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Software October 1, 2024

# Software Reconsidered: Like Fighting Mike Tyson in His Prime

Mike Tyson: "I just want them to keep bringing guys on and I'm going to strip them of their health. I bring pain, a lot of pain."

Key Message: Over the last couple years, investing in Software feels like fighting Mike Tyson in his prime. You can do all the preparation work and planning with the talent you've honed over the years, ... but it's still really hard. Well, maybe investing in Software isn't THAT hard. It's been three months since we published our last "Software Reconsidered" report, "A New Normal" dated June 25. We believe many vendors realized numbers were too high for the second half of 2024 and gave up on assuming a ramp in corporate IT spending beyond seasonal trends, subsequently officially lowering annual guidance or softly encouraged a reduction in numbers into the second half during 2Q reports. In addition, 2Q was modestly better than 1Q (which was the worst in recent history), alleviating some of the pressure on 2H numbers. As a result, the portion of stocks in our coverage universe that looks to be at risk to numbers in either the second half or for 2025 has declined to about a third from over half. Importantly, corporate IT purchasers expect spending trends to remain modest with the preliminary results of ETR's October Survey anticipating a 3.4% increase in 2H24, down slightly from 3.7% in the July Survey. There is more optimism for 2025, as an early, first indication from the same IT purchasers that expect IT spending to accelerate in 2025 to 4.8%, but we caution investors that similar optimism was present at the end of 2023 into the beginning of 2024. Finally, we go through some math herein in an attempt to estimate when a return to normalized spending might happen, and we estimate late 2026, but a lot can happen between now and then. Stay tuned for our company-specific previews for more on field checks to help provide a more complete picture of the mosaic needed for investing in Software companies.

**IT Spending Backdrop.** It's similar to what it's been. Not bad, but perhaps about half the level it is in "normalized" periods. Preliminary results from ETR's October IT spending survey suggests 2024 corporate IT spending growth intentions remain at modest levels (+3.4%), similar to that over the last two years. This is supported by continued soft intentions for IT Consulting spending, with the net score staying stable at 3%, and Net Score for G2000 respondents (+1%) is still lower than it's been at any time in the last ten years other than during the COVID recession.

Why and When? We think that investors had become overly optimistic of the growth in IT spending driven by tremendous government stimuli in 2H20 and 2021 to offset COVID effects on the economy (and then some). We estimate current IT spending reflects the digestion of resulting excess spending, and normalized levels of New ARR (about 20%) may return in late 2026 from a rate of about half that since 2022.

It's Hard. It may have been relatively easy for a decade after the Global Financial Crisis when secular tailwinds (that still exist) ruled the day, and those tailwinds were bolstered further post COVID when governments flooded the economy with cash and real interest rates dropped below 0%. Worthwhile endeavors are usually hard, and we'd put Software in that category, as we still see tremendous upside opportunities ... over time.

Names Set Up Well for this year and next include: BASE, CYBR, DT, ESTC, FTNT, INFA, MDB, OKTA, OS, PANW, PRGS, PSTG, RBRK, ZS.

Names Set Up Well for This Reporting Cycle, But Next Year Presents Challenges in a stable environment include: DDOG, NET, NOW.

Names With Risk to Relevant Top Line Metrics: CRM, CRWD, MSFT, TDC, WDAY.

Names With Estimates That Look Challenging, But We Believe Have Idiosyncratic Factors to Offset the Backdrop: AKAM, ORCL, SMAR, ARM, S.

#### SOFTWARE

											Octobe	r 1, 2024
Tielsen	Share	Market		ting		Target		ent Revenu			ous Reven	
Ticker AKAM	<b>Price</b> \$100.95	\$15,297	Buy	Previous	\$133.00	Previous	<b>2024</b> 3,990E	<b>2025</b> 4,275E	2026	2024	2025	2026
ARM	\$143.01	\$149,874	Buy	_	\$169.00	_	3,233	3,972E	4,894E	_	_	
BASE	\$16.12	\$827	Buy	_	\$30.00		180.0	208.1E	243.1E			
CFLT	\$20.38	\$6,588	Buy	_	\$32.00	_	955.5E	1,175.1E	1,425.0E	_		
CHKP			•	_	·	_		,	1,425.0L	2 562 95	2 705 25	_
	\$192.81	\$21,206	Neutral		NA NA		2,566.5E	2,714.6E		2,563.8E	2,705.2E	— 44.4E(D)
CRM	\$273.71	\$261,667	Neutral	_	NA NA	_	34.9(B)	37.9E(B)	40.6E(B)	_	_	41.4E(B)
CRWD	\$280.47	\$68,770	Neutral _	_	NA	<del>-</del>	3,056	3,896E	4,600E	<del>-</del>	_	_
CVLT	\$153.85	\$6,725	Buy	_	\$160.00	_	839.2	918.6E	1,039.7E			_
CYBR	\$291.61	\$12,339	Buy	_	\$323.00	\$300.00	939.3E	1,159.0E	_	937.0E	1,140.4E	_
DDOG	\$115.06	\$38,793	Neutral	_	NA	_	2,625E	3,176E	_	_	_	_
DT	\$53.47	\$15,929	Buy	_	\$64.00	_	1,431	1,651E	1,919E	_	_	_
ESTC	\$76.76	\$7,887	Buy	_	\$100.00	_	1,267.3	1,441.0E	1,639.7E	_	_	_
FTNT	\$77.55	\$59,319	Neutral	_	NA	_	5,851E	6,563E	_	_	_	_
INFA	\$25.28	\$7,658	Buy	_	\$37.00	_	1,664E	1,790E	1,940E	_	1,808E	1,977E
MDB	\$270.35	\$19,971	Neutral	_	NA	_	1,683.0	1,932.4E	2,311.9E	_	_	_
MSFT	\$430.30	\$3,198,436	Neutral	_	NA	-	245.1(B)	278.2E(B)	316.3E(B)	_	_	_
NET	\$80.89	\$27,695	Sell	_	\$57.00	_	1,658E	2,098E	_	_	_	_
NOW	\$894.39	\$184,244	Sell	_	\$716.00	\$640.00	10,924E	13,085E	15,265E	10,916E	13,207E	15,451E
OKTA	\$74.34	\$12,615	Buy	_	\$130.00	_	2,263	2,560E	2,859E	_	_	_
ORCL	\$170.40	\$472,189	Buy	_	\$200.00	-	53.0(B)	58.1E(B)	66.0E(B)	_	-	_
os	\$33.90	\$7,948	Buy	_	\$35.00	_	478.2E	572.0E	_	_	_	_
PANW	\$341.80	\$111,290	Neutral	_	NA	_	8,028	9,125E	10,321E	_	_	_
PRGS	\$67.37	\$2,882	Buy	_	\$78.00	\$70.00	750E	769E	788E	_	_	_
PSTG	\$50.24	\$16,463	Buy	_	\$72.00	_	2,830.6	3,128.6E	3,556.4E	_	_	_
RBRK	\$32.15	\$6,225	Buy	_	\$48.00	_	628	837E	1,118E	_	_	_
S	\$23.92	\$7,588	Buy	-	\$27.00	_	621.2	815.0E	1,021.8E	_	_	_
SMAR	\$55.36	\$7,692	Buy	_	\$62.00	_	958	1,119E	1,302E	_	_	_
SNOW	\$114.86	\$38,501	Neutral	_	NA	_	2,807	3,522E	4,338E	_	_	_
TDC	\$30.34	\$2,916	Buy	_	\$50.00	_	1,745E	1,712E	1,782E	1,748E	1,751E	1,787E
WDAY	\$244.41	\$64,769	Sell	_	\$200.00	_	7,259	8,398E	9,532E	_	8,303E	9,203E
ZS	\$170.94	\$26,067	Neutral	_	NA	_	2,167.8	2,610.0E	3,196.0E	_	_	

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# Software Reconsidered: Like Fighting Mike Tyson in His Prime

Over the last couple years, investing in Software feels like fighting Mike Tyson in his prime. You can do all the preparation work and planning with the talent you've honed over the years, ... but it's still really hard. Well, maybe investing in Software isn't **THAT** hard. We think Michael Spinks, Trevor Berbick, James "Bonecrusher" Smith, Tony Tucker, and Carl "The Truth" Williams (among others) would all probably rather be Software investors than to face Mike Tyson again in his prime. But Software has been hard. It may have been relatively easy for a decade after the Global Financial Crisis when secular tailwinds (that still exist) ruled the day, and those tailwinds were bolstered further post COVID when governments flooded the economy with cash and real interest rates dropped below 0%. Worthwhile endeavors are usually hard, and we'd put Software in that category, as we still see tremendous upside opportunities. It makes us think of a quote by Kara Lawson, Duke Women's Basketball Coach:

## "We all wait for things in life to get easier. It will never get easier. What happens is you handle hard better."

It's been three months since we published our last "Software Reconsidered" report, "A New Normal" dated June 25. In that, we said "We believe investors should view the current backdrop as a new normal for the time being. As a result, we believe the majority of our coverage universe will likely have to either reduce 2024 numbers or risk disappointing investors with reported results along the way." Several investors have asked us where we are today relative to that prediction, and this report is about building on that piece. Our predictions relative to the numerical setups in that piece were correct for about half of our coverage universe, or a little better if we exclude the companies we inherited around that time. We've since corrected all the models we inherited, so we hope to be on a level playing field this quarter. We've heard investors say that if you get it right more than half the time, you're doing well, but frankly, it still doesn't feel good. Note that this is only part of the investment mosaic, as field data can provide indications of improving or deteriorating business momentum and results, so stay tuned for previews once we complete field checks.

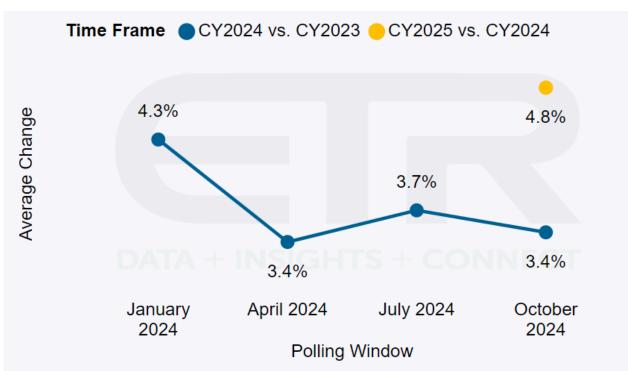
We believe many vendors realized numbers were too high for the second half of 2024 and gave up on assuming a ramp in corporate IT spending beyond seasonal trends, subsequently officially lowering annual guidance or softly encouraged a reduction in numbers into the second half during 2Q reports. In addition, 2Q was modestly better than 1Q (which was the worst in recent history), alleviating some of the pressure on 2H numbers. See Exhibit 4. As a result, the portion of stocks in our coverage universe that looks to be at risk to numbers in either the second half or for 2025 has declined to about a third from over half. See Exhibit 5. While investors might find some comfort with this, growth in New ARR for our coverage universe remains modest, though moderately better than the first quarter against a similar compare. Importantly, corporate IT purchasers expect spending trends to remain modest with the preliminary results of ETR's October Survey anticipating a 3.4% increase in 2H24, down slightly from 3.7% in the July Survey. There is more optimism for 2025, as an early, first indication from the same IT purchasers that expect IT spending to accelerate in 2025 to 4.8%, but we caution investors that similar optimism was present at the end of 2023 into the beginning of 2024. See Exhibit 1. Finally, we go through some math herein in an attempt to estimate when a return to normalized corporate IT spending might happen and we estimate late 2026, but a lot can happen between now and then.

## Recent Corporate IT Spending Intentions Support New Normal Thesis

## ETR October Survey Indicates 2024 IT Spending to be Similar to Recent History

Recent early results from ETR's October IT spending survey suggests 2024 corporate IT spending intentions remain at a relatively modest level of growth similar to that over the last couple years. A total of 1,679 respondents have participated so far, which is more than 90% of the 1800 or so that have participated in recent surveys. Participants anticipate their IT spending to increase 3.4% in 2024 from 2023, which is down from the 3.7% expected in the July survey. An early, first indication from the same IT purchasers expect their IT spending to accelerate in 2025 to 4.8%, but we caution investors that similar optimism was present at the end of 2023 into the beginning of 2024. See Exhibit 1. This is also supported by continued soft intentions for IT Consulting spending, with the net score staying stable at 3% (vs. 3% in the July survey), and while there's slight improvement for G2000 respondents, a Net Score of 1% is still lower than it's been at any time in the last ten years other than during the COVID recession. See Exhibits 2 and 3.

Exhibit 1: Change in IT Spending Expectations, N = 1,679



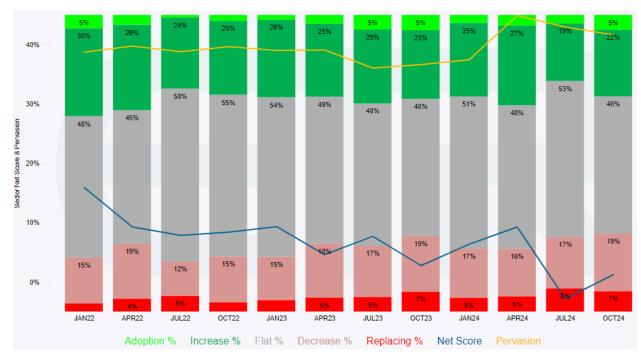
Source: ETR

35% 24% 24% 25% 23% 30% 25% 55% 51% 46% 48% 48% 48% 44% 45% 47% 47% 45% 47% Sector Net Score & Pervasion 20% 15% 10% 18% 18% 19% 16% 15% 16% 15% 12% 5% 0% JAN22 APR22 JUL22 OCT22 JAN23 APR23 JUL23 OCT23 JAN24 APR24 JUL24 OCT24 Adoption % Increase % Flat % Decrease % Replacing % Net Score Pervasion

Exhibit 2: 2H24 Spending Intentions on IT Consulting, N = 580

Source: ETR





Source: ETR

### **New ARR Table of Coverage Universe**

While backwards looking for IT spending (but forward looking for revenue), this is supported by the New ARR growth posted by our coverage universe during 2Q24, as seen in Exhibit 4.

Exhibit 4: Adjusted New ARR Growth, Guggenheim Software Coverage Universe

New ACV or ARR	C4Q21	C1Q22	C2Q22	C3Q22	C4Q22	C1Q23	C2Q23	C3Q23	C4Q23	C1Q24	C2Q24	C2020	C2021	C2022	C2023
AKAM	(9%)	(36%)	(30%)	(40%)	10%	145%	134%	54%	12%	(30%)	(26%)	N/A	5%	(25%)	73%
BASE	6%	164%	4%	(1%)	16%	26%	48%	25%	15%	(20%)	13%	N/A	10%	24%	31%
CFLT	N/A	43%	28%	15%	1%	(2%)	3%	2%	0%	14%	19%	N/A	N/A	20%	(0%)
CRM	9%	1%	(31%)	(9%)	(20%)	3%	16%	118%	(15%)	(32%)	12%	(24%)	19%	(16%)	11%
CRWD	51%	32%	43%	16%	4%	(4%)	(6%)	15%	29%	23%	11%	55%	52%	22%	9%
CVLT	32%	39%	24%	6%	27%	(5%)	(8%)	65%	19%	10%	69%	N/A	26%	25%	14%
CYBR	91%	108%	46%	55%	24%	9%	26%	16%	22%	12%	23%	N/A	46%	48%	19%
DDOG	101%	40%	4%	(28%)	(46%)	(44%)	(7%)	27%	36%	26%	22%	17%	126%	(14%)	(3%)
DT	26%	20%	24%	20%	(6%)	6%	(3%)	4%	(8%)	3%	13%	N/A	57%	12%	(1%)
ESTC	49%	(23%)	3%	(24%)	(21%)	(48%)	20%	53%	35%	49%	28%	N/A	32%	(17%)	14%
FTNT (Service)	35%	47%	64%	65%	76%	58%	26%	2%	(17%)	(31%)	(25%)	11%	40%	64%	13%
INFA	19%	13%	(7%)	(21%)	(21%)	(27%)	(31%)	(4%)	6%	9%	27%	20%	37%	(11%)	(13%)
MDB	87%	64%	18%	(10%)	(18%)	11%	22%	30%	21%	10%	19%	52%	95%	8%	21%
MSFT Azure	27%	13%	(11%)	(14%)	(10%)	(4%)	43%	79%	41%	14%	2%	35%	36%	1%	35%
NET	64%	54%	21%	6%	1%	(7%)	6%	8%	(8%)	(18%)	11%	47%	58%	17%	0%
NOW	14%	7%	(44%)	(38%)	14%	41%	NM ++	NM ++	8%	(22%)	18%	22%	30%	(10%)	59%
OKTA	82%	(14%)	(63%)	9%	(52%)	72%	58%	(30%)	16%	21%	(47%)	23%	61%	(37%)	13%
os	N/A	12%	12%	31%	15%	4%	17%	(18%)	38%	(9%)	(6%)	N/A	N/A	17%	13%
PANW	20%	42%	23%	25%	23%	11%	7%	(8%)	(30%)	(9%)	2%	N/A	27%	27%	(3%)
PSTG	41%	37%	32%	18%	15%	(10%)	2%	9%	(8%)	19%	6%	N/A	30%	24%	(2%)
RBRK	N/A	N/A	91%	128%	19%	11%	6%	2%	(7%)	58%	8%	N/A	N/A	N/A	2%
S	99%	47%	56%	24%	9%	4%	(43%)	20%	10%	(3%)	(4%)	N/A	133%	30%	(9%)
SMAR	42%	38%	5%	14%	16%	(13%)	26%	9%	(2%)	17%	(4%)	26%	40%	18%	4%
SNOW	27%	41%	31%	(13%)	(15%)	(18%)	(14%)	11%	35%	5%	(15%)	98%	75%	10%	(0%)
TDC	(18%)	NM	(50%)	(30%)	39%	43%	NM	9%	(45%)	(90%)	NM	N/A	N/A	14%	(0%)
WDAY	9%	(19%)	(21%)	18%	(15%)	37%	6%	(10%)	7%	(48%)	(26%)	(11%)	34%	(11%)	8%
ZS	55%	42%	41%	4%	(14%)	29%	(9%)	15%	7%	(8%)	10%	98%	77%	17%	8%
Average	40%	32%	12%	8%	3%	12%	14%	19%	8%	(1%)	6%	33%	50%	10%	12%

Notes: New ACV/ARR Growth is calculated on an organic, constant currency basis

Excludes ORCL and CHKP as we continue to assess the models

Excludes PRGS as small adjusted New ARR levels skews our growth calculations

NET estimates exclude price increase realized in May 2023 to get a better idea of end product demand. The data with price increase would yield higher growth.

We calculate that BASE's New ARR increased approx. 160% in C1Q22 and exclude it to avoid skewing average in the quarter

Source: company reports, Guggenheim Securities, LLC estimates and analysis

### **Company Specific Numerical Setups in a New Normal**

While some companies have acknowledged the new normal of IT spending, others seem to continue to anticipate improvement just around the corner, and there are always idiosyncratic factors affecting each company that sometimes can weigh heavier than the macro backdrop (but not usually). We explore the numerical setups for the second half of 2024 for our coverage universe in this section. We believe BASE, CYBR, DT, ESTC, FTNT, INFA, MDB, OKTA, OS, PANW, PRGS, PSTG, RBRK, and ZS are set up well, while there is risk in consensus expectations for AKAM, CRM, CRWD, MSFT, SNOW, TDC, and WDAY. Names with consensus estimates that look challenging, but we believe have idiosyncratic factors to offset the sluggish backdrop include ORCL, SMAR, ARM, AKAM and S. See Exhibit 5. Note that we color code the left column of Exhibit 5. to identify if a company is set up well (green), there is risk to numbers (red), or set up to report similar to how they usually do (yellow). Also note that for a few names, there may be one color in the first half of the cell and another in the second half. This indicates that a company may be set up well for the ensuing report where they may report 3Q and guide to 4Q, but there is risk in 2025 numbers (which would likely be guided to when reporting 4Q results). DDOG, NET, NOW, ARM, and SMAR are examples of this.

Exhibit 5: Numerical Setup for Our Coverage Universe, Next Q, Current FY, Next FY

Company					Current	Q	Upcoming	g Q	Current	FY	Next F	Y
		Current Drice	Dries	Fiscal	Plausible in		Plausible in		Plausible in		Plausible In	
Ticker	Rating	Current Price (as of 9/30/24)	Price	Year End	Excess of	Setup	Excess of	Setup	Excess of	Setup	Excess of	Setup
		(as or 9/30/24)	rarget	Month	Consensus		Consensus		Consensus		Consensus	
AKAM (Total Rev)					1.4%		0.2%		0.4%		0.6%	
AKAM (Compute Rev)	Buy	\$100.95	\$133	December	-0.9%		-1.2%		-0.6%		-1.4%	
AKAM (Security Rev)					0.4%		0.7%		0.5%		3.0%	
ARM (Total Rev)	Buy	\$143.01	\$169	March	-0.8%		-2.6%	_	0.1%		-1.4%	_
BASE (Total Rev)	Buy	\$16.12	\$30	January	2.6%		3.1%		1.4%		3.2%	
BASE (ARR)					1.7%	_	1.5%		1.5%		4.5%	
CFLT (Subscription Rev)	Buy	\$20.38	\$32	December	1.4%		2.2%		0.9%		2.3%	
CHKP (Total Billings)	Neutral	\$192.81	NA	December	3.9%		4.6%		2.4%		1.3%	
CHKP (Total Rev)	Managal	Ф0 <b>7</b> 0 <b>7</b> 4	NIA	la accessor.	0.4%	_	1.1%	_	0.4%	_	1.4%	_
CRM (Total Rev)	Neutral	\$273.71	NA	January	-0.5% 2.8%		-1.9% 0.0%	<b>*</b>	-0.6% 0.7%		-2.3% -6.6%	<b>V</b>
CRWD (Total Rev) CRWD (ARR)	Neutral	\$280.47	NA	January	-1.5%	-	-4.3%	<b>*</b>	-4.3%	_	-6.6% -9.1%	•
CVLT (Total Rev)					0.6%		3.2%		2.1%	_	7.0%	
CVLT (ARR)	Buy	\$153.85	\$160	March	2.9%	_	4.5%		4.7%		6.6%	
CYBR (Total Rev)	_			_	4.1%	_	9.2%		3.5%	_	4.6%	_
CYBR (ARR)	Buy	\$291.61	\$315	December	0.7%		1.2%		1.2%		4.9%	_
DDOG (Total Rev)	Neutral	\$115.06	NA	December	3.1%		1.1%		1.0%		-2.0%	_
DT (Total Rev)		,			1.7%	_	4.6%	_	2.9%	_	4.6%	
DT (Subscription Rev)	Buy	\$53.47	\$64	March	1.8%		4.4%		2.9%		4.7%	
DT (ARR)	•				1.6%		3.1%		3.5%		4.8%	
ESTC (Total Rev)	Buy	\$76.76	\$100	April	1.9%		2.8%		1.5%		2.2%	
FTNT (Total Billings)	Moutral	Ф77 FF	NIA	Dagamhar	8.1%		0.5%		2.1%		3.1%	
FTNT (Total Rev)	Neutral	\$77.55	NA	December	1.2%		2.4%		1.0%		3.1%	
INFA (Total Rev)					0.8%		1.5%		1.5%		2.7%	
INFA (ARR)	Buy	\$25.28	\$37	December	1.0%		1.1%		1.1%		4.1%	
INFA (Cloud ARR)					0.6%		0.6%		0.6%		3.0%	
MDB (Total Rev)	Neutral	\$270.35	NA	January	3.2%		7.4%		2.8%		7.2%	
MSFT (Total Rev) <sup>2</sup>	Neutral	\$430.30	NA	June	-0.5%	_	-1.9%		-1.5%	_	-3.2%	_
NET (Total Rev)	Sell	\$80.89	\$57	December	1.9%	_	1.6%	_	1.0%		0.3%	
NOW (Subscription Rev)	Sell	\$894.39	\$716	December	1.4%	_	1.1%		0.7%		0.8%	
OKTA (Total Rev)	Buy	\$74.34	\$130	January	3.2%	_	7.3%		2.7%	_	6.0%	_
ORCL (Total Rev)	Buy	\$170.40	\$200	May	0.0%		-0.7%		0.1%	_	1.4%	
OS (Total Rev)	Buy	\$33.90	\$35	December	7.8%	_	4.1%		3.1%	_	7.2%	
PANW (Noc App) <sup>1</sup>	Neutral	\$341.80	NA	July	0.6%	_	2.5%		2.1%		1.5%	
PANW (NGS ARR) <sup>1</sup> PRGS (Total Rev)	Buy	\$67.37	\$70	November	3.3% 0.4%		3.5% NM	NM	3.0% 0.1%		2.6% NM	NM
PSTG (Total Rev)	Buy	\$50.24	\$70	January	2.1%		5.1%	INIVI	1.9%	_	8.4%	INIVI
RBRK (Total Rev)					2.1%		6.3%		2.2%	_	10.0%	
RBRK (Subscription ARR)	Buy	\$32.15	\$48	January	2.1%		3.8%		3.5%		7.0%	
S (Total Rev)	_				0.2%		-0.2%		0.0%	-	-0.4%	_
S (ARR)	Buy	\$23.92	\$27	January	-0.5%	_	-0.9%	•	-0.9%	•	-0.9%	_
SMAR (Total Rev)	-	<b>AFF</b> 22	000	1	0.0%		-0.3%	_	0.1%		2.6%	
SMAR (Total ARR)	Buy	\$55.36	\$62	January	0.6%		0.9%		0.9%		4.6%	
SNOW (Product Rev)	Neutral	\$114.86	NA	January	1.6%		2.1%		1.0%		-0.4%	_
TDC (Total Rev)				•	-0.1%	_	-0.7%	_	-0.2%	_	-0.9%	_
TDC (ARR)	Buy	\$30.34	\$50	December	-0.6%	_	0.0%	•	-4.0%	_	0.1%	
TDC (Cloud ARR)					0.4%	_	0.8%		0.8%	_	2.2%	
WDAY (Subscription Rev)	Sell	\$244.41	\$200	January	-0.2%	_	-0.7%		-0.2%	_	-0.8%	_
ZS (Total Rev) <sup>1</sup>	Neutral	\$170.94	NA	July	5.3%		4.6%		4.5%		5.8%	
ZS (Total Billings) <sup>1</sup>	11000101	ψ110.04	. 4/ \	July	7.7%		0.1%		0.8%	_	1.7%	

#### Notes:

Source: company reports, Guggenheim Securities, LLC estimates and analysis

 $<sup>1) \,</sup> MSFT, \, PANW, \, and \, ZS \, have \, June/July \, year-ends, \, therefore \, Current \, FQ = F1Q25, \, while \, "Current \, FY" \, and \, "Next \, FY" \, reflect \, FY25 \, and \, FY26, \, respectively.$ 

<sup>2)</sup> MSFT Plausible case is evaluated based on prior revenue construct

#### **How to Measure Business Momentum**

Before we detail each company, we identify how we judge the numerical setup for a company. We consider the "business momentum" of the company by looking at the two-year stack of New ARR growth in order to take into account the year-ago compare. However, that method may be less reliable at this point, as we have been in this new normal for 10 quarters now. Therefore, we also consider typical seasonal patterns of New ARR (i.e., the typical sequential growth for each quarter), in addition to the dollar amount of New ARR growth in any given quarter relative to that in the prior year's period. We also realize determining what is "typical" can in itself be a challenge, but we have historical data that goes back several years for most names.

We provide company specific narratives after the next section of this report, which attempts to estimate the most pressing question at this time: when will corporate IT spending improve?

### When Will IT Spending Improve?

We believe investors will have to wait until the end of 2026 for aggregate spending on Software to reaccelerate to normalized levels of about 20% New ARR growth, versus a rate of about half that since 2022.

We think that investors had become overly optimistic on the back of growth in IT spending driven by tremendous government stimuli in 2H20 and 2021 to offset COVID effects on the economy, which led to thinking that this could be forecasted far into the future. It's taken some time, but we believe that most investors now recognize that level of spending should be viewed as a black swan, ... though we think many still hold out hope for reacceleration by any means possible. Yes, there could be other black swan events, but by their nature, they're difficult to predict. Some pundits like to put AI in that category, and while we believe Al will change our world and benefit us all (the users), it's difficult to predict who is best positioned to monetize it beyond the Public Cloud vendors and perhaps some data preparation players. See our report "Al: Universally Disruptive, But Not Universally Destructive ... or Monetizable" dated July 1. At the same time, we do believe that IT spending has been suppressed from "normalized" levels precisely because of the outsized spending of 2020 through 2021. We see that spending as sort of a "pull forward" of corporate IT spending and we're in the process of digesting that. If this presumption is valid, then we believe we could see improvement in the latter part of 2026, unless of course, another black swan event occurs.

#### The Equations

First, we have to assess whether this new normal is only temporary, or is a new normal forever – i.e., IT spending has run its course and will be a GDP grower from here. We do not believe that, as there is a myriad of tailwinds that should keep Software spending at 2x+ GDP growth on a normalized basis for years to come. In addition to a very attractive recurring revenue (and profit) business model, we believe that as the performance of core foundational technologies has improved significantly, while at the same time, price has declined, we can now do things we could only imagine previously, including management of unstructured data, Al/ML, Sales Engagement and Enablement, Customer Engagement, and Experience Management, to name a few. In essence, the practicality of these technologies breeched the threshold of promise, flipping the economics of the problems, i.e., the solutions to these problems could be solved efficiently and at a price where the solutions are more valuable than the cost. See our initiation on the Software sector, "Easy

to Like Software; Probably Too Easy" dated August 11, 2022. If our assessment is correct and we know what "normalized" IT Spending is, then we can estimate how much outperformance in corporate IT spending we experienced in 2020 and 2021 in the wake of COVID. Then, we can assess spending since then and identify when we will have absorbed all of that excess spending.

We believe the following equations help frame the problem. We recognize this is a rough estimate and believe there are likely several potential variables that could change this, but we believe that it's still worth attempting. For instance, a percentage of any variable in 2022, when spending started to slow, is not equal to a percentage of spending in 2024 given inflation and foreign exchange translation effects, but it should be close enough.

- Normalized New ARR Growth = N%
- Sum of Excess Growth in 2020 and 2021 above N% = E%
- Sum of Deficit of Growth Below N% in 2022, 2023, and likely 2024 = D%
- Remaining Excess Growth to be Absorbed = E% D% = R%
- Expected Years for Remaining Absorption of Previous Excess
   Spending = R%/(D%/3) = Y = Years following 2024 needed to absorb IT spending excess post COVID.

Therefore, Y years from the end of 2024 is when we may see improvement. But before we get to the math of all this, it would be helpful to consider recent history.

#### **Recent Historical Perspective**

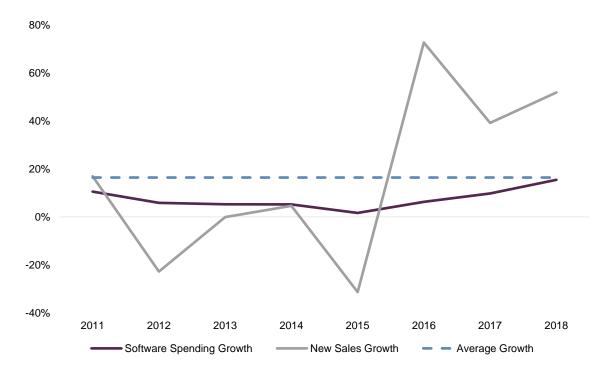
Our "Software Reconsidered: A New Normal" report from three months ago further supported our earlier pieces ("Moving Forward to Where We Started" published January 8, "A Look into Future IT Spending: What if?" dated March 13, and back through several other reports, including our Software sector initiation, "Easy to Like Software; Probably Too Easy" dated August 11, 2022). Those reports all predicted that we would not see a return to highly elevated corporate IT spending spawned by rampant government stimulus in the wake of COVID to offset potentially negative effects on the economy. As if that wasn't enough, we believe politics outweighed economic theory and government stimulus likely grossly overshot its need. As a result, money was abundant and free (actually better than free, as real interest rates were negative), which led to a significant uptick in spending on IT projects in the second half of 2020 and throughout 2021. Some of these projects had to be done during that time to enable a "work from anywhere" structure, but others likely would have normally been done in future years. Digital Transformation was on steroids. In the wake of all that spending is only modest incremental spend on the base of largely recurring revenue for the Software sector – thank God for this recurring revenue and profit model! We believe this modest increase is to accommodate increases in capacity in some cases and some incremental modernization of operations in others, but this is partially offset by less employment growth (for seat-based models), mixed macro influence, and perhaps most important, the digestion of the massive IT spending of the second half of 2020 through all of 2021.

#### The Math

**Estimating N%.** First, we have to estimate the normalized rate of New ARR growth for Software companies, realizing that this is not a constant number even in stable times, but an average normal growth is what we're looking for. We first tried to go back several more years to determine the New ARR growth of our coverage universe similar to Exhibit 4, but

many of our names were not public at that time or did not present a good representation of the true growth of the industry given their nascent stage of development. So, we considered spending on Software as depicted in IDC's Black Book, which tracks sales (versus the revenue measured in its "trackers"). If we assume a 95% overall gross annual renewal rate, then average sales growth (i.e., new spending on Software) was 16% from 2011 (the year following a huge uptick on the heels of the Global Financial Crisis of 2008-2009) through 2018 (the year prior to the global acknowledgement of COVID, which caused a slowdown in spending in 2H19). See Exhibit 6. We recognize that this measurement is not necessarily equal to New ARR realized by vendors, which we believe may be higher as models continued to transition from perpetual (more upfront payments) to subscription. Therefore, we assume a "normalized" rate of New ARR growth of approximately 20% = N%. This also makes sense if we assume an aggregate renewal rate in the low 90s% for the industry, which would equate to a normalized Total ARR growth in the high single digits to low teens, which reflect industry analyst estimates for Software revenue growth for most years.

Exhibit 6: Total Software Spending Growth and New Software Spending Growth, 2011 - 2018



Source: IDC and Guggenheim Securities, LLC estimates and analysis

**Estimating E%.** Stimulus packages that started in mid-2020 and continued through 2021 had an immediate effect on Software (and IT overall) spending in those periods as seen in Exhibit 6 above. If the normalized growth of Software New ARR is approximately 20%, then the excess spending in these years can be estimated by subtracting N% from the growth of each of these two years  $(G_n)$ 

$$E\% = G_{2020} - N\% + G_{2021} - N\%$$

Where N% is 20%

Therefore: E% = 44% for N% = 20%

**Estimating D% and R%.** We can now estimate the sum of the deficit of growth below N% in 2022, 2023, and (likely) 2024 as noted below. Since we're through three quarters of 2024 and expectations by IT purchasers are for only modest improvement, we assume the growth in 2024 ( $G_{2024}$ ) will be about 10%, or similar to  $G_{2022}$  and  $G_{2023}$ .

 $D\% = N\% - G_{2022} + N\% - G_{2023} + N\% - G_{2024E}$ 

D% = N% - 11% + N% - 12% + N% - 10%

Where N% is 20%

Therefore: D% = 27%

The remaining excess growth to be absorbed (R%) is:

R% = E% - D%

Therefore: R% = 44% - 27% = 17%

**Estimating Y = Years after 2024 Before Return to Normalized New ARR Growth.** Finally, we can estimate the expected years remaining after 2024 for absorption of previous excess spending:

Y = R%/(D%/3) where D% / 3 represents the average deficit of growth below N% in 2022-2024

Therefore: Y = 17%/(27%/3) = 1.9 years

Therefore, if the assumption of about 20% normalized historical growth is accurate and that normalized rate still holds into the future, investors will have to wait until the end of 2026 for aggregate spending on Software to reaccelerate to normalized levels. This assumes that annual IT spending growth over the next two years remains consistent with the 10-12% rate in 2022-2024. The initial ETR survey data suggests modest acceleration in IT spending in 2025, although that could be a head fake like it was in 2024. Additionally, some names will grow at hyper-rates during this period, as they have since the slowdown started in 2022. Public Cloud vendors come to mind given recent incremental activity from AI workloads. Could this filter to other areas of Software? We think it could, but not necessarily to the application names some want to believe in. See our report "AI: Universally Disruptive, But Not Universally Destructive...or Monetizable" dated July 1. And there could be another black swan event that hits during this time, but anticipating that is very difficult, if not impossible.

