How Did Rev Rec & Leases Implementations Go in 2018?

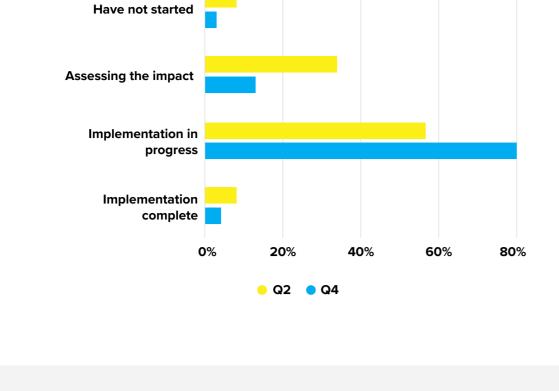
LEASES

The New Lease Standards? If you're a public company and you haven't started yet, you're behind the game; you need

Where Are Companies At In Adopting

us to believe it might be taking longer than initially expected and that the new guidance's impact is significant. Non-public is pretty evenly split.

to implement ASAP. It's also interesting that not many people have completed - this leads **PUBLIC NON-PUBLIC**



PUBLIC

PUBLIC

\$1m-\$3m

72%

Identifying

embedded

leases

ENERGY/UTILITIES

<\$500k - \$999k

<\$500k

77%

Ensuring

completeness

of lease

population

Have not started 3%

<\$500K

13%

RETAIL & CONSUMER

25%

<\$500K-999K

\$1M-\$3M

>\$3M

Implementation in

Implementation more

than halfway done

progress

25%

expect to spend

\$1 million

33%

ENERGY/UTILITIES

ENERGY/UTILITIES

13%

37%

36%

Have not started 0%

Assessing the impact

Implementation in

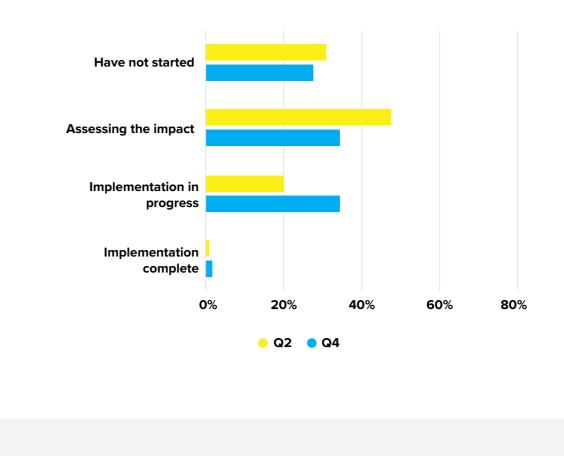
Implementation

progress

complete

\$1M-\$4.9M 2%

>\$5M 2%



NON-PUBLIC

NON-PUBLIC

\$1m-\$3m

>\$3m

66%

Human

capital/resource

requirements

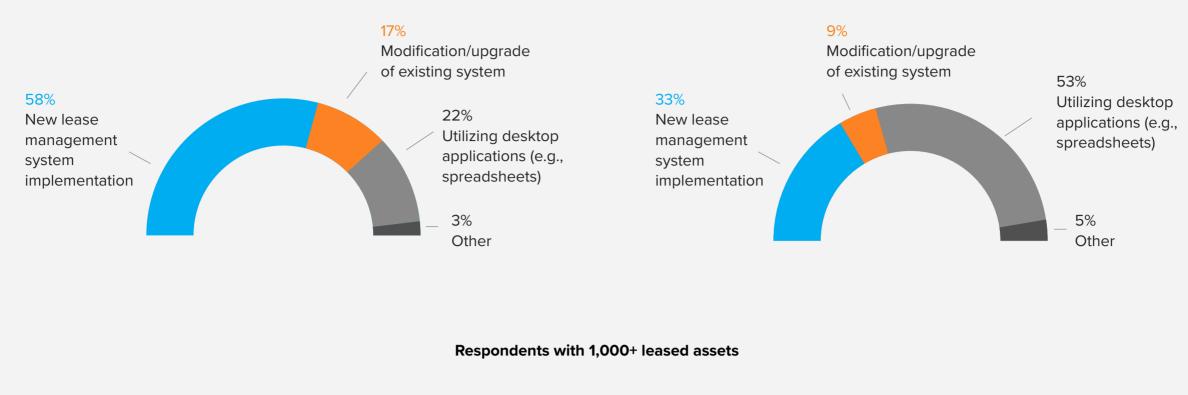
INDUSTRIAL PRODUCTS/MANUFACTURING

<\$500k - \$999k

17%

What Tools Will You Use to Account

for Leases Under ASC 842?

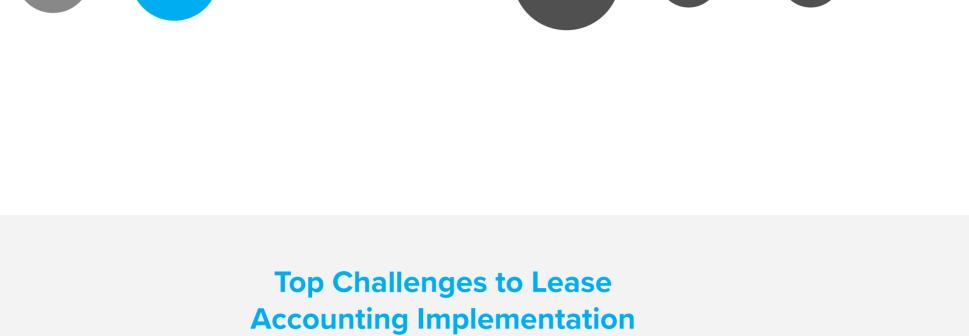


Respondents with 1,000+ leased assets

What Costs Do You Expect To

Incur Implementing ASC 842?

<\$500k >\$3m



69%

Data abstraction

(collection, data

quality, and

remediation)

