

**DEROGATION LETTER
IN RESPECT OF INITIAL ENFORCEMENT ORDERS ISSUED
PURSUANT TO SECTION 72(2) ENTERPRISE ACT 2002
COMPLETED ACQUISITION**

Please note that [X] indicates figures or text which have been deleted at the request of the parties for reasons of commercial confidentiality.

Consent under section 72(3C) of the Enterprise Act 2002 to certain actions for the purposes of the Initial Enforcement Order made by the Competition and Markets Authority ('CMA') on 31 July 2019.

Completed acquisition by Salesforce.com, Inc. of Tableau Software, Inc.

We refer to your email and accompanying note dated 1 August 2019 requesting that the CMA consents to derogations to the Initial Enforcement Order of 31 July 2019 (the 'Initial Order'). The terms defined in the Initial Order have the same meaning in this letter.

Under the Initial Order, save for written consent by the CMA, Salesforce.com, Inc. (**Salesforce**), Salesforce.com EMEA Limited (**Salesforce EMEA**), Tableau Software, Inc. (**Tableau**) and Tableau Software UK Limited (**Tableau UK**) are required to hold separate the Tableau business from the Salesforce business and refrain from taking any action which might prejudice a reference under section 22 of the Act or impede the taking of any remedial action following such a reference. After due consideration of your request for derogations from the Initial Order, based on the information received from you and in the particular circumstances of this case, Salesforce, Salesforce EMEA, Tableau and Tableau UK may carry out the following actions, in respect of the specific paragraphs:

1. Paragraphs 6(a) and 6(l) of the Initial Order

Salesforce and Tableau have sought CMA consent to allow certain Tableau [X] to attend Salesforce's pre-planned annual [X] conference, scheduled to take place in the week commencing [X] 2019.

The CMA consents to this on the basis that the following safeguards will be put in place:

- A warning will be given to all attendees of the importance of ensuring that no confidential information is exchanged during the conference;
- Tableau employees will only be invited to attend [REDACTED] – subject to the requirement not to exchange confidential information. [REDACTED];
- All presentations for use during the sessions outlined in Annex 2, at which Tableau employees are due to attend will be reviewed in advance by Salesforce’s legal team. Tableau will be instructed not to include any confidential information in its presentations regarding its business;
- A full written and unredacted transcript of the presentation to be made by [REDACTED] during the business session referred to above, shall be provided to the CMA by [REDACTED] 2019;
- Presentations, materials and content that will generally be made available to Salesforce employees will not be made available to Tableau employees;
- Salesforce has sent the CMA the full itinerary of the conference programme, highlighting the events to which Tableau employees will be invited;
- Salesforce will send the CMA in advance of the conference copies of any presentations that will be shared with Tableau or which will be presented in the presence of Tableau personnel;
- Salesforce has confirmed that the attendees at the conference are [REDACTED]; and
- One or more members of the Salesforce legal/compliance function will attend to monitor compliance with the IEO (and any derogations granted) throughout the conference period.

Richard Romney
Director, Mergers
2 August 2019