### **Coverage Universe**

#### AKAM - Not an Easy Setup

3Q24 Security and Delivery Should Exceed Street Estimates but 3Q Compute Requires Improved Business Momentum. Akamai should exceed 3Q consensus total revenue of \$1,000M (+3.6% y/y), which reflects guidance of \$988M - \$1,008M. As a reminder, AKAM does not guide the three revenue segments quarterly, only annually. Starting with Security, 3Q consensus of \$519M (+13.9% y/y) implies new business is flat y/y, off a difficult comp from the year ago period. If Security new business grows in the midsingle digits, we see about 40bps of upside to consensus. Consensus 3Q Delivery estimate of \$319M implies a 3% sequential decline, a larger decline than the 10bps in 3Q23 but less than the 5.6% decline in 3Q22. The company expects the Summer Olympics to contribute between \$3 and \$4M in additional revenue in 3Q. With that said, we do see the potential for some upside to current Street Delivery expectations. 3Q Street Compute estimate of \$160.4M (+23% y/y) implies new business grows approx. 40% y/y, off an easy comp from the year ago period. Last year in 3Q, Akamai saw a benefit from its Linode price increase, which it is now lapping, and this year the company is seeing rapid growth from its enterprise compute business, which was over \$50M in 1Q. However, our plausible new business growth estimate of 15% brings our 3Q Compute revenue to \$158.8M, 90bps below consensus.

Not Much Room to Raise 2024 Guidance Metrics. Akamai guided 2024 total revenue at \$3,990M (+4.7% y/y), with Security growing between 15% - 17% and Compute growing 23% - 25% y/y. With the current numerical setup, we don't see room for the company to raise guidance across each segment. Specifically, within Security, guidance implies 2024 new ARR declines around 23% (vs. +97% in 2023) whereas our plausible case implies a 14% decline in new ARR (50bps above consensus). Within Compute, guidance implies 2024 new ARR grows approximately 10% y/y (approx. +40% y/y in both 3Q and 4Q). If new ARR grows 15% in both 3Q and 4Q, we get Compute revenue growth of 23% at the low end of guidance, which is 60bps below consensus. Management does expect the enterprise compute annualized revenue run rate to double from the \$50M last quarter to over \$100 million exiting 2024. If that happens, that could bring some upside to consensus Compute and guidance. Lastly, while Delivery continues to be deemphasized, consensus Delivery estimates should be fine but are subject to risk due to the difficulty in predicting internet traffic. The Olympics are expected to add incremental dollars to Akamai, but the company does not expect US presidential elections to contribute much. However, the company has mentioned that 4Q seasonality plays a significant role on financial performance as there is typically higher than normal traffic from media customers and pick-up in seasonal online retail activity from e-commerce customers. All in all, we believe that with the current numerical setup, there may not be room for Akamai to raise Security, Compute, or total revenue guidance, unless business momentum accelerates in 2H24.

2025 Security Estimates Have Upside but Questions on Compute and Delivery. If our 2024 plausible cases prove to be true for Security and 2024 new ARR declines in the midteens (Security revenue growth of 16.4% y/y, 50bps above the Street), FY25 consensus implies new ARR growth is flat to down 1% (vs. our FY25 plausible New ARR growth estimate of +24% y/y or 17% Security revenue growth, 300bps above consensus). If our 2024 plausible Compute scenario proves true and new ARR grows 15% (Compute revenue growth of 23% y/y, 60bps below the Street), FY25 consensus estimates may be too high. Our plausible FY25 Compute estimate of \$743M (+20% y/y) is 140bps below the Street. If

the CDN business continues to see market and idiosyncratic headwinds through 2025, we see risk in 2025 Street estimates for Delivery, but total revenue should be fine.

**Exhibit 7: AKAM Base Case** 

\$ in millions, except per share data															
	2019	2020	2021	2022	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024E	Mar-25	Jun-25	Sep-25	Dec-25	2025E
	Full Year	1Q24	2Q24	3Q24E	4Q24E	<b>Full Year</b>	1Q25E	2Q25E	3Q25E	4Q25E	<b>Full Year</b>				
Revenue by solution category			_	l											
Security	848.7	1,061.6	1,334.8	1,541.9	1,765.3	490.7	498.7	520.7	536.9	2,047.0	555.2	570.8	593.7	622.2	2,342.0
y/y growth	28.8%	25.1%	25.7%	15.5%	14.5%	21.0%	15.2%	14.2%	14.0%	16.0%	13.1%	14.5%	14.0%	15.9%	14.4%
CC y/y growth		25.0%	25.0%	19.7%	14.8%	21.0%	16.0%	14.3%	13.9%	16.2%					
q/q growth						4.2%	1.6%	4.4%	3.1%		3.4%	2.8%	4.0%	4.8%	
% of revenue	29.3%	33.2%	38.6%	42.6%	46.3%	49.7%	50.9%	52.2%	52.4%	51.3%	52.5%	54.0%	56.7%	55.9%	
Consensus Estimate (VA)								519	540	2,043	551	571	592	616	2,332
% difference (above consensus)		1.2%	0.6%	-0.5%	-0.1%	3.7%	-0.7%	0.3%	-0.5%	0.2%	0.8%	0.0%	0.3%	1.0%	0.4%
y/y growth								13.9%	14.6%	15.7%	12.3%	14.5%	14.0%	14.2%	14.2%
•		L													
Delivery	1,864.0	1,929.8	1,873.2	1,669.3	1,542.4	351.8	329.4	316.9	319.6	1,317.7	325.6	304.5	262.0	293.1	1,185.2
y/y growth	-1.9%	3.5%	-2.9%	-10.9%	-7.6%	-10.8%	-13.2%	-16.4%	-17.8%	-14.6%	-7.4%	-7.6%	-17.3%	-8.3%	-10.1%
CC y/y growth		3.0%	-4.0%			-10.0%	-12.0%	-16.3%	-17.9%						
q/q growth						-9.6%	-6.4%	-3.8%	0.9%		1.9%	-6.5%	-13.9%	11.9%	
% of revenue	64.4%	60.3%	54.1%	46.2%	40.5%	35.6%	33.6%	31.8%	31.2%	33.0%	30.8%	28.8%	25.0%	26.3%	27.7%
Consensus Estimate (VA)								319	322	1,323	307	295	286	296	1,186
% difference (above consensus)				1.7%	-0.1%	-5.3%	0.5%	-0.8%	-0.7%	-0.4%	6.0%	3.3%	-8.2%	-0.9%	-0.1%
y/y growth								-15.8%	-17.2%	-14.2%	-12.7%	-10.5%	-10.6%	-8.2%	-10.3%
Compute	180.9	206.7	253.1	405.5	504.2	144.5	151.5	160.4	168.9	625.3	177.3	182.3	190.6	198.1	748.2
y/y growth	16.9%	14.3%	22.5%	60.2%	24.4%	24.9%	23.1%	23.0%	25.1%	24.0%	22.7%	20.3%	18.9%	17.2%	19.7%
CC y/y growth	10.9%	14.0%	21.0%	60.2%	24.4%	24.9% 25.0%	24.0%	23.0%	25.1%	24.0%	22.170	20.3%	10.9%	17.270	19.7%
a/a growth		14.0%	21.0%			7.1%	4.8%	5.9%	5.3%		5.0%	2.8%	4.6%	3.9%	
φ q grown % of revenue	6.3%	6.5%	7.3%	11.2%	13.2%	14.6%	4.6% 15.5%	5.9% 16.1%	16.5%	15.7%	16.8%	17.2%	18.2%	17.8%	
% of revenue  Consensus Estimate (VA)	5.3%	6.5%	7.3%	11.2%	13.2%	14.6%	15.5%	16.1%	16.5%	15.7% <b>624</b>	176.8%	17.2%	18.2%	200	77.5% <b>754</b>
% difference (above consensus)				0.4%	0.5%	3.4%	1.2%	0.0%	1.0%	0.3%	0.6%	-0.5%	-0.9%	-0.9%	-0.7%
y/y growth				0.478	0.070	3.470	1.270	23.0%	24.0%	23.7%	22.0%	20.9%	20.0%	19.5%	20.8%
y, y grown								20.070	2 1.070	20.770	22.070	20.070	20.070	70.070	20.070
Total Revenue	2,893.6	3,198.1	3,461.2	3,616.7	3,811.9	987.0	979.6	998.0	1,025.5	3,990.0	1,058.1	1,057.6	1,046.4	1,113.4	4,275.4
y/y growth	6.6%	10.5%	8.2%	4.5%	5.4%	7.8%	4.7%	3.4%	3.1%	4.7%	7.2%	8.0%	4.8%	8.6%	7.2%
CC y/y growth		11.0%	7.0%	8.1%	5.8%	8.0%	6.0%	3.5%	3.0%	5.0%					
										0.070					
						-0.8%	-0.7%	1.9%	2.8%		3.2%	-0.1%	-1.1%	6.4%	
q/q growth						-0.8%	-0.7%	1.9%	2.8% 1.029	3.995.0	3.2% 1.042	-0.1% 1.049	-1.1% 1.072	6.4% 1.111	4.279.3
	0.8%	0.5%	0.1%	0.7%	-0.1%	-0.8%	-0.7% <b>0.2%</b>			3,995.0 -0.1%					4,279.3

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

#### **Exhibit 8: AKAM Plausible Case**

Part	\$ in millions, except per share data															
Revenue by solution category Security 848,7 1,061,6 1,334,8 1,541,9 1,785,3 490,7 498,7 521,4 543,2 2,064,0 570,2 586,0 607,3 633,9 2,402,4  y/y growth 28,8% 25,1% 25,7% 15,5% 15,5% 14,5% 15,2% 14,4% 15,3% 16,4% 16,5% 16,6% 17,5% 16,5% 17,0		2019	2020	2021	2022	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024E	Mar-25	Jun-25	Sep-25	Dec-25	2025E
Security   848.7   1,061.6   1,334.8   1,541.9   1,765.3   2,10%   15.2%   14.5%   15.2%   15.2%   15.5%   16.2%   17.5%   16.5%   17.0%   17.0%   14.8%   22.0%   15.2%   16.0%   14.5%   15.2%   16.0%   14.5%   15.2%   16.0%   16.2%   17.5%   16.5%   17.0%   17.0%   19.		<b>Full Year</b>	Full Year	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24E	4Q24E	<b>Full Year</b>	1Q25E	2Q25E	3Q25E	4Q25E	<b>Full Year</b>
Security   848.7   1,061.6   1,334.8   1,541.9   1,765.3   2,10%   15.2%   14.5%   15.2%   15.2%   15.5%   16.2%   17.5%   16.5%   17.0%   17.0%   14.8%   22.0%   15.2%   16.0%   14.5%   15.2%   16.0%   14.5%   15.2%   16.0%   16.2%   17.5%   16.5%   17.0%   17.0%   19.																
yly growth																
CC by growth 25.0% 25.0% 19.7% 14.8% 21.0% 16.0% 14.5% 15.3% 16.6% 3 of revenue 29.3% 33.2% 38.6% 42.6% 46.3% 49.7% 50.9% 51.4% 52.7% 51.2% 53.6% 55.4% 56.3% 57.8% 55.8% Consensus Estimate (VA)  Delivery 1,864.0 1,929.8 1,873.2 1,669.3 1,542.4 351.8 329.4 333.3 321.6 1,336.1 318.7 290.4 280.7 269.4 1,159.3 40 growth 3.0% 4.0% 10.9% 7.6% 10.0% 12.0% 17.4% 12.0% 12.0% 17.4% 12.0% 12.0% 17.4% 12.0% 12.0% 17.4% 12.0% 12.0% 17.4% 12.0% 12.0% 17.4% 12.0% 12.0% 17.4% 12.0% 12.0% 17.0% 12.0% 12.0% 13.3% 12.0% 13.3% 12.0% 13.3% 12.0% 13.3% 12.0% 13.3% 12.0% 13.3% 12.0% 13.3% 14.0% 14.5% 16.9% 14.0% 14.	Security		,													
g'g growth 29.3% 33.2% 38.6% 42.6% 46.3% 49.7% 50.9% 51.4% 42.8% 50.9% 52.9% 36.6% 52.9% 55.8%		28.8%										16.2%	17.5%	16.5%	17.6%	17.0%
% of revenue 29.3% 33.2% 38.0% 42.6% 46.3% 49.7% 50.9% 51.4% 62.7% 51.2% 53.6% 55.4% 56.3% 55.8%			25.0%	25.0%	19.7%	14.8%					16.6%					
Consensus Estimate (VA)  % difference (above consensus)  1,864.0  1,929.8  1,864.0																
% difference (above consensus)       1.2%       0.6%       -0.5%       -0.1%       3.7%       -0.4%       0.7%       0.4%       1.5%       2.6%       2.6%       3.7%       3.7%       3.7%       0.4%       0.7%       0.4%       15.7%       12.3%       14.6%       14.2% <td></td> <td>29.3%</td> <td>33.2%</td> <td>38.6%</td> <td>42.6%</td> <td>46.3%</td> <td>49.7%</td> <td>50.9%</td> <td>51.4%</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>		29.3%	33.2%	38.6%	42.6%	46.3%	49.7%	50.9%	51.4%							
Delivery 1,864.0 1,929.8 1,873.2 1,669.3 1,542.4 351.8 329.4 333.3 321.6 1,336.1 318.7 290.4 280.7 269.4 1,159.3 y/y growth -1.9% 3.5% -2.9% -10.9% -7.6% -10.8% -13.2% -12.1% -17.4% -9.4% -11.8% -15.8% -16.2% -16.2% -13.2% -12.1% -17.4% -9.4% -11.8% -15.8% -16.2% -16.2% -13.2% -12.1% -17.4% -9.4% -11.8% -15.8% -16.2% -13.2% -12.1% -17.4% -9.6% -1.8% -16.2% -13.2% -12.1% -17.4% -9.6% -1.8% -16.2% -13.5% -12.1% -17.4% -9.6% -18.2% -10.9% -10.9% -10.9% -10.9% -10.9% -12.0% -17.4% -9.6% -13.5% -13.5% -12.1% -12.1% -17.4% -9.6% -18.2% -10.9% -10.9% -10.9% -10.9% -12.0% -17.4% -9.6% -13.5% -13.2% -12.1% -12.5% -12.1% -12.5% -12.5% -13.5%									519		2,043		571		616	2,332
Tellivery   1,864.0   1,929.8   1,873.2   1,669.3   1,542.4   351.8   329.4   333.3   321.6   1,336.1   318.7   290.4   280.7   269.4   1,159.3			1.2%	0.6%	-0.5%	-0.1%	3.7%	-0.7%								
y/y growth	y/y growth								13.9%	14.6%	15.7%	12.3%	14.5%	14.0%	14.2%	14.2%
y/y growth	•		L													
CC yly growth yf		.,														
g/q growth % of revenue 64.4% 60.3% 54.1% 46.2% 40.5% 35.6% 33.0% 32.9% 31.2% 33.3% 30.0% 27.5% 26.0% 24.4% 26.9% % of revenue Consensus Estimate (VA)  1.7% -0.1% -5.3% 0.5% 4.4% -0.1% 1.0% 3.8% -1.4% -1.7% -8.9% -2.3% y/y growth 180.9 206.7 253.1 405.5 504.2 144.5 151.5 158.8 165.4 620.2 174.5 181.2 190.2 197.6 743.4 y/y growth 16.9% 14.3% 22.5% 60.2% 24.4% 24.9% 23.1% 21.8% 22.5% 23.0% 20.7% 19.6% 19.8% 19.5% 19.9% cCc y/y growth 4.0% 21.0% 14.0% 21.0% 14.0% 21.0% 14.0% 21.0% 15.5% 15.7% 16.1% 15.5% 15.7% 16.1% 15.5% 15.5% 3.8% 5.0% 3.9% Consensus Estimate (VA)  10		-1.9%			-10.9%	-7.6%					-13.4%	-9.4%	-11.8%	-15.8%	-16.2%	-13.2%
% of revenue 64.4% 60.3% 54.1% 46.2% 40.5% 35.6% 33.6% 32.9% 31.2% 33.3% 30.0% 27.5% 26.0% 24.4% 26.9% 20.0% 24.5% 26.9% 24.4% 26.9% 20.0% 24.4% 26.9% 20.0% 24.4% 26.9% 20.0% 24.2% 24.9% 20.0%			3.0%	-4.0%												
Consensus Estimate (VA)    180.9   206.7   253.1   405.5   504.2   144.5   151.5   158.8   165.4   620.2   174.5   181.2   190.2   197.6   19.9%																
## difference (above consensus)		64.4%	60.3%	54.1%	46.2%	40.5%	35.6%	33.6%								
Compute         180.9         206.7         253.1         405.5         504.2         144.5         151.5         158.8         165.4         620.2         174.5         181.2         190.2         197.6         743.4           y/y growth         16.9%         14.3%         22.5%         60.2%         24.4%         24.9%         23.1%         21.8%         22.5%         20.7%         19.6%         19.8%         19.5%         19.9%           CC y/y growth         14.0%         21.0%         24.0%         23.1%         21.8%         22.5%         23.0%         22.5%         20.7%         19.6%         19.8%         19.5%         19.9%           Gory growth         6.3%         6.5%         7.3%         11.2%         13.2%         14.6%         15.5%         15.7%         16.1%         15.5%         3.8%         5.0%         3.9%           % of revenue         6.3%         6.5%         7.3%         11.2%         13.2%         14.6%         15.7%         16.1%         15.5%         15.7%         16.1%         17.1%         17.6%         17.9%         17.9%         17.3%         17.3%         19.9%         12.3%         24.0%         23.7%         22.6%         24.0%         17.1%																
Total Revenue   2,893.6   3,198.1   3,461.2   3,616.7   3,811.9   987.0   4,079 owth   10.5%   6.6%   10.5%					1.7%	-0.1%	-5.3%	0.5%								
y/y growth   16.9%   14.3%   22.5%   60.2%   24.4%   24.9%   23.1%   21.8%   22.5%   23.0%   20.7%   19.6%   19.8%   19.5%   19.9%   1	y/y growth								-15.8%	-17.2%	-14.2%	-12.7%	-10.5%	-10.6%	-8.2%	-10.3%
y/y growth   16.9%   14.3%   22.5%   60.2%   24.4%   24.9%   23.1%   21.8%   22.5%   23.0%   20.7%   19.6%   19.8%   19.5%   19.9%   1	d	400.0	200.7	252.4	405.5	504.0	444.5	454.5	450.0	405.4	con o	474 5	404.0	400.0	407.0	740.4
CC y/y growth y/q y/q growth y/q growth y/q																
q'g growth % of revenue         6.3%         6.5%         7.3%         11.2%         13.2%         11.4.6%         4.9%         4.1%         5.5%         3.8%         5.0%         3.9%           % of revenue         6.3%         6.5%         7.3%         11.2%         13.2%         11.6%         15.5%         15.7%         16.1%         15.5%         15.7%         16.1%         17.1%         17.1%         17.3%		16.9%			60.2%	24.4%					23.0%	20.7%	19.6%	19.6%	19.5%	19.9%
% of revenue         6.3%         6.5%         7.3%         11.2%         13.2%         14.6%         15.5%         15.7%         16.1%         15.5%         16.4%         17.1%         17.6%         17.9%         17.3%           Consensus Estimate (VA)         • 16.0         16.7         624         176         183         192         200         754           % difference (above consensus)         0.4%         0.5%         3.4%         1.2%         -0.9%         -1.2%         -0.6%         -1.0%         -1.1%         -1.1%         -1.4%           y/y growth         2,893.6         3,198.1         3,461.2         3,616.7         3,811.9         987.0         979.6         1,013.6         1,030.2         4,010.3         1,057.6         1,078.2         1,105.9         4,305.1           b/y growth         6.6%         10.5%         8.2%         4.5%         5.4%         7.8%         4.7%         5.0%         3.5%         5.2%         7.7%         8.0%         6.4%         7.3%           CC y/y growth         11.0%         7.0%         8.1%         5.8%         8.0%         6.0%         5.1%         3.5%         5.5%         1.07%         2.0%         2.0%         2.0%         2.0%			14.0%	21.0%								5 50/	0.00/	F 00/	0.00/	
Consensus Estimate (VA)    Consensus Estimate (VA)   160   167   624   176   183   192   200   754		0.00/	0.50/	7.00/	44.00/	10.00/					45 50/					47.00
W difference (above consensus)     0.4%     0.5%     3.4%     1.2%     -0.9%     -1.2%     -0.6%     -1.0%     -1.1%     -1.1%     -1.1%     -1.4%       y/y growth     2,893.6     3,198.1     3,461.2     3,616.7     3,811.9     987.0 <sup>1</sup> 979.6 <sup>1</sup> 1,013.6 <sup>1</sup> 1,030.2     4,010.3     1,063.4     1,057.6     1,078.2     1,105.9     4,305.1       y/y growth     6.6%     10.5%     8.2%     4.5%     5.4%     7.8%     4.7%     5.0%     3.5%     5.2%     7.7%     8.0%     6.4%     7.3%     7.4%       CC/y/ growth     11.0%     7.0%     8.1%     5.8%     8.0%     6.0%     5.1%     3.5%     5.5%     4.2%     -0.5%     2.0%     2.6%       Consensus Estimate (VA)     0.5%     0.5%     0.1%     0.7%     -0.1%     -0.1%     0.2%     1.4%     0.2%     0.4%     2.0%     0.9%     0.6%     -0.4%     0.8%		6.3%	6.5%	7.3%	11.2%	13.2%	14.6%	15.5%								
yly growth  2,893.6 3,198.1 3,461.2 3,616.7 3,811.9 987.0 979.6 1,013.6 1,030.2 4,010.3 1,063.4 1,057.6 1,078.2 1,105.9 4,305.1 yly growth  6.6% 10.5% 8.2% 4.5% 5.4% 7.8% 4.7% 5.0% 3.5% 5.2% 7.7% 8.0% 6.4% 7.3% 7.4% CC yly growth  CC yly growth  yf growth yf growth yf growth yf growth yf growth yf growth 0.6% 0.5% 0.1% 0.7% -0.1% 0.2% 1.4% 0.2% 0.4% 2.0% 0.9% 0.6% 0.6% 0.6% 0.6% 0.6% 0.6% 0.6% 0.6		+			0.407	0.50/	0.407	1.00/								
7. Total Revenue 2,893.6 3,198.1 3,461.2 3,616.7 3,811.9 987.0 979.6 1,013.6 1,030.2 4,010.3 1,063.4 1,057.6 1,078.2 1,105.9 4,305.1 1,000.0 1		+			0.4%	0.5%	3.4%	1.2%								
yly growth $6.6\%$ $10.5\%$ $8.2\%$ $4.5\%$ $5.4\%$ $7.8\%$ $4.7\%$ $5.0\%$ $3.5\%$ $5.2\%$ $7.7\%$ $8.0\%$ $6.4\%$ $7.3\%$ $7.4\%$ $CC$ yly growth $11.0\%$ $7.0\%$ $8.1\%$ $5.8\%$ $8.0\%$ $6.0\%$ $5.1\%$ $3.5\%$ $5.5\%$ $9.0\%$	y/y grown								23.0%	24.0%	23.1%	22.0%	20.9%	20.0%	19.5%	20.8%
yly growth $6.6\%$ $10.5\%$ $8.2\%$ $4.5\%$ $5.4\%$ $7.8\%$ $4.7\%$ $5.0\%$ $3.5\%$ $5.2\%$ $7.7\%$ $8.0\%$ $6.4\%$ $7.3\%$ $7.4\%$ $CC$ yly growth $11.0\%$ $7.0\%$ $8.1\%$ $5.8\%$ $8.0\%$ $6.0\%$ $5.1\%$ $3.5\%$ $5.5\%$ $9.0\%$	Total Revenue	2 893 6	3 198 1	3 461 2	3 616 7	3 811 9	987 0	979 6	1 013 6	1 030 2	4 010 3	1 063 4	1 057 6	1 078 2	1 105 9	4 305 1
CC y/y growth 11.0% 7.0% 8.1% 5.8% 8.0% 6.0% 5.1% 3.5% 5.5% 3.2% -0.5% 2.0% 2.6% y/g growth 9.0% 9.7% 9.0% 9.7% 3.5% 1.6% 3.2% -0.5% 2.0% 2.6% 9.0% 9.0% 9.0% 9.0% 9.0% 9.0% 9.0% 9.0																
q/q growth         -0.8%         -0.7%         3.5%         1.6%         3.2%         -0.5%         2.0%         2.6%           Consensus Estimate (VA)         1,000         1,029         3,995.0         1,042         1,049         1,072         1,111         4,279.3           % difference (above consensus)         0.8%         0.5%         0.1%         0.7%         -0.1%         -0.1%         0.2%         1.4%         0.2%         0.4%         2.0%         0.9%         0.6%         -0.4%         0.6%		0.070										7.770	3.070	3.470	7.070	7.470
Consensus Estimate (VA)         1,000         1,029         3,995.0         1,042         1,049         1,072         1,111         4,279.3           % difference (above consensus)         0.8%         0.5%         0.1%         0.7%         -0.1%         -0.1%         0.2%         1.4%         0.2%         0.4%         2.0%         0.9%         0.6%         -0.4%         0.6%			11.078	7.076	0.770	0.078					0.078	32%	-0.5%	2.0%	2.6%	
% difference (above consensus) 0.8% 0.5% 0.1% 0.7% -0.1% -0.1% 0.2% 1.4% 0.2% 0.4% 2.0% 0.9% 0.6% -0.4% 0.6%							3.070	3.170			3 995 0					4 279 3
		0.8%	0.5%	0.1%	0.7%	-0.1%	-0.1%	0.2%								
	y/y growth	0,070	0.070	01170	0	01170	0,0	3.2,0	3.6%	3.4%	4.8%	5.6%	7.0%	7.2%	8.0%	7.1%

#### ARM - F2Q Achievable, But Some Risk Beyond

**F2Q25 Total Rev. Estimates Achievable but Likely due to Continued License Strength.** We believe Arm's consensus total revenue growth of about 1% growth y/y is achievable but will probably be driven by continued beat in License and other revenue, while Royalty revenue will be somewhat dependent on end market shipments. IDC forecasts smartphone shipments will increase 2% y/y, versus 9% in the prior quarter, as comps get harder.

FY25 Estimates Attainable but Depends on End-Market Health; FY26 Dependent on Mix and New Products Coming Online. Royalty consensus of 20% y/y growth requires increases in royalty rates, which are largely under contract. Additionally, the company should benefit from higher Arm v9 penetration, which results in twice the royalty compared to Arm v8. However, end-market shipments will also need to deliver. IDC forecasts smartphone shipments during Arm's FY25 to grow 2.8% y/y, which is about in line with what it grew in FY24 (+3.1% y/y). FY26 consensus look difficult at this time, but a more favorable mix of higher royalty v9 chips and production of new products over time could alleviate this risk. We view ARM as one of the few stocks we cover that most likely will see monetization of AI (the others being MSFT and ORCL). See Exhibit 9.

**Exhibit 9: ARM Base Case** 

\$ in millions, except per share data																		
The state of the s	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast
	2021	2022	2023	Jun-23	Sep-23	Dec-23	Mar-24	2024	Jun-24	Sep-24	Dec-24	Mar-25	2025E	Jun-25	Sep-25	Dec-25	Mar-26	2026E
	Full Year	Full Year	Full Year	F1Q24	F2Q24	F3Q24	F4Q24	Full Year	F1Q25	F2Q25E	F3Q25E	F4Q25E	Full Year	F1Q26	F2Q26	F3Q26	F4Q26	Full Year
Revenue Breakdown	i dii i cai	Tun rear	<u>run rear</u>	TIQET	12027	13024	14024	run rear	11023	TEGESE	TOGESE	THUESE	Tun rear	11020	12020	13020	14020	i un rear
Royalty revenue	1,313	1,562	1,675	400	418	470	514	1,802	467	514	565	621	2,168	645	685	764	795	2,890
	NA	1,302 NA	7.2%	-7.9%	-5.4%	10.6%	37.4%	7.6%	16.8%	22.9%	20.3%	20.9%	20.3%	38.2%	33.3%	35.1%	28.0%	33.3%
y/y growth	144	140	7.270	6.9%	4.6%	12.4%	9.4%	7.076	-9.1%	10.0%	10.0%	9.9%	20.576	3.9%	6.2%	11.5%	4.1%	33.376
q/q growth % of total revenue	64.8%	57.8%	62.5%	59.2%	51.9%	57.0%	55.4%	55.7%	49.7%	63.8%	61.5%	47.5%	54.6%	54.3%	60.3%	62.4%	59.1%	59.1%
VA Consensus	04.076	37.0%	62.5%	400	31.376	37.0%	33.4%	33.176	49.7%	514	573	623	2.181	651	722	819	858	3,037
Variance				400	0%	5%	2%	0%	-5%	0%	-1%	0%	-1%	-1%	-5%	-7%	-7%	-5%
					076	376	270	0%	-576	23%	22%	21%	21%	39%	40%	43%	38%	39%
y/y growth License and other revenue	714	1,141	1,004	275	388	354	414	1,431	472	23%	354	687	1,804	543	451	460	550	
	NA.	NA	-12.0%	6.7%	106.4%	18.4%	59.8%	42.6%	71.4%	-25.0%	0.0%	66.0%	26.0%	15.0%	55.0%	30.0%	-20.0%	11.1%
y/y growth	IVA	IVA	-12.0%	6.7%	40.9%	-8.8%	16.9%	42.0%	14.0%	-38.3%	21.6%	94.1%	20.0%	-21.0%	-16.9%	2.0%	19.5%	11.176
q/q growth	35.2%	42.2%	37.5%	40.8%	48.1%	43.0%	44.6%	44.3%	50.3%	36.2%	38.5%	52.5%	45.4%	45.7%	39.7%	37.6%	40.9%	40.9%
% of total revenue	33.2%	42.276	37.3%	40.0%	40.176	43.0%	44.0%	44.3%	30.3%	297	370	651	1,789	43.7%	437	466	530	
VA Consensus					1%	13%	10%	20/	12%	-2%	-4%	6%	1,789	14%	3%	-1%	530 4%	1,925 4%
Variance v/v growth					176	13%	10%	3%	12%	-24%	-4% 5%	57%	25%	14%	47%	26%	-19%	8%
Total Revenue	2.027	2.702	2,679	675	806	824	928	3,233	939	805	919	1,309	3,972	1,188	1,136	1,224	1,345	
	2,027 NA	2,703 NA	-0.9%	-2.4%	27.9%	13.8%	46.6%	20.7%	39.1%	-0.1%	11.6%	41.0%	22.8%	26.5%	41.2%	33.2%	2.8%	23.2%
y/y growth	IVA	IVA	-0.9%	-2.4%	27.9%	13.0%	46.6%	20.7%	39.1%									
VA Consensus					0%	8%	5%	1%	3%	810 -1%	943	1,274	3,970 0%	1,127 5%	1,159 -2%	1,285 -5%	1,388	4,962
Variance					0%	0%	2%	176	3%	-1% 1%	-3% 14%	3% 37%	23%	20%	-2% 43%	-5% 36%	-3% 9%	-1% 25%
y/y growth					70/	200/	420/			1%	14%	31%	23%	20%	43%	36%	9%	25%
NTM C4-4-					7%	39%	43%											
NTM Stats				4.000	4.005	2.000	0.400		0.040	0.547	0.740	2.000						
Royalty revenue				1,869	1,965	2,060	2,168		2,346	2,517	2,716	2,890						
License and othe revenue				1,628	1,531	1,531	1,804		1,875	2,035	2,141	2,004						
Total revenue				3,497	3,496	3,591	3,972		4,221	4,552	4,857	4,894						
Royalty Revenue Breakdown (only annuals provide	ad by same			Estimated	Estimated	Estimated i	Estimated		Estimated									
Client Client	919	1,008	978	224	230	276	324	1,055		334	374	414	1,398	449	477	533	552	2,012
	313	9.7%	-3.0%	-16.0%	-13.9%	11.7%	61.9%	7.9%	23.4%	44.8%	35.4%	27.7%	32.5%	62.5%	43.0%	42.6%	33.4%	43.9%
y/y growth		9.770	-3.0%	12.0%	2.8%	20.0%	17.3%	7.970	-73.8%	20.6%	12.1%	10.7%	32.5%	8.5%	6.2%	11.8%	3.6%	43.976
q/q growth % of total rovalty revenue	70.0%	64.5%	58.4%	56.1%	55.1%	58.8%	63.0%	58.5%	59.2%	64.9%	66.1%	66.6%	64.5%	69.6%	69.6%	69.8%	69.4%	69.6%
	70.0%	117	186	30.1%	50.1%	50.0%	69	230	62	69	70	77	278	76	84	100	107	
Infrastructure	0/	35.5%	58.3%	20.0%	20.0%	23.0%	28.0%	23.7%	30.0%	31.6%	15.2%	12.4%	21.1%	23.4%	22.4%	42.3%	38.2%	32.1%
y/y growth		33.5%	30.3%	-11.8%	10.0%	16.5%	13.2%	23.176	-10.4%	11.4%	2.0%	10.4%	21.170	-1.6%	10.4%	18.7%	7.2%	32.176
q/q growth	6 60/	7.5%	11.1%	11.9%	12.5%	13.0%	13.4%	12.7%	13.2%	13.4%	12.4%	12.5%	12.8%	11.8%	12.3%	13.1%	13.5%	12.7%
% of total royalty revenue	6.6%				12.5%				13.2%	13.4%				42	12.5%			
Automotive	49	73.5%	117	34 16.0%	20.0%	35 15.0%	35 15.0%	136	10.0%	4.7%	38 8.3%	45 29.6%	154 13.3%	12.1%	26.9%	41	-2.7%	169 10.0%
y/y growth		73.5%	37.0%					16.1%					13.3%			8.1%		10.0%
q/q growth	3.8%	5.5%	7.0%	11.3% 8.4%	-3.9% 7.7%	8.5% 7.5%	-0.9% 6.8%	7.5%	6.5% 7.9%	-8.6% 6.6%	12.2% 6.7%	18.6%	7.1%	-7.9% 6.4%	3.5% 6.3%	-4.4% 5.4%	6.7% 5.5%	5.9%
% of total royalty revenue	3.8% 259	3.5%	395	95	103	7.5%	6.6%	7.5% 382	7.9%	78	6.7%	7.3% 85	337	6.4%	6.3%	5.4%	5.5% 92	
	259	35.8%	12.4%	-4.5%	-1.0%	0.0%	-4.0%	-3.3%	-3.0%	-24.6%	-14.9%	-1.6%	-11.6%	-14.6%	4.2%	7.9%	8.8%	1.2%
y/y growth		33.0%	12.476	5.2%	9.1%	-5.2%		-3.3%	6.3%	-24.6%	7.1%	1.9%	-11.0%	-7.7%	3.4%	11.0%	2.8%	1.270
q/q growth	40.70/	22.59/	22.69/		9.1% 24.7%		-11.8%	24 20/					45.00/					44.00/
% of total royalty revenue	19.7% 1,313	22.5% 1,562	23.6% 1,675	23.6%	24.7% 418	20.8% 470	16.8% <b>514</b>	21.2%	19.6% 467	15.1% 514	14.7% 565	13.7% <b>621</b>	15.6% 2,168	12.1% 645	11.8% 685	11.8% 764	11.6% 795	11.8% 2,890
Total Royalty Revenue	1,313 NA																	
y/y growth	NA.	NA.	7.2%	-8.0%	-5.4%	10.6%	37.4%	7.6%	16.8%	22.9%	20.3%	20.9%	20.3%	38.2%	33.3%	35.1%	28.0%	33.3%

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

## BASE: F2H25 Guidance Appropriately Set, Given Seasonality and Renewal Visibility

**Expecting Upside to F3Q25 Guidance.** F3Q Total ARR consensus of \$220M (17%) is at the midpoint of guidance for \$218.5-221.5M (+16-17%). By our calculations, guidance is achievable with New ARR declining 10% and implies deceleration as measured by a 2-year growth stack. See Exhibit 10. In our plausible scenario, where New ARR accelerates

to 22% growth, which still implies deceleration on a 2-year growth stack, we see Total ARR of about \$224M (+19%), or about 2% potential upside to the midpoint of guidance. See Exhibit 11.

**F4Q/FY25** ARR Guidance Appropriately Set. FY25 ARR guidance for \$235.5-240.5M was maintained during the recent quarter, and consensus is in line at \$238M. By our estimates, consensus implies about mid-single digit growth in New ARR vs. 31% growth in FY24. See Exhibit 10. Management expects greater F4Q contribution from renewals as they have visibility into already contracted expansions that will show up as incremental New ARR. Therefore, we believe the required F4Q25 New ARR of \$21.5M implied in the midpoint of guidance vs. \$18.6M in F4Q24 (or NNARR of \$18M vs. \$15M) is achievable. In a more plausible scenario, where FY25 New ARR grows 12%, we see Total ARR of \$241M (+18%), or about 1.5% potential upside to consensus. See Exhibit 11.

