

# LETTER FROM THE CEO



Over the last five years, BMC has transformed into a growing, industry-leading, enterprise software provider. We have introduced over 20 new products and capability offerings that have contributed to 18 consecutive quarters of annual recurring revenue (ARR) growth, and industry best retention rates as we reimaged how we go-to-market to best serve our customers.

Because of our success to date, we have reached critical mass in size as we continue to grow—and we are ready for the next phase of our evolution.

Today we announced very exciting news: **We are creating two stand-alone companies—BMC and BMC Helix to increase our focus on customer success as we accelerate growth for long-term success.**

Some may ask why we are making this decision. Simply put, we have determined that the two companies will better serve their markets individually. Each of these businesses has its own profile and characteristics in growth opportunities, margins and profitability, and competitive landscape. We are confident that the underlying economics of both businesses sets each company up to continue driving innovation and growth for long-term success.

Our customers and partners look to us in their transformation journeys to enable business faster than humanly possible. As a strategic partner for ongoing innovation in their mainframe, distributed, cloud, and edge technology needs, the creation of two companies puts them at the core of each company's mission with deeper specialization and vertical industry focus.

**BMC** will be the name of the company that includes the mainframe software and automation/orchestration business units. And will build on our history of innovation in connecting and amplifying hybrid IT with the most innovative portfolio of AI-driven infrastructure software,

partners, and expertise to grow faster than market.

**BMC Helix** will be the name of the company for the digital service and operations management business unit. It will be focused on accelerating growth, innovation, and the application of AI to gain greater market share.

The creation of two companies will be done in phases and our goal is to officially start the transition to operate as two organizations in early 2025. Our guiding principle through the process is to ensure business continuity and proceed with the best interests of our customers, partners, and employees.

To our employees, thank you for your hard work to chart this path forward. Your commitment is inspiring every day.

To our customers and our partners, thank you for your confidence in us. I look forward to continuing our work together, and to a vibrant and innovative future.

Ayman Sayed  
President and CEO  
BMC