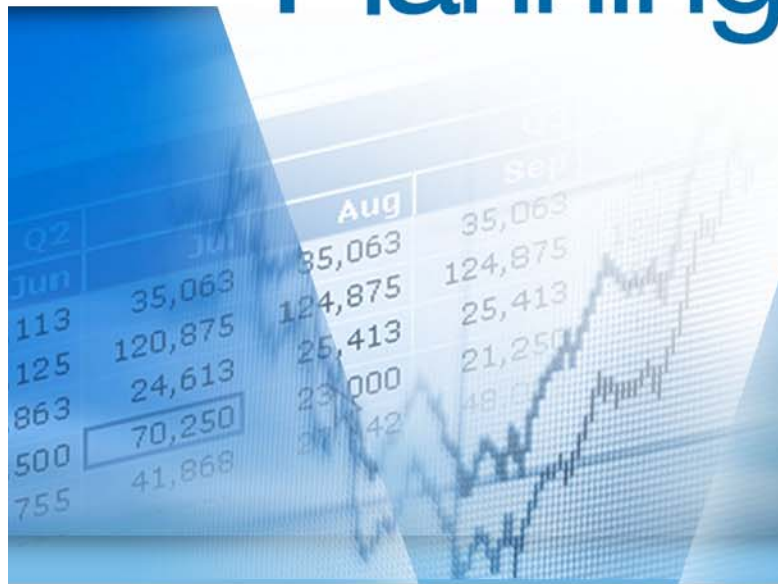


Adaptive Planning



Performance & Planning Poll Q1 2009 Results

March, 2009

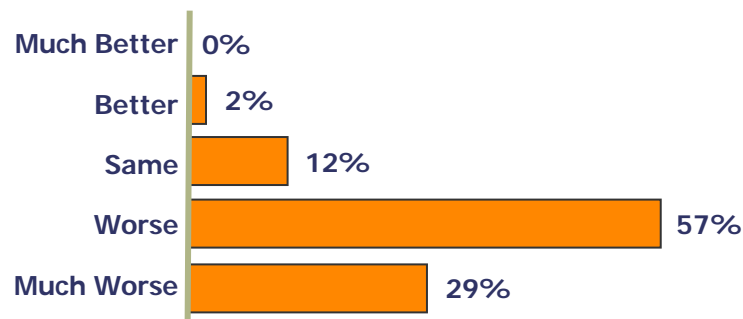
Survey Overview

- Performance and Planning Poll is conducted quarterly
 - Current poll -- February 2009
 - Prior poll -- October 2008
- Managed by Adaptive Planning and the BPM Forum
- Gathers input on key economic indicators
- Solicits feedback on planning processes
- Participants are financial professionals from companies of all sizes in over 20 industries

It's Bad, and Will Get Worse Before It Gets Better

Current Conditions

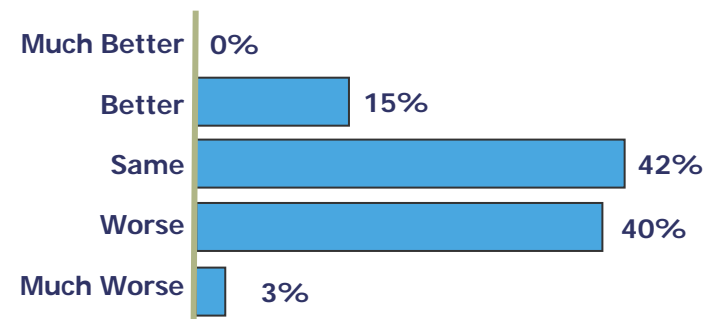
How would you describe the current economic conditions in your industry vs. 6 months ago?



- A total of 86% say conditions are worse now than they were 6 months ago

Future Expectations

Compared to today, how do you expect conditions in your industry will be in 6 months?

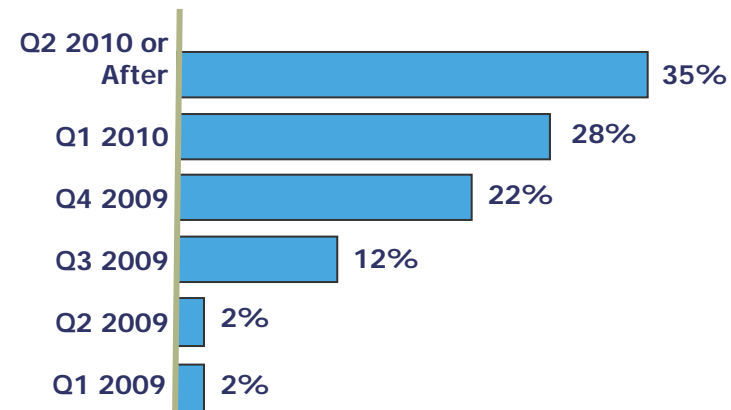


- For enterprise companies (>\$500M), a full 73% expect worse conditions
- Significant deterioration vs. last quarter, when just 27% expected worse conditions in 6 months

The Road to Recovery Will Be Long

Long Road to Recovery

When do you expect the US economy to begin to recover?