**FY26 Total ARR Guidance Should Be Fine.** If we are to assume our FY25 plausible Total ARR scenario plays out, and FY26 New ARR grows about 20% driven by Capella (and which implies stable business momentum as measured on a 2-year growth stack), then Total ARR would be about \$292M or about 5% above FY26 consensus of \$280M. Therefore, we believe management can guide FY26 Total ARR (on the F4Q24 earnings call) at least in line with consensus. See Exhibit 10.

#### **Exhibit 10: BASE Base Case**

Seminary	Revenue and Net New ARR Build																						
Subscription Revenue 96.0 116.0 22.0 27.1 20.2 30.2 40.2 57.2 57.0 5.0 1.0 20.5 10.2 50.0 10.0 10.0 10.0 10.0 10.0 10.0 10.0	\$ in thousands, except per share data																						
Subscription Revenue  96.9  116.0  20.00  20		Jan-21	Jan-22	Apr-22	Jul-22	Oct-22	Jan-23	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
yly growin		FY21	FY22	1Q23	2Q23	3Q23	4Q23	FY23	1Q24	2Q24	3Q24	4Q24	FY24	1Q25	2Q25	3Q25E	4Q25E	FY25E	1Q26E	2Q26E	3Q26E	4Q26E	FY26E
yly growin																							
grig growth   15.6 2.9% 15.9% -3.0% 6.8%   1.1% 6.3% -7.4% 9.2%   2.0% 0.5% -1.9% 7.5%   0.0% 2.2% -1.3% 16.1%   0.0% 0.0% 1.2% 1.3% 16.1%   0.0% 0.0% 1.2% 1.3% 16.1%   0.0% 0.0% 1.2% 1.3% 16.1%   0.0% 0.0% 1.2% 1.2% 1.2% 1.2% 1.2% 1.2% 1.2% 1.2	Subscription Revenue																						
Commercial Estimates (VA)   18.6   50.8   33.7   34.3   35.8   142.9   37.0   39.3   46.8   42.7   17.6   46.4   48.0   48.8   51.8   198.9   53.3   56.6   57.3   67.3   67.5   20.5   57.5   58.5   20.5   58.6   57.3   57.5   58.6   57.3   57.5   58.6   57.3   57.5   58.6   57.3   57.5   58.6   57.3   57.5   58.6   57.3   57.5   58.6   57.3   57.5   58.6   57.3   57.5   58.6   57.3   57.5   58.6   57.3   57.5   58.6   57.3   57.5   58.6   57.3   57.5   58.6   57.3   57.5   58.6   57.3   57.5   58.5   58.6   57.3   57.5   58.5   58.6   57.3   57.5   58.5   58.6   57.3   57.5   58.5   58.6   57.3   57.5   58.5	y/y growth	26.5%	20.0%					22.9%					20.1%					15.8%					16.5%
19   19   19   19   19   19   19   18   18																							
**************************************																							
Capella Revenue, Estimated  O  O  O  O  O  O  O  O  O  O  O  O  O																							
Services 6.3 7.3 2.9 2.7 2.8 3.5 11.9 2.5 2.2 1.8 2.0 8.5 2.3 2.3 2.3 2.5 9.4 28 2.8 3.2 11.6 yly growth 7.2% 14.3% 26.0% 63.0% 64.9% 14.0% 20.0% 36.0% 41.0% 12.0% 26.0% 12.0																							
Bervices   6.3   7.3   2.9   2.7   2.8   3.5   11.9   2.5   2.2   1.8   2.0   8.5   2.3   2.3   2.5   9.4   2.8   2.8   2.8   2.2   2.3   yy growth   7.2   14.3   52.6   52.5   53.0   64.4   64.6   20.0   36.0   41.0   52.0   52.0   53.0   53.0   64.4   54.6   52.0   53.0		0.0	0.0	0.0																			
yly growth yl growth y	% of Total				1%	5%	5%	3%	8%	8%	9%	10%	9%	11%	13%	14%	16%	14%	18%	20%	23%	22%	21%
yly growth yl growth y	Sarvicae	63	73	20	27	2.8	3.5	11 0	2.5	22	1.8	2.0	8.5	23	23	2.3	2.5	9.4	2.8	28	2.8	3.2	11.6
Q-0 growth																							
No.   Server ARR		7.270	11.070					01.170					20.070					10.070					20.770
% of Subscription         6.5%         6.5%         6.5%         6.5%         6.9%         7.4%         7.9%         9.1%         8.3%         6.4%         5.3%         4.1%         4.2%         4.9%         4.7%         4.5%         4.8%         4.7%         4.7%         4.5%         4.8% <td></td> <td></td> <td>23%</td> <td></td> <td></td> <td></td> <td></td> <td>41%</td> <td></td> <td></td> <td></td> <td></td> <td>23%</td> <td></td> <td></td> <td></td> <td></td> <td>30%</td> <td></td> <td></td> <td></td> <td></td> <td>35%</td>			23%					41%					23%					30%					35%
Total Newnue  103.3 123.5 34.9 39.8 38.6 41.6 154.8 41.0 43.7 4.5 59.1 18.0 51.3 51.6 50.7 54.5 208.1 57.9 59.1 58.4 677 24.9 4.9 4.9 4.9 4.9 4.9 4.9 4.9 4.9 4.9		6.5%																		5.0%			
Total Revenue 103,3 123,5 34,8 39,8 38,8 41,5 154,8 41,0 43,1 45,8 50,1 180,0 51,3 51,6 50,7 54,5 208,1 57,9 59,1 58,4 67,7 243,1 y/y growth 25.2% 19,0% 12,4 7% 34,0% 25,1% 18,0% 18,0% 25,2% 17,6% 8,4% 18,8% 20,3% 18,0% 25,2% 19,0% 17,7% 8,8% 15,6% 12,7% 14,6% 15,1% 24,3% 18,8% 19,0% 19,0% 19,0% 19,0% 19,0% 15,																							
y/y growth q/s growth   25.2%   19.6%   24.7%   34.0%   25.3%   18.7%   25.3%   17.6%   8.4%   18.8%   20.3%   16.3%   25.2%   19.6%   10.7%   8.8%   15.6%   12.7%   14.6%   15.1%   24.3%   16.8%   20.9%   19.7%   19.5%   15.5%   12.2%   13.1%   15.5%   12.2%   13.1%   15.5%   12.2%   13.1%   15.5%   12.2%   13.1%   15.5%   12.2%   13.1%   15.5%   12.2%   13.1%   15.5%   12.2%   13.1%   15.5%   12.2%   13.1%   15.5%   13.2%		51.77	0.070					,.					,.										
grig growth Consensus Estimate (VA) 122.5 2.6 3.6 3.6 3.8 3.8 3.8 3.8 3.8 3.8 3.8 3.8 3.8 3.8	Total Revenue	103.3	123.5	34.9	39.8	38.6	41.6	154.8	41.0	43.1	45.8	50.1	180.0	51.3	51.6	50.7	54.5	208.1	57.9	59.1	58.4	67.7	243.1
Consensus Estimate (VA) 122.5 32.6 38.8 36.6 38.3 154.8 39.8 41.7 43.0 46.6 180.0 48.5 51.1 50.8 53.9 207.6 57.6 58.9 59.4 63.6 239.5 by growth 18.6 5 16.6 50.0 20.6 18.6 50.2 18.6 50.0	y/y growth	25.2%	19.6%	24.7%	34.0%	25.1%	18.7%	25.3%	17.6%	8.4%	18.8%	20.3%	16.3%	25.2%	19.6%	10.7%	8.8%	15.6%	12.7%	14.6%	15.1%	24.3%	16.8%
y/y growth	q/q growth			-0.6%	14.2%	-3.1%	8.0%		-1.5%	5.2%	6.2%	9.3%		2.5%	0.5%	-1.7%	7.5%		6.2%	2.2%	-1.3%	16.1%	
Maintenance above consensus    0.9%   6.9%   11.1%   5.5%   8.7%   0.0%   3.1%   3.5%   6.5%   7.6%   0.0%   5.6%   0.0%   5.6%   0.9%   0.1%   1.1%   0.3%   0.4	Consensus Estimate (VA)		122.5	32.6	35.8	36.6	38.3	154.8	39.8	41.7	43.0	46.6	180.0	48.5	51.1	50.8	53.9	207.6	57.6	58.9	59.4	63.6	239.5
NTM Remove in NT																							
NTM Subscription    197.6   132.9   133.5   140.1   143.2   153.5   158.9   164.9   169.7   162.9   182.9   138.8   197.8   197.8   200.8   205.2   205.9   218.2   218.2   219.0   231.5   240.0   250.7   262.7   279.1			0.9%	6.9%	11.1%	5.5%	8.7%	0.0%	3.1%	3.5%	6.5%		0.0%					0.3%					1.5%
Semer ARR   107.8   132.9   139.5   140.1   143.2   153.5	NTM Revenue											208.1		214.6	222.2	229.8	243.1		252.0	263.2	275.8	293.1	
y/y growth 22% 23% 27% 22% 15% 15% 15% 14% 18% 19% 19% 19% 19% 10% 10% 88% 83% 81% 75% 77% 77% 77% 77% 19% 19% 10% 10% 10% 10% 10% 10% 10% 10% 10% 10	NTM Subscription											198.7		204.8	211.8	219.0	231.5		240.0	250.7	262.7	279.1	
% of Total ARR         100%         100%         96%         94%         94%         94%         90%         99%         99%         88%         87%         84%         83%         81%         79%         77%	Server ARR	107.8	132.9	139.5	140.1	143.2	153.5	153.5	158.9	164.9	169.7	182.9	182.9	183.8	185.1	186.0	197.8	197.8	200.8	205.2	205.9	218.2	218.2
Capella ARR							15%																
y/y growth 0, 0% 0% 0% 4% 6% 6% 6% 6% 84.9% 210% 123% 108% 108% 109% 10% 108% 108% 108% 108% 187% 88% 88% 94% 84% 75% 70% 70% 70% 70% 70% 70% 70% 70% 70% 70		100%	100%																				
% of Total ARR         0%         0%         0%         0%         0%         6%         6%         6%         8%         9%         10%         10%         12%         13%         14%         17%         17%         17%         17%         17%         17%         17%         17%         17%         17%         17%         24%         24%         24%           Total ARR         107.8         132.3         132.7         143.7         163.7         172.2         180.7         20.42         204.2			-	0.2	5.1	8.5	10.2	10.2															
Total ARR  107.8  132.9  139.7  145.2  151.7  163.7  163.7  163.7  172.2  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7  182.8  180.7																							
g/g growth, % y/g growth 22% 5.1% 3.9% 4.5% 7.9% 5.2% 4.9% 4.9% 2.4% 2.5% 2.5% 2.5% 2.5% 2.1% 1.7% 3.0% 2.9% 8.1% 1.7% 1.7% 1.7% 1.7% 1.7% 1.7% 1.7% 1																							
y/y growth		107.8	132.9					163.7					204.2					238.0					286.6
y/y growth CC  129. 5 161.2 163.7 170.7 177.8 186.7 20.2 20.2 20.1 21.6 22.0 237.6 237.6 243.5 251.8 260.0 279.5 279.5  y/y growth 20.1 162.7 143.6 163.6 164.9 163.7 170.7 177.8 186.7 20.2 20.2 20.1 21.6 22.0 127.6 237.6 243.5 251.8 260.0 279.5 279.5  y/y growth 20.1 162.7 143.6 24.8 24.8 24.8 24.8 24.8 21.3 23.2 22.2 22.4 23.1 23.6 22.3 24.8 24.7 20.9 18.5 16.6 16.4 16.4 17.2 17.6 18.0 17.4 17.4 17.4 17.4 17.4 17.4 17.4 17.4			000/					000/					0.507					47707					000/
Consensus Estimate (VA) 129.5 136.7 143.6 150.5 161.2 163.7 170.7 17.8 186.7 20.2 20.2 20.1 21.2 22.0 237.6 237.6 243.5 251.8 260.0 279.5 279.5 y/y growth 20.15 24.8 24.8 24.6 23.8 23.8 22.8 22.8 22.8 22.8 22.8 22.8		22%	23%				23%	23%	23%	24%	24%	25%	25%	21%	18%	17%	1/%	1/%	19%	21%	21%	20%	20%
y/y growth 20.1% 24.6% 23.1% 21.3% 21.3% 21.3% 22.2% 22.2% 22.4% 23.1% 20.3% 20.9% 18.5% 16.6% 16.4% 17.2% 17.6% 18.0% 17.4% 17.4% 46.6% 16.4% 17.2% 17.6% 18.0% 17.4% 1			120.5				161 2	162.7	170.7	177.0	100 7	200.2	204.2	200 4	2142	220.4	227.6	227.6	242 5	254.0	260.0	270 5	270 5
% difference (above consensus)         2.6%         2.2%         1.1%         0.8%         1.6%         0.0%         0.9%         1.7%         1.1%         2.0%         0.0%         -0.2%         -0.1%         0.1%         0.2%         0.2%         1.5%         2.7%         2.5%         4.5%         3.5         8.0         15.5         40.5         3.5         6.3         6.3         17.8         33.8         9.1         11.4         7.9         20.2         48.6           New ARR         27.4%         30.0%         -3.5%         -8.5%         13.2%         22.7%         25.0%         54.5%         23.1%         29.2%         31.5%         -58.8%         -25.9%         -24.8%         12.7%         26.8%         13.7%         43.6%           New ARR         29.3         32.1         8.8         7.6         8.8         14.4         39.7         11.1         11.3         10.9																							
Net New ARR 19.7 25.1 6.8 5.5 6.5 12.0 30.8 8.5 8.5 8.0 15.5 40.5 3.5 6.3 6.3 17.8 33.8 9.1 11.4 7.9 20.2 48.6 y/y growth 27.4% 30.0% -3.5% -3.5% 13.2% 22.7% 25.0% 54.5% 23.1% 29.2% 31.5% 58.8% -25.9% -21.8% 14.7% -16.5% 159.4% 80.3% 26.8% 13.7% 43.6% New ARR 29.3 32.1 8.8 7.6 8.8 14.4 39.7 11.1 11.3 10.9 16.6 49.9 8.9 12.7 9.8 21.5 52.9 13.2 15.6 12.5 24.9 66.2																							
yly growth 27.4% 300.0% -3.5% -8.5% 13.2% 22.7% 25.0% 54.5% 23.1% 29.2% 31.5% -58.8% -25.9% -21.8% 14.7% -16.5% 159.4% 80.3% 26.8% 13.7% 43.6% New ARR 29.3 32.1 8.8 7.6 8.8 14.4 39.7 11.1 11.3 10.9 16.6 49.9 8.9 12.7 9.8 21.5 52.9 13.2 15.6 12.5 24.9 66.2		19.7																					
New ARR 29.3 32.1 8.8 7.6 8.8 14.4 39.7 11.1 11.3 10.9 16.6 49.9 8.9 12.7 9.8 21.5 52.9 13.2 15.6 12.5 24.9 66.2		13.7																					
		29.3																					
	y/y growth		9.6%	163.5%	3.6%	-1.0%	15.6%	23.7%	25.8%	47.6%	24.6%	15.1%	25.9%	-20.3%	12.6%	-10.0%	29.7%	6.0%	48.5%	23.2%	26.6%	15.9%	25.1%
2 Year Growth Stack 173.4% -1.5% 31.9% 21.7% 33.4% 189.3% 51.2% 23.6% 30.7% 49.6% 5.5% 60.2% 14.6% 44.8% 28.2% 35.7% 16.6% 45.5%																							

**Exhibit 11: BASE Plausible Case** 

Revenue and Net New ARR Build

\$ in thousands, except per share data	Jan-21 FY21	Jan-22 <u>FY22</u>	Apr-22 1Q23	Jul-22 2Q23	Oct-22 3Q23	Jan-23 4Q23	Jan-23 FY23	Apr-23 1Q24	Jul-23 2Q24	Oct-23 3Q24	Jan-24 4Q24	Jan-24 <u>FY24</u>	Apr-24 1Q25	Jul-24 2Q25	Oct-24 3Q25E	Jan-25 4Q25E	Jan-25 FY25E	Apr-25 1Q26E	Jul-25 2Q26E	Oct-25 3Q26E	Jan-26 4Q26E	Jan-26 FY26E
Subscription Revenue	96.9	116.3	32.0	37.1	35.7	38.1	142.9	38.5	41.0	44.0	48.1	171.6	49.0	49.3	49.7	53.0	201.0	55,6	56,9	57.9	64.9	235.3
y/y growth	26.5%	20.0%	20.8%	32.2%	23.1%	16.3%	22.9%	20.5%	10.5%	23.2%	26.0%	20.1%	27.2%	20.4%	12.9%	10.3%	17.2%	13.4%	15.4%	16.5%	22.3%	17.0%
q/q growth			-2.5%	15.9%	-3.6%	6.8%		1.1%	6.3%	7.4%	9.2%		2.0%	0.5%	0.8%	6.7%		4.9%	2.3%	1.8%	12.0%	
Consensus Estimate (VA)		115.6	30.8	33.7	34.3	35.8	142.9	37.0	39.3	40.8	44.2	171.6	46.4	49.0	48.8	51.8	198.9	55.3	56.6	57.3	61.3	230.6
y/y growth		19.2%	16.5%	20.1%	18.3%	9.3%	22.9%	15.8%	6.0%	14.1%	15.9%	20.1%	20.4%	19.6%	10.8%	7.7%	15.9%	12.8%	14.8%	15.4%	15.7%	14.7%
% difference (above consensus)		0.6%	3.7%	10.1%	4.1%	6.4%	0.0%	4.1%	4.2%	7.9%	8.8%	0.0%	5.7%	0.6%	1.9%	2.4%	1.1%	0.6%	0.5%	1.0%	5.7%	2.0%
Capella Revenue, Estimated	0.0	0.0	0.0	0.3	2.0	2.3	4.6	3.1	3.6	4.3	5.2	16.2	5.5	6.8	7.7	9.7	29.7	10.7	12.5	14.6	16.8	54.6
% of Total				1%	5%	5%	3%	8%	8%	9%	10%	9%	11%	13%	15%	17%	14%	18%	21%	24%	25%	22%
Services	6.3	7.3	2.9	2.7	2.8	3.5	11.9	2.5	2.2	1.8	2.0	8.5	2.3	2.3	2.4	2.5	9.5	2.8	2.8	2.9	3.2	11.8
y/y growth	7.2%	14.3%	92.8%	63.6%	56.2%	53.0%	64.4%	-14.6%	-20.0%	-36.0%	-41.9%	-28.9%	-6.7%	5.1%	31.3%	25.5%	12.2%	21.5%	23.9%	21.4%	27.4%	23.6%
q/q growth			26.0%	-4.9%	3.8%	22.9%		-29.6%	-11.0%	-16.9%	11.7%		12.9%	0.3%	3.8%	6.7%		9.3%	2.3%	1.8%	12.0%	
% New Server ARR		23%	33%	101%	54%	28%	41%	32%	26%	25%	15%	23%	40%	32%	36%	19%	29%	54%	45%	49%	28%	40%
% of Subscription	6.5%	6.2%	9.0%	7.4%	7.9%	9.1%	8.3%	6.4%	5.3%	4.1%	4.2%	4.9%	4.7%	4.7%	4.8%	4.8%	4.7%	5.0%	5.0%	5.0%	5.0%	5.0%
% of Total	6.1%	5.9%	8.2%	6.9%	7.4%	8.4%	7.7%	6.0%	5.1%	4.0%	4.0%	4.7%	4.5%	4.5%	4.6%	4.6%	4.5%	4.8%	4.8%	4.8%	4.8%	4.8%
Total Revenue	103.3	123.5	34.9	39.8	38.6	41.6	154.8	41.0	43.1	45.8	50.1	180.0	51.3	51.6	52.1	55.6	210.5	58.4	59.7	60.8	68.1	247.0
y/y growth	25.2%	19.6%	24.7%	34.0%	25.1%	18.7%	25.3%	17.6%	8.4%	18.8%	20.3%	16.3%	25.2%	19.6%	13.6%	10.9%	16.9%	13.8%	15.8%	16.8%	22.6%	17.3%
q/q growth			-0.6%	14.2%	-3.1%	8.0%		-1.5%	5.2%	6.2%	9.3%		2.5%	0.5%	0.9%	6.7%		5.1%	2.3%	1.8%	12.0%	
Consensus Estimate (VA)		122.5	32.6	35.8	36.6	38.3	154.8	39.8	41.7	43.0	46.6	180.0	48.5	51.1	50.8	53.9	207.6	57.6	58.9	59.4	63.6	239.5
y/y growth		18.6%	16.6%	20.6%	18.6%	9.2%	25.3%	14.1%	4.8%	11.6%	11.9%	16.3%	18.4%	18.5%	10.8%	7.6%	15.3%	12.2%	14.1%	14.1%	14.4%	13.7%
% difference (above consensus)		0.9%	6.9%	11.1%	5.5%	8.7%	0.0%	3.1%	3.5%	6.5%	7.6%	0.0%	5.8%	0.9%	2.6%	3.1%	1.4%	1.4%	1.5%	2.4%	7.1%	3.2%
NTM Revenue											210.5		217.6	225.8	234.5	247.0		256.4	268.1	281.7	299.0	
NTM Subscription											201.0		207.6	215.2	223.4	235.3		244.2	255.3	268.3	284.7	
Server ARR	107.8	132.9	139.5	140.1	143.2	153.5	153.5	158.9	164.9	169.7	182.9	182.9	183.8	185.1	188.9	199.1	199.1	201.2	204.5	207.3	215.9	215.9
y/y growth	22%	23%	27%	22%	17%	15%	15%	14%	18%	19%	19%	19%	16%	12%	11%	9%	9%	9%	10%	10%	8%	8%
% of Total ARR	100%	100%	100%	96%	94%	94%	94%	92%	91%	90%	90%	90%	88%	87%	84%	83%	83%	80%	78%	76%	74%	74%
Capella ARR			0.2	5.1	8.5	10.2	10.2	13.3	15.8	19.0	21.3	21.3	23.9	28.9	34.9	42.0	42.0	49.4	57.9	66.6	76.2	76.2
y/y growth								8445%	210%	123%	108%	108%	79%	82%	83%	97%	97%	107%	100%	91%	81%	81%
% of Total ARR	0%	0%	0%	4%	6%	6%	6%	8%	9%	10%	10%	10%	12%	13%	16%	17%	17%	20%	22%	24%	26%	26%
Total ARR	107.8	132.9	139.7	145.2	151.7	163.7	163.7	172.2	180.7	188.7	204.2	204.2	207.7	214.0	223.8	241.1	241.1	250.6	262.4	273.9	292.1	292.1
q/q growth, %			5.1%	3.9%	4.5%	7.9%		5.2%	4.9%	4.4%	8.2%	0.507	1.7%	3.0%	4.6%	7.8%	4004	3.9%	4.7%	4.4%	6.6%	
y/y growth	22%	23%	28% 31%	26% 30%	24%	23%	23%	23%	24%	24%	25%	25%	21%	18%	19%	18%	18%	21%	23%	22%	21%	21%
y/y growth, CC Consensus Estimate (VA)		129.5	136.7	143.6	28% 150.5	161.2	163.7	170.7	177.8	186.7	200.2	204.2	208.1	214.2	220.1	237.6	237.6	243.5	251.8	260.0	279.5	279.5
y/y growth		20.1%	24.8%	24.6%	23.1%	21.3%	23.2%	22.2%	22.4%	23.1%	22.3%	24.7%	20.9%	18.5%	16.6%	16.4%	16.4%	17.2%	17.6%	16.2%	15.9%	15.9%
% difference (above consensus)		2.6%	2.2%	1.1%	0.8%	1.6%	0.0%	0.9%	1.7%	1.1%	2.0%	0.0%	-0.2%	-0.1%	1.7%	1.5%	1.5%	2.9%	4.2%	5.4%	4.5%	4.5%
Net New ARR	19.7	25.1	6.8	5.5	6.5	12.0	30.8	8.5	8.5	8.0	15.5	40.5	3.5	6.3	9.8	17.4	36.9	9.5	11.8	11.6	18.1	50.9
y/y growth		27.4%	300.0%	-3.5%	-8.5%	13.2%	22.7%	25.0%	54.5%	23.1%	29.2%	31.5%	-58.8%	-25.9%	22.0%	12.0%	-8.9%	171.5%	86.7%	18.4%	4.4%	38.0%
New ARR	29.3	32.1	8.8	7.6	8.8	14.4	39.7	11.1	11.3	10.9	16.6	49.9	8.9	12.7	13.4	21.2	56.1	13.7	16.1	16.2	23.0	69.0
y/y growth		9.6%	163.5%	3.6%	-1.0%	15.6%	23.7%	25.8%	47.6%	24.6%	15.1%	25.9%	-20.3%	12.6%	22.0%	27.5%	12.3%	54.1%	27.0%	21.3%	8.9%	23.1%
2 Year Growth Stack			173.4%	-1.5%	31.9%	21.7%	33.4%	189.3%	51.2%	23.6%	30.7%	49.6%	5.5%	60.2%	46.6%	42.6%		33.7%	39.6%	43.4%	36.4%	

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

#### CFLT: Potential Modest Upside vs. Easy 2H24 Comps

**3Q24 Guidance Not a Layup.** Consensus subscription revenue of \$233.7M (+23.5%) is in line with guidance of \$233-234M, including consensus Cloud revenue of \$125.5M (+37% y/y) and Platform revenue of \$108.3M (+11% y/y). Note that starting with 3Q24, management has stopped giving quarterly Cloud vs. Platform revenue guidance. We estimate consensus is achievable with Cloud New ARR +20% against an easy year-ago comp (Confluent missed 3Q23 Cloud estimates) following +18% in 2Q, which implies deceleration on a 2-year growth stack, coupled with new platform license down 50%. See Exhibit 12. We don't think this is a layup, although Confluent can likely modestly exceed consensus. In our plausible scenario that assumes slightly higher Cloud New ARR (+30%) and a lesser decline in Platform new license (down 20%), we see only about 1% upside potential to both Cloud and subscription revenue and 2% upside potential to Platform. See Exhibit 13.

FY24 Guidance Prudently Set; Though Likely Limited Cloud Upside. Consensus FY24 subscription revenue is \$1M above guidance for approximately \$910M (+25%), while consensus Confluent Cloud revenue of \$484M is about in line with guidance for Cloud = 53% of Subscription revenue. We estimate that Cloud revenue is achievable with New ARR growth of 16% y/y (vs. +2% in 2023) and Platform New ARR down about 12% y/y. See Exhibit 12. This equates to \$17M of incremental cloud revenue in 2H24 compared to \$17.4M in 1H24 and \$16.4M in 2H23. This may seem like a low bar, considering 2H seasonality and easy new business comps in 2H23, but if weakness in the digital native segment persists, then guidance may prove not conservative, or upside may be limited. In our plausible scenario, we believe Confluent can achieve subscription revenue of \$919M (+26%), or about 1% above consensus, driven by Cloud New ARR growth of 21% and Platform New ARR growth of about 4%. This equates to total revenue of \$965M (+24%),

also about 1% above consensus. See Exhibit 13. Note that Confluent's initial 2024 guidance (given in 3Q23) was for 22% total revenue growth vs. consensus of 28% at that time, and subsequently lowered Cloud revenue guidance by \$3-5M on the 2Q24 earnings call to implied growth of about 39%.

**Potential Acceleration in 2025**. Assuming Confluent achieves our 2024 plausible revenue scenario, we believe total revenue could accelerate modestly to 25% to \$1.204B, or about 3% above consensus. We estimate this is achievable with about 22% Cloud New ARR growth vs. 21% in 2024 and Platform New ARR growth of about 18% vs. +4% in 2024. See Exhibit 12.

#### **Exhibit 12: CFLT Base Case**

\$ in millions, except per share data

	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25 4Q25E	Dec-25
Davis and Davidson	2021	1Q22	2Q22	3Q22	4Q22	2022	1Q23	2Q23	3Q23	4Q23	2023	1Q24	2Q24	3Q24E	4Q24E	2024E	1Q25E	2Q25E	3Q25E	4Q25E	2025E
Revenue Breakdown	050.0	75.0	00.0	04.0	07.0	000.0	00.0	00.0		400.0	000.0	100.1	407.0	407.0		400.4	440.7	1010	440.0	400.4	470.0
Platform-Actual	252.9	75.0	80.0	81.8	87.0	323.8	86.9	92.9	97.7	102.8	380.3	100.1	107.3	107.6	111.4	426.4	113.7	124.8	118.2	122.4	479.2
y/y growth	42.7%	38.7%	36.0%	24.7%	16.9%	28.0%	15.9%	16.1%	19.4%	18.2%	17.4%	15.1%	15.5%	10.2%	8.4%	12.1%	13.6%	16.3%	9.9%	9.9%	12.4%
q/q growth		0.8%	6.7%	2.2%	6.3%		0.0%	6.9%	5.1%	5.2%		-2.6%	7.3%	0.2%	3.6%		2.1%	9.8%	-5.3%	3.5%	
% of total revenue	47.4%	44.4%	43.4%	42.6%	39.5%	42.3%	39.0%	38.2%	38.1%	37.4%	38.1%	37.1%	34.2%	35.3%	33.7%	35.0%	33.2%	31.5%	32.5%	31.3%	32.1%
Consensus Estimate (VA)	246.6	70.3	74.2	77.0	84.1	320.9	80.4	86.6	89.9	95.9	380.2	95.2	102.1	108.3	110.7	426.9	110.4	117.6	119.5	123.7	471.2
y/y growth	39.2%	30.0%	26.2%	17.4%	13.0%	26.9%	7.2%	8.2%	9.9%	10.2%	17.4%	9.6%	9.9%	10.9%	7.8%	12.3%	10.3%	9.6%	11.0%	11.1%	10.5%
% difference (above consensus)	2.5%	6.7%	7.8%	6.2%	3.4%	0.9%	8.1%	7.3%	8.6%	7.2%	0.0%	5.1%	5.1%	-0.6%	0.6%	-0.1%	3.0%	6.2%	-1.1%	-1.1%	1.7%
Confluent Cloud	94.2	38.9	47.0	56.9	68.4	211.2	73.6	83.6	91.6	100.0	348.8	106.8	117.4	125.8	134.4	484.4	143.1	153.8	165.5	176.0	638.4
q/q growth		5.1	8.1	9.9	11.5		5.2	9.9	8.0	8.4		6.8	10.6	8.4	8.6		8.7	10.7	11.7	10.5	
y/y growth	199.8%	179.6%	138.9%	112.3%	102.5%	124.3%	89.2%	77.9%	60.9%	46.2%	65.1%	45.1%	40.5%	37.3%	34.4%	38.9%	33.9%	31.0%	31.6%	31.0%	31.8%
q/q growth		15.2%	20.7%	21.2%	20.2%		7.7%	13.5%	9.6%	9.2%		6.8%	9.9%	7.2%	6.8%		6.5%	7.5%	7.6%	6.4%	
% of total revenue	24.3%	30.8%	33.7%	37.5%	40.5%	36.0%	42.2%	44.2%	45.8%	46.9%	44.9%	49.2%	50.0%	51.3%	52.1%	50.7%	52.9%	52.4%	55.6%	56.2%	54.3%
% of subscription revenue	27.1%	34.2%	37.0%	41.0%	44.0%	39.5%	45.9%	47.4%	48.4%	49.3%	47.8%	51.6%	52.2%	53.9%	54.7%	53.2%	55.7%	55.2%	58.3%	59.0%	57.1%
Consensus Estimate (VA)	92.0	37.2	45.2	55.3	67.4	210.3	73.4	81.8	92.0	97.6	348.9	105.1	115.9	125.5	134.6	483.8	142.5	155.1	166.8	179.6	644.1
y/y growth	193.0%	166.9%	129.6%	106.2%	99.7%	123.3%	88.7%	74.0%	61.6%	42.7%	65.2%	42.7%	38.6%	37.0%	34.6%	38.7%	33,4%	32,1%	32.6%	33.7%	33.0%
% difference (above consensus)	2.3%	4.7%	4.0%	3.0%	1.4%	0.4%	0.3%	2.2%	-0.4%	2.5%	0.0%	1.7%	1.3%	0.3%	-0.2%	0.1%	0.4%	-0.8%	-0.8%	-2.0%	-0.9%
% amerence (above consensus)	2.3/6	4.1%	4.0%	3.0%	1.4%	0.478	0.3%	2.2%	-0.4%	2.5%	0.078	1.7%	1.3%	0.3%	-0.2%	0.178	0.4%	-0.6%	-0.6%	-2.0%	-0.9/8
Subscription Revenue	347.1	113.9	127.0	138.7	155.4	535.0	160.6	176.5	189.3	202.8	729.1	206.9	224.7	233.4	245.8	910.8	256.8	278.7	283.7	298.4	1117.6
y/y growth	66.4%	67.6%	61.8%	50.1%	43.6%	54.1%	40.9%	38.9%	36.4%	30.5%	36.3%	28.9%	27.3%	23.3%	21.2%	24.9%	24.1%	24.0%	21.6%	21.4%	22.7%
q/q growth		5.3%	11.5%	9.2%	12.0%		3.3%	9.9%	7.2%	7.1%		2.0%	8.6%	3.9%	5.3%		4.5%	8.5%	1.8%	5.2%	
% of total revenue	89.5%	90.3%	91.1%	91.4%	92.1%	91.3%	92.1%	93.2%	94.5%	95.1%	93.8%	95.2%	95.6%	95.2%	95.3%	95.3%	95.0%	94.9%	95.2%	95.3%	95.1%
Consensus Estimate (VA)	338.7	107.5	120.0	132.9	151.9	531.6	153.9	168.4	181.8	193.4	729.1	200.2	218.0	233.7	245.3	911.3	253.0	272.7	286.2	303.4	1.118.3
y/y growth	62.3%	58.0%	52.8%	43.8%	40.4%	53.1%	35.0%	32.5%	31.1%	24.5%	36.3%	24.7%	23.5%	23.5%	21.0%	25.0%	22,3%	21.4%	22.6%	23.4%	22.8%
% difference (above consensus)	2.5%	6.0%	5.9%	4.4%	2.3%	0.7%	4.4%	4.8%	4.1%	4.8%	0.0%	3.3%	3.1%	-0.1%	0.2%	-0.1%	1.5%	2.2%	-0.9%	-1.6%	-0.1%
	2.5/0					0.778					0.078					-0.176					-0.178
NTM Subscription		581.7	631.2	681.7	729.1		775.4	823.6	867.8	910.8		960.7	1014.6	1064.9	1117.6		1174.4	1234.3	1296.6	1361.1	
											47.0				40.0			45.0			
Services	40.8 45.9%	12.2	12.4 26.1%	13.0	13.3	50.9 24.9%	13.7 12.4%	12.8 3.3%	10.9	10.4	47.8	10.3	10.3 -19.6%	11.8	12.3	44.7	13.6 32.0%	15.0 45.7%	14.2	14.7	57.5
y/y growth	45.9%	35.2%		27.8%	13.5%	24.9%			-16.1%	-22.0%	-6.1%	-24.8%		8.5%	17.9%	-6.5%			19.8%	19.8%	28.6%
q/q growth		4.1%	1.4%	4.9%	2.5%		3.1%	-6.8%	-14.7%	-4.7%		-78.4%	-0.5%	15.1%	3.6%		11.3%	9.8%	-5.3%	3.5%	
% of Confluent Platform	16.1%	16.3%	15.5%	15.9%	15.3%	15.7%	15.8%	13.8%	11.2%	10.1%	12.6%	10.3%	9.6%	11.0%	11.0%	10.5%	12.0%	12.0%	12.0%	12.0%	12.0%
% of total revenue	10.5%	9.7%	8.9%	8.6%	7.9%	8.7%	7.9%	6.8%	5.5%	4.9%	6.2%	4.8%	4.4%	4.8%	4.7%	4.7%	5.0%	5.1%	4.8%	4.7%	4.9%
T. (1.1. D	007.0	400.4	400.43	454 -7	400 =	500.0	474.03	400.03	200.0	040.0	o	047.0	005.03	0.45.0	050.0	055.5			007.0		
Total Revenue	387.9	126.1	139.4	151.7	168.7	586.0	174.3	189.3	200.2	213.2	776.9	217.2	235.0	245.2	258.0	955.5	270.4	293.6	297.9	313.1	1,175.1
y/y growth	63.9%	63.8%	57.8%	47.9%	40.7%	51.1%	38.2%	35.8%	31.9%	26.4%	32.6%	24.6%	24.1%	22.5%	21.1%	23.0%	24.5%	25.0%	21.5%	21.3%	23.0%
q/q growth		5.2%	10.5%	8.8%	11.2%		3.3%	8.6%	5.8%	6.5%		1.9%	8.2%	4.4%	5.2%		4.8%	8.6%	1.4%	5.1%	
Check with IS		ОК	OK	ок	ок		OK	OK	OK	ок		OK	ок	ок	ок		OK	ок	ок	ок	
Consensus Estimate (VA) y/y growth	377.9 59.8%	118.7 54.1%	132.4 49.9%	145.4 41.8%	165.3 37.8%	582.6 50.2%	167.4 32.7%	182.2 30.7%	195.3 28.7%	205.2	777.0 32.6%	211.9	229.7 21.4%	244.8	256.6 20.4%	954.1 22.8%	264.2	284.2	298.1 21.6%	315.3 22.2%	1,164.3 21.8%
	2.6%	6.3%	5.3%	4.3%	2 1%	0.6%	4 1%	3.9%	2.5%	3.9%	0.0%	2.5%	2.3%	0.2%	0.6%		2.4%		-0.1%	-0.7%	0.9%
% difference (above consensus)	2.6%	6.3%	5.3%	4.3%	2.1%	0.6%	4.1%	3.9%	2.5%	3.9%	0.0%	2.5%	2.3%	0.2%	0.6%	0.1%	2.4%	3.3%	-0.1%	-0.7%	0.9%
Estimated Total and New ARR Total (Platform + Cloud)																					
Total Estimated ARR		472.9	528.8	581.0	626.7		668.4	721.9	771.7	813.7		858.9	921.3	964.3	1001.3		1052.8	1127.6	1180.6	1226.5	
y/y growth		67.0%	60.9%	54.2%	47.1%		41.3%	36.5%	32.8%	29.8%		28.5%	27.6%	24.9%	23.1%		22.6%	22.4%	22.4%	22.5%	
q/q growth		11.0%	11.8%	9.9%	7.9%		6.6%	8.0%	6.9%	5.4%		5.6%	7.3%	4.7%	3.8%		5.1%	7.1%	4.7%	3.9%	
Estimated New Cloud ARR	102.6	29.4	39.6	47.1	38.6	154.7	36.2	42.4	40.1	38.4	157.1	43.3	50.0	48.1	42.2	183.7	50.5	60.0	60.1	52.8	223.4
y/y growth	257.4%	57.9%	45.6%	56.3%	44.5%	50.7%	23.2%	7.2%	-15.0%	-0.6%	1.6%	19.7%	17.9%	20.0%	10.0%	16.9%	16.6%	20.0%	25.0%	25.0%	21.7%
q/q growth	0.0%	10.0%	34.6%	19.1%	-18.1%	0.0%	-6.2%	17.1%	-5.5%	-4.2%	0.0%	12.9%	15.4%	-3.8%	-12.2%	0.0%	19.7%	18.7%	0.2%	-12.2%	0.0%
Estimated New Platform ARR	182.7	46.8	43.3	22.9	17.8	130.8	21.8	47.3	53.8	37.8	160.7	37.9	64.7	33.5	38.8	174.8	54.0	96.2	36.8	42.7	229.7
y/y growth	0.0%	29.7%	7.8%	-35.2%	-37.0%	-12.1%	-30.1%	-4.5%	53.8%	1.9%	-0.1%	1.9%	20.9%	-43.8%	-24.8%	-11.5%	15.7%	21.4%	16.5%	19.4%	18.8%
q/q growth	0.0%	-13.4%	-0.8%	-38.5%	19.3%	0.0%	0.0%	35.5%	-1.0%	-20.9%	0.0%	-4.0%	60.9%	-54.0%	5.8%	0.0%	47.7%	68.8%	-55.8%	8.4%	0.0%
Total Estimated New ARR	202.1	55.7	65.6	63.1	57.7	242.1	54.6	67.3	64.7	57.9	244.5	62.0	80.1	61.9	56.9	261.0	72.2	96.5	76.3	70.3	315.3
y/y growth	202.1	43.2%	27.8%	15.1%	1.2%	19.8%	-1.9%	2.6%	2.5%	0.3%	1.0%	13.7%	19.0%	-4.3%	-1.7%	6.8%	16.3%	20.5%	23.1%	23.6%	20.8%
2 Year Stack		-J.Z/0	27.0/0	10.170	1.2/0	19.0%	41.3%	30.4%	17.6%	1.5%	1.078	11.8%	21.6%	-1.8%	-1.4%	0.070	10.3/0	20.070	23.170	23.0%	20.070
g/g growth		-2.4%	17.9%	-3.8%	-8.6%		-5.4%	23.3%	-3.8%	-10.6%		7.2%	29.1%	-1.6% -22.7%	-8.2%		26.9%	33.8%	-21.0%	-7.8%	
q/q grown		*2.470	17.370	*3.070	*O.U %		-0.4%	23.3/0	*3.0%	-10.0%		1.270	23.170	-22.170	-0.2 /6		20.9%	33.070	-21.070	-7.0%	
Total Estimated Net New ARR	176.5	46.9	55.9	52.2	45.7	200.7	41.7	53.5	49.8	42.0	186.9	45.3	62.4	42.9	37.0	187.6	51.5	74.8	53.0	45.9	225.3
y/y growth	170.5	39.0%	22.8%	8.7%	-7.2%	13.7%	-11.1%	-4.2%	-4.6%	-8.3%	-6.9%	8.7%	16.6%	-13.8%	-11.8%	0.3%	13.8%	20.0%	23.4%	24.2%	20.1%
g/g growth		-4.9%	19.2%	-6.5%	-12.5%	13.770	-8.9%	28.5%	-6.9%	-15.8%	-0.370	7.9%	37.8%	-31.2%	-13.8%	0.570	39.3%	45.2%	-29.2%	-13.3%	20.170
44 Aromii		7.0/0	13.270	-0.070	12.070		-0.3/0	20.070	-0.370	10.070		1.0/0	31.070	J1.2/0	13.070		33.370	TU.2 /0	23.2/0	10.070	

