



# Financial Tear Sheet

## Corporate Profile

Apptio is a leading provider of cloud-based Technology Business Management (TBM) software that helps CIOs manage the business of IT. TBM is a methodology that allows technology leaders to communicate IT's value to the business, optimize IT costs and investments, plan efficiently and accurately, and transform the traditional IT operating model.

Apptio's applications analyze financial and technical data to provide facts and insights about the cost, value, and consumption of technology so CIOs can make faster, data-driven decisions. These purpose-built applications help IT leaders align technology spend to business outcomes and automate IT processes like cost transparency, benchmarking, showback/ chargeback, operational efficiency, and planning.

## Primary IR Contact

Apptio Investor Relations Department  
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## Stock Performance

### APTI (Common Stock)

<b>Exchange</b>	NASDAQ (US Dollar)
<b>Price</b>	<b>\$22.02</b>
<b>Change (%)</b>	<b>▼ 0.44 (1.96%)</b>
<b>Volume</b>	516,721
<b>52 Week Low</b>	\$10.77
<b>Market Cap</b>	\$1,270,332,171
<b>Rolling EPS</b>	-0.68
<b>PE Ratio</b>	0
<b>Shares Outstanding</b>	57,689,926

Data as of 12/12/17 4:00 p.m. ET





## Recent Headlines & Events

11/28/17 - 5:44 p.m.

[Apptio, Inc. to Participate in the Upcoming Barclays Technology Conference](#)

11/08/17 - 1:31 p.m.

[New App From Apptio Gives IT Leaders Holistic View Of Cloud Spend](#)

11/07/17 - 11:01 a.m.

[Technology Economy Surges To \\$6.3 Trillion, Now Third Largest Economic Force Behind US And China](#)

There are currently no events scheduled.

## Analyst Estimates / Ratings

Unable to fulfill request.

## SEC Filings

Filing Date	Form
12/08/17	<a href="#">SC 13D/A</a>
12/07/17	<a href="#">4</a>
11/30/17	<a href="#">4</a>
11/27/17	<a href="#">4</a>

## Corporate Governance

## Ownership Summary

Shareholders				
	Holders	Value (\$MM)	% O/S	Shares
Institution	143	447.95	104.8	24,191,401
Mutual Fund	122	135.65	26.9	6,204,232
Insider *	11	6.69	1.3	290,156

\*Insider values reflect direct beneficial ownership.

Top Holders				
	Shares Held	% O/S	Share Change	Filing Date
Greylock Partners	4,897,937	21.2	4,897,937	12/31/16
SQN Investors LP	2,156,854	9.3	809,435	09/30/17
Fidelity Management & Research Company	2,065,266	9.0	23,100	09/30/17
GMT Capital Corp.	1,617,314	7.0	604,300	09/30/17
BlackRock Institutional Trust Company, N.A.	1,079,144	4.7	267,225	09/30/17
The Vanguard Group, Inc.	814,333	3.5	149,704	09/30/17
Whetstone Capital Advisors, LLC	807,299	3.5	0	09/30/17
Portolan Capital Management, L.L.C.	700,163	3.0	65,986	09/30/17
Pax World Management LLC	690,370	3.0	0	09/30/17
Rubric Capital Management LP	668,628	2.9	71,318	09/30/17

Data provided by Nasdaq. Minimum 15 minutes delayed.