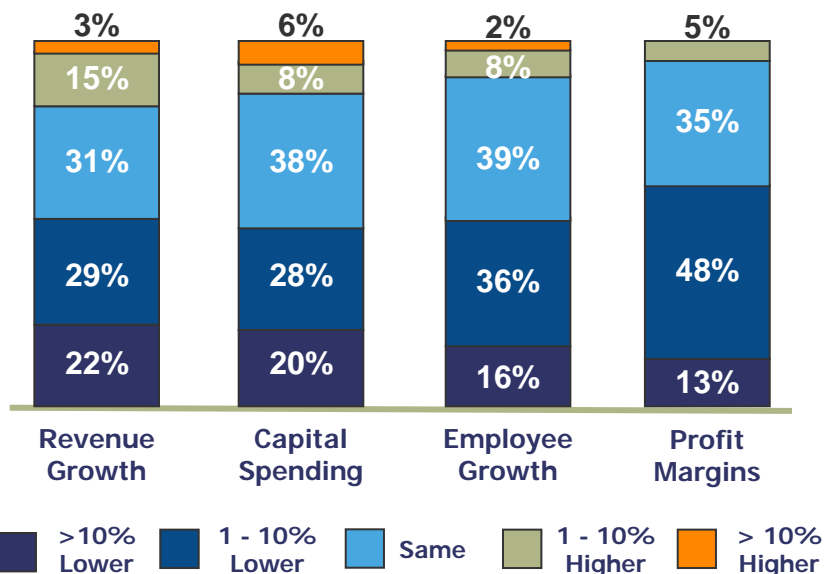


- Last quarter, 72% expected recovery to begin in 2008 or 2009, vs. just 37% this quarter

Companies' Performance Will Suffer

More Challenges Ahead

What do you expect for your company in 6 months versus now?

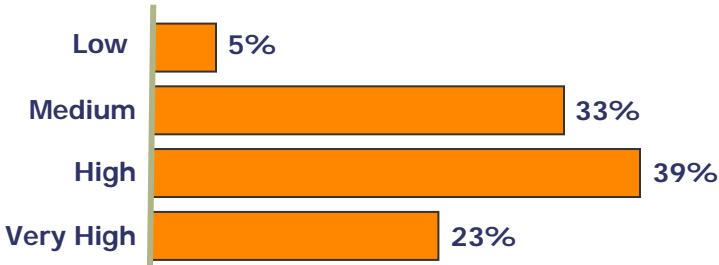


- 51% expect lower revenues (vs. 43% last quarter)
- 48% expect decreased capital spending (vs. 44%)
- 52% expect decreases in headcount (vs. 43%)
- 61% expect erosion of profit margins (vs. 46%)

High Degree of Uncertainty, Low Confidence

High Degree of Uncertainty

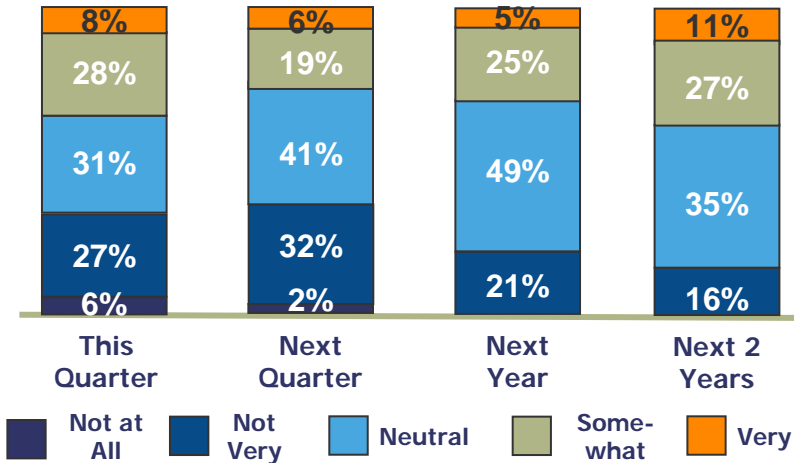
How would you characterize the current level of economic uncertainty facing your business?



- For enterprise respondents (>\$500M), a full 72% report “high” or “very high” uncertainty

Low Confidence in Forecasts

How confident are you that you will hit your current forecasts?