**Exhibit 13: CFLT Plausible Case** 

\$ in millions, except per share data

	Dec-21 2021	Mar-22 1Q22	Jun-22 2Q22	Sep-22 3Q22	Dec-22 4Q22	Dec-22 2022	Mar-23 1Q23	Jun-23 2Q23	Sep-22 3Q23	Dec-23 4Q23	Dec-23 2023	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3024F	Dec-24 4Q24E	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25 4Q25E	Dec-25
Revenue Breakdown	2021	IQZZ	2022	3022	4022	2022	10(23	2023	3623	4023	2023	10(24	2024	3Q24E	4Q24E	2024E	IQZJE	ZQZJE	JUZJE	4QZJE	2023E
License	69.2	18.9	19.6	17.1	20.4	76.0	19.0	20.5	21.4	23.1	84.0	19.4	27.0	23.8	26.6	96.8	23.9	32.3	25.4	27.3	108.9
Total PCS	183.7	56.1	60.5	64.7	66.6	247.8	67.9	72.4	76.3	79.7	296.2	80.7	80.4	86.8	88.6	336.5	92.4	95.2	99.6	102.3	389.4
Platform-Actual	252.9	75.0	80.0	81.8	87.0	323.8	86.9	92.9	97.7	102.8	380.3	100.1	107.3	110.7	115.2	433.2	116.3	127.5	124.9	129.6	498.3
y/y growth	42.7%	38.7%	36.0%	24.7%	16.9%	28.0%	15.9%	16.1%	19.4%	18.2%	17.4%	15.1%	15.5%	13.3%	12.1%	13.9%	16.2%	18.7%	12.9%	12.6%	15.0%
q/q growth		0.8%	6.7%	2.2%	6.3%		0.0%	6.9%	5.1%	5.2%		-2.6%	7.3%	3.1%	4.1%		1.0%	9.6%	-2.0%	3.8%	
% of total revenue	47.4%	44.4%	43.4%	42.6%	39.5%	42.3%	39.0%	38.2%	38.1%	37.4%	38.1%	37.1%	34.2%	34.9%	33.6%	34.9%	33.6%	31.9%	32.4%	31.6%	32.3%
Consensus Estimate (VA)	246.6	70.3	74.2	77.0	84.1	320.9	80.4	86.6	89.9	95.9	380.2	95.2	102.1	108.3	110.7	426.9	110.4	117.6	119.5	123.7	471.2
y/y growth	39.2%	30.0%	26.2%	17.4%	13.0%	26.9%	7.2%	8.2%	9.9%	10.2%	17.4%	9.6%	9.9%	10.9%	7.8%	12.3%	10.3%	9.6%	8.0%	7.4%	8.8%
% difference (above consensus)	2.5%	6.7%	7.8%	6.2%	3.4%	0.9%	8.1%	7.3%	8.6%	7.2%	0.0%	5.1%	5.1%	2.2%	4.0%	1.5%	5.4%	8.4%	4.6%	4.8%	5.8%
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Confluent Cloud	94.2	38.9	47.0	56.9	68.4	211.2	73.6	83.6	91.6	100.0	348.8	106.8	117.4	126.3	135.6	486.1	144.5	155.2	167.5	178.9	646.1
q/q growth		5.1	8.1	9.9	11.5		5.2	9.9	8.0	8.4		6.8	10.6	8.9	9.3		8.9	10.7	12.3	11.4	
y/y growth	199.8%	179.6%	138.9%	112.3%	102.5%	124.3%	89.2%	77.9%	60.9%	46.2%	65.1%	45.1%	40.5%	37.9%	35.6%	39.4%	35.3%	32.2%	32.6%	32.0%	32.9%
q/q growth		15.2%	20.7%	21.2%	20.2%		7.7%	13.5%	9.6%	9.2%		6.8%	9.9%	7.6%	7.4%		6.6%	7.4%	7.9%	6.8%	
% of total revenue	24.3%	30.8%	33.7%	37.5%	40.5%	36.0%	42.2%	44.2%	45.8%	46.9%	44.9%	49.2%	50.0%	50.7%	51.5%	50.4%	52.6%	52.1%	54.5%	55.2%	53.7%
% of subscription revenue	27.1%	34.2%	37.0%	41.0%	44.0%	39.5%	45.9%	47.4%	48.4%	49.3%	47.8%	51.6%	52.2%	53.3%	54.1%	52.9%	55.4%	54.9%	57.3%	58.0%	56.5%
Consensus Estimate (VA)	92.0	37.2	45.2	55.3	67.4	210.3	73.4	81.8	92.0	97.6	348.9	105.1	115.9	125.5	134.6	483.8	142.5	155.1	166.8	179.6	644.1
y/y growth	193.0%	166.9%	129.6%	106.2%	99.7%	123.3%	88.7%	74.0%	61.6%	42.7%	65.2%	42.7%	38.6%	37.0%	34.6%	38.7%	33.4%	32.1%	32.1%	32.5%	32.5%
% difference (above consensus)	2.3%	4.7%	4.0%	3.0%	1.4%	0.4%	0.3%	2.2%	-0.4%	2.5%	0.0%	1.7%	1.3%	0.7%	0.7%	0.5%	1.4%	0.1%	0.4%	-0.4%	0.3%
Subscription Revenue	347.1	113.9	127.0	138.7	155.4	535.0	160.6	176.5	189.3	202.8	729.1	206.9	224.7	237.0	250.8	919.3	260.8	282.7	292.4	308.6	1144.5
y/y growth	66.4%	67.6%	61.8%	50.1%	43.6%	54.1%	40.9%	38.9%	36.4%	30.5%	36.3%	28.9%	27.3%	25.2%	23.7%	26.1%	26.1%	25.8%	23.4%	23.0%	24.5%
q/q growth		5.3%	11.5%	9.2%	12.0%		3.3%	9.9%	7.2%	7.1%		2.0%	8.6%	5.5%	5.8%		4.0%	8.4%	3.5%	5.5%	
% of total revenue	89.5%	90.3%	91.1%	91.4%	92.1%	91.3%	92.1%	93.2%	94.5%	95.1%	93.8%	95.2%	95.6%	95.1%	95.2%	95.3%	94.9%	94.9%	95.1%	95.2%	95.0%
Consensus Estimate (VA)	338.7	107.5	120.0	132.9	151.9	531.6	153.9	168.4	181.8	193.4	729.1	200.2	218.0	233.7	245.3	911.3	253.0	272.7	286.2	303.4	1,118.3
y/y growth	62.3%	58.0%	52.8%	43.8%	40.4%	53.1%	35.0%	32.5%	31.1%	24.5%	36.3%	24.7%	23.5%	23.5%	21.0%	25.0%	22.3%	21.4%	20.8%	21.0%	21.6%
% difference (above consensus)	2.5%	6.0%	5.9%	4.4%	2.3%	0.7%	4.4%	4.8%	4.1%	4.8%	0.0%	3.3%	3.1%	1.4%	2.2%	0.9%	3.1%	3.7%	2.2%	1.7%	2.3%
NTM Subscription		581.7	631.2	681.7	729.1		775.4	823.6	871.3	919.3		973.3	1031.2	1086.7	1144.5		1205.7	1270.0	1338.0	1408.1	
Services	40.8	12.2	12.4	13.0	13.3	50.9	13.7	12.8	10.9	10.4	47.8	10.3	10.3	12.2	12.7	45.5	14.0	15.3	15.0	15.6	59.8
y/y growth	45.9%	35.2%	26.1%	27.8%	13.5%	24.9%	12.4%	3.3%	-16.1%	-22.0%	-6.1%	-24.8%	-19.6%	11.6%	21.9%	-5.0%	35.1%	48.7%	23.2%	22.8%	31.5%
q/q growth		4.1%	1.4%	4.9%	2.5%		3.1%	-6.8%	-14.7%	-4.7%		-78.4%	-0.5%	18.4%	4.1%		10.2%	9.6%	-2.0%	3.8%	
% of Confluent Platform	16.1%	16.3%	15.5%	15.9%	15.3%	15.7%	15.8%	13.8%	11.2%	10.1%	12.6%	10.3%	9.6%	11.0%	11.0%	10.5%	12.0%	12.0%	12.0%	12.0%	12.0%
% of total revenue	10.5%	9.7%	8.9%	8.6%	7.9%	8.7%	7.9%	6.8%	5.5%	4.9%	6.2%	4.8%	4.4%	4.9%	4.8%	4.7%	5.1%	5.1%	4.9%	4.8%	5.0%
Total Revenue	387.9	126.1	139.4	151.7	168.7	586.0	174.3	189.3	200.2	213.2	776.9	217.2	235.0	249.1	263.4	964.8	274.8	298.0	307.4	324.1	1,204.3
y/y growth	63.9%	63.8%	57.8%	47.9%	40.7%	51.1%	38.2%	35.8%	31.9%	26.4%	32.6%	24.6%	24.1%	24.4%	23.6%	24.2%	26.5%	26.8%	23.4%	23.0%	24.8%
g/g growth		5.2%	10.5%	8.8%	11.2%		3.3%	8.6%	5.8%	6.5%		1.9%	8.2%	6.0%	5.7%		4.3%	8.4%	3.2%	5.4%	
Check with IS		OK	OK	OK	ок		OK	OK	OK	OK		OK	OK	3.9	5.4		4.3	4.3	9.5	11.0	
Consensus Estimate (VA)	377.9	118.7	132.4	145.4	165.3	582.6	167.4	182.2	195.3	205.2	777.0	211.9	229.7	244.8	256.6	954.1	264.2	284.2	298.1	315.3	1,164.3
y/y growth	59.8%	54.1%	49.9%	41.8%	37.8%	50.2%	32.7%	30.7%	28.7%	21.6%	32.6%	21.6%	21.4%	22.3%	20.4%	22.8%	21.6%	20.9%	19.7%	19.7%	20.7%
% difference (above consensus)	2.6%	6.3%	5.3%	4.3%	2.1%	0.6%	4.1%	3.9%	2.5%	3.9%	0.0%	2.5%	2.3%	1.8%	2.7%	1.1%	4.0%	4.9%	3.1%	2.8%	3.4%
Estimated Total and New ARR	2.0,0	0.070	0.070	4.070	2.170	5.575	41.170	0.070	2.070	0.070	5.575	2.070	2.070	11070	2.770	,.	4.070	4.070	0.170	2.070	5.175
Total (Platform + Cloud)																					
Total Estimated ARR		472.9	528.8	581.0	626.7		668.4	721.9	771.7	813.7		858.9	921.3	975.7	1020.1		1071.5	1146.2	1212.0	1266.0	
y/y growth		67.0%	60.9%	54.2%	47.1%		41.3%	36.5%	32.8%	29.8%		28.5%	27.6%	26.4%	25.4%		24.8%	24.4%	24.2%	24.1%	
q/q growth		11.0%	11.8%	9.9%	7.9%		6.6%	8.0%	6.9%	5.4%		5.6%	7.3%	5.9%	4.5%		5.0%	7.0%	5.7%	4.5%	
E-d	400 -	<b></b>	20.5	4-4				40.7	40.4		457.0	40.5	<b>50.</b> 5	50.4		400.5			05.4		200.5
Estimated New Cloud ARR	102.6	29.4	39.6	47.1	38.6	154.7	36.2	42.4	40.1	38.4	157.1	43.3	50.0	52.1	44.1	189.6	50.5	60.0	65.1	55.2	230.8
y/y growth	257.4%	57.9%	45.6%	56.3%	44.5%	50.7%	23.2%	7.2%	-15.0%	-0.6%	1.6%	19.7%	17.9%	30.0%	15.0%	20.7%	16.6%	20.0%	25.0%	25.0%	21.8%
q/q growth	0.0% 182.7	10.0%	34.6% 43.3	19.1% <b>22.9</b>	-18.1%	0.0%	-6.2% <b>21.8</b>	17.1% <b>47.3</b>	-5.5% <b>53.8</b>	-4.2% 37.8	0.0% <b>160.7</b>	12.9% 37.9	15.4% 64.7	4.2% 53.6	-15.3% <b>53.8</b>	0.0%	14.5% <b>54.0</b>	18.7% 96.2	8.5% <b>58.9</b>	-15.3% <b>59.1</b>	0.0% 268.3
Estimated New Platform ARR	0.0%	46.8 29.7%	43.3 7.8%	-35.2%	17.8 -37.0%	130.8 -12.1%	-30.1%	47.3 -4.5%	53.8% 53.8%	1.9%	-0.1%	1.9%	20.9%	-13.4%	4.6%	209.9 3.6%	54.0 17.1%	22.3%	58.9 13.9%	16.8%	268.3 18.0%
<b>y/y growth</b> q/q growth	0.0%	-13.4%	-0.8%	-35.2% -38.5%	19.3%	0.0%	0.0%	35.5%	-1.0%	-20.9%	0.0%	-4.0%	60.9%	-13.4% -29.1%	-4.5%	0.0%	7.6%	68.0%	-34.0%	-2.1%	0.0%
Total Estimated New ARR	202.1	55.7	65.6	63.1	57.7	242.1	54.6	67.3	64.7	57.9	244.5	62.0	80.1	73.4	64.5	280.1	7.0%	96.8	89.4	79.0	337.7
y/y growth	202.1	43.2%	27.8%	15.1%	1.2%	19.8%	-1.9%	2.6%	2.5%	0.3%	1.0%	13.7%	19.0%	13.5%	11.5%	14.6%	16.8%	20.9%	21.8%	22.4%	20.6%
					/6	.0.070	41.3%	30.4%	17.6%	1.5%		11.8%	21.6%	15.9%	11.7%		. 0.0,0	20.078	2	70	20.070
														.0.0,0	/ 0						
2 Year Stack q/q growth		-2.4%	17.9%	-3.8%	-8.6%		-5.4%	23.3%	-3.8%	-10.6%		7.2%	29.1%	-8.3%	-12.1%		12.3%	33.6%	-7.6%	-11.7%	
2 Year Stack q/q growth	470.5	-2.4%				200 7	-5.4%	23.3%			100.0					200 5					245.0
2 Year Stack q/q growth Total Estimated Net New ARR	176.5	-2.4% 46.9	55.9	52.2	45.7	200.7	-5.4% 41.7	23.3% 53.5	49.8	42.0	186.9	45.3	62.4	54.4	44.4	206.5	51.4	74.7	65.8	54.0	245.9
2 Year Stack q/q growth	176.5	-2.4%				<b>200.7</b> 13.7%	-5.4%	23.3%			<b>186.9</b> -6.9%					<b>206.5</b> 10.4%					<b>245.9</b> 19.1%

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

#### CHKP - Set Up Well

**3Q24** Billings Achievable, Implies Lower Seasonal Growth than Typical. 3Q24 consensus billings estimate of \$573M (8% y/y) implies a sequential decline of 8%. The 3Q q/q growth is less than the 3- and 5- year average of both -4%, and therefore achievable, in our view. See Exhibit 14. In addition, we believe CHKP should come at least in line with 3Q consensus Total Revenue estimates. In order to hit 3Q24 Total Revenue guidance of \$633M (6.2% y/y) at the midpoint, we have to assume Security Subscription New ARR declines 13% y/y, which is unlikely. In a more plausible scenario, assuming business momentum when measured on a two-year stack remains relatively stable, we estimate New ARR declines 3% y/y. In addition, we estimate New Workload Product growth of 35% y/y is also reasonable, which reflects stable business momentum and normal seasonality q/q. See Exhibit 16 and 17.

**Upside to 2024 Billings.** Consensus estimates of \$2.618B implies 7% y/y growth. If 3Q and 4Q billings grow in line with typical seasonality in each quarter, we estimate Total Billings grow 10% y/y, yielding approximately 2% potential upside. See Exhibit 15. Further,

CHKP FY24 Total Revenue guidance of \$2.55B at the midpoint should also come in line. Assuming business momentum improves throughout the remainder of 2024, we estimate Security Subscription New ARR is flat y/y. In addition, Assuming New Workload Product business momentum improves throughout the 2H24, we estimate about 18% y/y growth. See Exhibit 16 and 17.

**Potential Upside to 2025 Billings.** If we assume our plausible case for 2024 plays out and assume typical seasonal growth in each quarter, which is in line with 3- and 5-year averages, we estimate 2025 Total Billings growth of 5% y/y and see 2% potential upside to current consensus estimates. See Exhibit 15.

**Exhibit 14: CHKP Billings Base Case** 

\$ in millions, except per share data	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	Mar-25	Jun-25	Sep-25	Dec-25	2025 (E)
	Full Year		1Q23	2Q23	3Q23	4Q23	Full Year	1Q24	2Q24	3Q24E	4Q24E	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year
Current Billings	2,315.6	2,435.9	517.9	580.8	535.4	831.0	2,465.1	532.0	622.3	586.3	885.0	2,625.6	558.6	653.4	609.7	920.4	2,742.1
y/y growth	7.1%	5.2%	1.9%	3.9%	-2.1%	1.1%	1.2%	2.7%	7.1%	9.5%	6.5%	6.5%	5.0%	5.0%	4.0%	4.0%	4.4%
Two-year growth stack	13.8%	12.3%	8.3%	8.5%	6.2%	4.1%	6.4%	4.7%	11.0%	7.4%	7.6%	7.7%	7.7%	12.1%	13.5%	10.5%	10.9%
g/q growth			-37.0%	12.1%	-7.8%	55.2%		-36.0%	17.0%	-5.8%	51.0%		-36.9%	17.0%	-6.7%	51.0%	
Consensus Estimate (VA)										580.7	865.1	2,600.0	567.2	652.0	614.9	899.5	2,733.6
% difference (above consensus)		-1.2%	-4.4%	1.1%	-4.0%	1.7%	0.6%	0.0%	2.6%	1.0%	2.3%	1.0%	-1.5%	0.2%	-0.8%	2.3%	0.3%
Total Billings	2,392.0	2,500.6	485.3	566.1	530.9	862.3	2,444.6	517.0	619.9	590.4	919.9	2,647.2	533.3	650.4	588.8	982.6	2,755.1
y/y growth	10.7%	4.5%	-3.3%	-0.8%	-5.0%	-0.8%	-2.2%	6.5%	9.5%	11.2%	6.7%	8.3%	3.1%	4.9%	-0.3%	6.8%	4.1%
Two-year growth stack	16.4%	15.3%	0.5%	4.7%	3.0%	1.4%	2.3%	3.2%	8.7%	6.2%	5.9%	6.0%	9.7%	14.4%	10.9%	13.5%	12.4%
q/q growth			-44.2%	16.6%	-6.2%	62.4%		-40.0%	19.9%	-4.8%	55.8%		-42.0%	22.0%	-9.5%	66.9%	
% of revenue	110.4%	107.3%	85.7%	96.2%	89.0%	130.0%	101.2%	86.3%	98.8%	93.2%	130.6%	103.3%	84.5%	98.2%	88.0%	132.3%	101.8%
Consensus Estimate (VA)										573.1	908.1	2,618.1	546.4	648.2	609.3	948.2	2,752.1
% difference (above consensus)	2.9%	-1.2%	-7.2%	-1.3%	-4.4%	-0.6%	-0.2%	-0.2%	4.0%	3.0%	1.3%	1.1%	-2.4%	0.3%	-3.4%	3.6%	0.1%

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

Exhibit 15: CHKP Billings Plausible Case

EXHIBIT 19. CHAP BIHINGS FIG	สนอเมเ	e cas	U														
\$ in millions, except per share data	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	Mar-25	Jun-25	Sep-25	Dec-25	2025 (E)
	Full Year	Full Year	1Q23	2Q23	3Q23	4Q23	Full Year	1Q24	2Q24	3Q24E	4Q24E	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year
Current Billings	2,315.6	2,435.9	517.9	580.8	535.4	831.0	2,465.1	532.0	622.3	590.0	907.5	2,651.8	558.6	653.4	613.6	943.8	2,769.4
y/y growth	7.1%	5.2%	1.9%	3.9%	-2.1%	1.1%	1.2%	2.7%	7.1%	10.2%	9.2%	7.6%	5.0%	5.0%	4.0%	4.0%	4.4%
Two-year growth stack	13.8%	12.3%	8.3%	8.5%	6.2%	4.1%	6.4%	4.7%	11.0%	8.1%	10.3%	8.8%	7.7%	12.1%	14.2%	13.2%	12.0%
q/q growth			-37.0%	12.1%	-7.8%	55.2%		-36.0%	17.0%	-5.2%	53.8%		-38.4%	17.0%	-6.1%	53.8%	1
Consensus Estimate (VA)										580.7	865.1	2,600.0	567.2	652.0	614.9	899.5	2,733.6
% difference (above consensus)		-1.2%	-4.4%	1.1%	-4.0%	1.7%	0.6%	0.0%	2.6%	1.6%	4.9%	2.0%	-1.5%	0.2%	-0.2%	4.9%	1.3%
																	í
Total Billings	2,392.0	2,500.6	485.3	566.1	530.9	862.3	2,444.6	517.0	619.9	595.2	949.8	2,681.8	531.8	650.0	593.5	1,013.3	2,788.6
y/y growth	10.7%	4.5%	-3.3%	-0.8%	-5.0%	-0.8%	-2.2%	6.5%	9.5%	12.1%	10.1%	9.7%	2.9%	4.8%	-0.3%	6.7%	4.0%
Two-year growth stack	16.4%	15.3%	0.5%	4.7%	3.0%	1.4%	2.3%	3.2%	8.7%	7.1%	9.3%	7.5%	9.4%	14.4%	11.8%	16.8%	13.7%
g/q growth			-44.2%	16.6%	-6.2%	62.4%		-40.0%	19.9%	-4.0%	59.6%		-44.0%	22.2%	-8.7%	70.7%	í
% of revenue	110.4%	107.3%	85.7%	96.2%	89.0%	130.0%	101.2%	86.3%	98.8%	93.8%	134.7%	104.5%	83.7%	98.0%	88.4%	136.1%	102.7%
Consensus Estimate (VA)										573.1	908.1	2,618.1	546.4	648.2	609.3	948.2	2,752.1
% difference (above consensus)	2.9%	-1.2%	-7.2%	-1.3%	-4.4%	-0.6%	-0.2%	-0.2%	4.0%	3.9%	4.6%	2.4%	-2.7%	0.3%	-2.6%	6.9%	1.3%

