These are stable values based on historical relationships among currencies. The factors on this table will remain unchanged unless required by material changes.

For additional information, please contact your DemandTec Sales Representative.

2. Instructions:

To use the Conversion Table:

- Locate the applicable country currency to convert on the conversion table.
- Divide the local currency amount by the conversion factor.
- Repeat as needed for multiple currencies.

Example:

- Step 1: Locate applicable country currencies for the following:
 - Euro Conversion factor = .93
 - US Dollar Conversion Factor = 1.00
 - UK Pound Conversion Factor = .79
- Step 2: Divide the local currencies by the conversion factor:
 - 100,000 Euros / .93 Conversion Factor = 107,527 Revenue Conversion Units
 - 75,000 US Dollars / 1.00 Conversion Factor = 75,000 Revenue Conversion Units
 - 50,000 UK Pounds / .79 Conversion Factor = 63,292 Revenue Conversion Units
- Result: 107,527 + 75,000 + 63,292 = 245,819 total Revenue Conversion Units required

3. DemandTec Currency conversion unit table for DemandTec SaaS Products:

<u>Country</u>	<u>Currency</u>	<u>ISO Code</u>	<u>Divide by</u>
A			
ALAND ISLANDS	Euro	EUR	0.93
ALGERIA	Algerian Dinar	DZD	139.07
AMERICAN SAMOA	US Dollar	USD	1
ANDORRA	Euro	EUR	0.93
ANGOLA	Kwanza	AOA	965.18
ARGENTINA	Argentine Peso	ARS	1204.6
AUSTRALIA	Australian Dollar	AUD	1.64
AUSTRIA	Euro	EUR	0.93
AZERBAIJAN	Azerbaijani Manat	AZN	1.79
B			
BAHRAIN	Bahraini Dinar	BHD	0.4
BANGLADESH	Taka	BDT	127.85
BELGIUM	Euro	EUR	0.93
BOTSWANA	Pula	BWP	14.18
BRAZIL	Brazilian Real	BRL	5.93
BULGARIA	Bulgarian Lev	BGN	1.82

<u>Country</u>	<u>Currency</u>	<u>ISO Code</u>	<u>Divide by</u>
C			
CAMEROON	CFA Franc BEAC	XAF	607.87
CANADA	Canadian Dollar	CAD	1.46
CHILE	Chilean Peso	CLP	991.03
CHINA	Yuan Renminbi	CNY	7.57
CHRISTMAS ISLAND	Australian Dollar	AUD	1.64
COCOS (KEELING) ISLANDS	Australian Dollar	AUD	1.64
COLOMBIA	Colombian Peso	COP	4380.13
CONGO, THE DEMOCRATIC REPUBLIC OF	Congolese Franc	CDF	3044.18
COOK ISLANDS	New Zealand Dollar	NZD	1.77
COSTA RICA	Costa Rican Colon	CRC	533.14
CÔTE D'IVOIRE	CFA Franc BCEAO	XOF	607.88
CROATIA	Euro	EUR	0.93
CYPRUS	Euro	EUR	0.93
CZECH REPUBLIC	Czech Koruna	CZK	23.08
D			
DENMARK	Danish Krone	DKK	6.92
DOMINICAN REPUBLIC	Dominican Peso	DOP	61.87
E			
ECUADOR	US Dollar	USD	1
EGYPT	Egyptian Pound	EGP	52.42
ESTONIA	Euro	EUR	0.93
ETHIOPIA	Ethiopian Birr	ETB	141.25
EURO	Euro	EUR	0.93
F			
FAROE ISLANDS	Danish Krone	DKK	6.92
FINLAND	Euro	EUR	0.93
FRANCE	Euro	EUR	0.93
G			
GABON	CFA Franc BEAC	XAF	607.87
GERMANY	Euro	EUR	0.93
GHANA	Ghana Cedi	GHS	12.47
GREECE	Euro	EUR	0.93
GREENLAND	Danish Krone	DKK	6.92
GUATEMALA	Quetzal	GTQ	8.06
GUERNSEY	British Pound	GBP	0.79
H			
HEARD ISLAND AND McDONALD ISLANDS	Australian Dollar	AUD	1.64
HONG KONG	Hong Kong Dollar	HKD	8.23
HUNGARY	Forint	HUF	373.41
I			
ICELAND	Iceland Krona	ISK	133.82
INDIA	Indian Rupee	INR	89.89
INDONESIA	Rupiah	IDR	17189.84
IRAQ	Iraqi Dinar	IQD	1375.08
IRELAND	Euro	EUR	0.93
ISLE OF MAN	British Pound	GBP	0.79