Have not started

<\$500K

<\$500K-999K

\$1M-\$3M

57%

77%

39%

said that costs were

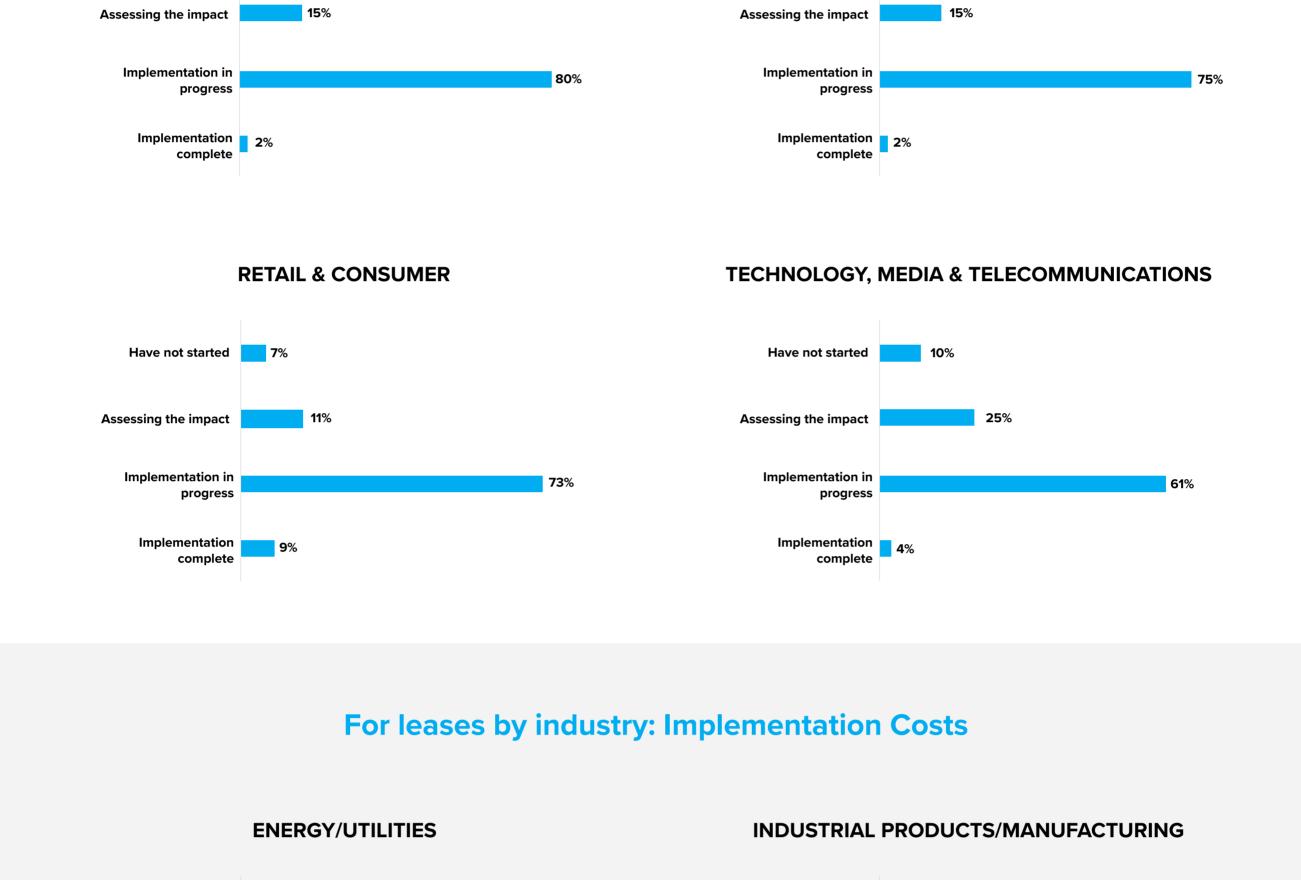
higher than

24%

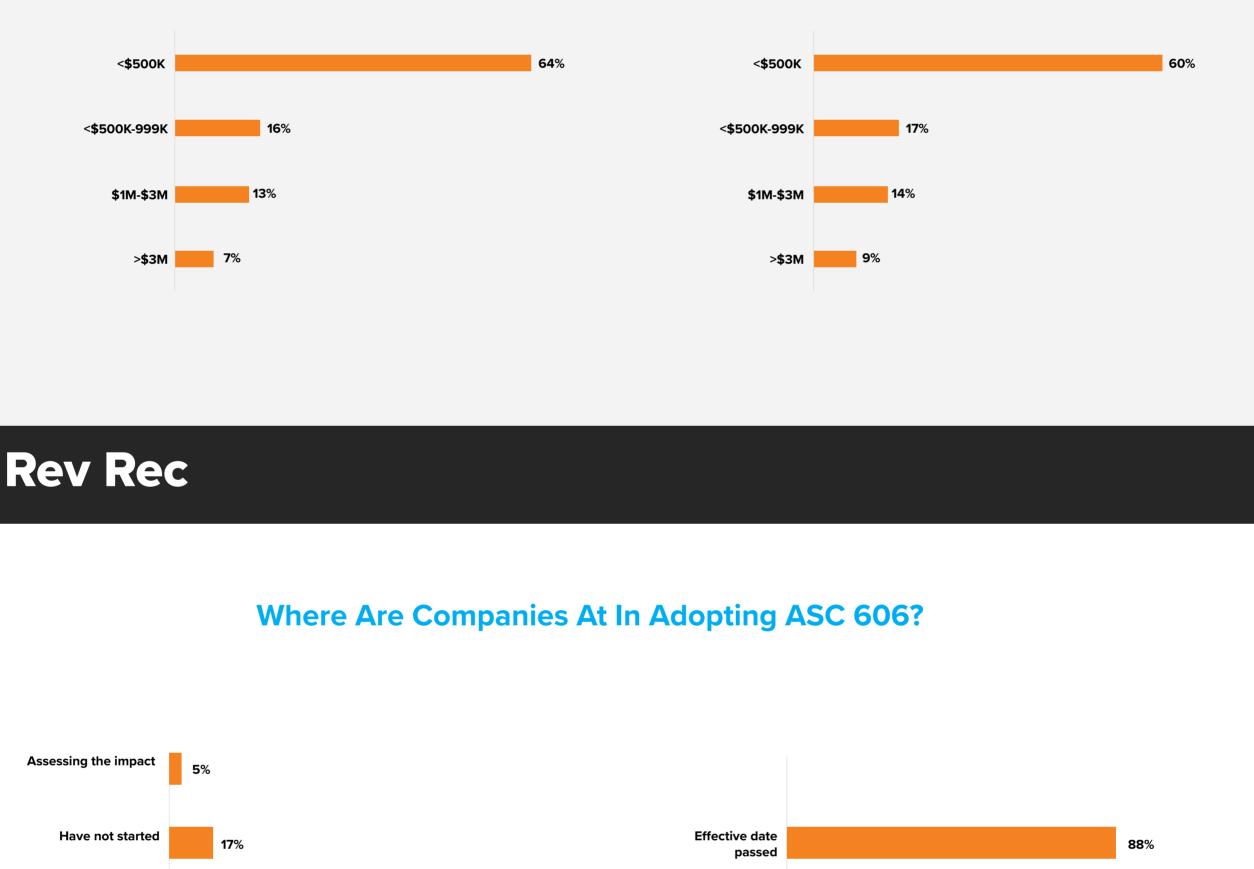
16%

TECHNOLOGY, MEDIA & TELECOMMUNICATIONS

For leases by industry: Implementation Status



>\$3M 3%



Implementation

complete

Up from 66% in Q2

INDUSTRIAL PRODUCTS/MANUFACTURING

INDUSTRIAL PRODUCTS/MANUFACTURING

21%

21%

15%

\$1M-\$4.9M

>\$5M 2%

29%

29%

Have not started

Assessing the impact

Implementation in

Implementation

progress

implementing the originally budgeted implementation new revenue or anticipated teams of 6 or more recognition standard