**Exhibit 16: CHKP Base Case** 

First Part   Test Part   Test Part   1925   2023   2023   2025   2025   2026	Exhibit 16: CHKP Base Case \$ in millions, except per share data	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	2025 (E)	2026 (E)
Product and Licenses	Davience Build Breduct and Licenses	Full Year	Full Year	1Q23	2Q23	3Q23	4Q23	Full Year	1Q24	2Q24	3Q24E	4Q24E	Full Year	Full Year	<b>Full Year</b>
Proceedings		513.9	554.9	108.0	116.9	114.2	158.3	497.4	100.3	118.1	116.6	164.2	499.2	499.6	503.2
Command Extraction   23   29   29   29   29   29   29   29		0.1%	8.0%		-12.2%	-13.7%	-8.7%	-10.4%	-7.1%	1.0%	2.1%		0.4%	0.1%	
Communication communication   1.5		22 70/	22 00/					20.6%					10 50/	10 40/	17 50/
Reference   Special   Process   Pr		23.176	23.6%	19.176	19.9%	19.276	23.9%	20.0%	10.6%	10.0%					
Peters   P		1.8%	-0.1%	-5.6%	-5.5%	-1.2%	-0.8%	-0.2%	-1.9%	3.7%					
Peters   P	Potroch rato (5 year)			900/	909/	909/	909/		909/	900/	909/	909/			
py change   1,4%   1,7%   2,7%   3,5%   3,9%   2,5%   3,2%   3,5%   3,3%   2,3%   2,5%   3,2%   3,5%   2,3%   3,5%   2,5%   3,2%   3,5%															
Value   Valu															
Section for product   67.34   79.56   67.56   69.55   62.56   69.55   62.56   69.55   70.06   62.85   70.06   62.85   69.55   62.55		1.4%	-1.7%					-3.2%					-2.4%	0.1%	0.9%
Pythange		87.3%	79.5%					85.8%					83.4%	83.4%	83.5%
Pythange															
Troupes ranged go changes															
Seys Charges  No folial product  12,7%  20,00%  12,1%  12,															0.070
Security Study															
Section   Sect		12 7%	20.5%					1/1 20/					16 6%	16.6%	16 5%
Security Subscriptions   756.2   656.6   726.2   726.2   726.0   726.2   726.0   726	78 Of total product	12.770	20.078	12.170	12.076	13.378	17.770	14.2 /0	0.370	10.078	17.270	21.470	10.078	10.078	10.578
Principle   Prin															
One charge   34 Oh   36 Oh   37   47   39   70   40   50   5															
Section framework   34,08%   36,08%   40,08%   40,08%   41,09%   42,09%   44,09%   42,09%   44,09%   42,09%		12.070	13.0%					14.470					10.270	11.070	10.176
Manage ART   Artificial Control Cont	% of total revenue	34.9%	36.8%					40.6%			44.0%	42.0%			
Average ARR in O		0.497	0.29/	1 50/	2.40/	2 10/	0.7%	0.2%	1 20/	-0.49/			_	_	
yy change (right page) Estimated ARR S. Alemage ARR    15.29   17.74   17.74   17.74   17.74   17.74   19.74	% unierence (above consensus)	0.4/6	0.2/6	1.5/6	2.4/0	3.1/6	0.1/8	0.2/6	1.3/0	-0.4/6	-0.4/6	-0.5%	-0.2/6	0.4/6	1.0/6
cyt cytarge															
Estimated ARR at end of Q 811-4 9184 934.2 974.4 1,028.2 1,086.4 1,070.2 1,108.5 1,152.0 1,184.5 1,184.5 1,184.5 1,184.6 1,184.5 1,184.6 1,184.5 1,184.6 1,184.5 1,184.6 1,184.5 1,184.6 1,184.5 1,184.6 1,184.5 1,184.6 1,184.5 1,184															
grig charge K. Estimated ARR - Average ARR Edit mentify Selfs and ARR - Contribution from Acqualistions Selfs and Selfs	Estimated ARR at end of Q	811.4	918.4					1,058.4			1,152.0	1,184.5			
Secundaria ARR   2		35.8%	35.8%					35.8%							
EAM invariety  Average ARR correlation from Acquisitions Not included in the Oir  Estimated ARR at end of Q - Including Acquisitions  816.4 924.0 934.2 974.4 1,028.2 1,083.2 1,070.2 1,108.5 1,152.0 1,184.5 1,184.5 1,181.8 1,445.7  Assumed Armain Reviewin Reviewing R											3.9%	2.0%			
Estimated ARR at end of Q - Including Acquisitions   \$16.4   924.0   334.2   974.4   1,028.2   1,090.2   1,070.2   1,186.5															
Estimated ARR at end of Q - Including Acquisitions   \$16.4   924.0   334.2   974.4   1,028.2   1,090.2   1,070.2   1,186.5	Access ADD contribution from Accessition Not believe	die de Ore													
Assumed Annual Renewal Rate			924.0	934.2	974.4	1,028.2	1,063.2	1,063.2	1,070.2	1,108.5	1,152.0	1,184.5	1,184.5	1,318.8	1,445.7
Equihant Quarterly Renewal Rate Quarterly Renewal Rate Quarterly Renewal Rate Quarterly Chum Quarterly Renewals 118 119 1142 131.1 13.5 13.5 14.1 14.7 Quarterly Renewals 119.2 92.2 92.2 96.0 1.015.1 1.049.7 1.056.6 1.044.4 1.137.3 9.5															
11.8   11.9   12.4   13.1   13.5   13.6   14.1   14.7															
Outstrefty Renewals     912.2   92.2.3   96.2.0   1,015.1   1,045.7   1,056.6   1,094.4   1,137.3															
New ARR	Quarterly Renewals			912.2	922.3	962.0	1,015.1		1,049.7	1,056.6	1,094.4	1,137.3			
y/c change   37.9%   10.6%   29.2%   36.1%   24.9%   13.5%   25.0%   6.5%   0.3%   -13.0%   2.0%   5.59%   11.0%   0.3%   of change   of		426.2	450.7					400.4					477.0	406.7	406.0
A8 19%   137.19%   27.19%   27.49%   57.39%   152.99%   10.89%   18.25%   19.25%															
yy change (off unadjused base) 37.9% 10.6% 29.2% 36.1% -11.0% 20.6% 25.0% 38.3% -13.7% 1.13% 23% 5.5% 19.1% 5.1% 10.0% 56.6% 47.4% -5.6% 31.4% 35.6% -9.1% 22.4% 11.8% 11.5% 19.1% 5.1% 10.7% Subscription Revenue from Prior Q ARR - Chum Subscription Revenue from New ARR (adjusted for acquisitions) 228.1 230.6 240.5 25.8 262.4 264.1 273.6 284.3 10.0 9.4 5.9 11.7 Assumed % of Rev in Q from New ARR (adjusted for acquisitions) 3.5 64% 47% 10.0 10.9 4 5.9 11.7 Assumed % of Rev in Q from New ARR (adjusted for acquisitions) 4.7 55.2 858.8 28.2 238.9 248.3 265.8 981.2 263.4 273.6 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 249.5 269.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 249.5 296.4 296.															
yy change (off unadjused base) 37.9% 10.6% 29.2% 36.1% -11.0% 20.6% 25.0% 38.3% -13.7% 1.13% 23% 5.5% 19.1% 5.1% 10.0% 56.6% 47.4% -5.6% 31.4% 35.6% -9.1% 22.4% 11.8% 11.5% 19.1% 5.1% 10.7% Subscription Revenue from Prior Q ARR - Chum Subscription Revenue from New ARR (adjusted for acquisitions) 228.1 230.6 240.5 25.8 262.4 264.1 273.6 284.3 10.0 9.4 5.9 11.7 Assumed % of Rev in Q from New ARR (adjusted for acquisitions) 3.5 64% 47% 10.0 10.9 4 5.9 11.7 Assumed % of Rev in Q from New ARR (adjusted for acquisitions) 4.7 55.2 858.8 28.2 238.9 248.3 265.8 981.2 263.4 273.6 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 249.5 269.4 279.5 296.0 1,112.5 1,239.9 1,372.5 864.4 249.5 296.4 296.	Adjusted New ADD	420.2	450.7	22.0	F0.4	47.0	E4.4	400.4	42 F	45.0	E7.6	47.4	477.0	406.7	100.0
Two-year stack   37.8%   48.5%   56.6%   47.4%   5.6%   31.4%   35.6%   91.%   22.4%   11.8%   11.5%   19.1%   5.1%   10.7%															
Subscription Revenue from New ARR (adjusted for acquisitions)  Assumed % of Rev in Q from New ARR     28															
Subscription Revenue from New ARR (adjusted for acquisitions)  Assumed % of Rev in Q from New ARR     28	0.1 1.1 0.1 0.100 0.1						0=0.0								
Assumed % of Rev in Q from New ARR   3% 64% 47% 100%   20% 73% 41% 99%   30%		sitions)													
Reported Subscription Resenue   755.2   858.0   228.2   238.9   248.3   265.8   981.2   263.4   271.7															
Reported Subscription Resenue   755.2   858.0   228.2   238.9   248.3   265.8   981.2   263.4   271.7	Ontended at Outrophylon B			000.5	000.5	0:0:	007.5	001.5	000 (	0=0	0=0.5		4	4.000	4 0=0 5
Revenue Build - Software Updates and Maintenance         897.7         917.0         230.0         232.9         233.8         239.4         936.1         235.1         237.6         238.7         245.3         956.6         975.1         992.6           Software Updates and Maintenance         897.7         917.0         230.0         232.9         233.8         239.4         936.1         235.1         237.6         238.7         245.3         956.6         975.1         992.6           y/y change         2.0%         2.1%         2.1%         1.1%         2.3%         2.1%         2.2%         2.0%         2.1%         2.5%         2.2%         1.1%         1.1%         0.4%         2.8%         37.3%         35.9%         34.6%         39.3%         33.7%         37.5%         34.8%         37.3%         35.9%         34.6%         39.3%         39.3%         37.9%         37.6%         34.8%         37.3%         35.9%         34.6%         39.3%         39.3%         33.7%         37.5%         34.8%         37.3%         35.9%         34.6%         2.2%         2.1%         1.1%         0.4%         2.2%         2.2%         2.2%         2.2%         2.2%         2.2%         37.9%         35.9%         35.											279.5	296.0	1,112.5	1,239.9	1,372.5
Software Updates and Maintenance				-											
Software Updates and Maintenance	Payanua Puild Software Undates and Maintenance														
yly change (qr change)         2.0%         2.1%         2.1%         2.1%         1.8%         2.3%         2.1%         2.2%         2.0%         2.1%         2.5%         2.2%         1.9%         1.8%         qr change         2.1%         1.2%         2.1%         2.2%         2.0%         2.1%         2.5%         2.2%         1.9%         1.8%         4.8%         2.3%         2.1%         2.2%         2.0%         2.1%         2.5%         2.2%         1.9%         1.8%         4.8%         2.3%         2.1%         2.1%         2.5%         2.2%         1.9%         1.8%         2.4%         1.18%         2.4%         2.4%         1.18%         2.4%         2.4%         1.18%         2.4%         2.4%         1.18%         2.4%         2.4%         1.18%         2.4%         2.4%         1.18%         2.4%         2.4%         2.4%         2.4%         2.4%         2.4%         2.4%         2.4%         2.4%         2.4%         2.8%         38.8%         39.3%         37.9%         37.6%         3.48%         37.3%         35.9%         34.6%         2.2%         2.1%         2.2         28.1         2.31         2.2         28.1         2.3         2.1         2.3         2.2		897.7	917.0	230.0	232.9	233.8	239.4	936.1	235.1	237.6	238.7	245.3	956.6	975.1	992.6
Consensus Estimate (VA)   Consensus   Consensus (VA)   Con	y/y change			2.1%	2.1%	1.8%	2.3%		2.2%	2.0%	2.1%	2.5%			
Consensus Estimate (VA)   238.4   243.1   954.2   964.8   964.3   964.3   964.6   964.6   96	•	44 407						00.00/					07.00/	05.00/	0.4.007
% difference (above consensus)         0.1%         0.1%         0.7%         0.8%         0.2%         0.9%         0.2%         0.7%         0.3%         0.1%         0.9%         0.3%         1.1%         2.9%           Attach rate         12%         12%         12%         12%         13%         13%         13%         13%         14%         14%         2.9%           Renewal Updates and Maintenance Renewal rate         852.8         213.9         216.6         218         222         871.2         218.5         221.3         222         227         889.3         908.8           New Updates and Maintenance Assumed attach rate         61.5         64.2         16.1         16.3         15.6         17.0         65.0         16.6         16.3         16.5         17.9         67.3         66.3 <td></td> <td>41.4%</td> <td>39.4%</td> <td>40.6%</td> <td>39.6%</td> <td>39.2%</td> <td>30.1%</td> <td>38.8%</td> <td>39.3%</td> <td>37.9%</td> <td></td> <td></td> <td></td> <td></td> <td></td>		41.4%	39.4%	40.6%	39.6%	39.2%	30.1%	38.8%	39.3%	37.9%					
Renewal Updates and Maintenance         836.2         852.8         213.9         216.6         218         222         871.2         218.5         221.3         222         227         889.3         908.8           New Updates and Maintenance         61.5         64.2         16.1         16.3         15.6         17.0         65.0         16.6         16.3         16.5         17.9         67.3         66.3         66.3           Assumed attach rate         94%         56%         58%         64%         70%         89%         92%         97%         95%         90%         81%         80%         80%           Total Subscription and Support         1,652.9         1,775.0         458.2         471.8         482.1         505.2         1,917.3         498.5         509.3         518.2         541.3         2,067.3         2,215.0         2,365.2           y/y change         6.5%         7.4%         7.7%         8.3%         8.6%         8.0%         7.9%         7.5%         7.1%         7.8%         7.1%         6.8%           % of total revenue         76.3%         76.2%         80.9%         80.1%         80.8%         76.1%         79.4%         83.2%         81.2%         81.6% <td></td> <td>0.1%</td> <td>0.1%</td> <td>0.7%</td> <td>0.8%</td> <td>0.2%</td> <td>0.9%</td> <td>0.2%</td> <td>0.7%</td> <td>0.3%</td> <td></td> <td></td> <td></td> <td></td> <td></td>		0.1%	0.1%	0.7%	0.8%	0.2%	0.9%	0.2%	0.7%	0.3%					
Renewal rate         95% <t< td=""><td>Attach rate</td><td></td><td></td><td>12%</td><td>12%</td><td>12%</td><td>13%</td><td></td><td>13%</td><td>13%</td><td>13%</td><td>14%</td><td></td><td></td><td></td></t<>	Attach rate			12%	12%	12%	13%		13%	13%	13%	14%			
Renewal rate         95% <t< td=""><td>Renewal Updates and Maintenance</td><td>836.2</td><td>852 8</td><td>213.9</td><td>216.6</td><td>218</td><td>222</td><td>871.2</td><td>218 5</td><td>221.3</td><td>222</td><td>227</td><td>889 3</td><td>908.8</td><td></td></t<>	Renewal Updates and Maintenance	836.2	852 8	213.9	216.6	218	222	871.2	218 5	221.3	222	227	889 3	908.8	
Assumed attach rate 94% 56% 58% 64% 70% 89% 92% 97% 95% 90% 90% 81% 80% 80% 80%    Total Subscription and Support 1,652.9 1,775.0 458.2 471.8 482.1 505.2 1,917.3 498.5 509.3 518.2 541.3 2,067.3 2,215.0 2,365.2    y/y change 6.5% 7.4% 7.4% 7.7% 8.3% 8.6% 8.0% 8.8% 7.9% 7.5% 7.1% 7.8% 7.1% 6.8%    q/q change -1.5% 3.0% 2.2% 4.8% -1.3% 2.2% 1.7% 4.5%    % of total revenue 76.3% 76.2% 80.9% 80.1% 80.8% 76.1% 79.4% 83.2% 81.2% 81.6% 76.7% 80.5% 81.6% 82.5%    Total Revenue 2,166.8 2,329.9 566.2 588.7 596.3 663.5 2,414.7 598.8 627.4 634.7 705.5 2,566.5 2,714.6 2,868.4    y/y change 4.9% 7.5% 4.3% 3.1% 3.2% 3.9% 3.6% 5.8% 6.6% 6.4% 6.3% 6.3% 6.3% 5.8% 5.7%		000.2	002.0					071.2					003.0	300.0	
Assumed attach rate 94% 56% 58% 64% 70% 89% 92% 97% 95% 90% 90% 81% 80% 80% 80%    Total Subscription and Support 1,652.9 1,775.0 458.2 471.8 482.1 505.2 1,917.3 498.5 509.3 518.2 541.3 2,067.3 2,215.0 2,365.2    y/y change 6.5% 7.4% 7.4% 7.7% 8.3% 8.6% 8.0% 8.8% 7.9% 7.5% 7.1% 7.8% 7.1% 6.8%    q/q change -1.5% 3.0% 2.2% 4.8% -1.3% 2.2% 1.7% 4.5%    % of total revenue 76.3% 76.2% 80.9% 80.1% 80.8% 76.1% 79.4% 83.2% 81.2% 81.6% 76.7% 80.5% 81.6% 82.5%    Total Revenue 2,166.8 2,329.9 566.2 588.7 596.3 663.5 2,414.7 598.8 627.4 634.7 705.5 2,566.5 2,714.6 2,868.4    y/y change 4.9% 7.5% 4.3% 3.1% 3.2% 3.9% 3.6% 5.8% 6.6% 6.4% 6.3% 6.3% 6.3% 5.8% 5.7%	New Hedges and M. C.														
Total Subscription and Support   1,652.9   1,775.0   458.2   471.8   482.1   505.2   1,917.3   498.5   509.3   518.2   541.3   2,067.3   2,215.0   2,365.2															
y/y change q/q change         6.5% 7.4% 7.4% 7.4% 7.7% 8.3% 8.6% 8.0% 8.8% 7.9% 7.5% 7.1% 7.8% 7.1% 6.8% q/q change         7.4% 7.5% 3.0% 2.2% 4.8% 7.1% 7.9% 7.5% 7.1% 4.5% 7.1% 4.5% 7.1% 7.8% 7.1% 7.8% 7.1% 7.5% 7.5% 7.1% 7.5% 7.5% 7.1% 7.5% 7.5% 7.5% 7.5% 7.5% 7.5% 7.5% 7.5	Assumed attach rate	94%	30%	30%	04%	10%	09%	92%	91%	95%	90%	90%	01%	00%	00%
q/q change % of total revenue         76.3%         76.2%         80.9%         80.1%         80.8%         76.1%         79.4%         83.2%         81.2%         1.7%         4.5%         80.5%         81.6%         82.5%           Total Revenue         2,166.8         2,329.9         566.2         588.7         596.3         663.5         2,414.7         598.8         627.4         634.7         705.5         2,566.5         2,714.6         2,868.4           y/y change         4.9%         7.5%         4.3%         3.1%         3.2%         3.9%         3.6%         5.8%         6.6%         6.4%         6.3%         6.3%         5.8%         5.7%															
% of total revenue     76.3%     76.2%     80.9%     80.1%     80.8%     76.1%     79.4%     83.2%     81.6%     81.6%     76.7%     80.5%     81.6%     82.5%       Total Revenue     2,166.8     2,329.9     566.2     588.7     596.3     663.5     2,414.7     598.8     627.4     634.7     705.5     2,566.5     2,714.6     2,868.4       y/y change     4.9%     7.5%     4.3%     3.1%     3.2%     3.9%     3.6%     5.8%     6.6%     6.4%     6.3%     6.3%     5.8%     5.7%		6.5%	7.4%					8.0%					7.8%	7.1%	6.8%
Total Revenue         2,166.8         2,329.9         566.2         588.7         596.3         663.5         2,414.7         598.8         627.4         634.7         705.5         2,566.5         2,714.6         2,868.4           y/y change         4.9%         7.5%         4.3%         3.1%         3.2%         3.9%         3.6%         5.8%         6.6%         6.4%         6.3%         6.3%         5.8%         5.7%	gry criange							70.404					80.5%	81.6%	82.5%
y/y change 4.9% 7.5% 4.3% 3.1% 3.2% 3.9% 3.6% 5.8% 6.6% 6.4% 6.3% 6.3% 5.8% 5.7%		76.3%	76.2%	80.9%	80.1%	80.8%	76.1%	79.4%	03.2%	01.2%					
	% of total revenue														
	% of total revenue  Total Revenue	2,166.8	2,329.9	566.2	588.7	596.3	663.5	2,414.7	598.8	627.4	634.7	705.5	2,566.5	2,714.6	

**Exhibit 17: CHKP Plausible Case** 

Exhibit 17: CHKP Plausible Case \$ in millions, except per share data  Revenue Build - Product and Licenses	2021	2022 Full Year	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024 (E) Full Year	2025 (E) Full Year	2026 (E) Full Year
Product and Licenses	513.9	554.9	108.0	116.9	114.2	158.3	497.4	100.3	118.1	117.4	164.2	500.0	503.0	506.7
y/y growth	0.1%	8.0%	-6.8% -37.7%	-12.2% 8.2%	-13.7% -2.3%	-8.7% 38.6%	-10.4%	-7.1% -36.6%	1.0% 17.7%	2.8% -0.6%	3.8% 40.0%	0.5%	0.6%	0.7%
q/q growth % of total revenue	23.7%	23.8%	19.1%	19.9%	19.2%	23.9%	20.6%	16.8%	18.8%	18.4%	23.1%	19.4%	18.4%	17.4%
Consensus Estimate (VA)										116.2	161.6	496.1	503.3	509.8
% difference (above consensus)	1.8%	-0.1%	-5.6%	-5.5%	-1.2%	-0.8%	-0.2%	-1.9%	3.7%	1.0%	1.7%	0.8%	0.0%	-0.6%
Refresh rate (5-year)			80%	80%	80%	80%		80%	80%	80%	80%			
Refresh rate (annualized renewal)			96%	96%	96%	96%		96%	96%	96%	96%			
Refresh Product	448.7	441.0	95.0	102.8	98.8	130.2	426.8	91.4	99.3	96.5	129.1	416.4	416.7	420.4
y/y change q/q change	1.4%	-1.7%	-2.7% -29.2%	-3.5% 8.3%	-3.9% -3.9%	-2.8% 31.8%	-3.2%	-3.7% -29.8%	-3.5% 8.6%	-2.3% -2.7%	-0.8% 33.8%	-2.4%	0.1%	0.9%
% of total product	87.3%	79.5%	87.9%	88.0%	86.5%	82.3%	85.8%	91.1%	84.0%	82.3%	78.6%	83.3%	82.8%	83.0%
New Workload Product	65.2	113.9	13.0	14.1	15.4	28.1	70.6	8.9	18.8	20.8	35.1	83.6	86.3	86.3
y/y change	-8.5%	74.7%	-28.7%	-47.2%	-47.8%	-28.7%	-38.0%	-31.8%	33.8%	35.0%	25.0%	18.4%	3.2%	0.0%
Two-year stack	-24.5%	66.2%	19.8%	91.0%	83.5%	7.5%	36.7%	-60.5%	-13.4%	-12.8%	-3.7%	-19.5%	21.6%	
q/q change			-66.9%	8.0%	9.5%	82.2%		-68.3%	111.8%	10.5%	68.7%			
Seq. \$ Change % of total product	12.7%	20.5%	-\$26 12.1%	\$1 12.0%	\$1 13.5%	\$13 17.7%	14.2%	-\$19 8.9%	\$10 16.0%	\$2 17.7%	\$14 21.4%	16.7%	17.2%	17.0%
	12.770	20.070	12.170	12.070	70.070	,0	77.270	0.070	70.070	111170	2,0	70.770	77.270	171070
Revenue Build - Security Subscription	755.0	050.0	000.0	000.0	040.0	005.0	004.0	000.4	074.7	000.0	000.0	44444	4.050.0	4 407 0
Security Subscriptions  y/y change	<b>755.2</b> 12.5%	<b>858.0</b> 13.6%	228.2 13.2%	238.9 13.8%	<b>248.3</b> 15.2%	<b>265.8</b> 15.1%	981.2 14.4%	<b>263.4</b> 15.4%	<b>271.7</b> 13.7%	<b>280.2</b> 12.8%	<b>298.8</b> 12.4%	1,114.1 13.5%	1,253.3 12.5%	1,407.6 12.3%
q/q change		. 0.070	-1.2%	4.7%	3.9%	7.0%	, 0	-0.9%	3.2%	3.1%	6.7%	70.070	.2.070	.2.070
% of total revenue	34.9%	36.8%	40.3%	40.6%	41.6%	40.1%	40.6%	44.0%	43.3%	44.0%	42.1%	43.3%	45.7%	48.2%
Consensus Estimate (VA) % difference (above consensus)	0.4%	0.2%	1.5%	2.4%	3.1%	0.7%	0.2%	1.3%	-0.4%	280.5 -0.1%	297.3 0.5%	1,112.9 0.1%	1,235.3 1.5%	1,348.3 4.4%
amerene (amere consumars)	J.4/0	U.Z /0	1.070	2.770	0.170	0.1 /0	U.Z /0	1.070	0.470	U.170	0.076	3.1/6	1.070	7.7/0
Average ARR in Q			912.8	955.6	993.2	1,063.2		1,053.6	1,086.8					
y/y change q/q change			13.2% -1.2%	13.8% 4.7%	15.2% 3.9%	15.1% 7.0%		15.4% -0.9%	13.7% 3.2%					
Estimated ARR at end of Q	811.4	918.4	934.2	974.4	1,028.2	1,058.4	1,058.4	1,070.2	1,108.5	1,158.6	1,195.8			
y/y change g/g change	35.8%	35.8%	13.5% 1.7%	14.5% 4.3%	15.1% 5.5%	15.2% 2.9%	35.8%	14.6% 1.1%	13.8% 3.6%	12.7% 4.5%	13.0% 3.2%			
% Estimated ARR > Average ARR			2%	2.0%	4%	2.9%		2%	2.0%	4.5%	3.2 /			
EoM linearity			34%	34%	35%	33%		34%						
Average ARR contribution from Acqusitions Not Include	d in the Otr													
Estimated ARR at end of Q - Including Acquisitions	816.4	924.0	934.2	974.4	1,028.2	1,063.2	1,063.2	1,070.2	1,108.5	1,158.6	1,195.8	1,195.8	1,340.4	1,508.4
Assumed Annual Renewal Rate			95%	95%	95%	95%		95%	95%	95%	95%			
Equivalent Quarterly Renewal Rate			99%	99%	99%	99%		99%	99%	99%	99%			
Quarterly Churn Quarterly Renewals			11.8 912.2	11.9 922.3	12.4 962.0	13.1 1,015.1		13.5 1,049.7	13.6 1,056.6	14.1 1,094.4	14.8 1,143.9			
Net New ARR			10.2	40.2	53.8	35.0		7.0	38.3	50.1	37.2			
New ARR	136.3 37.9%	150.7 10.6%	<b>22.0</b> 29.2%	52.1	66.2	<b>48.1</b> 13.5%	188.4 25.0%	20.5	52.0	-3.0%	51.9	188.7	207.6	238.7 15.0%
y/y change q/q change	37.9%	10.6%	-48.1%	36.1% 137.1%	24.8% 27.1%	-27.4%	25.0%	-6.5% -57.3%	-0.3% 152.9%	23.6%	8.0% -19.1%	0.2%	10.0%	15.0%
Adjusted New ARR	136.3	150.7	22.0	52.1	47.2	51.1	188.4	13.5	45.0	64.2	51.9	188.7	207.6	238.7
y/y change (off unadjusted base)	37.9%	10.6%	29.2%	36.1%	-11.0%	20.6%	25.0%	-38.3%	-13.7%	-3%	8%	0.2%	10.0%	15.0%
Two-year stack	37.8%	48.5%	56.6%	47.4%	-5.6%	31.4%	35.6%	-9.1%	22.4%	21.8%	21.5%	25.2%	10.2%	25.0%
Subscription Revenue from Prior Q ARR - Churn			228.1	230.6	240.5	253.8		262.4	264.1	273.6	286.0			
Subscription Revenue from New ARR (adjusted for acqui	isitions)		0.2	8.3	7.8	12.0		1.0	9.4	6.6	12.9			
Assumed % of Rev in Q from New ARR			3%	64%	47%	100%		20%	73%	41%	99%			
Calculated Subscription Revenue	755.2	858.8	228.2	238.9	248.3	265.8	981.2	263.4	273.6	280.2	298.8	1,116.0	1,253.3	1,407.6
Reported Subscription Revenue	755.2	858.0	228.2	238.9	248.3	265.8	981.2	263.4	271.7					
% Delta Calculated vs Reported	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.7%					
Revenue Build - Software Updates and Maintenance														
Software Updates and Maintenance	897.7	917.0	230.0	232.9	233.8	239.4	936.1	235.1	237.6	239.7	246.5	958.8	984.0	1,003.8
y/y change	2.0%	2.1%	2.1%	2.1%	1.8% 0.4%	2.3% 2.4%	2.1%	2.2%	2.0%	2.5% 0.9%	2.9%	2.4%	2.6%	2.0%
q/q change % of total revenue	41.4%	39.4%	-1.8% 40.6%	1.3% 39.6%	39.2%	2.4% 36.1%	38.8%	-1.8% 39.3%	1.1% 37.9%	0.9% 37.6%	2.8% 34.7%	37.3%	35.9%	34.4%
Consensus Estimate (VA)										238.4	243.1	954.2	964.8	964.3
% difference (above consensus)	0.1%	0.1%	<b>0.7%</b> 12%	0.8%	<b>0.2%</b> 12%	<b>0.9%</b> 13%	0.2%	<b>0.7%</b> 13%	0.3%	0.5%	1.4%	0.5%	2.0%	4.1%
Attach rate			12%	12%	12%	13%		13%	13%	14%	15%			
Renewal Updates and Maintenance Renewal rate	836.2	852.8	213.9 95%	216.6 95%	218 95%	222 95%	871.2	218.5 95%	221.3 95%	222 95%	227 95%	889.3	910.9	
New Updates and Maintenance	61.5	64.2	16.1	16.3	15.6	17.0	65.0	16.6	16.3	17.6	19.0	69.5	73.1	69.0
Assumed attach rate	94%	56%	58%	64%	70%	17.0 89%	92%	97%	95%	95%	95%	83%	73.1 85%	80%
Total Subscription and Support	1,652.9 6.5%	1,775.0 7.4%	458.2	471.8 7.7%	482.1 8.3%	<b>505.2</b> 8.6%	1,917.3 8.0%	498.5	509.3	519.9 7.8%	545.3	2,072.9	2,237.3	<b>2,411.4</b> 7.8%
	0.5%	1.4%	7.4%	7.7%	8.3%		0.0%	8.8%	7.9%	7.8% 2.1%	7.9% 4.9%	8.1%	7.9%	7.0%
y/y change g/g change			-1.5%	3.0%	2.2%	4.8%		-1.3%	2.270					
y/y change q/q change % of total revenue	76.3%	76.2%	-1.5% 80.9%	3.0% 80.1%	2.2% 80.8%	4.8% 76.1%	79.4%	-1.3% 83.2%	2.2% 81.2%	81.6%	76.9%	80.6%	81.6%	82.6%
q/q change % of total revenue			80.9%	80.1%	80.8%	76.1%		83.2%	81.2%	81.6%	76.9%			
q/q change	76.3% <b>2,166.8</b> 4.9%	76.2% 2,329.9 7.5%					79.4% <b>2,414.7</b> 3.6%					80.6% 2,572.9 6.6%	81.6% <b>2,740.3</b> 6.5%	82.6% 2,918.1 6.5%

#### CRM - Current Q and Future Consensus Estimates at Risk

We see risk to Salesforce's numbers while the company (desperately) looks for its next big "act", especially with the recent announcement of Agentforce. Additionally, the company has made recent acquisitions (Own Company, Zoomin), which we believe is its attempt to buy growth.

F3Q25 Estimates not a Low Bar: Consensus estimates of 7.3% total revenue growth implies a material increase y/y in adjusted New ACV growth of 85%, along with a 25% y/y decline in New Term License (i.e., Tableau and MuleSoft). However, our plausible scenario assumes 25% y/y growth in adjusted New ACV (which is more in line with seasonal New ACV growth in F3Q) and similar growth in New Term License (relative to our base case assumption), which results in total revenue 50bps below Street estimates. CRM is one of the four companies in our coverage that guides quarterly cRPO, a metric we consider flawed since no one other than management has visibility into factors that can impact it (renewals, duration etc.). For that reason, we expect the company to meet its +9% y/y cRPO growth (+8.5% y/y cc), and guide in line for next quarter (+9% y/y). See Exhibit below.

**FY25 Estimates are a Stretch**: Consensus estimates of 8.6% total revenue y/y growth (and 9.7% y/y Subscription Revenue growth) seems like a stretch as it implies a combination of 1) FY25 adjusted New ACV increase of 17% y/y (vs. an estimated 11% growth y/y last year), and 2) FY25 New Term License decline of 20% y/y (vs. estimated 1% decline y/y last year). A more plausible scenario of 1) FY25 adjusted New ACV growth of 5% y/y, and 2) FY25 New Term License declines 20% y/y (unchanged from what's implied in Consensus) yields subscription and total revenue 60bps below consensus. See Exhibit 19.

**FY26 Estimates Present Potential Downside:** Assuming FY25 plays out in line with our plausible case, adjusted New ACV would need to grow about 10% y/y, along with a 33% y/y decline in New Term License, in order to meet consensus total revenue growth estimates of 9.1% y/y. However, if adjusted New ACV declines a plausible 28% y/y, it would result in total revenue growth of 7.2% y/y, which is about 230bps below estimates. See Exhibit 19.

**Exhibit 18: CRM Base Case** 

\$ in millions, except per share data															
	Jan-21 F2021	Jan-22 F2022	Jan-23 F2023	Jan-24 F2024	Apr-24 F1Q25	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	Jan-25 F2025E	Apr-25 F1Q26E	Jul-25 F2Q26E	Oct-25 F3Q26E	Jan-26 F4Q26E	Jan-26 F2026E	Jan-27 F2027E
Revenue Segments				1 = 0 = 1					1 - 0 - 0 -						
Subscriptions and support	19,976	24,657	29,021	32,537	8,585	8,764	8,821	9,536	35,707	9,416	9,362	9,711	10,028	38,517	40,482
g/q change	,	,	,	,	-1.9%	2.1%	0.7%	8.1%	,	-1.3%	-0.6%	3.7%	3.3%	,	,
y/y change	24.5%	23.4%	17.7%	12.1%	12.3%	9.5%	8.4%	9.0%	9.7%	9.7%	6.8%	10.1%	5.2%	7.9%	5.1%
% of total revenue	94.0%	93.1%	92.6%	93.3%	94.0%	94.0%	94.3%	94.8%	94.3%	94.9%	94.9%	94.9%	94.9%	94.9%	95.0%
Consensus Estimate (VA)	34.070	33.170	32.070	33.370	34.070	34.070	8,820	9,536	35,705	9,363	9,566	9,709	10,441	39,079	42,994
	0.70/	0.007	4.007	0.407	0.00/	0.007									
% difference	0.7%	0.3%	1.2%	0.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.6%	-2.1%	0.0%	-4.0%	-1.4%	-5.8%
Professional services	1,276	1,835	2,331	2,320	548	561	529	524	2,163	508	506	524	542	2,080	2,146
q/q change					1.7%	2.4%	-5.7%	-0.9%		-3.1%	-0.6%	3.7%	3.3%		
y/y change	20.9%	43.8%	27.0%	-0.5%	-9.4%	-6.0%	-8.6%	-2.7%	-6.8%	-7.2%	-9.9%	-0.9%	3.2%	-3.8%	3.29
% of Subscription revenue	6.4%	7.4%	8.0%	7.1%	6.4%	6.4%	6.0%	5.5%	6.1%	5.4%	5.4%	5.4%	5.4%	5.4%	5.3%
% of total revenue	6.0%	6.9%	7.4%	6.7%	6.0%	6.0%	5.7%	5.2%	5.7%	5.1%	5.1%	5.1%	5.1%	5.1%	5.09
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			,.	4.1.74					37,850						
Total revenue	21,252	26,492	31,352	34,857	9,133	9,325	9,351	10,061	37,869	9,924	9,867	10,235	10,570	40,596	42,628
	21,232	20,432	31,332	34,637					31,005	-1.4%	-0.6%	3.7%		40,330	42,020
q/q change					-1.7%	2.1%	0.3%	7.6%					3.3%		
y/y change	24.3%	24.7%	18.3%	11.2%	10.7%	8.4%	7.2%	8.3%	8.6%	8.7%	5.8%	9.5%	5.1%	7.2%	5.0%
y/y change, CC	24.0%	23.7%	21.9%	11.1%	11.0%	9.0%	7.1%	8.0%	8.8%	7.2%	4.1%	9.3%	5.1%	6.4%	5.0%
Consensus Estimate (VA)							9,352	10,053	37,864	9,916	10,132	10,260	10,985	41,293	45,378
% difference	0.7%	0.3%	1.2%	0.2%	-0.2%	0.0%	0.0%	0.1%	0.0%	0.1%	-2.6%	-0.2%	-3.8%	-1.7%	-6.19
y/y change							7.3%	8.3%	8.6%	8.6%	#DIV/0!	9.7%	9.3%	9.1%	9.9%
y y ondingo							7.070	0.070	0.070	0.070	1101110.	0.770	0.070	0.170	0.070
Total Billings and Subscription ACV, ex. Adjustments															
		04.057	00.004	00.507	0.505	0.704	0.004	0.500	05 707	0.440	0.000	0.744	40.000	00.547	40,400
Subscription Revenue	19,976	24,657	29,021	32,537	8,585	8,764	8,821	9,536	35,707	9,416	9,362	9,711	10,028	38,517	40,482
y/y growth	25%	23%	18%	12%	12%	9%	8%	9%	10%	10%	7%	10%	5%	8%	5%
Professional Services	1,276	1,835	2,331	2,320	548	561	529	524	2,163	508	506	524	542	2,080	2,146
y/y growth	21%	44%	27%	(0%)	(9%)	(6%)	(9%)	(3%)	(7%)	(7%)	(10%)	(1%)	3%	(4%)	3%
Total Revenue	21,252	26,492	31,352	34,857	9,133	9,325	9,351	10,061	37,869	9,924	9,867	10,235	10,570	40,596	42,628
y/y growth	24%	25%	18%	11%	11%	8%	7%	8%	9%	9%	6%	9%	5%	7%	5%
Current Heapmand Dayman	12,607	15,628	17,376	19,003	16,061	15,222	14,914	21,470	21,470	17,962	16,752	16,229	22,165	22,165	23,090
Current Unearned Revenue Noncurrent Unearned Revenue	12,607	15,626	17,376	19,003	16,061	15,222	14,914	21,470	21,470	17,962	10,752	16,229	22,165	22,105	23,090
	Ü	,	Ū					04 470	Ŭ						
Total Unearned Revenue	12,607	15,628	17,376	19,003	16,061	15,222	14,914	21,470	21,470	17,962	16,752	16,229	22,165	22,165	23,090
y/y growth	18%	24%	11%	9%	6%	7%	19%	13%	13%	12%	10%	9%	3%	3%	4%
q/q growth	0%	0%	0%	0%	(15%)	(5%)	(2%)	44%	0%	(16%)	(7%)	(3%)	37%	0%	0%
Q/Q Change in Current Unearned Revenue (Deferred Rev	1,945	3,021	1,748	1,627	(2,942)	(839)	(308)	6,557	2,467	(3,508)	(1,210)	(523)	5,936	695	925
Q/Q Change in Noncurrent Unearned Revenue (Deferred R	1,545	0,021	1,7-0	1,027	(2,342)	(000)	(500)	0,557	2,407	(5,500)	(1,210)	(323)	0,550	000	020
Q/Q Change in Total Unearned Revenue (Deferred Rev pre	1.945	3.021	1.748	1.627	(2.942)	(839)	(308)	6,557	2,467	(3,508)	(1,210)	(523)	5,936	695	925
Q/Q Change in Total Oneamed Revenue (Delened Rev pre	1,945	3,021	1,740	1,027	(2,942)		(306)	6,557	2,407	(3,506)	(1,210)	(523)	5,936	695	
Total Billings	23,197	29,513	33,100	36,484	6,191	8,486	9,042	16,617	40,336	6,416	8,657	9,712	16,506	41,291	43,553
y/y growth	21%	27%	12%	10%	3%	10%	28%	6%	11%	4%	2%	7%	(1%)	2%	5%
,,,,,													, . ,		
Consensus Estimate (VA)							7.743	17,211	39,518	7.013	9,201	8.491	18,619	43.318	47,829
% difference	1.6%	0.6%	1.9%	-0.1%	-5.9%	1.3%	16.8%	-3.5%	2.1%	-8.5%	-5.9%	14.4%	-11.4%	-4.7%	-8.9%
y/y growth	1.078	0.070	1.570	-0.176	-0.570	1.570	9.9%	9.4%	8.3%	13.3%	8.4%	9.7%	8.2%	9.6%	10.4%
y/y growin							3.370	3.470	0.376	13.370	0.4/0	9.170	0.2 /0	9.078	10.470
Nov. Out. and all out. (as Town Lines as	5.004	7.570	F 400	5 700	004	4.004	0.050	2,343	0.004	000	000	4 470	4.050	4 704	F 400
New Subscription ACV, Adj. Only for Term License	5,234	7,579	5,432	5,739	604	1,394	2,653		6,994	909	983	1,478	1,352	4,721	5,193
y/y growth	5.0%	45%	(28%)	6%	(33%)	8%	109%	3%	22%	51%	(29%)	(44%)	(42%)	(33%)	10%
										1, 197	1,203	1,375	2,431		
Total Subscription ACV, Adj. Only for Term License	21,132	27,006	30,412	33,706	5,548	7,933	8,559	15,888	37,929	6,013	8,281	9,352	15,889	39,536	41,486
Adj: Acquisitions, FX, Other	(1,266)	(1,358)	116	207	(46)	22	(176)	(17)	(217)	(171)	(171)	(6)	54	(294)	0
Total Adjusted Subscription ACV	19,866	25,648	30,528	33,912	5,502	7,955	8,383	15,872	37,712	5,843	8,110	9,346	15,943	39,242	41,486
y/y growth	14%	21%	10%	10%	2%	12%	30%	5%	10%	4%	2%	10%	(1%)	3%	6%
1111	(45.000)	(40.400)	(0.4.000)		(4.040)	(0.540)	(F 000°		(00.00.1)	(F.46.0)	(7.000)	(7.07.0			(00.000
Less: Renewals (Prior-Yr Total Adj. Sub ACV)	(15,898)	(19,426)	(24,980)	(27,964)	(4,944)	(6,540)	(5,906)	(13,546)	(30,934)	(5,104)	(7,299)	(7,874)	(14,538)	(34,813)	(36,292
% Dollar Renewal Rate	90.8%	91.9%	92.5%	92.0%	92.0%	92.0%	92.0%	91.5%	91.8%	92.0%	92.0%	92.0%	91.5%	91.8%	91.8%
FX adjustment to Renewal ACV	(154)	10	785	106	60	34	(131)	(51)	(89)	(89)	(114)	(12)	0	(216)	0
FX y/y Impact to Renewal ACV	0.9%	0.0%			-1.1%	-0.5%	2.2%	0.4%		1.7%	1.6%	0.2%	0.0%		
FX y/y Impact to Total Subscription ACV					-1.3%	-0.6%	2.9%	0.5%		2.2%	1.9%	0.2%	0.0%		
	2 04 4	6 222	6 200	6.050	646	1.450	2.346		6 600	640	697	1 4EC	1 400	4 244	E 400
Adjusted New Subscription ACV	3,814	6,232	6,333	6,052	618			2,275	6,688	649		1,459	1,406	4,211	5,193
y/y growth (vs. Prior-Yr New Sub ACV, Only Term Adj	(24%)	19%	(16%)	11%	(32%)	12%	85%	0%	17%	8%	(50%)	(45%)	(40%)	(40%)	10%
q/q growth					(71%)	135%	62%	(3%)		(71%)	7%	109%	(4%)		
Two-year Growth Stack	(14%)	(4%)	3%	(5%)	(29%)	28%	203%	(15%)	28%	(24%)	(38%)	40%	(40%)	(23%)	(30%
y/y growth, TTM (vs. Prior-Yr New Sub ACV, Only Ten					6%	5%	10%	17%		24%	8%	(27%)	(40%)		
% of Total Adjusted Subscription ACV	19%	24%	21%	18%	11%	18%	28%	14%	18%	11%	9%	16%	9%	11%	13%

