

BENEFITFOCUS®

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Q4 2019 Earning Release Supplemental Financial Information

March 3, 2020



Safe Harbor

Except for historical information, all of the statements, expectations, and assumptions contained in this press release are forward-looking statements. Actual results might differ materially from those explicit or implicit in the forward-looking statements. Important factors that could cause actual results to differ materially include: our continuing losses and need to achieve GAAP profitability; fluctuations in our financial results; the immature and volatile market for our products and services; risks related to changing healthcare and other applicable regulations; risks associated with acquisitions; our ability to maintain our culture, recruit and retain qualified personnel and effectively expand our sales force; cyber-security risks; the need to innovate and provide useful products and services; our ability to compete effectively; privacy, security and other risks associated with our business; and the other risk factors set forth from time to time in our SEC filings, copies of which are available free of charge within the Investor Relations section of the Benefitfocus website at <http://investor.benefitfocus.com/sec-filings> or upon request from our Investor Relations Department. Benefitfocus assumes no obligation and does not intend to update these forward-looking statements, except as required by law.

Revenue Streams - Unaudited

(in millions)

	2018					2019				
	Q1-18	Q2-18	Q3-18	Q4-18	FY-18	Q1-19	Q2-19	Q3-19	Q4-19	FY-19
Revenue As Reported*										
Subscription	\$44.8	\$45.8	\$44.1	\$44.7	\$179.4	\$47.9	\$47.7	\$50.1	\$49.3	\$195.0
Platform	\$3.4	\$2.5	\$2.8	\$14.2	\$22.9	\$5.1	\$5.4	\$4.1	\$19.1	\$33.7
Total Software Services	\$48.2	\$48.3	\$46.9	\$58.9	\$202.3	\$53.0	\$53.1	\$54.2	\$68.4	\$228.7
Professional Services	\$14.2	\$12.3	\$14.1	\$15.8	\$56.4	\$15.3	\$15.5	\$17.5	\$18.7	\$67.0
Total Revenue	\$62.4	\$60.6	\$61.0	\$74.7	\$258.7	\$68.3	\$68.6	\$71.7	\$87.1	\$295.7

*The acquisition of certain commercial software assets of Connecture in Q1 2019 contributed approximately \$24 million of revenue in 2019.

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