

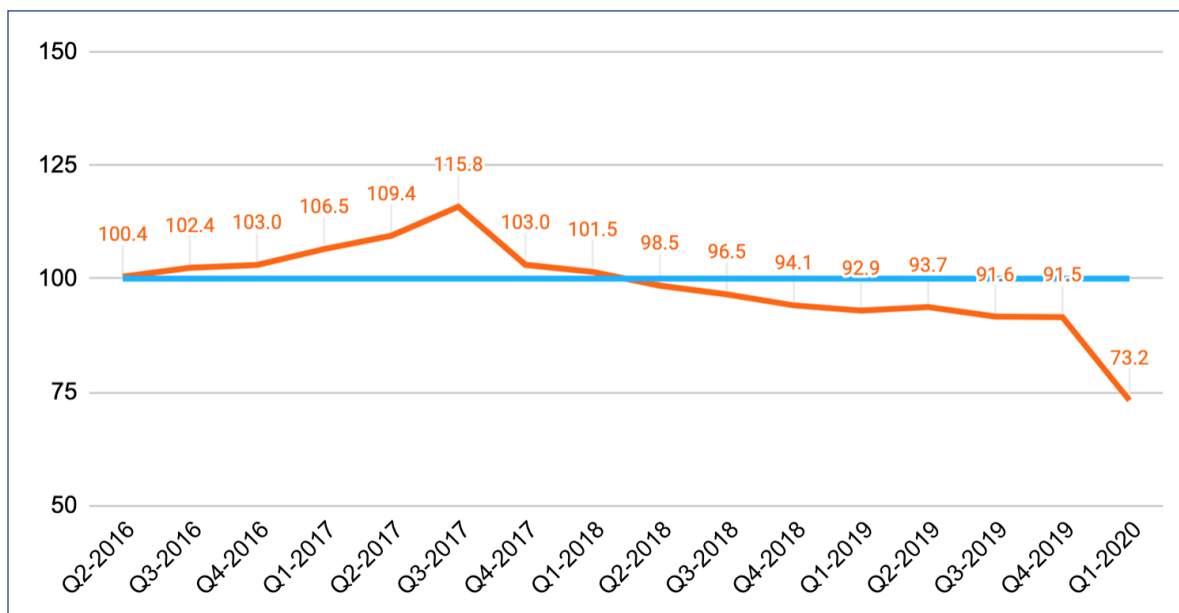
THE COUPA BUSINESS SPEND INDEX, Q2 2020 REPORT

The Coupa Business Spend Index (BSI) is an early indicator of businesses' confidence in the economy based on the current business spending decisions of hundreds of companies. The Q2 2020 Report reveals that business spend sentiment sharply dropped below the trend line as businesses grow increasingly cautious about the economy.

The Coupa BSI, a 100% behavior-based index, analyzes billions of dollars of aggregated and anonymized spend data in the Coupa BSM Platform, which has cumulatively processed approximately \$1.8 trillion of business spending, to measure confidence around economic health at an aggregate level, as well as an industry level within financial services, health and life sciences, high tech, manufacturing, and retail.

The Q2 2020 Coupa BSI revealed an overall index value of 73.2, a significant decrease from last quarter, as businesses remain cautious about economic growth.