**Exhibit 19: CRM Plausible Case** 

\$ in millions, except per share data															
with millions, except per share data	Jan-21	Jan-22	Jan-23	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26	Jan-27
	F2021	F2022	F2023	F2024	F1Q25	F2Q25	F3Q25E	F4Q25E	F2025E	F1Q26E	F2Q26E	F3Q26E	F4Q26E	F2026E	F2027E
Revenue Segments				_											
Subscriptions and support	19,976	24,657	29,021	32,537	8,585	8,764	8,783	9,352	35,484	9,305	9,305	9,659	10,014	38,282	40,646
q/q change				40.407	-1.9%	2.1%	0.2%	6.5%		-0.5%	0.0%	3.8%	3.7%		
y/y change	24.5%	23.4%	17.7%	12.1%	12.3%	9.5%	7.9%	6.9%	9.1%	8.4%	6.2%	10.0%	7.1%	7.9%	6.2%
% of total revenue Consensus Estimate (VA)	94.0%	93.1%	92.6%	93.3%	94.0%	94.0%	94.3% 8,820	94.8% 9,536	94.3% 35,705	94.9% 9,363	94.9% 9.566	94.9%	94.9%	94.9% 39,079	95.0% <b>42,994</b>
% difference	0.7%	0.3%	1.2%	0.4%	0.0%	0.0%	-0.4%	-1.9%	-0.6%	-0.6%	-2.7%	-0.5%	-4.1%	-2.0%	-5.5%
70 dilicicine	0.770	0.570	1.270	0.470	0.078	0.070	-0.470	-1.370	-0.078	-0.078	-2.170	-0.570	4.170	-2.070	-0.070
Professional services	1,276	1,835	2,331	2,320	548	561	527	514	2,150	502	502	522	541	2,067	2,154
q/q change	, ,	,	,	,	1.7%	2.4%	-6.1%	-2.4%	,	-2.3%	0.0%	3.8%	3.7%	,	, .
y/y change	20.9%	43.8%	27.0%	-0.5%	-9.4%	-6.0%	-9.0%	-4.6%	-7.3%	-8.3%	-10.4%	-1.0%	5.1%	-3.9%	4.2%
% of Subscription revenue	6.4%	7.4%	8.0%	7.1%	6.4%	6.4%	6.0%	5.5%	6.1%	5.4%	5.4%	5.4%	5.4%	5.4%	5.3%
% of total revenue	6.0%	6.9%	7.4%	6.7%	6.0%	6.0%	5.7%	5.2%	5.7%	5.1%	5.1%	5.1%	5.1%	5.1%	5.0%
		_			_	_	_							_	
Total revenue	21,252	26,492	31,352	34,857	9,133	9,325	9,310	9,866	37,634	9,807	9,807	10,180	10,555	40,349	42,800
q/q change					-1.7%	2.1%	-0.2%	6.0%		-0.6%	0.0%	3.8%	3.7%		
y/y change	24.3%	24.7%	18.3%	11.2%	10.7%	8.4%	6.8%	6.2%	8.0%	7.4%	5.2%	9.3%	7.0%	7.2%	6.1%
y/y change, CC Consensus Estimate (VA)	24.0%	23.7%	21.9%	11.1%	11.0%	9.0%	6.6% 9,352	5.9% 10,053	8.1% 37,864	6.0% 9,916	3.5% 10,132	9.1%	7.0% 10,985	6.4% 41,293	6.1% 45,378
% difference	0.7%	0.3%	1.2%	0.2%	-0.2%	0.0%	-0.5%	-1.9%	-0.6%	-1.1%	-3.2%	-0.8%	-3.9%	-2.3%	-5.7%
y/y change	0.776	0.3%	1.2 /0	0.276	-0.270	0.078	7.3%	8.3%	8.6%	8.6%	-3.2% 8.7%	9.7%	9.3%	9.1%	9.9%
y y change							7.570	0.570	0.078	0.070	0.770	3.170	3.370	3.170	3.370
Total Billings and Subscription ACV, ex. Adjustments															
Subscription Revenue	19,976	24,657	29,021	32,537	8,585	8,764	8,783	9,352	35,484	9,305	9,305	9,659	10,014	38,282	40,646
y/y growth	25%	23%	18%	12%	12%	9%	8%	7%	9%	8%	6%	10%	7%	8%	6%
Professional Services	1,276	1,835	2,331	2,320	548	561	527	514	2,150	502	502	522	541	2,067	2,154
y/y growth	21% 21,252	44% 26,492	27% 31,352	(0%) 34,857	(9%) 9,133	(6%) 9,325	(9%) 9,310	(5%) 9,866	(7%) 37,634	(8%) 9,807	(10%) 9,807	(1%) 10,180	5% 10,555	(4%) 40,349	4% 42,800
Total Revenue y/y growth	21,252	25%	18%	11%	11%	9,325	7%	6%	8%	7%	5%	9%	7%	7%	42,800 6%
111															
Current Unearned Revenue	12,607	15,628	17,376 0	19,003	16,061 0	15,222 0	14,191 0	21,046	21,046	17,827 0	17,072 0	15,534 0	21,983	21,983	22,889
Noncurrent Unearned Revenue Total Unearned Revenue	12.607	15.628	17,376	19.003	16.061	15,222	14.191	21.046	21.046	17.827	17.072	15.534	21.983	21,983	22.889
y/y growth	18%	24%	11,376	9%	6%	7%	13%	11%	11%	11%	12%	9%	4%	4%	4%
g/g growth	0%	0%	0%	0%	(15%)	(5%)	(7%)	48%	0%	(15%)	(4%)	(9%)	42%	0%	0%
Q/Q Change in Current Unearned Revenue (Deferred Rev	1,945	3,021	1,748	1,627	(2,942)	(839)	(1,031)	6,855	2,043	(3,218)	(756)	(1,538)	6,449	938	906
Q/Q Change in Noncurrent Unearned Revenue (Deferred R	1,545	0,021	1,740	1,027	(2,342)	(000)	(1,001)	0,000	2,043	0	(750)	(1,550)	0,443	0	0
Q/Q Change in Total Unearned Revenue (Deferred Rev pre	1,945	3,021	1,748	1,627	(2,942)	(839)	(1,031)	6,855	2,043	(3,218)	(756)	(1,538)	6,449	938	906
Total Billings	23,197	29,513	33,100	36,484	6,191	8,486	8,279	16,721	39,677	6,589	9,052	8,642	17,004	41,287	43,706
y/y growth	23,137	25,313	12%	10%	3%	10%	17%	6%	9%	6%	7%	4%	2%	4%	43,700
y/y grounds	2.70	27,0	,2,0	.0,5	0,0	1070	,.	0,0	0,5	0,0	.,,	470	2,0	470	0,0
Consensus Estimate (VA)							7,743	17,211	39,518	7,013	9,201	8,491	18,619	43,318	47,829
% difference	1.6%	0.6%	1.9%	-0.1%	-5.9%	1.3%	6.9%	-2.8%	0.4%	-6.0%	-1.6%	1.8%	-8.7%	-4.7%	-8.6%
y/y growth							9.9%	9.4%	8.3%	13.3%	8.4%	9.7%	8.2%	9.6%	10.4%
New Subscription ACV, Adj. Only for Term License	5,234	7,579	5,432	5,739	604	1,394	1.893	2,456	6,347	1.045	1,331	1,059	1,666	5.101	5,356
y/y growth	5.0%	45%	(28%)	5,739	(33%)	8%	49%	2,436	11%	73%	(4%)	(44%)	(32%)	(20%)	5%
y, y g.o.m.	0.070	1070	(2070)	0,0	(00/0)	0,0	1070	0,0	,	7070	(1,0)	(11,0)	(02/0)	(2070)	0,0
										1,197	1,203	1,375	2,431		
Total Subscription ACV, Adj. Only for Term License	21,132	27,006	30,412	33,706	5,548	7,933	7,798	16,002	37,282	6,149	8,630	8,234	16,307	39,320	41,449
Adj: Acquisitions, FX, Other	(1,266)	(1,358)	116	207	(46)	22	(176)	(17)	(217)	(171)	(171)	(6)	54	(294)	0
Total Adjusted Subscription ACV	19,866	25,648 21%	30,528	33,912	5,502	7,955 12%	7,622	15,985	37,065	5,979	8,458	8,228	16,361 1%	39,026	41,449
y/y growth	14%		10%	10%	2%		18%	5%	8%	6%	7%	6%		4%	6%
Less: Renewals (Prior-Yr Total Adj. Sub ACV)	(15,898)	(19,426)	(24,980)	(27,964)	(4,944)	(6,540)	(5,906)	(13,546)	(30,934)	(5,104)	(7,299)	(7,174)	(14,642)	(34,217)	(36,091)
% Dollar Renewal Rate	90.8%	91.9%	92.5%	92.0%	92.0%	92.0%	92.0%	91.5%	91.8%	92.0%	92.0%	92.0%	91.5%	91.8%	91.8%
FX adjustment to Renewal ACV FX y/y Impact to Renewal ACV	(154) 0.9%	10	785	106	60 -1.1%	34 -0.5%	(131) 2.2%	(51) 0.4%	(89)	(89) 1.7%	(114) 1.6%	(13) 0.2%	0.0%	(216)	0
FX y/y Impact to Renewal ACV FX y/y Impact to Total Subscription ACV	0.9%	0.0%		I	-1.1%	-0.5%	2.2%	0.4%		2.2%	1.6%	0.2%	0.0%		
Adjusted New Subscription ACV	3,814 (24%)	6,232 19%	6,333 (16%)	6,052 11%	618 (32%)	1,450 12%	1,585	2,389	6,041 5%	785 30%	1,045	1,041	1,719	4,591	5,356 5%
y/y growth (vs. Prior-Yr New Sub ACV, Only Term Adj q/q growth	(24%)	19%	(10%)	11%	(32%) (71%)	135%	25% 9%	5% 51%	5%	(67%)	<del>(25%)</del> 33%	(45%) (0%)	(30%) 65%	(28%)	5%
Two-year Growth Stack	(14%)	(4%)	3%	(5%)	(29%)	28%	143%	(10%)	17%	(2%)	(13%)	(20%)	(25%)	(22%)	(23%)
y/y growth, TTM (vs. Prior-Yr New Sub ACV, Only Ten		(.,,,,	5,0	1270)	6%	5%	(3%)	5%	,	14%	5%	(15%)	(28%)	(==.0)	(==70)
% of Total Adjusted Subscription ACV	19%	24%	21%	18%	11%	18%	21%	15%	16%	13%	12%	13%	11%	12%	13%

## CRWD – F2H25 Revenue Doable, but Risk to ARR for Foreseeable Future and FY26 Rev

F3Q Revenue Doable, but Risk to ARR. On the last earnings call, Management guided F3Q total revenue of \$982M at the midpoint (25% y/y) and stated that they expect headwinds from the outage to remain for about a year with acceleration picking back up in F2H26. Management also provided color on F2H25, stating that the Customer Commitment Packages (CCP) will impact Net New ARR by \$30M in F3Q and \$30M in F4Q, resulting in a \$60M impact to F2H25 subscription revenue, along with high-single digit millions of dollars impact to professional services in F2H25. With that said, in order to get to F3Q revenue guidance of \$982M at the midpoint, we have to assume that NO New Business is signed in the quarter and that the Gross Retention Rate drops by 1,200bps; and while we acknowledge what the impact of the outage to CRWD's business could be, this just seems very unlikely to us, especially after spending time at CRWD's Fal.Con Conference in mid-September. In a more plausible scenario, we assume a Gross Retention Rate of 94% and New Business declines 45% y/y, with linearity at more normalized levels.

This yields approximately 3% upside to F3Q Subscription and Total Revenue, but approximately 2% downside to ARR. See Exhibits 20 and 21.

FY25 Revenue Appears Achievable, but Risk to ARR. To hit the midpoint of Management's FY25 revenue guidance of \$3,896M at the midpoint (27.5% y/y) would require that New Business declines 1.4% y/y (after growing 9% in FY24). This would imply total revenue growth of 28% y/y and ARR growth of 21% y/y (2% downside to Street estimates). In a more plausible scenario where we assume things get worse in F2H25, we estimate FY25 New Business declines 19% y/y, which implies 28% y/y revenue growth and 18% y/y ARR growth (4% downside to Street estimates). In addition, as a reminder, on the F2Q earnings call Management pulled their FY25 FCF margin target of 31-33% given little visibility in the short term due to the outage but they reiterated their long-term target of 34-38% by FY29 during their Fal.Con Conference in mid-September. FY25 consensus FCF margin estimates are now at 27.7% (vs. our model at 28.2%). See Exhibits 20 and 21.

**FY26 Estimates at Risk.** If we assume our FY25 plausible estimates play out and business momentum begins to pick back up in F2H26 as per Management's commentary, we estimate FY26 New Business would have to grow 1% y/y, but still see significant risk to Revenue and ARR estimates throughout the entire year. See Exhibit 21.

**Exhibit 20: CRWD Base Case** 

Exhibit 20. Oltvib base oase															
\$ in millions, except per share data	2021	2022	2023	Apr-23	Jul-23	Oct-23	Jan-24	2024	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	2026 (E)	
Barrage Organization	Full Year	Full Year	Full Year	<u>1Q24</u>	2Q24	3Q24	4Q24	Full Year	<u>1Q25</u>	2Q25	3Q25E	4Q25E	Full Year	Full Year	<u>Full Year</u>
Revenue Summary Subscription	804.7	1.359.5	2.111.7	651.2	690.0	733.5	795.9	2,870.6	872.2	918.3	930.9	980.1	3.701.5	4.380.6	5,123.2
y/y growth	84.4%	69.0%	55.3%	41.6%	36.3%	34.0%	33.0%	35.9%	33.9%	33.1%	26.9%	23.1%	28.9%	18.3%	17.0%
Consensus Estimate (VA)	64.4%	69.0%	55.3%	639.6	684.3	733.9	788.9	2.863.5	854.8	907.8	933.6	979.8	3,703.8	4.529.3	5.557.0
% difference (above consensus)	1.7%	1.5%	0.4%	1.8%	0.8%	-0.1%	0.9%	0.2%	2.0%	1.1%	-0.3%	0.0%	-0.1%	-3.3%	-7.8%
Professional Services	69.8	92.1	129.6	41.4	41.7	52.6	49.4	185.0	48.9	45.6	51.2	49.0	194.7	219.5	244.0
y/y growth	54.7%	31.9%	40.8%	47.8%	43.9%	56.8%	26.3%	42.8%	18.0%	9.5%	-2.6%	-0.8%	5.2%	12.8%	11.1%
Total Revenue	874.4	1.451.6	2.241.2	692.6	731.6	786.0	845.3	3.055.6	921.0	963.9	982.1	1.029.2	3.896.2	4.600.1	5.367.1
y/y growth	81.6%	66.0%	54.4%	42.0%	36.7%	35.3%	32.6%	36.3%	33.0%	31.7%	24.9%	21.7%	27.5%	18.1%	16.7%
Consensus Estimate (VA)	01.070	00.070	04.470	676.9	724.7	777.4	840.0	3.050.2	904.6	957.6	982.3	1.028.8	3.896.1	4.738.8	5.789.6
% difference (above consensus)	1.7%	1.4%	0.6%	2.3%	1.0%	1.1%	0.6%	0.2%	1.8%	0.7%	0.0%	0.0%	0.0%	-2.9%	-7.3%
NTM Revenue		,.		3,284.0	3,516.3	3,712.4	3,896,2	0.270	4.066.5	4,221.9	4.411.1	4,600.1			
NTM Subscrption Revenue				3,091.6	3,319.8	3,517.3	3,701.5		3.865.2	4,015.8	4,197.8	4.380.6			
Revenue Build via ARR				0,00	0,0.0.0	0,01110	0,		0,000.	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	.,	1,000.0			
ARR	1.050.1	1.731.3	2.559.7	2.733.9	2.930.1	3.153.2	3.435.2	3.435.2	3.646.9	3.864.5	3.723.7	4.150.6	4.150.6	4.847.0	5,536.8
y/y growth	74.9%	64.9%	47.8%	42.3%	36.9%	34.9%	34.2%	34.2%	33.4%	31.9%	18.1%	20.8%	20.8%	16.8%	14.2%
Consensus Estimate (VA)		0070		2,721.1	2.925.8	3.141.7	3.397.7	3,397.6	3.631.2	3.841.0	3.997.8	4.224.0	4,224.0	5.106.5	6,199.3
% difference (above consensus)	4.8%	3.3%	1.8%	0.5%	0.1%	0.4%	1.1%	1.1%	0.4%	0.6%	-6.9%	-1.7%	-1.7%	-5.1%	-10.7%
Gross Retention Rate				97.5%	97.5%	97.5%	97.5%		97.5%	98.0%	86.2%	96.0%			
Equivalent Quarterly Renewal Rate				99.4%	99.4%	99.4%	99.4%		99.4%	99.5%	96.4%	99.0%			
•	47	-00	07					70					040	4.40	400
Quarterly Churn	17	30	37	16	17	18	20	72	22	18	141	38	219	143	129
Quarterly Renewals Net New ARR	450	004	200	2,544	2,717	2,912 223	3,133 282	075	3,413	3,629 218	3,724	3,686 427	745	000	
	450 56.2%	681 <i>51.5</i> %	828 21.6%	174 -8.5%	196 -10.0%	12.6%	282	875 5.7%	212 21.5%	10.9%	-163.1%		715 -18.3%	696 -2.7%	-100.0%
y/y growth	30.2%	51.5%	21.0%	-8.5% -21%	13%	12.6%	27.2%	5.7%	-25%	10.9%	-165%	51.5% -403%	-16.3%	-2.7%	-100.0%
q/q growth New ARR	467	711	865	190	213	242	302	947	233	236	-100%	465	934	839	818
y/y growth	56.8%	52.5%	21.6%	-4.0%	-5.7%	16.6%	29.3%	9.5%	22.6%	10.6%	-100.0%	54.0%	-1.4%	-10.2%	-2.5%
	30.078	02.070	21.076	-4.078	-0.776	10.078	23.370	3.070	22.070	10.078	-100.078	34.070	-1.470	-10.278	-2.578
Adjustments															
Acquisitions	0.0	1.0	0	0.0	0.0	3.0	0.0	0	0.0	0.0	0.0	0.0			
Adjusted New ARR	460	707	865	190	213	239	302	944	233	236	0	465	934	839	818
y/y growth	54.6%	51.5%	21.6%	-4.0%	-5.7%	15.1%	29.3%	9.1%	22.6%	10.6%	-100.0%	54.0%	-1.4%	-10.2%	-2.5%
q/q growth				-18.4%	12.1%	11.8%	26.5%		-22.7%	1.1%	-100.0%	NM			
2yr stack growth				28%	37%	31%	33%	1	19%	5%	-85%	83%			
Subscription Revenue from Renewal				636	679	728	783		853	907	931	921			
Subscription Revenue from New ARR (adjusted for acquisi	tions)			15	11	6	13		11	11	0	59			
Assumed % of Rev in Q from New ARR				32%	20%	9%	17%		19%	19%	0%	51%			

**Exhibit 21: CRWD Plausible Case** 

\$ in millions, except per share data	2021 Full Year	2022 Full Year	2023 Full Year	Apr-23 1Q24	Jul-23 2Q24	Oct-23 3Q24	Jan-24	2024 Full Year	Apr-24 1Q25	Jul-24 2Q25	Oct-24 3Q25E	Jan-25 4Q25E	2025 (E) Full Year	2026 (E)	
Revenue Summary	ruii ieai	ruii ieai	ruii ieai	1924	2024	3924	4024	ruii feai	IQZS	2020	3 <b>U</b> 23E	4023E	ruii leai	ruii leai	ruii leai
Subscription	804.7	1,359.5	2,111.7	651.2	690.0	733.5	795.9	2,870.6	872.2	918.3	957.3	979.8	3,727.5	4,215.8	4,937.1
y/y growth	84.4%	69.0%	55.3%	41.6%	36.3%	34.0%	33.0%	35.9%	33.9%	33.1%	30.5%	23.1%	29.9%	13.1%	17.1%
Consensus Estimate (VA)				639.6	684.3	733.9	788.9	2,863.5	854.8	907.8	933.6	979.8	3,703.8	4,529.3	5,557.0
% difference (above consensus)	1.7%	1.5%	0.4%	1.8%	0.8%	-0.1%	0.9%	0.2%	2.0%	1.1%	2.5%	0.0%	0.6%	-6.9%	-11.2%
Professional Services	69.8	92.1	129.6	41.4	41.7	52.6	49.4	185.0	48.9	45.6	52.7	49.0	196.1	211.3	235.1
y/y growth	54.7%	31.9%	40.8%	47.8%	43.9%	56.8%	26.3%	42.8%	18.0%	9.5%	0.2%	-0.8%	6.0%	7.7%	11.2%
Total Revenue	874.4	1,451.6	2,241.2	692.6	731.6	786.0	845.3	3,055.6	921.0	963.9	1,009.9	1,028.8	3,923.6	4,427.1	5,172.2
y/y growth	81.6%	66.0%	54.4%	42.0%	36.7%	35.3%	32.6%	36.3%	33.0%	31.7%	28.5%	21.7%	28.4%	12.8%	16.8%
Consensus Estimate (VA)				676.9	724.7	777.4	840.0	3,050.2	904.6	957.6	982.3	1,028.8	3,896.1	4,738.8	5,789.6
% difference (above consensus)	1.7%	1.4%	0.6%	2.3%	1.0%	1.1%	0.6%	0.2%	1.8%	0.7%	2.8%	0.0%	0.7%	-6.6%	-10.7%
NTM Revenue				3,284.0	3,516.3	3,740.2	3,923.6		4,059.2	4,170.1	4,286.3	4,427.1			
NTM Subscrption Revenue				3,091.6	3,319.8	3,543.7	3,727.5		3,858.3	3,966.3	4,079.0	4,215.8			
Revenue Build via ARR															
ARR	1,050.1	1,731.3	2,559.7	2,733.9	2,930.1	3,153.2	3,435.2	3,435.2	3,646.9	3,864.5	3,938.1	4,043.6	4,043.6	4,640.4	5,449.3
y/y growth	74.9%	64.9%	47.8%	42.3%	36.9%	34.9%	34.2%	34.2%	33.4%	31.9%	24.9%	17.7%	17.7%	14.8%	17.4%
Consensus Estimate (VA)				2,721.1	2,925.8	3,141.7	3,397.7	3,397.6	3,631.2	3,841.0	3,997.8	4,224.0	4,224.0	5,106.5	6,199.3
% difference (above consensus)	4.8%	3.3%	1.8%	0.5%	0.1%	0.4%	1.1%	1.1%	0.4%	0.6%	-1.5%	-4.3%	-4.3%	-9.1%	-12.1%
Gross Retention Rate				97.5%	97.5%	97.5%	97.5%		97.5%	98.0%	94.0%	94.0%			
Equivalent Quarterly Renewal Rate				99,4%	99.4%	99.4%	99.4%		99.4%	99.5%	98.5%	98.5%			
Quarterly Churn	17	30	37	16	17	18	20	72	22	18	59	60	160	180	124
Quarterly Churn Quarterly Renewals	17	30	31	2.544	2.717	2,912	3,133	12	3.413	3,629	3,805	3,878	160	160	124
Net New ARR	450	681	828	2,544 174	196	2,912	282	875	212	218	3,805	106	608	597	
New ARR	450 467	711	865	190	213	242	302	947	233	236	133	166	768	777	932
	56.8%	52.5%	21.6%	-4.0%	-5.7%	16.6%	29.3%	9.5%	22.6%	10.6%	-45.0%	-45.0%	-18.9%	1.1%	20.0%
y/y growth	30.6%	32.3%	21.0%	-4.0%	-0.776	10.0%	29.3%	9.5%	22.0%	10.0%	-40.0%	-40.0%	-10.9%	1.176	20.0%
Adjustments															
Acquisitions	0.0	1.0	0	0.0	0.0	3.0	0.0		0.0	0.0	0.0	0.0			
Adjusted New ARR	460	707	865	190	213	239	302	944	233	236	133	166	768	777	932
y/y growth	54.6%	51.5%	21.6%	-4.0%	-5.7%	15.1%	29.3%	9.1%	22.6%	10.6%	-45.0%	-45.0%	-18.9%	1.1%	20.0%
q/q growth				-18.4%	12.1%	11.8%	26.5%		-22.7%	1.1%	-43.7%	24.9%			
2yr stack growth				28%	37%	31%	33%		19%	5%	-30%	-16%			
Subscription Revenue from Renewal				636	679	728	783		853	907	951	969			
					11	6	13		11	11	6	10			
Subscription Revenue from New ARR (adjusted for acquisi Assumed % of Rev in Q from New ARR	tions)			15 32%	20%	9%	17%		19%	19%	18%	25%			

#### CVLT: Expecting Upside to FY25 Total ARR

F2Q25 Expect Total ARR Upside; Revenue Sensitive to Renewal Timing. Consensus estimates are near the midpoints of F2Q25 guidance for subscription revenue of \$120-124M (+25% at the midpoint) and total revenue of \$218-222M (+9.5% at the midpoint). By our calculations, total revenue guidance is achievable with Metallic New ARR growth of 10% y/y (following 67% in F1Q), along with flat new term license growth, vs. over 30% growth in F1Q, assuming stable contract duration, conservative in our view. See Exhibit 22. In a more plausible scenario, where Metallic New ARR decelerates modestly to +25%, while holding our organic new term license assumption the same, we see subscription revenue near the high end of guidance and total revenue slightly above. Note that there could be additional upside due to the timing of term subscription renewals. We estimate F2Q Total ARR growth of 16% in our plausible scenario vs. consensus of about 12% (no quarterly guidance—note that quarterly consensus estimates can be unreliable due to a limited sample size). See Exhibit 23.

**FY25 Guidance Prudently Set with Upside.** Consensus is in line with Total ARR guidance for 15% growth. By our estimates, consensus implies Metallic New ARR grows 12% vs. +40% in FY24 and new term license declines about 30% vs. +15% in FY24, conservative, in our view. See Exhibit 22. In a more plausible scenario, if Metallic New ARR decelerates modestly to +30% and new term license grows 8%, we see Total ARR of about \$900M (+17%), or 5% upside to consensus. We expect similar upside to full-year total revenue; our plausible scenario for 12% growth compares to guidance for about 9.5% at the midpoint (about 3% upside). See Exhibit 23.

**Expecting Upside to FY26 Targets**. The FY26 Total ARR target of \$1B (initially given during F4Q24 earnings) is slightly above consensus of \$992M. Assuming our FY25 plausible scenario plays out, if Metallic New ARR grows 20% and new term license accelerates to +10%, Total ARR would come in at \$1.057B, or about 6% upside to consensus. See Exhibit 23.

**Exhibit 22: CVLT Base Case** 

\$ in millions, except per share data					_					_					_					-	
	2022	Jun-22	Sep-22	Dec-22	Mar-23	2023	Jun-23	Sep-23	Dec-23	Mar-24	2024	Jun-24	Sep-24	Dec-24	Mar-25	2025 (E)	Jun-25	Sep-25	Dec-25	Mar-26	2026
	FY2022	F1Q23	F2Q23	F3Q23	F4Q23	FY2023	F1Q24	F2Q24	F3Q24	F4Q24	FY2024	F1Q25	F2Q25E	F3Q25E	F4Q25E	FY2025E	F1Q26E	F2Q26E	F3Q26E	F4Q26E	FY20
Revenue Breakdown	268.4	87.6	78.2	87.4	94.5	347.8	97.3	97.8	114.2	119.9	429.2	124.1	122.8	133.1	144,3	524.3	147.9	149.1	154.9	166,1	61
Subscription - reported starting F4Q23	268.4 NA	67.3%	50.3%	13.5%	8.8%	29.6%	11.0%	24.9%	30.7%	26.8%	23.4%	27.5%	25.6%	16.5%	20.4%	22.2%	19.2%	21.4%	16.4%	15.1%	17.
y/y growth q/q growth	IVA	0.8%	-10.7%	11.7%	8.2%	29.0%	2.9%	0.5%	16.9%	4.9%	23.4%	3.5%	-1.0%	8.4%	8.4%	22.276	2.5%	0.8%	3.9%	7.2%	17.
% of SW & Products revenue	75.3%	94.8%	94.5%	97.5%	104.8%	97.9%	115.3%	119.2%	121.3%	125.4%	120.5%	132.2%	139.8%	145.3%	146.2%	140.9%	150.8%	157.9%	165.2%	164.9%	159.
% of total revenue	34.9%	44.3%	41.6%	44.8%	46.5%	44.3%	49.1%	48.6%	52.7%	53.7%	51.1%	55.2%	55.8%	57.9%	59.1%	57.1%	59.1%	58.3%	59.3%	60.9%	59.
Subscription Consensus Estimates (VA)	34.9%	44.3%	41.0%	44.0%	40.3%	44.3%	49.1%	97.3	108.2	113.3	422.6	117.6	122.3	134.8	144.1	525.2	146.6	145.8	158.5	167.4	61
y/y growth								24.3%	23.8%	19.9%	21.5%	20.8%	25.1%	18.0%	20.2%	22.4%	18.1%	18.7%	19.1%	16.0%	17.
% above/below								0.5%	5.6%	5.8%	1.6%	5.5%	0.4%	-1.3%	0.1%	-0.2%	0.9%	2.2%	-2.2%	-0.8%	-0.
Perpetual License	111.9	17.8	19.8	19.7	17.6	74.9	13.2	14.4	14.9	15.2	57.6	13.7	13.7	11.9	12.2	51.5	12.4	12.3	10.7	10.9	4
y/y growth	-17.5%	-45.5%	-28.3%	-30.0%	-24.9%	-33.0%	-26.1%	-27.4%	-24.6%	-13.5%	-23.1%	4.4%	-5.0%	-20.0%	-20.0%	-10.7%	-10.0%	-10.0%	-10.0%	-10.0%	-10
q/q growth		-23.9%	11.4%	-0.5%	-11.0%		-25.1%	9.4%	3.4%	2.2%		-9.6%	-0.5%	-12.9%	2.2%		1.7%	-0.5%	-12.9%	2.2%	1
% of SW & Products revenue	31.4%	19.3%	23.9%	22.0%	19.5%	21.1%	15.6%	17.5%	15.8%	15.9%	16.2%	14.6%	15.6%	13.0%	12.3%	13.8%	12.6%	13.0%	11.4%	10.9%	12
% of total revenue	14.5%	9.0%	10.5%	10.1%	8.6%	9.5%	6.6%	7.2%	6.9%	6.8%	6.9%	6.1%	6.2%	5.2%	5.0%	5.6%	4.9%	4.8%	4.1%	4.0%	4
Customer Support	347.1	81.3	78.0	77.7	77.3	314.3	76.9	77.0	76.8	77.0	307.8	76.3	74.8	73.8	76.0	300.8	80.2	84.7	85.5	85.1	33
y/y growth	-3.0%	-8.6%	-10.8%	-9.7%	-8.7%	-9.4%	-5.4%	-1.3%	-1.1%	-0.4%	-2.1%	-0.8%	-2.9%	-4.0%	-1.3%	-2.3%	5.1%	13.3%	16.0%	11.9%	11
q/q growth		-4.0%	-4.1%	-0.4%	-0.4%		-0.5%	0.1%	-0.3%	0.3%		-1.0%	-2.0%	-1.4%	3.1%		5.5%	5.6%	1.0%	-0.5%	
% of total revenue	45.1%	41.1%	41.5%	39.8%	38.0%	40.1%	38.8%	38.3%	35.4%	34.5%	36.7%	34.0%	34.0%	32.1%	31.1%	32.7%	32.1%	33.1%	32.7%	31.2%	32
Other Services (as restated starting F1Q22)	42.3	11.2	12.0	10.3	14.0	47.6	10.8	11.8	10.9	11.2	44.7	10.6	8.9	10.9	11.6	42.0	9.6	9.8	10.0	10.5	4
y/y growth	NA	19.2%	12.4%	-8.0%	28.1%	12.6%	-4.0%	-1.3%	5.6%	-20.3%	-6.1%	-2.1%	-25.0%	0.6%	3.8%	-6.0%	-9.0%	10.9%	-8.1%	-9.8%	-4
q/q growth		2.5%	6.7%	-14.1%	36.3%		-23.2%	9.7%	-8.1%	3.0%		-5.6%	-16.0%	23.3%	6.3%		-17.3%	2.3%	2.1%	4.3%	
% of total revenue	5.5%	5.7%	6.4%	5.3%	6.9%	6.1%	5.4%	5.9%	5.0%	5.0%	5.3%	4.7%	4.0%	4.8%	4.8%	4.6%	3.8%	3.8%	3.8%	3.8%	3
otal Revenue	769.6	198.0	188.1	195.1	203.5	784.6	198.2 0.1%	201.0	216.8	223.3	839.2	13.4%	220.1	229.7	244.1	918.6	250.0 11.3%	255.9	261.2	272.5	1,0
y/y growth	6.4%	7.9% 12.7%	5.7% 11.7%	-3.6% 1.2%	-1.2% 1.6%	1.9% 6.5%	0.1%	6.9% 5.5%	11.1% 12.4%	9.7% 9.9%	7.0% 7.1%	12.8%	9.5% 9.5%	5.9% 5.9%	9.3% 9.3%	9.5% 9.3%	11.3%	16.3% 16.3%	13.7% 13.7%	11.7% 11.7%	13
y/y growth, CC	0.0%	-3.9%	-5.0%	3.7%		0.5%	-2.6%	1.4%	7.9%	3.0%	7.1%	0.6%	9.5% -2.0%	5.9% 4.3%		9.3%	2.4%	2.3%	2.1%		13
q/q growth FX adjustment	2.6	(8.7)	(10.6)	(9.8)	4.3% (5.7)	(34.8)	-2.6%	2.6	(2.4)	(0.3)	(1.3)	1.2	-2.0%	4.3% 0.0	6.3%	1.2	0.0	0.0	0.0	4.3% 0.0	
Revenue. CC	767.0	206.7	198.6	204.9	209.2	819.4	199.4	198.4	219.2	223.6	840.6	223.5	220.1	229.7	244.1	917.4	250.0	255.9	261.2	272.5	1.03
Total Revenue Consensus Estimates (VA)	767.0	200.7	190.0	204.9	209.2	784.6	197.3	195.4	207.9	212.4	828.4	215.6	220.7	232.9	242.8	921.0	243.7	244.2	257.3	265.9	1.0
y/y growth				-2.7%	-4.3%	1.9%	-0.3%	3.7%	6.6%	4.4%	5.6%	8.8%	9.8%	7.4%	8.7%	9.7%	8.5%	10.9%	12.0%	8.9%	1,0
% above/below	0.5%	1.5%	0.9%	-0.9%	3.3%	0.0%	0.4%	3.1%	4.3%	5.1%	1.3%	4.2%	-0.3%	-1.4%	0.7%	-0.3%	2.6%	4.8%	1.5%	2.5%	2
VTM Revenue	0.070	784.8	797.7	819.4	839.2	0.070	865.8	884.9	897.8	918.6	1.070	943.9	979.7	1.011.2	1.039.7	0.070	1.069.5	1.101.8	1.134.0	1.166.6	_
ITM Recurring		667.4	685.9	711.9	736.9		763.1	785.9	801.7	825.1		852.8	889.0	922.6	953.4		980.1	1.009.1	1.038.0	1.067.0	
Old Revenue Breakdown			-							02011								1,00011	1,00010	1,00110	
IRR																					
otal ARR	583.3	594.5	604.4	640.7	668.4	668.4	686.0	711.5	752.5	770.0	770.0	802.7	822.5	870.0	885.9	885.9	931.5	960.3	988.4	1,008.7	1,0
y/y growth	12.6%	11.6%	11.4%	14.2%	14.6%	14.6%	15.4%	17.7%	17.4%	15.2%	15.2%	17.0%	15.6%	15.6%	15.1%	15.1%	16.0%	16.8%	13.6%	13.9%	13
RR FX Impact (not reported prior to 1Q23)		(25.0)	(35.0)	(21.5)	(14.0)		(4.0)	6.0	6.4	(9.0)											
X Adjusted ARR		619.5	639.4	662.2	682.4		690.0	705.4	746.1	779.0											
y/y growth (constant currency)		16.3%	17.8%	18.0%	17.0%		16.1%	16.7%	16.4%	16.5%											
q/q growth		1.9%	1.7%	6.0%	4.3%	000.4	2.6%	3.7%	5.8%	2.3%	754.7	4.2%	2.5%	5.8%	1.8%	200.0	5.1%	3.1%	2.9%	2.1%	_
otal ARR Consensus Estimates (VA)				632.0 12.6%	638.3	668.4 14.6%	679.0 14.2%	680.6 12.6%	721.2 12.6%	754.7 12.9%	754.7 12.9%	778.8 13.5%	798.9 12.3%	841.5 11.8%	862.9	862.9 12.1%	906.1 12.9%	930.4 13.1%	967.9	992.2 12.0%	9:
y/y growth % above/below	5.0%	0.8%	5.4%	12.0%	9.4% 4.7%	0.0%	14.2%	4.5%	4.3%	2.0%	2.0%	3.1%	3.0%	3.4%	12.1% 2.7%	2.7%	2.8%	3.2%	2.1%	12.0%	12
let New ARR	65.3	11.2	9,9	36.3	27.7	85.2	17.6	25.5	41.0	17.5	101.6	32.7	19.8	47.5	15.9	115.9	45.6	28.8	28.1	20.3	1:
y/y growth	-1.5%	-24.6%	2.0%	94.7%	25.8%	30.4%	56.3%	157.0%	12.9%	-36.8%	19.2%	86.3%	-22.3%	15.9%	-9.3%	14.1%	39.4%	45.6%	-40.9%	27.5%	
yry grown	-1.5%	-24.0%	2.0%	54.1%	20.0%	30.4%	30.3%	131.0%	12.970	-30.0%	19.2%	00.3%	-22.3%	13.9%	-9.3%	14.1%	39.4%	40.0%	-4U.9%	21.5%	1
letallic New ARR	44.3	16.3	10.7	12.9	17.2	57.2	14.6	20.9	24.4	20.0	79.9	24.4	23.0	25.6	20.9	94.0	26.8	25.3	28.2	23.0	1
erm Subscription New ARR, ex. migrations	77.6	18.7	13.8	34.2	22.4	89.1	18.1	22.8	33.5	24.2	98.6	32.5	22.4	46.3	21.8	123.0	33.5	27.6	24.7	27.1	1
Perpetual Maintenance New ARR	20.1	3.2	3.6	3.6	3.2	13.5	2.4	2.6	2.7	2.7	10.4	2.5	2.5	2.1	2.2	9.3	2.2	2.2	1.9	2.0	l '
lew ARR	142.0	38.2	28.1	50.7	42.8	159.9	35.1	46.3	60.6	46.9	188.9	59.4	47.9	74.0	44.9	226.3	62.5	55.1	54.8	52.1	2
y/y growth	14.4%	24.3%	6.3%	27.4%	-4.9%	12.6%	-8.1%	64.7%	19.4%	9.5%	18.2%	69.2%	3,4%	22.2%	-4.2%	19.8%	5.3%	15.1%	-26.0%	16.0%	
y/y growth, 2 year stack	,.	13.5%	3.4%	59.7%	34.0%		16.2%	71.0%	46.8%	4.6%		61.1%	68.1%	41.7%	5.3%	,.	74.5%	18.5%	-3.8%	11.8%	

