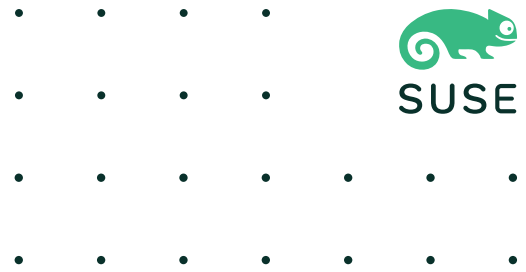




# SUSE Q2FY20 Fact Sheet



## Who is SUSE?

We are the world's largest independent open source software company. SUSE enables better futures and delivers measurable value for our customers, employees, partners and communities through open collaboration and innovation that makes a difference.

SUSE works hard to be the most innovative, trusted leader in providing open source solutions and technologies for the enterprise to simplify, modernize and accelerate traditional and cloud native applications across the IT landscape in any environment.

## Our Proud History As Transformation Catalyst

Founded in 1992, SUSE today has 1,634 employees worldwide, located in 34 countries representing 75 nationalities. SUSE is proud to be a transformation catalyst:



The first in the world – in the 1990s – to introduce Linux to the enterprise.

17+ Years

Created and has led the main-frame Linux market for 17+ years.



The first to develop enterprise Linux on Amazon Web Services and Microsoft Azure public cloud.



Pioneered continuous availability through live patching for mission-critical systems, including SAP HANA environments.



SUSE Linux Enterprise Server for SAP Applications is the leading Linux platform for SAP HANA, SAP S/4HANA solutions and SAP NetWeaver and has been the development platform for SAP HANA from day one.

## Digital Transformation via The Power of Many

SUSE offers solutions that help our customers **simplify** with software-defined infrastructure, **modernize** with container and cloud platforms, **accelerate** with Artificial Intelligence, and **innovate** with edge computing.

[Achieving Nonstop IT Scaling With Containers](#)

[Managing Hybrid Clouds Guiding The Data Upsurge Running SAP Solutions](#)

[Powering AI and Advanced Analytics Edge Computing](#)

## Q2FY20 Financial Highlights\*



30%

ACV (annual contract value) bookings increased YoY



70%

Cloud revenue rocketed YoY



63%

Increase in value of \$1 million+ deals YoY



100%

Committed to serving our customers with leading Open Source solutions

## Customer Highlights



### Lenovo

The deluge of big data has left many organizations drowning. Lenovo Intelligent Insights with SAP Data Hub is the lifeline these organizations need. Developed in partnership with SAP and SUSE, this all-in-one solution is based on Lenovo hardware, SAP software and SUSE Linux Enterprise Server, deployed on SUSE CaaS Platform and integrated with SUSE Enterprise Storage.

### Results:

- An innovative, end-to-end data orchestration solution that enables Lenovo to enter strategic new growth markets
- Dramatically simplified deployment and management of SAP Data Hub application with Lenovo Intelligent Insights solution



### Elektrobit

Mobility as we know it is about to change forever. Early stages of autonomous driving, the connected car and electrification are no longer future ideas but realities on the road today. So SUSE is taking its IT infrastructure experience and applying it to the automotive edge, entering a strategic partnership with Elektrobit, an award-winning and visionary global automotive supplier of operating system-agnostic embedded and connected software products.

The automotive experience of Elektrobit combined with SUSE's leadership in mission-critical Linux and container technologies will enable this partnership to deliver a next-generation, Linux-based operating system for the future of intelligent vehicles.

\*Unaudited results (non IFRS at budget exchange)  
Please contact [SUSEComms@suse.com](mailto:SUSEComms@suse.com) with questions or feedback