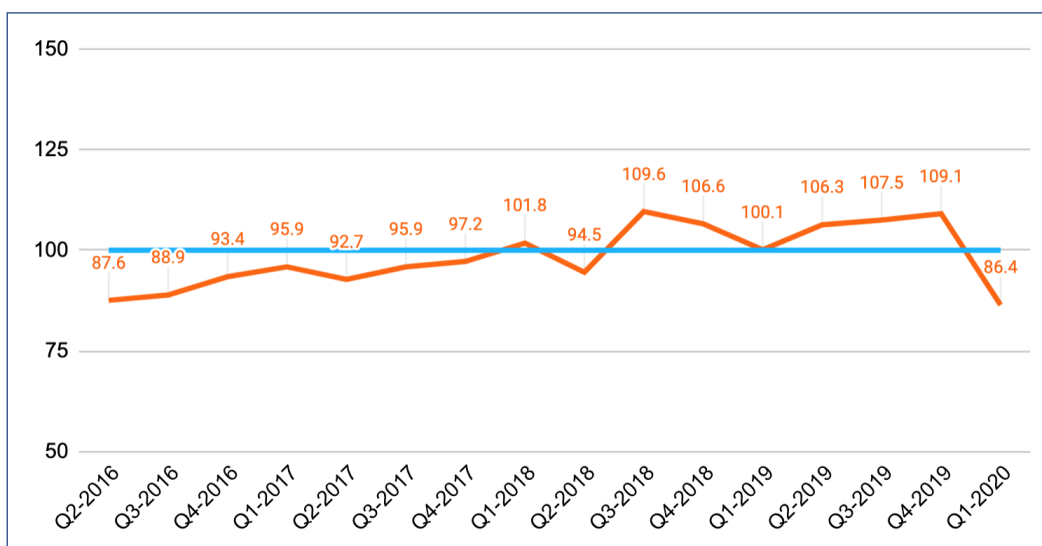
The Coupa BSI - All Industries



Industry-Specific Insights:

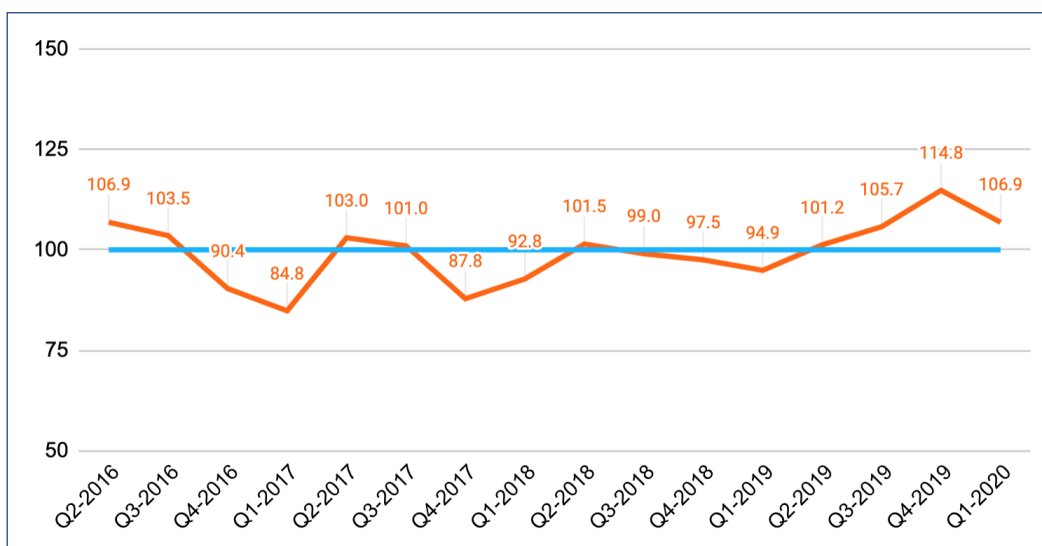
Financial Services: Sentiment, which had been relatively strong, dropped below trend to 86.4. This decrease was due to a decline in average spend per person (-39.2%) and a decrease in average time to approve spend decisions (-84.4%).

The Coupa BSI - Financial Services



Health and Life Sciences: Sentiment has declined to 106.9, but is still above trend. The drop was a result of a reduction in average time to approve spend decisions (-19.2%).