**Exhibit 23: CVLT Plausible Case** 

\$ in millions, except per share data																					
	2022	Jun-22	Sep-22	Dec-22	Mar-23	2023	Jun-23	Sep-23	Dec-23	Mar-24	2024	Jun-24	Sep-24	Dec-24	Mar-25	2025 (E)	Jun-25	Sep-25	Dec-25	Mar-26	2026 (E
	FY2022	F1Q23	F2Q23	F3Q23	F4Q23	FY2023	F1Q24	F2Q24	F3Q24	F4Q24	FY2024	F1Q25	F2Q25E	F3Q25E	F4Q25E	FY2025E	F1Q26E	F2Q26E	F3Q26E	F4Q26E	FY2026
Revenue Breakdown																					
Subscription - reported starting F4Q23	268.4	87.6	78.2	87.4	94.5	347.8	97.3	97.8	114.2	119.9	429.2	124.1	123.2	143.1	152.8	543.2	150.5	152.6	171.3	180.8	655.2
y/y growth	NA	67.3%	50.3%	13.5%	8.8%	29.6%	11.0%	24.9%	30.7%	26.8%	23.4%	27.5%	26.0%	25.3%	27.5%	26.6%	21.3%	23.9%	19.7%	18.3%	20.6%
q/q growth		0.8%	-10.7%	11.7%	8.2%		2.9%	0.5%	16.9%	4.9%		3.5%	-0.7%	16.2%	6.7%		-1.5%	1.4%	12.2%	5.6%	İ
% of SW & Products revenue	75.3%	94.8%	94.5%	97.5%	104.8%	97.9%	115.3%	119.2%	121.3%	125.4%	120.5%	132.2%	140.3%	142.3%	145.0%	140.1%	153.4%	161.7%	162.7%	165.6%	161.0%
% of total revenue	34.9%	44.3%	41.6%	44.8%	46.5%	44.3%	49.1%	48.6%	52.7%	53.7%	51.1%	55.2%	55.4%	59.6%	60.3%	57.7%	59.4%	58.6%	61.4%	62.5%	60.5%
Subscription Consensus Estimates (VA)								97.3	108.2	113.3 19.9%	422.6	117.6	122.3 25.1%	134.8	144.1	525.2 22.4%	146.6	145.8	158.5	167.4	618.3 13.8%
y/y growth % above/below								24.3% 0.5%	23.8% 5.6%	5.8%	21.5% 1.6%	20.8% 5.5%	25.1% 0.8%	18.0% 6.2%	20.2% 6.0%	3.4%	18.1% 2.6%	18.4% 4.7%	10.7% 8.1%	9.6% 8.0%	6.0%
Perpetual License	111.9	17.8	19.8	19.7	17.6	74.9	13.2	14.4	14.9	15.2	57.6	13.7	13.7	11.9	12.2	51.5	12.4	12.3	10.7	10.9	46.3
y/y growth	-17.5%	-45.5%	-28.3%	-30.0%	-24.9%	-33.0%	-26.1%	-27.4%	-24.6%	-13.5%	-23.1%	4.4%	-5.0%	-20.0%	-20.0%	-10.7%	-10.0%	-10.0%	-10.0%	-10.0%	-10.09
q/q growth		-23.9%	11.4%	-0.5%	-11.0%		-25.1%	9.4%	3.4%	2.2%		-9.6%	-0.5%	-12.9%	2.2%		1.7%	-0.5%	-12.9%	2.2%	ĺ
% of SW & Products revenue	31.4%	19.3%	23.9%	22.0%	19.5%	21.1%	15.6%	17.5%	15.8%	15.9%	16.2%	14.6%	15.6%	11.8%	11.5%	13.3%	12.6%	13.0%	10.2%	10.0%	11.49
% of total revenue	14.5%	9.0%	10.5%	10.1%	8.6%	9.5%	6.6%	7.2%	6.9%	6.8%	6.9%	6.1%	6.2%	5.0%	4.8%	5.5%	4.9%	4.7%	3.8%	3.8%	4.39
Customer Support	347.1	81.3	78.0	77.7	77.3	314.3	76.9	77.0	76.8	77.0	307.8	76.3	74.8	73.8	76.4	301.3	80.9	85.5	86.4	86.5	339.2
y/y growth	-3.0%	-8.6%	-10.8%	-9.7%	-8.7%	-9.4%	-5.4%	-1.3%	-1.1%	-0.4%	-2.1%	-0.8%	-2.9%	-3.9%	-0.8%	-2.1%	6.0%	14.3%	17.0%	13.1%	12.69
q/q growth	45 40/	-4.0% 41.1%	-4.1%	-0.4%	-0.4%	40.40/	-0.5%	0.1%	-0.3%	0.3%	00.70/	-1.0%	-2.0%	-1.3%	3.6%	00.00/	5.8%	5.7%	1.1%	0.1%	04.00
% of total revenue	45.1% 42.3	41.1% 11.2	41.5% 12.0	39.8%	38.0% 14.0	40.1% 47.6	38.8%	38.3%	35.4% 10.9	34.5% 11.2	36.7% 44.7	34.0% 10.6	33.6% 10.6	30.7%	30.2% 12.1	32.0% 44.7	31.9% 9.7	32.8%	31.0%	29.9%	31.39
Other Services (as restated starting F1Q22)	42.3 NA	19.2%	12.4%	-8.0%	28.1%		-4.0%		5.6%	-20.3%			-10.6%	5.2%						-7.8%	-6.8%
y/y growth g/g growth	IVA	2.5%	6.7%	-8.0% -14.1%	28.1% 36.3%	12.6%	-4.0% -23.2%	-1.3% 9.7%	-8.1%	3.0%	-6.1%	-2.1% -5.6%	0.1%	5.2% 8.1%	7.8% 5.5%	-0.1%	-7.8% -19.2%	-5.4% 2.7%	-6.2% 7.2%	3.7%	-0.8%
% of total revenue	5.5%	5.7%	6.4%	5.3%	6.9%	6.1%	5.4%	5.9%	5.0%	5.0%	5.3%	4.7%	4.8%	4.8%	4.8%	4.7%	3.8%	3.8%	3.8%	3.7%	3.8%
Total Revenue	769.6	198.0	188.1	195.1	203.5	784.6	198.2	201.0	216.8	223.3	839.2	224.7	222.2	240.3	253.5	940.6	253.4	260.4	279.1	289.4	1.082.3
y/y growth	6.4%	7.9%	5.7%	-3.6%	-1.2%	1.9%	0.1%	6.9%	11.1%	9.7%	7.0%	13.4%	10.6%	10.8%	13.5%	12.1%	12.8%	17.2%	16.1%	14.2%	15.1%
y/y growth, CC	6.0%	12.7%	11.7%	1.2%	1.6%	6.5%	0.7%	5.5%	12.4%	9.9%	7.1%	12.8%	10.6%	10.8%	13.5%	11.9%	12.8%	17.2%	16.1%	14.2%	15.1%
g/g growth	0.070	-3.9%	-5.0%	3.7%	4.3%	0.070	-2.6%	1.4%	7.9%	3.0%	7.170	0.6%	-1.1%	8.1%	5.5%	71.070	0.0%	2.7%	7.2%	3.7%	10.170
FX adjustment	2.6	(8.7)	(10.6)	(9.8)	(5.7)	(34.8)	(1.2)	2.6	(2.4)	(0.3)	(1.3)	1.2	0.0	0.0	0.0	1.2	0.0	0.0	0.0	0.0	0.0
Revenue, CC	767.0	206.7	198.6	204.9	209.2	819.4	199.4	198.4	219.2	223.6	840.6	223.5	222.2	240.3	253.5	939.5	253.4	260.4	279.1	289.4	1.082.3
Total Revenue Consensus Estimates (VA)						784.6	197.3	195.0	207.9	212.4	828.4	215.6	220.7	232.9	242.8	921.0	243.7	244.2	257.3	265.9	1,011.1
y/y growth				-2.7%	-4.3%	1.9%	-0.3%	3.7%	6.6%	4.4%	5.6%	8.8%	9.8%	7.4%	8.7%	9.7%	8.5%	9.9%	7.1%	4.9%	7.5%
% above/below	0.5%	1.5%	0.9%	-0.9%	3.3%	0.0%	0.4%	3.1%	4.3%	5.1%	1.3%	4.2%	0.7%	3.2%	4.4%	2.1%	4.0%	6.6%	8.5%	8.8%	7.0%
NTM Revenue		784.8	797.7	819.4	839.2		865.8	887.0	910.5	940.6		969.4	1,007.6	1,046.4	1,082.3		1,118.2	1,156.6	1,196.7	1,236.9	İ
NTM Recurring		667.4	685.9	711.9	736.9		763.1	786.3	812.2	844.5		875.5	915.6	956.3	994.3		1,026.9	1,061.6	1,097.8	1,134.0	<u> </u>
Old Revenue Breakdown ARR																					
Total ARR	583.3	594.5	604.4	640.7	668.4	668.4	686.0	711.5	752.5	770.0	770.0	802.7	825.6	880.4	903.8	903.8	951.8	986.4	1.025.9	1.057.2	1.057.2
y/y growth	12.6%	11.6%	11.4%	14.2%	14.6%	14.6%	15.4%	17.7%	17.4%	15.2%	15.2%	17.0%	16.0%	17.0%	17.4%	17.4%	18.6%	19.5%	16.5%	17.0%	17.09
ARR FX Impact (not reported prior to 1Q23)		(25.0)	(35.0)	(21.5)	(14.0)		(4.0)	6.0	6.4	(9.0)											ĺ
FX Adjusted ARR		619.5	639.4	662.2	682.4		690.0	705.4	746.1	779.0											ĺ
y/y growth (constant currency)		16.3%	17.8%	18.0%	17.0%		16.1%	16.7%	16.4%	16.5%											ĺ
q/q growth		1.9%	1.7%	6.0%	4.3%		2.6%	3.7%	5.8%	2.3%		4.2%	2.9%	6.6%	2.7%		5.3%	3.6%	4.0%	3.1%	
Total ARR Consensus Estimates (VA)				632.0	638.3	668.4	679.0	680.6	721.2	754.7	754.7	778.8	798.9	841.5	862.9	862.9	906.1	930.4	967.9	992.2	992.2
y/y growth				12.6%	9.4%	14.6%	14.2%	12.6%	12.6%	12.9%	12.9%	13.5%	12.3%	11.8%	12.1%	12.1%	12.9%	12.7%	9.9%	9.8%	9.8%
% above/below	5.0%	0.8%	5.4%	1.4%	4.7%	0.0%	1.0%	4.5%	4.3%	2.0%	2.0%	3.1%	3.4%	4.6%	4.7%	4.7%	5.0%	6.0%	6.0%	6.6%	6.6%
Net New ARR	65.3	11.2	9.9	36.3	27.7	85.2	17.6	25.5	41.0	17.5	101.6	32.7	22.9	54.8	23.4	133.8	48.0	34.6	39.5	31.3	153.4
y/y growth	-1.5%	-24.6%	2.0%	94.7%	25.8%	30.4%	56.3%	157.0%	12.9%	-36.8%	19.2%	86.3%	-10.0%	33.6%	33.5%	31.7%	46.7%	50.8%	-27.8%	33.9%	14.7%
Metallic New ARR	44.3	16.3	10.7	12.9	17.2	57.2	14.6	20.9	24.4	20.0	79.9	24.4	26.2	28.1	24.9	103.5	29.2	31.4	33.7	29.9	124.3
Term Subscription New ARR, ex. migrations	77.6	18.7	13.8	34.2	22.4	89.1	18.1	22.8	33.5	24.2	98.6	32.5	22.4	51.2	25.6	131.7	34.0	27.9	31.4	32.4	125.6
Perpetual Maintenance New ARR	20.1	3.2	3.6	3.6	3.2	13.5	2.4	2.6	2.7	2.7	10.4	2.5	2.5	2.1	2.2	9.3	2.2	2.2	1.9	2.0	8.3
New ARR	142.0	38.2	28.1	50.7	42.8	159.9	35.1	46.3	60.6	46.9	188.9	59.4	51.0	81.4	52.7	244.5	65.5	61.5	67.0	64.3	258.2
																					5.6%
y/y growth	14.4%	24.3%	6.3%	27.4%	-4.9%	12.6%	-8.1%	64.7%	19.4%	9.5%	18.2%	69.2%	10.2%	34.4%	12.4%	29.5%	10.2%	20.5%	-17.7%	21.8%	0.0%
y/y growth y/y growth, 2 year stack	14.4%	24.3% 13.5%	6.3% 3.4%	27.4% 59.7%	-4.9% 34.0%	12.6%	-8.1% 16.2%	64.7% 71.0%	19.4% 46.8%	9.5% 4.6%	18.2%	69.2% 61.1%	10.2% 74.9%	34.4% 53.8%	12.4% 22.0%	29.5%	10.2% 79.4%	20.5% 30.7%	-17.7% 16.7%	21.8% 34.3%	5.67

#### CYBR – Short-Term and Long-Term Upside

Since CYBR reported 2Q24 earnings on August 8, 2024, we have re-built parts of our model to better forecast Subscription (especially on-prem) and total revenue.

**Upside to 3Q ARR and Revenue**. Although CYBR does not guide ARR on a quarterly basis, we see about 70bps of upside to current 3Q consensus growth of 30.7% y/y. Our plausible ARR estimate of \$928M (+31.7%) implies new ARR grows 17% y/y and 5% q/q. 3Q Street total revenue estimate of \$234M reflects guidance of \$230 - \$236M (20% - 23%), and we see upside to both Subscription (not guided) and total revenue of 550bps and 410bps, respectively. See Exhibits 24-27.

Room to Raise 2024 Total Revenue and ARR Guidance. Although current guidance does not include any contribution from the pending acquisition of Venafi, we believe CYBR has room to raise both revenue and ARR guidance. First on ARR, CYBR has raised initial ARR guidance twice to \$985 - \$995M (27% - 29% y/y), and we believe there is room for another upward revision and still beat the Street expectations. Additionally, CYBR has also raised total revenue guidance twice to 24% - 25% y/y, which also has room for another upward revision. Per our plausible case, we see upside of 350bps and 120bps, respectively, to 2024 total revenue and ARR consensus estimates.

**Confident in 2025 ARR Target**. At the 2023 Investor Day, management introduced a long-term target of \$1.1B in ARR by 2025, which consensus (and us) believe CYBR should exceed as the current 2025 ARR Street estimate of \$1,212M (+22.2% y/y) is well above guidance. Our plausible ARR estimate of \$1,271M implies growth of 26.6% y/y and is

490bps above the Street. Total revenue for 2025 also seems attainable as current 2025 consensus estimates imply total revenue growth of 21.8% y/y (vs. our plausible estimate of 23% y/y).

Exhibit 24: CYBR Revenue - Base

\$ in millions, except per share data														
	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024E Full Year	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	2025E Full Year
Revenues (2021 - Present)	ruii Teal	ruii Teai	ruii reai	ruii Teai	10(24	<u> 2024</u>	3Q24E	4Q24E	ruii Teai	IQZJE	ZQZJE	JUZJE	4Q23E	ruii reai
Subscription	56.4	134.6	280.6	472.0	156.2	158.4	168.5	201.8	684.9	220.9	217.7	219.9	248.0	906.5
y/y growth	210.6%	138.6%	108.5%	68.2%	68.5%	49.2%	37.1%	34.3%	45.1%	41.4%	37.4%	30.5%	22.9%	32.4%
q/q growth					4.0%	1.4%	6.3%	19.8%		9.5%	-1.4%	1.0%	12.8%	i
% of revenue	12.1%	26.8%	47.4%	62.8%	70.5%	70.5%	72.4%	77.5%	72.9%	77.3%	77.0%	77.8%	80.6%	78.2%
Consensus Estimate (VA)							169.5	193.1	677.3	202.1	212.1	225.6	256.0	895.8
% difference (above consensus)		3.1%	-0.1%	2.3%	5.4%	1.6%	-0.6%	4.5%	1.1%	9.3%	2.7%	-2.5%	-3.1%	1.2%
y/y growth							37.9%	28.5%	43.5%	29.3%	33.9%	33.1%	32.6%	32.3%
Perpetual License	176.1	115.7	50.0	21.0	3.0	3.6	3.2	2.0	11.8	2.3	3.0	2.4	1.5	9.2
y/y growth	-20.7%	-34.3%	-56.8%	-57.9%	-24.0%	-28.5%	-21.1%	-75.0%	-44.0%	-23.8%	-17.5%	-25.0%	-25.0%	-22.4%
q/q growth					-63.2%	23.2%	-12.0%	-37.5%		12.5%	33.3%	-20.0%	-37.5%	i
% of revenue	37.9%	23.0%	8.4%	2.8%	1.3%	1.6%	1.4%	0.8%	1.3%	0.8%	1.1%	0.8%	0.5%	0.8%
Consensus Estimate (VA)							3.1	4.3		2.3	2.5	2.2	3.0	10.0
% difference (above consensus)		2.4%	-9.9%	15.9%	8.8%	24.8%	2.1%	-53.8%	-16.1%	-0.4%	19.1%	8.2%	-50.8%	-8.9%
y/y growth							-22.7%	-45.9%	-33.2%	-23.5%	-30.7%	-29.2%	-29.6%	-28.5%
														i
Maintenance and professional services	231.9	252.6	261.1	258.8	62.4	62.7	61.1	56.5	242.7	62.4	62.1	60.4	58.4	243.3
y/y growth	19.7%	8.9%	3.4%	-0.9%	-4.2%	-3.0%	-5.0%	-12.8%	-6.2%	0.1%	-1.0%	-1.1%	3.2%	0.3%
q/q growth					-3.8%	0.5%	-2.5%	-7.5%		10.4%	-0.6%	-2.6%	-3.4%	i
% of revenue	49.9%	50.2%	44.1%	34.4%	28.1%	27.9%	26.3%	21.7%		21.9%	21.9%	21.4%	19.0%	21.0%
Consensus Estimate (VA)							70.3	73.3	277.2	67.8	72.9	74.3	77.0	280.5
% difference (above consensus)		-0.8%	10.3%	-5.2%	-7.5%	-7.4%	-13.1%	-22.9%	-12.4%	-7.8%	-14.9%	-18.7%	-24.2%	-13.3%
y/y growth							9.4%	13.1%	7.1%	8.7%	16.4%	5.7%	5.0%	1.2%
					_	_	_		_				ļ	i
Total Revenue	464.4	502.9	591.7	751.9	221.6	224.7	232.8	260.3	939.3	285.6	282.8	282.7	307.9	1,159.0
y/y growth	7.0%	8.3%	17.7%	27.1%	37.0%	27.8%	21.7%	16.7%	24.9%	28.9%	25.8%	21.5%	18.3%	23.4%
q/q growth					-0.7%	1.4%	3.6%	11.8%		9.7%	-1.0%	0.0%	8.9%	
Consensus Estimate (VA)							233.9	259.1	939.3	263.8	274.0	287.0	318.9	1,143.7
% difference (above consensus)	3.4%	1.4%	-0.8%	1.8%	3.8%	2.5%	-0.5%	0.5%	0.0%	8.3%	3.2%	-1.5%	-3.4%	1.3%
y/y growth							22.3%	16.1%	24.9%	19.1%	21.9%	22.7%	23.1%	21.8%

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

#### Exhibit 25: CYBR Revenue – Plausible

\$ in millions, except per share data

Total Revenue

y/y growth

q/q growth

nsensus Estimate (VA) % difference (above consensus)

2020	2021	2022	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024E	Mar-25	Jun-25	Sep-25	Dec-25	2025E
Full Year	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24E	4Q24E	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year
56.4	134.6	280.6	472.0	156.2	158.4	178.8	215.0	708.5	210.7	219.4	237.3	269.0	936.4
210.6%	138.6%	108.5%	68.2%	68.5%	49.2%	45.5%	43.1%	50.1%	34.9%	38.5%	32.7%	25.1%	32.2%
				4.0%	1.4%	12.9%	20.3%		-2.0%	4.1%	8.1%	13.4%	
12.1%	26.8%	47.4%	62.8%	70.5%	70.5%	73.4%	76.0%	72.8%	76.6%	77.1%	78.8%	80.2%	78.3%
						169.5	193.1	677.3	202.1	212.1	225.6	256.0	895.8
	3.1%	-0.1%	2.3%	5.4%	1.6%	5.5%	11.4%	4.6%	4.3%	3.5%	5.2%	5.1%	
						37.9%	28.5%	43.5%	29.3%	33.9%	33.1%	32.6%	32.3%
176.1	115.7	50.0	21.0	3.0	3.6	3.0	4.4	14.0	2.3	3.0	2.3	3.3	10.8
-20.7%	-34.3%	-56.8%	-57.9%	-24.0%	-28.5%	-26.0%	-45.1%	-33.5%	-23.8%	-17.5%	-25.0%	-25.0%	-22.8%
				-63.2%	23.2%	-17.5%	46.7%		-48.9%	33.3%	-25.0%	46.7%	
37.9%	23.0%	8.4%	2.8%	1.3%	1.6%	1.2%	1.6%	1.4%	0.8%	1.1%	0.7%	1.0%	0.9%
						3.1	4.3		2.3	2.5	2.2	3.0	
	2.4%	-9.9%	15.9%	8.8%	24.8%	-4.3%	1.6%		-0.4%	19.1%	1.4%	8.2%	
						-22.7%	-45.9%	-33.2%	-23.5%	-30.7%	-29.2%	-29.6%	-28.5%
													248.8
19.7%	8.9%	3.4%	-0.9%		-3.0%	-4.0%				-0.6%	-0.2%		
				-3.8%	0.5%	-1.5%	2.7%		-2.3%	0.5%	-1.1%	2.3%	
49.9%	50.2%	44.1%	34.4%	28.1%	27.9%	25.3%	22.4%	25.7%	22.5%	21.9%	20.4%	18.8%	
						70.3	73.3	277.2	67.8	72.9	74.3	77.0	280.5
	-0.8%	10.3%	-5.2%	-7.5%	-7.4%	<b>-12.3%</b> 9.4%	<b>-13.6%</b> 13.1%	<b>-9.8%</b>	<b>-8.6%</b> 8.7%	<b>-14.6%</b> 16.4%	<b>-17.2%</b> 5.7%	<b>-18.2%</b> 5.0%	<b>-11.3%</b>
	176.1 -20.7% 37.9% 231.9 19.7%	full Year         Full Year           56.4         134.6           210.6%         138.6%           12.1%         26.8%           3.1%         3.1%           176.1         115.7           -20.7%         -34.3%           37.9%         23.0%           231.9         252.6           19.7%         8.9%	full Year         Full Year         Full Year           56.4         134.6         280.6           210.6%         138.6%         108.5%           12.1%         26.8%         47.4%           3.1%         -0.1%           176.1         115.7         50.0           -20.7%         -34.3%         -56.8%           37.9%         23.0%         8.4%           2.4%         -9.9%           231.9         252.6         261.1           19.7%         8.9%         3.4%	full Year         Full Year         Full Year         Full Year           56.4         134.6         280.6         472.0           210.6%         138.6%         108.5%         68.2%           12.1%         26.8%         47.4%         62.8%           3.1%         -0.1%         2.3%           176.1         115.7         50.0         21.0           -20.7%         -34.3%         -56.8%         -57.9%           37.9%         23.0%         8.4%         2.8%           2.4%         -9.9%         15.9%           231.9         252.6         261.1         258.8           19.7%         8.9%         3.4%         -0.9%	full Year         Full Year         Full Year         Full Year         1Q24           56.4         134.6         280.6         472.0         156.2           210.6%         138.6%         108.5%         68.2%         68.5%           4.0%         47.4%         62.8%         70.5%           3.1%         -0.1%         2.3%         5.4%           176.1         115.7         50.0         21.0         3.0           -20.7%         -34.3%         -56.8%         -57.9%         -24.0%           37.9%         23.0%         8.4%         2.8%         1.3%           2.4%         -9.9%         15.9%         8.8%           231.9         252.6         261.1         258.8         62.4           19.7%         8.9%         3.4%         -0.9%         -4.2%           -3.8%	full Year         Full Year         Full Year         Full Year         1Q24         2Q24           56.4         134.6         280.6         472.0         156.2         158.4           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%           4.0%         1.4%         70.5%         70.5%         70.5%           3.1%         -0.1%         2.3%         5.4%         1.6%           176.1         115.7         50.0         21.0         3.0         3.6           -20.7%         -34.3%         -56.8%         -57.9%         -24.0%         -28.5%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%           2.4%         -9.9%         15.9%         8.8%         24.8%           231.9         252.6         261.1         258.8         62.4         62.7           19.7%         8.9%         3.4%         -0.9%         -4.2%         -3.0%           -3.8%         0.5%	full Year         Full Year         Full Year         Full Year         1Q24         2Q24         3Q24E           56.4         134.6         280.6         472.0         156.2         158.4         178.8           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%           4.0%         1.4%         12.9%         40.0%         1.4%         12.9%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%           169.5         3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%           3.1         -0.1%         2.3%         5.4%         1.6%         5.5%         37.9%           176.1         115.7         50.0         21.0         3.0         3.6         3.0           20.7%         -34.3%         -56.8%         -57.9%         -24.0%         -28.5%         -26.0%           -20.7%         -34.3%         2.8%         1.3%         1.6%         1.2%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%           37.9%         23.0%         8.4%         2.8%         1.3% </td <td>full Year         Full Year         Full Year         Full Year         1024         2024         3024E         4024E           56.4         134.6         280.6         472.0         156.2         158.4         178.8         215.0           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%         76.09           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%           2-20.7%         -34.3%         -56.8%         -57.9%         -24.0%         -28.5%         -26.0%         -45.1%           -20.7%         -34.3%         -56.8%         -57.9%         -24.0%         -28.5%         -26.0%         -45.1%           -37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         1.6%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         46.7%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         45.9%           23.</td> <td>full Year         Full Year         Full Year         Full Year         1024         2024         3024E         4024E         Full Year           56.4         134.6         280.6         472.0         156.2         158.4         178.8         215.0         708.5           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%         76.0%         72.8%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%           37.9%         -34.3%         -56.8%         -24.0%         -28.5%         -26.0%         -45.1%         -33.5%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         1.6%         -0.5%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         46.7%         14.0           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         46.7%         14.0         2.2%         33.5%         1.6%<!--</td--><td>full Year         Full Year         Full Year         Full Year         1Q24         2Q24         3Q24E         4Q24E         Full Year         1Q25E           56.4         134.6         280.6         472.0         156.2         158.4         178.8         215.0         708.5         210.7           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%         34.9%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%         76.0%         72.8%         76.6%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%           37.9%         28.5%         -56.8%         -57.9%         -24.0%         -28.5%         -26.0%         -45.1%         -33.5%         22.3%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         1.6%         1.4%         0.8%         23.8%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         1.6%         1.4%         0.8%           37.9%         23.0</td><td>full Year         Full Year         Full Year         full Year         Q24         Q24         3024E         4024E         Full Year         1Q25E         2Q25E           56.4         134.6         280.6         472.0         156.2         158.4         178.8         215.0         708.5         210.7         219.4           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%         34.9%         38.5%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%         3.5%           40.7%         -34.3%         -56.8%         -24.0%         -28.5%         -26.0%         -45.1%         -33.5%         -23.8%         17.5%           -20.7%         -34.3%         -56.8%         -2.8%         1.3%         1.6%         1.2%         46.7%         -48.9%         33.3%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         46.7%</td><td>Solid Year         Full Year         Full Year         Full Year         Full Year         Full Year         Full Year         Q25E         3Q25E           56.4         134.6         280.6         472.0         156.2         158.4         178.8         215.0         708.5         210.7         219.4         237.3           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%         34.9%         38.5%         32.7%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%         78.8%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%         3.5%         5.2%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%         3.5%         5.2%           3.79%         23.0%         -56.8%         -57.9%         -24.0%         -28.5%         -26.0%         -45.1%         -33.5%         22.3%         -17.5%         -25.0%           37.9%         23.0%         8.4%<!--</td--><td>full Year         Full Year         Q24         2Q24         3Q24E         4Q24E         Full Year         Q25E         2Q25E         3Q25E         4Q25E           56.4         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%         34.9%         38.5%         32.7%         25.1%           12.1%         26.8%         47.4%         62.8%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%         78.8%         80.2%           12.1%         26.8%         47.4%         62.8%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%         78.8%         80.2%           169.5         193.1         677.3         202.1         21.1         225.6         256.0           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%         3.5%         5.2%         55.0           176.1         115.7         50.0         21.0         3.0         3.6         3.0         4.4         14.0         2.3</td></td></td>	full Year         Full Year         Full Year         Full Year         1024         2024         3024E         4024E           56.4         134.6         280.6         472.0         156.2         158.4         178.8         215.0           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%         76.09           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%           2-20.7%         -34.3%         -56.8%         -57.9%         -24.0%         -28.5%         -26.0%         -45.1%           -20.7%         -34.3%         -56.8%         -57.9%         -24.0%         -28.5%         -26.0%         -45.1%           -37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         1.6%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         46.7%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         45.9%           23.	full Year         Full Year         Full Year         Full Year         1024         2024         3024E         4024E         Full Year           56.4         134.6         280.6         472.0         156.2         158.4         178.8         215.0         708.5           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%         76.0%         72.8%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%           37.9%         -34.3%         -56.8%         -24.0%         -28.5%         -26.0%         -45.1%         -33.5%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         1.6%         -0.5%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         46.7%         14.0           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         46.7%         14.0         2.2%         33.5%         1.6% </td <td>full Year         Full Year         Full Year         Full Year         1Q24         2Q24         3Q24E         4Q24E         Full Year         1Q25E           56.4         134.6         280.6         472.0         156.2         158.4         178.8         215.0         708.5         210.7           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%         34.9%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%         76.0%         72.8%         76.6%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%           37.9%         28.5%         -56.8%         -57.9%         -24.0%         -28.5%         -26.0%         -45.1%         -33.5%         22.3%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         1.6%         1.4%         0.8%         23.8%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         1.6%         1.4%         0.8%           37.9%         23.0</td> <td>full Year         Full Year         Full Year         full Year         Q24         Q24         3024E         4024E         Full Year         1Q25E         2Q25E           56.4         134.6         280.6         472.0         156.2         158.4         178.8         215.0         708.5         210.7         219.4           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%         34.9%         38.5%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%         3.5%           40.7%         -34.3%         -56.8%         -24.0%         -28.5%         -26.0%         -45.1%         -33.5%         -23.8%         17.5%           -20.7%         -34.3%         -56.8%         -2.8%         1.3%         1.6%         1.2%         46.7%         -48.9%         33.3%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         46.7%</td> <td>Solid Year         Full Year         Full Year         Full Year         Full Year         Full Year         Full Year         Q25E         3Q25E           56.4         134.6         280.6         472.0         156.2         158.4         178.8         215.0         708.5         210.7         219.4         237.3           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%         34.9%         38.5%         32.7%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%         78.8%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%         3.5%         5.2%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%         3.5%         5.2%           3.79%         23.0%         -56.8%         -57.9%         -24.0%         -28.5%         -26.0%         -45.1%         -33.5%         22.3%         -17.5%         -25.0%           37.9%         23.0%         8.4%<!--</td--><td>full Year         Full Year         Q24         2Q24         3Q24E         4Q24E         Full Year         Q25E         2Q25E         3Q25E         4Q25E           56.4         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%         34.9%         38.5%         32.7%         25.1%           12.1%         26.8%         47.4%         62.8%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%         78.8%         80.2%           12.1%         26.8%         47.4%         62.8%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%         78.8%         80.2%           169.5         193.1         677.3         202.1         21.1         225.6         256.0           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%         3.5%         5.2%         55.0           176.1         115.7         50.0         21.0         3.0         3.6         3.0         4.4         14.0         2.3</td></td>	full Year         Full Year         Full Year         Full Year         1Q24         2Q24         3Q24E         4Q24E         Full Year         1Q25E           56.4         134.6         280.6         472.0         156.2         158.4         178.8         215.0         708.5         210.7           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%         34.9%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%         76.0%         72.8%         76.6%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%           37.9%         28.5%         -56.8%         -57.9%         -24.0%         -28.5%         -26.0%         -45.1%         -33.5%         22.3%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         1.6%         1.4%         0.8%         23.8%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         1.6%         1.4%         0.8%           37.9%         23.0	full Year         Full Year         Full Year         full Year         Q24         Q24         3024E         4024E         Full Year         1Q25E         2Q25E           56.4         134.6         280.6         472.0         156.2         158.4         178.8         215.0         708.5         210.7         219.4           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%         34.9%         38.5%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%         3.5%           40.7%         -34.3%         -56.8%         -24.0%         -28.5%         -26.0%         -45.1%         -33.5%         -23.8%         17.5%           -20.7%         -34.3%         -56.8%         -2.8%         1.3%         1.6%         1.2%         46.7%         -48.9%         33.3%           37.9%         23.0%         8.4%         2.8%         1.3%         1.6%         1.2%         46.7%	Solid Year         Full Year         Full Year         Full Year         Full Year         Full Year         Full Year         Q25E         3Q25E           56.4         134.6         280.6         472.0         156.2         158.4         178.8         215.0         708.5         210.7         219.4         237.3           210.6%         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%         34.9%         38.5%         32.7%           12.1%         26.8%         47.4%         62.8%         70.5%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%         78.8%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%         3.5%         5.2%           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%         3.5%         5.2%           3.79%         23.0%         -56.8%         -57.9%         -24.0%         -28.5%         -26.0%         -45.1%         -33.5%         22.3%         -17.5%         -25.0%           37.9%         23.0%         8.4% </td <td>full Year         Full Year         Q24         2Q24         3Q24E         4Q24E         Full Year         Q25E         2Q25E         3Q25E         4Q25E           56.4         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%         34.9%         38.5%         32.7%         25.1%           12.1%         26.8%         47.4%         62.8%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%         78.8%         80.2%           12.1%         26.8%         47.4%         62.8%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%         78.8%         80.2%           169.5         193.1         677.3         202.1         21.1         225.6         256.0           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%         3.5%         5.2%         55.0           176.1         115.7         50.0         21.0         3.0         3.6         3.0         4.4         14.0         2.3</td>	full Year         Full Year         Full Year         Full Year         Full Year         Full Year         Full Year         Full Year         Q24         2Q24         3Q24E         4Q24E         Full Year         Q25E         2Q25E         3Q25E         4Q25E           56.4         138.6%         108.5%         68.2%         68.5%         49.2%         45.5%         43.1%         50.1%         34.9%         38.5%         32.7%         25.1%           12.1%         26.8%         47.4%         62.8%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%         78.8%         80.2%           12.1%         26.8%         47.4%         62.8%         70.5%         73.4%         76.0%         72.8%         76.6%         77.1%         78.8%         80.2%           169.5         193.1         677.3         202.1         21.1         225.6         256.0           3.1%         -0.1%         2.3%         5.4%         1.6%         5.5%         11.4%         4.6%         4.3%         3.5%         5.2%         55.0           176.1         115.7         50.0         21.0         3.0         3.6         3.0         4.4         14.0         2.3

