## 2020 Tyler Technologies

### FAST FACTS

<table>
<thead>
<tr>
<th>2020 Revenue Forecast</th>
<th>2019 Annual Revenue</th>
<th>Market Cap</th>
<th>R&amp;D Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1.2 billion</td>
<td>$1.086 billion</td>
<td>$12 billion (1/1/2020)</td>
<td>$81.3 million (2019)</td>
</tr>
</tbody>
</table>

### OUR COMPANY
- Tyler was founded: **1966**
- Tyler began exclusively serving the public sector: **1998**
- Client retention rate: **98%**
- Years on Forbes list: “Best Small Companies”: **9**
- Years on Barron’s list: “Most Promising Companies in America”: **8**

### OUR EMPLOYEES
- Tyler employees: **5,500**
- Percentage of employees who have worked for the public sector: **33%**
- Number of software engineers and related roles: **1,150+**
- Number of Tyler support team members: **886**
- Percentage of employees who have worked at Tyler for 10+ years: **27%**
- Number of Tyler offices: **35**

### OUR CLIENTS
- Largest local government client (by population): **County of Los Angeles, Calif. (pop. 10M)**
- Smallest local government client (by population): **Loving County, Texas (pop. 169)**
- Clients using Tyler’s cloud-based solutions: **8,800+**
- States that have been clients for 10+ years: **10**
- Number of 25 largest counties in the U.S. that are clients: **21**
- Number of 25 largest cities in the U.S. that are clients: **17**
- Jurisdiction using the most products (13 in total): **Collin County, Texas**

### OUR INNOVATION
- Year Tyler developed Tyler Community: **2012**
- Tyler Community users: **66,000+**
- Year Tyler began offering cloud-based solutions: **2000**
- Users relying on Tyler-hosted solutions to do their job: **213,000**
- Tyler e-services users (submitting payments, filing court documents, or performing other e-services functions): **5.1 million**