<u>Country</u>	<u>Currency</u>	<u>ISO Code</u>	<u>Divide by</u>
ISRAEL	New Israeli Sheqel	ILS	3.74
ITALY	Euro	EUR	0.93
J			
JAPAN	Yen	JPY	150.79
JERSEY	British Pound	GBP	0.79
K			
KAZAKHSTAN	Tenge	KZT	534.7
KENYA	Kenyan Shilling	KES	135.83
KOREA, (South Korea)	Won	KRW	1443.55
KUWAIT	Kuwaiti Dinar	KWD	0.33
L			
LATVIA	Euro	EUR	0.93
LEBANON	Lebanese Pound	LBP	94356.54
LIECHTENSTEIN	Swiss Franc	CHF	0.87
LITHUANIA	Euro	EUR	0.93
LUXEMBOURG	Euro	EUR	0.93
M			
MALAYSIA	Malaysian Ringgit	MYR	4.49
MALI	CFA Franc BCEAO	XOF	607.88
MALTA	Euro	EUR	0.93
MARSHALL ISLANDS	US Dollar	USD	1
MARTINIQUE	Euro	EUR	0.93
MAYOTTE	Euro	EUR	0.93
MEXICO	Mexican Peso	MXN	20.35
MONACO	Euro	EUR	0.93
MONTENEGRO	Euro	EUR	0.93
MOROCCO	Moroccan Dirham	MAD	9.68
MOZAMBIQUE	Mozambique Metical	MZN	67.06
N			
NAMIBIA	Namibia Dollar	NAD	18.87
NETHERLANDS	Euro	EUR	0.93
NEW ZEALAND	New Zealand Dollar	NZD	1.77
NIGERIA	Naira	NGN	1666.83
NIUE	New Zealand Dollar	NZD	1.77
NORFOLK ISLAND	Australian Dollar	AUD	1.64
NORWAY	Norwegian Krone	NOK	10.69
O			
OMAN	Rial Omani	OMR	0.41
P			
PAKISTAN	Pakistan Rupee	PKR	295.87
PANAMA	Balboa	PAB	1
PARAGUAY	Guarani	PYG	8385
PERU	Nuevo Sol	PEN	3.87
PHILIPPINES	Philippine Peso	PHP	58.42
POLAND	Zloty	PLN	3.94
PORTUGAL	Euro	EUR	0.93
PUERTO RICO	US Dollar	USD	1

<u>Country</u>	<u>Currency</u>	<u>ISO Code</u>	<u>Divide by</u>
Q			
QATAR	Qatari Rial	QAR	3.64
R			
RÉUNION	Euro	EUR	0.93
ROMANIA	New Romanian Leu	RON	4.71
RUSSIAN FEDERATION	Russian Ruble	RUB	84
S			
SAINT BARTHÉLEMY	Euro	EUR	0.93
SAINT MARTIN (FRENCH PART)	Euro	EUR	0.93
SAINT PIERRE AND MIQUELON	Euro	EUR	0.93
SAN MARINO	Euro	EUR	0.93
SAUDI ARABIA	Saudi Riyal	SAR	3.75
SENEGAL	CFA Franc BCEAO	XOF	607.88
SERBIA	Serbian Dinar	RSD	108.67
SINGAPORE	Singapore Dollar	SGD	1.36
SLOVAKIA	Euro	EUR	0.93
SLOVENIA	Euro	EUR	0.93
SOUTH AFRICA	Rand	ZAR	18.87
SPAIN	Euro	EUR	0.93
SRI LANKA	Sri Lanka Rupee	LKR	314.54
SVALBARDAND JAN MAYEN	Norwegian Krone	NOK	10.69
SWEDEN	Swedish Krona	SEK	10.06
SWITZERLAND	Swiss Franc	CHF	0.87
T			
TAIWAN, PROVINCE OF CHINA	New Taiwan Dollar	TWD	31.58
TANZANIA, UNITED REPUBLIC OF	Tanzanian Shilling	TZS	2836.19
THAILAND	Baht	THB	34.37
TIMOR-LESTE	US Dollar	USD	1
TOKELAU	New Zealand Dollar	NZD	1.77
TUNISIA	Tunisian Dinar	TND	3.15
TURKEY	Turkish Lira	TRY	40.82
U			
UGANDA	Uganda Shilling	UGX	3834.4
UKRAINE	Hryvnia	UAH	43.54
UNITED ARAB EMIRATES	UAE Dirham	AED	3.86
UNITED KINGDOM	Pound Sterling	GBP	0.79
UNITED STATES	US Dollar	USD	1
UNITED STATES MINOR OUTLYING ISLANDS	US Dollar	USD	1
URUGUAY	Peso Uruguayo	UYU	43.68
V			
VENEZUELA, BOLIVARIAN REPUBLIC OF	Bolivar Fuerte	VES	99.5
VIET NAM	Dong	VND	27267.3
VIRGIN ISLANDS (BRITISH)	US Dollar	USD	1
VIRGIN ISLANDS (US)	US Dollar	USD	1
Z			
ZAMBIA	Zambian Kwacha	ZMW	28.54