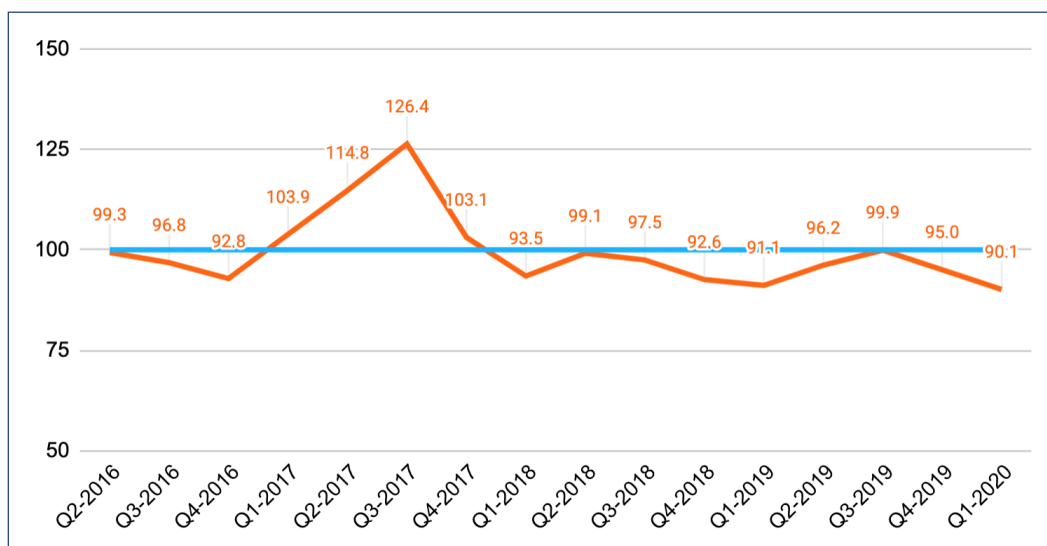
The Coupa BSI - Health and Life Sciences



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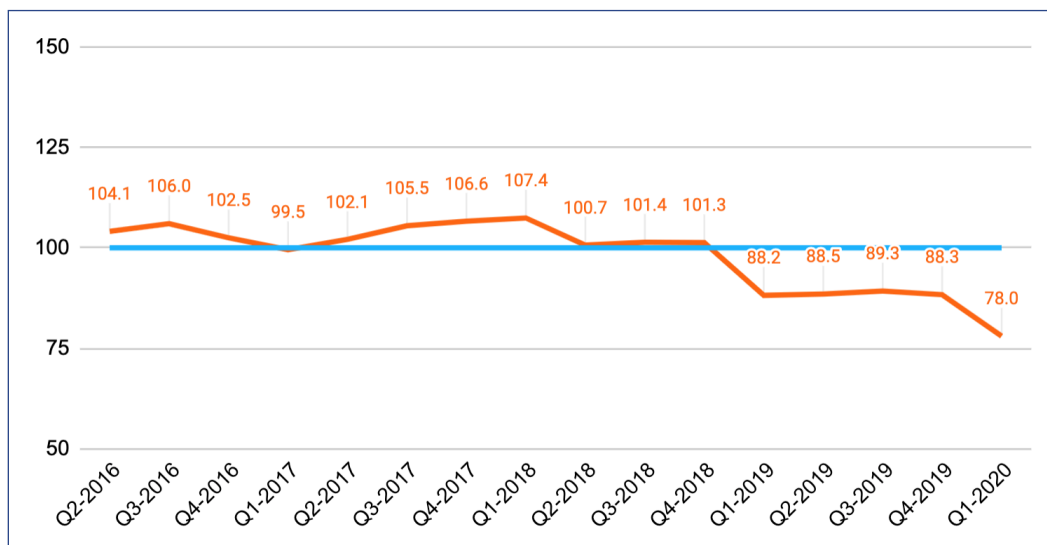
High Tech: Sentiment is down modestly to 90.1. This drop was due to a decrease in average time to approve spend decisions (-19.5%).