80%

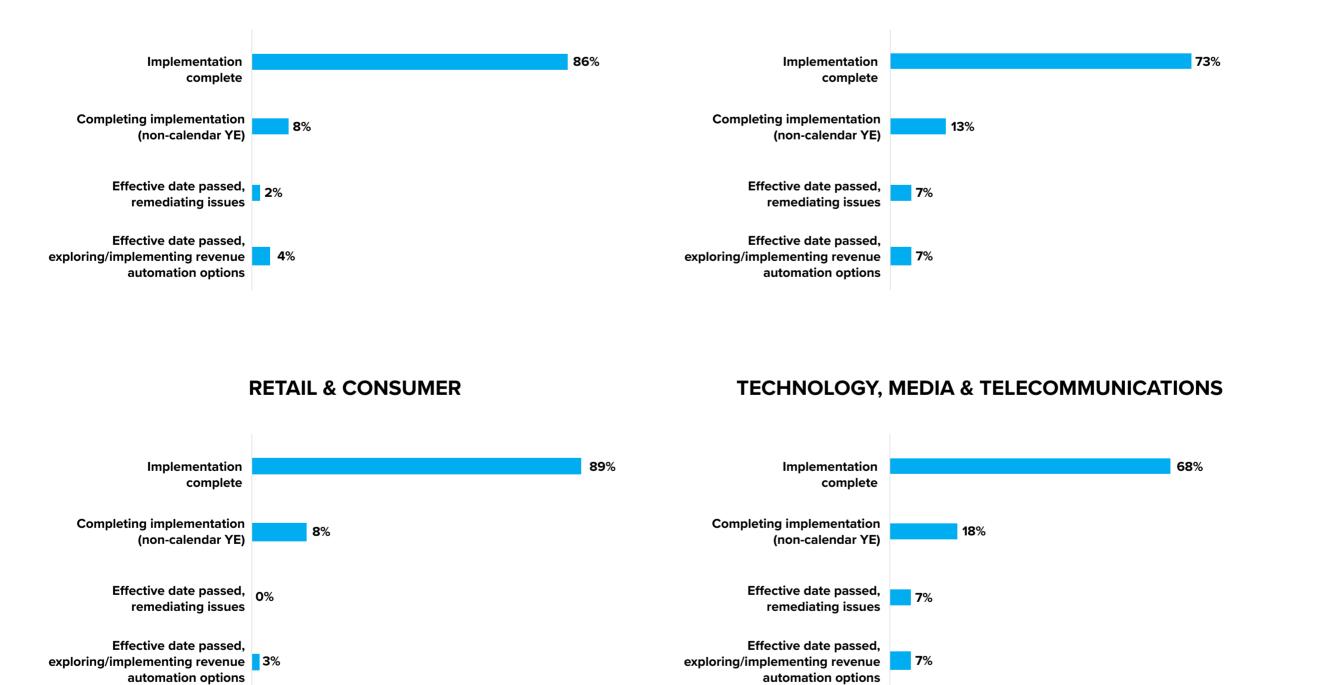
Revenue recognition implementation costs and resources proved to be a product of revenue

complexity. Among public company respondents with 1,000 or more contracts:

have revenue

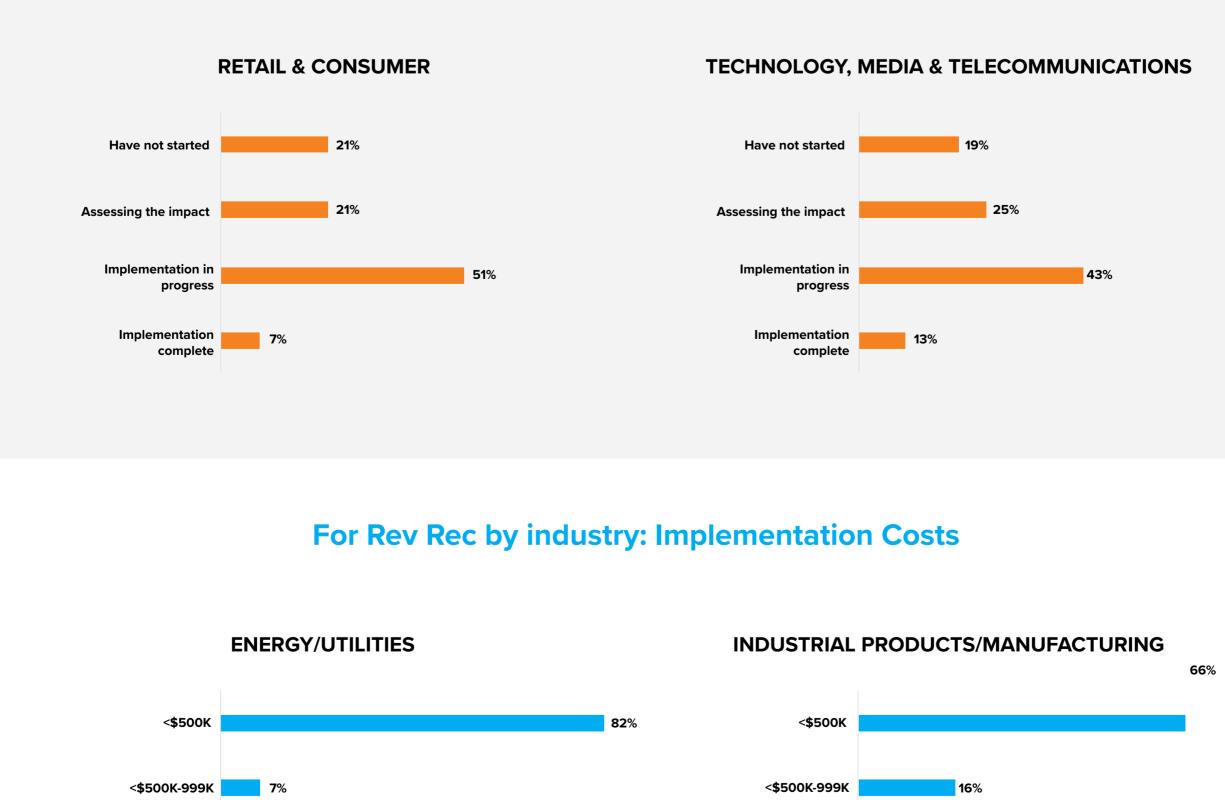
recognition

For Rev Rec by industry: Public

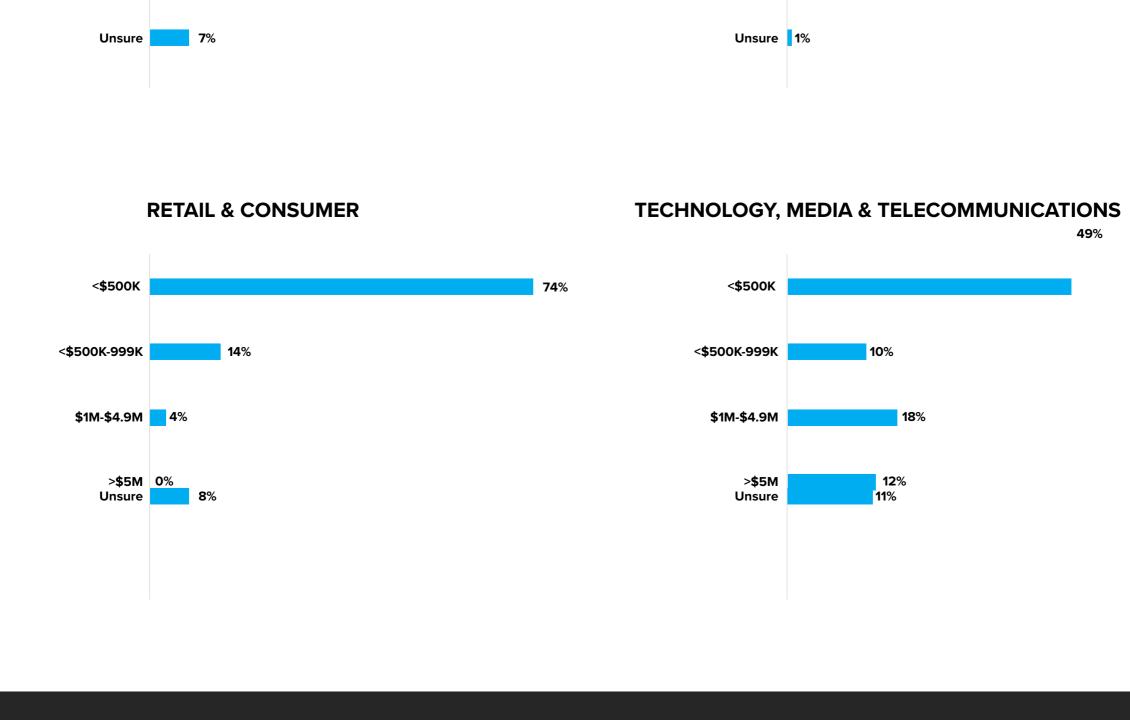


complete

For Rev Rec by industry: Non-Public



Unsure 1%



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