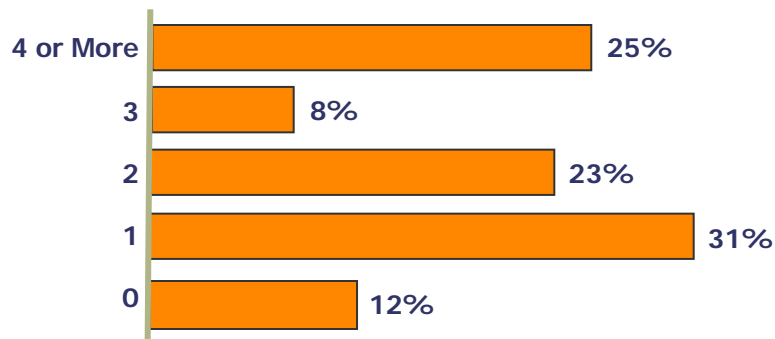


- On average, only 1/3 are “somewhat” or “very” confident of hitting forecasts, down from 41% last quarter

More Frequent Forecasting & What-If Analysis

Frequent Re-planning

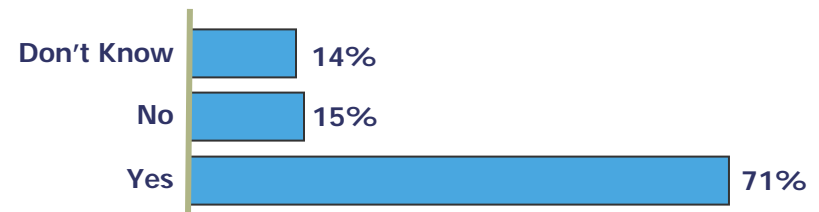
How many times did your company re-plan, re-forecast, or create what-if scenarios last quarter?



- 33% re-planned / re-forecast 3 or more times last quarter, double the percentage from last survey (16%)

More "What-Ifs" in Future

Will the uncertain economic environment cause you to re-plan, re-forecast, and perform what-if analyses more frequently in the next quarter?

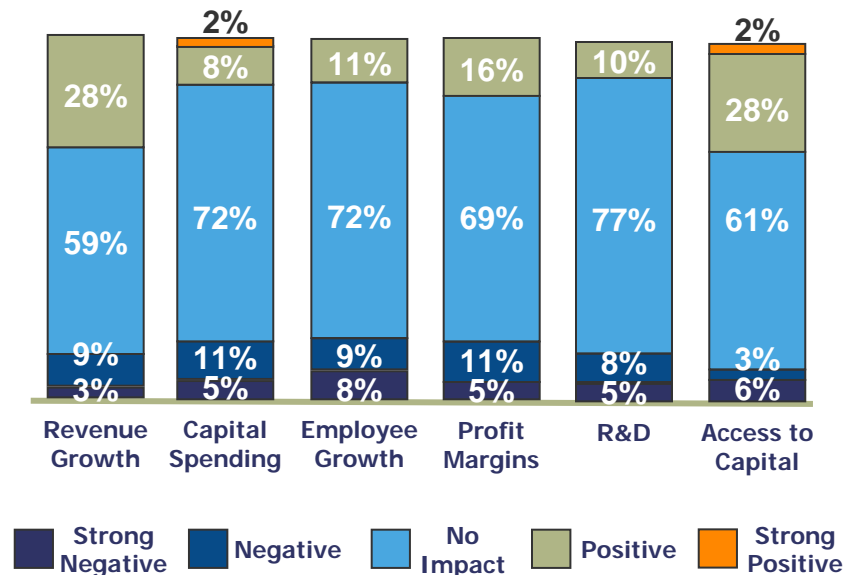


- For mid-sized and larger companies (>100 employees) 85% expect more re-planning in the future

Minimal Impact Expected From Government

Not So Great Expectations

How much will the governmental stimulus measures impact your business in the next 12 months?



- Across all categories, an average of 68% expect no impact, while 18% expect positive impact and 14% expect negative impact

About the Sponsors

Adaptive Planning

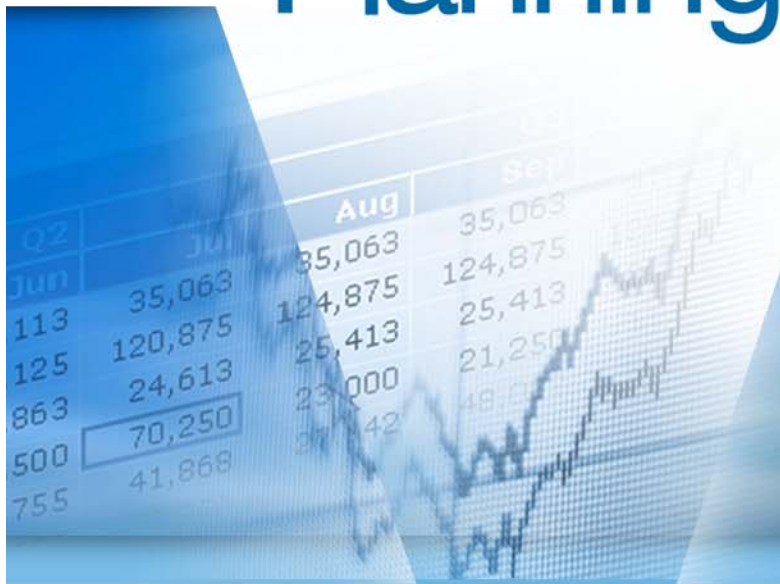
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