The Coupa BSI - High Tech



Manufacturing: Sentiment, which had been stable since Q3 2018, declined to 78.0. This drop was a result of a decrease in average spend per person (-6.4%).

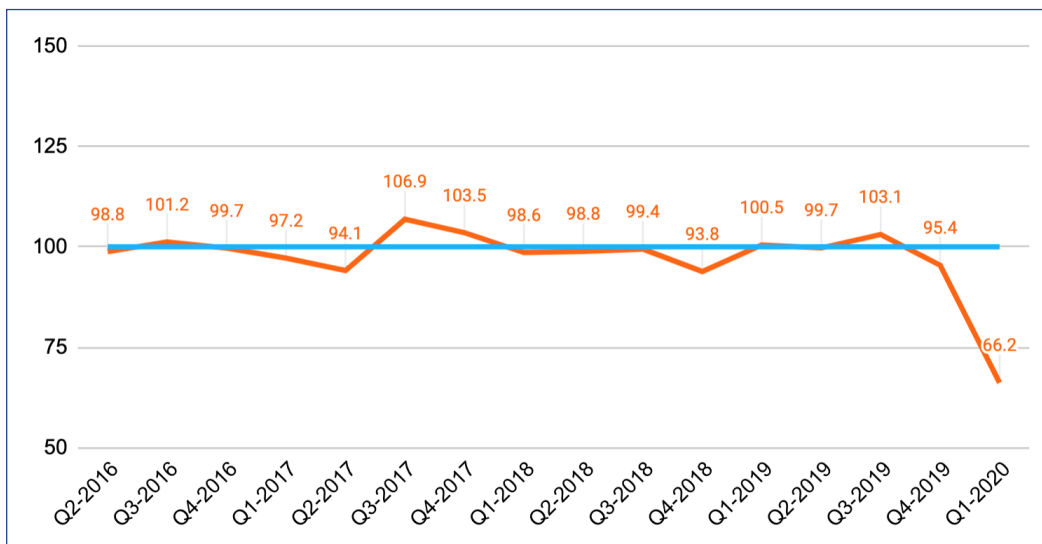
The Coupa BSI - Manufacturing



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Retail: Retail sentiment declined significantly below trend to 66.2. This decrease was due to a decline in average spend per person (-8.0%).

The Coupa BSI - Retail



The Coupa BSI Methodology

The Coupa BSI is an early indicator of potential economic growth based on current business spending decisions of hundreds of U.S. companies. It analyzes billions of dollars of anonymized transactions from the Coupa BSM Platform, which has cumulatively processed approximately \$1.8 trillion, to measure confidence around U.S. economic growth at an aggregate level, as well as an industry level within financial services, health and life sciences, high tech, manufacturing, and retail. The index is based on three key spend factors at a business: (1) spend volume, (2) average time to approve spend decisions, and (3) average rate of spend approval/rejection. The Coupa BSI is normalized to a baseline value of 100, which represents the composite value of the three components in the reference period (July 2016).

Note: Note: In Q2 2020, the Coupa BSI methodology was updated with a new weighting model across all factors. The factors established in Q4 2019 remain unchanged.

About Coupa Community Intelligence

Coupa Community Intelligence is an AI-powered engine that objectively analyzes transactional spend data flowing through the Coupa BSM Platform and prescribes instant insights that help companies spend smarter, simpler, and safer. Built in the cloud, Coupa uniquely has access to transactional business data, which enables its Community Intelligence engine to leverage the latest in machine learning and AI to provide more accurate benchmarks and high-value insights.

About Coupa Software

Coupa Software is a leading provider of BSM solutions. We offer a comprehensive, cloud-based BSM platform that has connected hundreds of organizations with more than five million suppliers globally. Our platform provides greater visibility into and control over how companies spend money. Using our platform, businesses are able to achieve real, measurable value and savings that drive their profitability. Learn more at Coupa.com. Read more on the [Coupa Blog](#) or follow [@Coupa](#) on Twitter.

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