221.6

37.0%

-0.7%

224.7

27.8%

1.4%

27.4%

8.4%

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

502.9

464.4

591.7

751.9

282.8

26.8%

16.1%

972.6

29.4%

274.9

-2.8%

301.1

23.6%

5.8% **287.0** 

26.7%

3.6%

1,195.9

23.0%

18.5%

11.3%

Exhibit 26: CYBR ARR - Base

\$ in millions, except per share data

	2020	2021	2022 Full Year	2023	Mar-24	Jun-24	Sep-24	Dec-24 4Q24E	2024E Full Year	Mar-25	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25	2025E
ARR Summary	Full Year	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	3Q24E	4Q24E	Full Year	1Q25E	ZUZSE	3Q25E	4Q25E	Full Year
Subscription ARR					621	677	731	808		851	903	959	1,040	
y/y growth					54.1%	50.1%	45.0%	38.8%		37.0%	33.3%	31.2%	28.7%	1
q/q growth					6.7%	9.0%	8.0%	10.5%		5.3%	6.1%	6.2%	8.4%	
% of Total ARR					76.6%	78.0%	79.9%	81.6%		82.7%	83.6%	84.9%	86.9%	
SaaS ARR					418	460	506	560		604	648	697	754	
y/y growth					59.5%	55.4%	50.7%	48.1%		44.5%	40.9%	37.6%	34.6%	
g/g growth					10.6%	10.0%	10.1%	10.6%		7.9%	7.3%	7.5%	8.1%	
Self-hosted Subscription ARR					203	217	225	248		247	255	262	286	
y/y growth					44.0%	40.0%	33.5%	21.6%		21.5%	17.4%	16.8%	15.5%	
q/q growth					-0.5%	6.9%	3.5%	10.4%		-0.6%	3.3%	3.0%	9.2%	
Maintenance ARR					190	191	184	182		178	177	171	157	
y/y growth					-5.9%	-5.0%	-8.0%	-5.3%		-6.5%	-7.4%	-7.5%	-13.6%	
q/q growth					-1.0%	0.5%	-3.5%	-1.3%		-2.3%	-0.5%	-3.5%	-7.9%	
% of total ARR					23.4%	22.0%	20.1%	18.4%		17.3%	16.4%	15.1%	13.1%	
Total ARR	274	393	570	774	811	868	915	990	990	1,028	1,080	1,130	1,197	1,197
y/y growth	42.0%	43.4%	45.0%	35.8%	34.0%	33.1%	29.9%	27.9%	27.9%	26.8%	24.4%	23.4%	21.0%	
q/q growth					4.8%	7.0%	5.5%	8.1%		3.9%	5.0%	4.6%	6.0%	
Consensus Estimate (VA)							921	991		1,026	1,081	1,138	1,212	
% difference (above consensus)					0.4%	1.4%	-0.6%	-0.2%		0.2%	-0.1%	-0.7%	-1.2%	
							30.7%	28.1%		26.6%	24.5%	23.5%	22.2%	
Assumed Annual Renewal Rate 94%					94%	94%	94%	94%		94%	94%	94%	94%	
Equivalent Quarterly Renewal Rate					98%	98%	98%	98%		98%	98%	98%	98%	
Quarterly Churn					12	12	13	14		15	16	17	17	
Quarterly Renewals					762	799	855	901		975	1,012	1,063	1,112	
Net New ARR		400	205	0.40	37	57	47	74	200	38	51	50	68	070
New ARR	95	138 45.7%	205	243	49 11.7%	69 23.4%	-3.1%	89 10.4%	268 10.2%	54 9.7%	-3.4%	67 10.0%	85	272 1.8%
y/y growth		45.7%	48.5%	18.7%					10.2%				-4.2%	
q/q growth		45 707	04.004	07.00/	-39.1%	42.1%	-12.7%	46.0%	00.004	-39.4%	25.1%	-0.5%	27.2%	
2 yr-stack		45.7%	94.2%	67.2%	21.0%	49.7%	12.5%	32.2%	28.9%	21.4%	20.0%	6.9%	6.2%	11.9%

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

#### Exhibit 27: CYBR ARR - Plausible

\$ in millions, except per share data

\$ III IIIIII ONS, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024E Full Year	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	2025E Full Year
ARR Summary	ruii Teai	ruii Teal	ruii Teai	ruii ieai	1024	<u> 2024</u>	3Q24E	4Q24E	ruii Teai	IQZJE	ZQZJE	JUZJE	4Q23E	ruii Teal
Subscription ARR					621	677	743	822		868	933	1.009	1,102	
y/y growth					54.1%	50.1%	47.4%	41.2%		39.7%	37.9%	35.7%	34.1%	
g/g growth					6.7%	9.0%	9.8%	10.5%		5.6%	7.6%	8.1%	9.3%	
% of Total ARR					76.6%	78.0%	80.1%	81.9%		83.0%	84.0%	85.5%	86.7%	
SaaS ARR					418	460	509	561		608	658	717	778	
y/y growth					59.5%	55.4%	51.6%	48.3%		45.5%	43.1%	40.8%	38.9%	
q/q growth					10.6%	10.0%	10.8%	10.0%		8.5%	8.2%	9.0%	8.5%	
Self-hosted Subscription ARR					203	217	234	261		260	275	291	324	
y/y growth					44.0%	40.0%	39.1%	28.0%		27.8%	26.8%	24.5%	24.0%	
q/q growth					-0.5%	6.9%	7.8%	11.6%		-0.6%	6.1%	5.8%	11.1%	
Maintenance ARR					190	191	184	182		178	177	171	169	
y/y growth					-5.9%	-5.0%	-8.0%	-5.2%		-6.3%	-7.2%	-7.2%	-7.2%	
q/q growth					-1.0%	0.5%	-3.5%	-1.3%		-2.1%	-0.5%	-3.5%	-1.2%	
% of total ARR					23.4%	22.0%	19.9%	18.1%		17.0%	16.0%	14.5%	13.3%	
Total ARR	274	393	570	774	811	868	928	1,004	1,004	1,046	1,111	1,179	1,271	1,271
y/y growth	42.0%	43.4%	45.0%	35.8%	34.0%	33.1%	31.7%	29.7%	29.7%	28.9%	27.9%	27.1%	26.6%	26.6%
q/q growth					4.8%	7.0%	6.9%	8.2%		4.2%	6.2%	6.2%	7.8%	
Consensus Estimate (VA)							921	991		1,026	1,081	1,138	1,212	
% difference (above consensus)					0.4%	1.4%	0.7%	1.2%		1.9%	2.8%	3.6%	4.9%	
							30.7%	28.1%		26.6%	24.5%	23.5%	22.2%	
Assumed Annual Renewal Rate 94%					94%	94%	94%	94%		94%	94%	94%	94%	
Equivalent Quarterly Renewal Rate					98%	98%	98%	98%		98%	98%	98%	98%	
Quarterly Churn					12	12	13	14		15	16	17	18	
Quarterly Renewals					762	799	855	914		988	1,030	1,093	1,161	
Net New ARR					37	57	60	76		42	65	69	92	
New ARR	95	138	205	243	49	69	73	90	282	58	81	86	110	334
y/y growth		45.7%	48.5%	18.7%	11.7%	23.4%	16.7%	12.3%	15.9%	17.6%	16.4%	17.7%	21.7%	18.6%
q/q growth		,.			-39.1%	42.1%	5.2%	23.3%	0.070	-36.2%	40.6%	6.4%	27.5%	
2 yr-stack		45.7%	94.2%	67.2%	21.0%	49.7%	32.4%	34.1%	34.6%	29.4%	39.8%	34.4%	34.0%	34.6%

#### DDOG - 2H24 Estimates Achievable But CY25 Risk

3Q24 Guidance Conservative. 3Q24 revenue guidance of \$662M at the midpoint (21% y/y) implies that DDOG will sign NO New Business in the quarter and assumes gross retention rates drop by 1pt - unlikely, in our view. In a more plausible scenario where New Business declines 11%, which assumes stable business momentum on a 2-year stack at 15%, we see about 3% upside to consensus (\$685M total revenue, 25% y/y growth). See Exhibits 28-29.

2024 Total Revenue Achievable. Management's 2024 guidance of \$2,625M at the midpoint (23% y/y growth) also appears achievable, though we see less room for upside to 4Q estimates. If we assume our plausible case for 2Q24 New Business plays out and business momentum remains consistent throughout the year around 15-16%, 2024 guidance of \$2,625M at the midpoint implies New Business grows 3% y/y in 2024 after declining approximately 2% in 2023. This equates to approximately \$2.66B in revenue in 2024 (25% y/y growth), or about 1% upside to consensus estimates. While this would be a solid result (implying an exit rate of approximately 22%) and achievable, we do see less of a beat to total revenue in 4Q (we estimate 1% of upside to consensus) than the company normally puts up (approximately 3-4% each quarter over the last year). See Exhibits 28-29.

Risk to CY25 Estimates. Assuming our CY24 estimates prove accurate and business momentum continues to modestly improve throughout CY25, we see about 2% downside to full year 2025 total revenue estimates and risk to estimates in every guarter. See Exhibit 29.

\$ in millions, except per share data	2020	2021	2022	Mar-23	Jun-23	Sep-23 3Q23	Dec-23	2023	Mar-24	Jun-24	Sep-24 3Q24E	Dec-24 4Q24E	2024 (E) Full Year	2025 (E) Full Yea
Revenue	Full Year	Full Year	Full Year	<u>1Q23</u>	<u>2Q23</u>	<u>3Q23</u>	<u>4Q23</u>	Full Year	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24E</u>	<u>4Q24E</u>	<u>Full Year</u>	Full Yea
Total Revenue	603.5	1.028.8	1.675.1	481.7	509.5	547.5	589.6	2.128.4	611.3	645.3	662.0	706.5	2,625.0	3,176.
y/y growth	66.3%	70.5%	62.8%	32.7%	25.4%	25.4%	25.6%	27.1%	26.9%	26.7%	20.9%	19.8%	23.3%	21.0
g/g growth	00.070	70.070	02.070	2.6%	5.8%	7.5%	7.7%	27.170	3.7%	5.6%	2.6%	6.7%	20.070	2
Consensus Estimate (VA)				469.2	501.5	524.3	567.6	2.106.8	591.7	624.8	664.7	710.8	2.634.1	3,224.
% difference (above consensus)				2.7%	1.6%	4.4%	3.9%	1.0%	3.3%	3.3%	-0.4%	-0.6%	-0.3%	-1.5
NTM Revenue				2,257.9	2,393.7	2,508.2	2,625.0		2,752.5	2.882.4	3,030.8	3.176.3		
NTM FCFF				563.2	555.7	589.0	639.7		665.7	733.7	789.2	802.5		
Revenue Build (New ARR)				000.2	000.7	000.0	000.1		000.1	700.7	700.2	002.0		
Average ARR in Q				1.926.9	2.037.8	2.190.1	2.358.6		2,445.0	2.581.1				
y/y change				32.7%	25.4%	25.4%	25.6%		26.9%	26.7%				
g/g change				2.6%	5.8%	7.5%	7.7%		3.7%	5.6%				
Estimated ARR at end of Q	752.2	1.378.5	1.902.2	1.982.3	2.114.0	2.274.4	2.401.8	2.401.8	2.513.1	2.676.6	2.648.1	2.917.3	2.917.3	3,462.
y/y change	53.6%	83.3%	38.0%	28.9%	25.4%	25.5%	26.3%	26.3%	26.8%	26.6%	16.4%	21.5%	21.5%	18.79
g/g change	33.0%	03.3%	30.0%	4.2%	6.6%	7.6%	5.6%	20.3%	4.6%	6.5%	-1.1%	10.2%	21.5%	10.7
% Estimated ARR > Average ARR				2.9%	3.7%	3.8%	1.8%		2.8%	3.7%	-1.170	10.2%		
				34.3%	34.6%	34.6%			34.3%	34.6%	00.007	34.4%		
EoM linearity				34.3%	34.6%	34.6%	33.9%		34.3%	34.6%	33.3%	34.4%		
Average ARR contribution from Acquiitions Not Included in the Qtr														
Estimated ARR at end of Q - Including Acquisitions	752.2	1.378.5	1.902.2	1.982.3	2.114.0	2.274.4	2.401.8	2.401.8	2.513.1	2.676.6	2.648.1	2.917.3	2.917.3	3.462.
Editional of a moraling requisitions	102.2	1,010.0	1,002.2	1,002.0	2,	2,2	2,10110	2,10110	2,01011	2,010.0	2,010.1	2,01110	2,01110	0,102.
Assumed Annual Renewal Rate				97%	97%	97%	97%		97%	97%	96%	97%		
Equivalent Quarterly Renewal Rate				99%	99%	99%	99%		99%	99%	99%	99%		
Quarterly Churn				16.9	17.6	18.7	17.3		18.2	19.1	28.6	20.1		
Quarterly Renewals				1.885.4	1.964.8	2.095.2	2.257.1		2,383.6	2.494.0	2.648.1	2.628.0		
Net New ARR				80.1	131.6	160.4	127.4		111.3	163.6	(28.6)	269.3		
New ARR	297.5	671.5	580.6	97.0	149.2	179.1	144.7	570.0	129.5	182.6	0.0	289.4	601.5	639.
y/y change	16.7%	125.7%	-13.5%	-43.6%	-7.1%	26.6%	35.9%	-1.8%	33.5%	22.4%	-100.0%	100.0%	5.5%	6.39
g/g change		1_01170		-8.9%	53.9%	20.0%	-19.2%		-10.5%	41.0%	-100.0%			
7 7 7 7														
Adjustments														
Acquisitions	_	_	_											
Other	_	_	_						6.87					
54161									0.07					
Adjusted New ARR	297.5	671.5	580.6	97.0	149.2	179.1	144.7	570.0	122.6	182.6	0.0	289.4	601.5	639.
y/y change (off unadjusted base)	16.7%	125.7%	-13.5%	-43.6%	-7.1%	26.6%	35.9%	-1.8%	26.4%	22.4%	-100.0%	100.0%	5.5%	6.3
g/g change				-8.9%	53.9%	20.0%	-19.2%		-15.3%	48.9%	-100.0%	NM		
2-yr stack				-3.3%	-3.4%	-1.5%	-10.1%		-17.2%	15.3%	-73.4%	135.9%		
•														
Subscription Revenue from Prior Q ARR - Churn				471.3	491.2	523.8	564.3		595.9	623.5	662.0	657.0		
Subscription Revenue from New ARR (adjusted for acquisitions)				10.2	18.3	23.7	25.3		15.4	21.8	0.0	49.5		

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

**Exhibit 29: DDOG Plausible Case** 

\$ in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024 (E) Full Year	2025 (E) Full Year
Revenue														
Total Revenue	603.5	1,028.8	1,675.1	481.7	509.5	547.5	589.6	2,128.4	611.3	645.3	685.2	718.7	2,660.4	3,160.9
y/y growth	66.3%	70.5%	62.8%	32.7%	25.4%	25.4%	25.6%	27.1%	26.9%	26.7%	25.1%	21.9%	25.0%	18.8%
g/q growth				2.6%	5.8%	7.5%	7.7%		3.7%	5.6%	6.2%	4.9%		
Consensus Estimate (VA)				469.2	501.5	524.3	567.6	2,106.8	591.7	624.8	664.7	710.8	2,634.1	3,224.2
% difference (above consensus)				2.7%	1.6%	4.4%	3.9%	1.0%	3.3%	3.3%	3.1%	1.1%	1.0%	-2.0%
NTM Revenue				2,257.9	2,393.7	2,531.4	2,660.4		2,784.5	2,908.1	3,028.7	3,160.9		
NTM FCFF				563.2	555.7	594.5	648.8		674.0	740.4	789.2	798.7		
Revenue Build (New ARR)														
Average ARR in Q				1,926.9	2,037.8	2,190.1	2,358.6		2,445.0	2,581.1				
y/y change				32.7%	25.4%	25.4%	25.6%		26.9%	26.7%				
g/g change				2.6%	5.8%	7.5%	7.7%		3.7%	5.6%				
Estimated ARR at end of Q	752.2	1,378.5	1,902.2	1,982.3	2,114.0	2,274.4	2,401.8	2,401.8	2,513.1	2,676.6	2,815.7	2,910.1	2,910.1	3,459.7
y/y change	53.6%	83.3%	38.0%	28.9%	25.4%	25.5%	26.3%	26.3%	26.8%	26.6%	23.8%	21.2%	21.2%	18.9%
g/g change				4.2%	6.6%	7.6%	5.6%		4.6%	6.5%	5.2%	3.4%		
% Estimated ARR > Average ARR				2.9%	3.7%	3.8%	1.8%		2.8%	3.7%				
EoM linearity				34.3%	34.6%	34.6%	33.9%		34.3%	34.6%	34.2%	33.7%		
•														
Average ARR contribution from Acqusitions Not Included in the Qtr														
Estimated ARR at end of Q - Including Acquisitions	752.2	1,378.5	1,902.2	1,982.3	2,114.0	2,274.4	2,401.8	2,401.8	2,513.1	2,676.6	2,815.7	2,910.1	2,910.1	3,459.7
Assumed Annual Renewal Rate				97%	97%	97%	97%		97%	97%	97%	97%		
Equivalent Quarterly Renewal Rate				99%	99%	99%	99%		99%	99%	99%	99%		
Quarterly Chum				16.9	17.6	18.7	17.3		18.2	19.1	20.3	21.4		
Quarterly Renewals				1,885.4	1,964.8	2,095.2	2,257.1		2,383.6	2,494.0	2,656.3	2,794.4		
Net New ARR				80.1	131.6	160.4	127.4		111.3	163.6	139.1	94.4		
New ARR	297.5	671.5	580.6	97.0	149.2	179.1	144.7	570.0	129.5	182.6	159.4	115.7	587.3	643.5
y/y change	16.7%	125.7%	-13.5%	-43.6%	-7.1%	26.6%	35.9%	-1.8%	33.5%	22.4%	-11.0%	-20.0%	3.0%	9.6%
q/q change				-8.9%	53.9%	20.0%	-19.2%		-10.5%	41.0%	-12.7%	-27.4%		
Adjustments														
Acquisitions	-	-	-											
Other	-	-	-						6.87					
													$\overline{}$	
Adjusted New ARR	297.5	671.5	580.6	97.0	149.2	179.1	144.7	570.0	122.6	182.6	159.4	115.7	587.3	643.5
y/y change (off unadjusted base)	16.7%	125.7%	-13.5%	-43.6%	-7.1%	26.6%	35.9%	-1.8%	26.4%	22.4%	-11.0%	-20.0%	3.0%	9.6%
q/q change				-8.9%	53.9%	20.0%	-19.2%		-15.3%	48.9%	-12.7%	-27.4%		
2-yr stack				-3.3%	-3.4%	-1.5%	-10.1%		-17.2%	15.3%	15.6%	15.9%		
0.1 0. 0.100 0.				474.0		=00.0	=0.4.0		E0E 0					
Subscription Revenue from Prior Q ARR - Churn				471.3	491.2	523.8	564.3		595.9	623.5	664.1	698.6		
Subscription Revenue from New ARR (adjusted for acquisitions)				10.2	18.3	23.7	25.3		15.4	21.8	21.1	20.1		
Assumed % of Rev in Q from New ARR				42.0%	49.0%	53.0%	70.0%		47.5%	47.8%	53.0%	69.5%		

#### DT - Upside to F2Q and Estimates Look Achievable for Foreseeable Future

Note that we recently revised our model to better reflect Adjusted New ARR and to properly address several issues in our model.

**F2Q25 Guidance Likely Conservative.** F2Q25 consensus estimates for Subscription Revenue of \$389M (+16% y/y) and Total Revenue of \$406M (+15.5% y/y) are at the midpoint of guidance, while consensus Total ARR (no quarterly guidance) is at \$1.587B (+18%). We estimate that consensus implies Adjusted New ARR declines 13% y/y with revenue linearity below historical norms, which we view as unlikely. This also implies business momentum when measured on a two-year stack deteriorates to negative 9%, after stabilizing at 9% in F1Q25 and 10% in F4Q24, which also seems unlikely in our view. In a more plausible scenario, assuming business momentum remains stable, we estimate New ARR grows 5% y/y, yielding approximately 2% upside to Subscription Revenue, Total Revenue and ARR. Note that FX tailwinds due to a depreciating USD since guidance was given in early August could result in further upside to reported results. See Exhibits 30-31.

Potential Upside to FY25 Guidance. On the last earnings call, management reiterated FY25 Subscription Revenue, Total Revenue and ARR guidance (which they stated they would update on the F2Q earnings call). Management claims to have taken a prudent approach to guidance, which assumes moderating NRR throughout FY25 (with the goal to stabilize this year), muted contribution from DPS, minimal contribution from GTM changes in the balance of the year, and choppy macro trends. By our calculation, current consensus (informed by guidance) Total ARR of \$1.728B (+15% y/y) and total revenue of \$1.578B (+16% y/y) are achievable if business momentum (as measured by a 2-year stack) were to deteriorate slightly in the rest of FY25, coupled with below historical linearity in revenue recognition. In our plausible revenue scenario that assumes stable new business momentum throughout FY25 and more typical revenue recognition linearity, we see about 3% upside to both consensus Total Revenue and Total ARR. If business momentum

improves sequentially, we see more potential upside to FY25. Note that depreciation of the USD against major currencies (about 4% vs. EUR and GBP and 6% vs. JPY) since guidance in early August should be a tailwind to reported topline results and guidance. See Exhibit 30-31.

**FY26 Estimates Appear Achievable.** Assuming our plausible scenario proves accurate and business momentum improves throughout FY26 driven by a greater contribution from DPS and GTM changes, we estimate New Business grows 15% y/y, yielding ARR, Subscription, and Total Revenue growth of 18% y/y, or 5% upside to consensus estimates. See Exhibit 31.

**Exhibit 30: DT Base Case** 

\$ in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Jun-23 1Q24	Sep-23 <u>2Q24</u>	Dec-23 3Q24	Mar-24 4Q24	2024 Full Year	Jun-24 <u>1Q25</u>	Sep-24 2Q25E	Dec-24 3Q25E	Mar-25 4Q25E	2025 (E) Full Year	2026 (E) Full Year
Revenue Subscription Revenue	487.8	655.2	870.4	1,083.3	316.5	334.5	348.3	360.1	1,359.4	381.6	389.1	396.3	411.3	1,578.3	1,839.3
y/y growth	39.4%	34.3%	32.8%	24.5%	26.8%	28.0%	24.8%	22.8%	25.5%	20.6%	16.3%	13.8%	14.2%	16.1%	16.5%
cc y/y growth	42%	33%	32%	29%	27% 7.9%	26% 5.7%	23% 4.1%	22% 3.4%		21% 6.0%	17.5% 2.0%	14% 1.9%	14% 3.8%		
q/q growth % of total	89.4%	93.1%	93.6%	93.5%	95.1%	95.1%	95.4%	94.6%	95.0%	95.6%	95.8%	95.6%	95.4%	95.6%	95.9%
Consensus Estimate (VA)	486.6	651.8	870.4	1,075.8	307.5	326.4	339.0	356.1	1,355.3	375.1	388.8	398.5	411.8	1,580.7	1,833.0
% difference (above consensus)	0.2%	0.5%	0.0%	0.7%	2.9%	2.5%	2.7%	1.1%	0.3%	1.7%	0.1%	-0.6%	-0.1%	-0.2%	0.3%
Service Revenue	<b>45.3</b> 11.1%	<b>46.9</b> 3.5%	<b>59.0</b> 25.9%	<b>75.2</b> 27.4%	16.4 -7.2%	17.2 -4.5%	16.8 -8.2%	<b>20.7</b> -2.0%	71.2 -5.4%	17.6 7.4%	17.1 -0.8%	<b>18.3</b> 9.1%	19.7 -4.8%	<b>72.8</b> 2.2%	<b>79.4</b> 9.1%
y/y growth q/q growth	11.170	3.5%	23.9%	21.4%	-7.2%	-4.5% 4.7%	-2.3%	23.4%	-5.4%	-14.9%	-3.3%	7.4%	7.7%	2.2%	9.1%
% of total	8.3%	6.7%	6.3%	6.5%	4.9%	4.9%	4.6%	5.4%	5.0%	4.4%	4.2%	4.4%	4.6%	4.4%	4.1%
Total Revenue	545.8	703.5	929.4	1,158.5	332.9	351.7	365.1	380.8	1,430.5	399.2	406.1	414.6	431.1	1,651.0	
y/y growth	26.6%	28.9%	32.1%	24.6%	24.5%	25.9%	22.7%	21.1%	23.5%	19.9%	15.5%	13.6%	13.2%	15.4%	16.2%
cc y/y growth g/q growth	29%	28%	32%	29%	25% 5.9%	24% 5.7%	21% 3.8%	21% 4.3%		21% 4.8%	17% 1.7%	13% 2.1%	13% 4.0%		
Consensus Estimate (VA)	541.6	698.7	929.4	1,149.5	326.9	344.5	357.7	375.2	1,424.9	392.2	406.1	415.8	432.4	1,653.6	1,910.9
% difference (above consensus)	0.8%	0.7%	0.0%	0.8%	1.8%	2.1%	2.1%	1.5%	0.4%	1.8%	0.0%	-0.3%	-0.3%	-0.2%	0.4%
D 11.01 ADD)															
Revenue Build (New ARR) Annual Recurring Revenue	572	774	995	1,247	1,294	1,344	1,425	1,504	1,504	1,541	1,586	1,643	1,727	1,727	1,997
y/y growth	312	35.2%	28.6%	25.3%	25.5%	26.2%	22.6%	20.6%	20.6%	19.1%	18.0%	15.3%	14.9%	14.9%	15.6%
g/q growth		00.270	20.070	20.070	3.8%	3.8%	6.1%	5.5%	20.070	2.4%	2.9%	3.6%	5.1%	1	70.070
Consensus Estimate (VA)				1,219.1	1,280.1	1,332.0	1,410.2	1,490.5	1,490.5	1,531.1	1,587.1	1,651.8	1,727.8	1,727.8	2,004.2
% difference (above consensus)				2.3%	1.1%	0.9%	1.1%	0.9%	0.9%	0.6%	-0.1%	-0.5%	0.0%	0.0%	-0.3%
Total ARR - Company Calculation															
Y/Y Adjustments to Total ARR													_		
TTM FX Headwind (Tailwind) (y/y)					(3)	(27)	(17)	(10)		12	3	16	12		
% y/y FX Headwind (Tailwind) Total ARR, CC					0% 1,291	-3% 1,316	-1% 1,408	-1% 1,494		1% 1,553	0% 1,588	1% 1,659	1% 1,739		
y/y growth					25.2%	23.6%	21.1%	19.8%		20.0%	18.2%	16.4%	15.6%		
TTM Perpetual Rolloff, cc					6	5	5	5		0					
Adjusted Total ARR, CC and excl. Perpetual Rolloff					1,297	1,322	1,413	1,499.0		1,552.5	1,588	1,659	1,739		
y/y growth					25.8%	24.1%	21.6%	20.2%		20.0%	18.2%	16.4%	15.6%		
Total ARR - Guggenheim Calculation															
TTM Perpetual Rolloff, cc, 1+2+3 years out					0	0	0	0		0	0	0	0		
Total ARR ex. Any Perpetual License ARR (which isn't re	ally ARR)				1,294	1,344	1,425	1,504		1,541	1,586	1,643	1,727		
TTM FX Headwind (Tailwind) (y/y)					(3)	(27)	(17)	(10)		12	3	16	12		
Adjusted Total ARR, CC and excl. perpetual license					1,291	1,316	1,408	1,494.2		1,553	1,588	1,659	1,739.1		
y/y growth					20.6%	17.7%	18.8%	17.6%		20.2%	20.6%	17.8%	16.4%		
Net New ARR - Company Calculation															
Net New ARR (As Reported)		201.7	221	252	47	50	82	79	257	37	45	58	84	224	269.9
y/y growth			10%	14%	31%	47%	-16%	-7%	2%	-22%	-9%	-30%	7%	-13%	21%
q/q growth					-44%	5%	65%	-4%	(0)	-53%	23%	28%	46%		
Quarterly FX headwind/(tailwind) on Total ARR % q/q FX Headwind (Tailwind)			19.4	23	(10) -1%	10 1%	(12) -1%	5 0%	(8)	8.7 1%	0%	0%	0%	12	-
Net New ARR, Constant Currency		183	246	274	37	59	70	84	250	46	46	59	85	235	270
y/y growth			34%	11%	-33%	2%	-12%	1%	-9%	23%	-22%	-16%	2%	-6%	
q/q growth					-55%	60%	17%	20%		-45%	1%	27%	45%		
% of FY Net New ARR					15%	24%	28%	33%		19%	20%	25%	36%		
Quarterly Perpetual License Rolloff - Constant Currency	n/a	202	273	282	38	60	72	84.7	255	0 46	46	<u>0</u> 59	0 85	235	270
Net New ARR, Constant Currency, excl. Perp Lic Rolloff  y/y growth Net New ARR, q/q cc	4/4	202	36%	3%	-34%	1%	-11%	1%	-10%	23%	-22%	-16%	2%	233	210
y, y g. o. na. r. na. r. na. y . q . c			00,0	0,0	0.7,0	.,,	,.	.,,	10,0	2070		,0,0	-/-		
New ARR - Guggenheim Calculation															
Total ARR excl. any perpetual license (which isn't really	ARR)				1,294	1,344	1,425	1,504		1,541	1,586	1,643	1,727		
Gross Retention Rate					95% 99%	95% 99%	95% 99%	95% 99%		95% 99%	95% 99%	95% 99%	95%		
Equivalent Quarterly Renewal Rate													99%		
Quarterly Churn					16	16	17	18		19	20	20	21		
Quarterly Renewals  New ARR, excluding adjustments		245	290	313	1,226 <b>68</b>	1,277 <b>66</b>	1,326 <b>99</b>	1,407 <b>97</b>	330	1,485 <b>56</b>	1,521 <b>65</b>	1,566 <b>78</b>	1,622 <b>105</b>	304	362
y/y growth		243	18%	8%	24%	39%	-11%	-3%	5%	-18%	-2%	-21%	9%	-8%	
q/q growth					-32%	-3%	50%	-2%		-42%	16%	20%	35%		
New ARR FX Adjustment (q/q and y/y)															
Q/Q FX Headwind/(Tailwind) to Prior Q Renewal ARR					(10)	10	(12)	5		9	1	1	1		
% q/q FX Headwind (Tailwind)  New ARR, Constant Currency q/q		228	308	335	-1% <b>58</b>	1% <b>76</b>	-1% <b>87</b>	0% 102	322	1% <b>65</b>	0% 66	0% <b>79</b>	0% 106	315	362
y/y growth			35%	9%	-21%	6%	-6%	4%	-4%	11%	-13%	-9%	4%	-2%	
Annual FX Headwind/(Tailwind)					(0)	(1)	(2)	(1)		1	0	1	1		
% y/y FX Headwind (Tailwind)					0%	-3%	-1%	-1%		1%	0%	1%	1%		
Other Adjustments					13										
ome regulations					13										
Adjusted New ARR, constant currency (q/q and y/y)		223	316	335	71	74	85	101	331	65	66	80	107	318	362
y/y growth			38%	9%	-3%	4%	-8%	3%	-1%	13%	-13%	-8%	5%	-1%	15%
q/q growth					-19%	5%	14%	18%		-35%	1%	21%	34%		
2-yr growth stack					20%	24%	-14%	10%		9%	-9%	-16%	8%		4
					12.9	13.4	14.3	15.0		15.4	15.9	16.4	17.3		
Estimated Annual Overages/Monthly Rev Not in APP															
Estimated Annual Overages/Monthly Rev Not in ARR % of ARR					1%	1%	1%	1%		1%	1%	1%	1%		
% of ARR					1%	1%									
							332 13	1% 348 8		1% 371 7	1% 380 5	1% 391 1	1% 406 1		

**Exhibit 31: DT Plausible Case** 

S in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	2024 Full Year	Jun-24 1Q25	Sep-24 2Q25E	Dec-24 3Q25E	Mar-25 4Q25E	2025 (E) Full Year	Jun-25 1Q26E	Sep-25 2Q26E	Dec-25 3Q26E	Mar-26 4Q26E	2026 (E) Full Yea
Subscription Revenue	487.8	655.2	870.4	1,083.3	1,359.4	381.6	395.7	416.0	432.7	1,625.9	453.5	468.3	489.4	507.2	1,918.
y/y growth	39.4%	34.3%	32.8%	24.5%	25.5%	20.6%	18.3%	19.4%	20.2%	19.6%	18.8%	18.4%	17.7%	17.2%	18.0
cc y/y growth q/q growth	42%	33%	32%	29%		21% 6.0%	19% 3.7%	19% 5.1%	20% 4.0%		19% 4.8%	18% 3.3%	17% 4.5%	17% 3.6%	
% of total	89.4%	93.1%	93.6%	93.5%	95.0%	95.6%	95.8%	95.6%	95.4%	95.6%	96.0%	96.0%	96.0%	96.0%	96.0
onsensus Estimate (VA)	486.6	651.8	870.4	1,075.8	1,355.3	375.1	388.8	398.5	411.8	1,580.7	435.5	450.1	465.3	482.0	1,833
% difference (above consensus)	0.2%	0.5%	0.0%	0.7%	0.3%	1.7%	1.8%	4.4%	5.1%	2.9%	4.1%	4.0%	5.2%	5.2%	4.7
Service Revenue y/y growth	<b>45.3</b> 11.1%	<b>46.9</b> 3.5%	<b>59.0</b> 25.9%	<b>75.2</b> 27.4%	71.2 -5.4%	17.6 7.4%	17.3 0.8%	<b>19.1</b> 13.9%	<b>20.9</b> 0.6%	<b>75.0</b> 5.4%	18.9 7.1%	19.5 12.5%	<b>20.4</b> 6.5%	<b>21.1</b> 1.3%	79 6.6
q/q growth	11.170	3.376	25.576	21.4/0	-5.476	-14.9%	-1.7%	10.4%	9.0%	J.470	-74.8%	3.3%	4.5%	3.6%	0.0
% of total	8.3%	6.7%	6.3%	6.5%	5.0%	4.4%	4.2%	4.4%	4.6%	4.4%	4.0%	4.0%	4.0%	4.0%	4.
otal Revenue	545.8	703.5	929.4	1,158.5	1,430.5	399.2	413.0	435.1	453.6	1,700.9	472.4	487.8	509.8	528.3	1,998
y/y growth	26.6%	28.9% 28%	32.1%	24.6%	23.5%	19.9% 21%	17.4%	19.2%	19.1%	18.9%	18.3%	18.1%	17.2%	16.5%	17.
cc y/y growth q/q growth	29%	20%	32%	29%		4.8%	18% 3.5%	19% 5.4%	18% 4.2%		17% 4.1%	18% 3.3%	17% 4.5%	16% 3.6%	
onsensus Estimate (VA)	541.6	698.7	929.4	1,149.5	1,424.9	392.2	406.1	415.8	432.4	1,653.6	453.9	468.5	484.2	504.3	1,91
% difference (above consensus)	0.8%	0.7%	0.0%	0.8%	0.4%	1.8%	1.7%	4.6%	4.9%	2.9%	4.1%	4.1%	5.3%	4.8%	4.
D (11 (N) ADD)															
evenue Build (New ARR) nnual Recurring Revenue	572	774	995	1,247	1,504	1,541	1,612	1,702	1,789	1,789	1,841	1,909	2,002	2,101	2,1
y/y growth	3/2	35.2%	28.6%	25.3%	20.6%	19.1%	20.0%	19.4%	18.9%	18.9%	19.5%	18.4%	17.6%	17.5%	17.
q/q growth						2.4%	4.6%	5.6%	5.1%						
onsensus Estimate (VA)				1,219.1	1,490.5	1,531.1	1,587.1	1,651.8	1,727.8	1,727.8	1,774.1	1,831.7	1,911.5	2,004.2	2,00
% difference (above consensus)				2.3%	0.9%	0.6%	1.6%	3.0%	3.5%	3.5%	3.8%	4.2%	4.7%	4.8%	4.
tal ARR - Company Calculation															
Y Adjustments to Total ARR															
TTM FX Headwind (Tailwind) (y/y)  % y/y FX Headwind (Tailwind)						12 1%	3 0%	(5) 0%	(8) 0%		(21) -1%	(9) -1%	0 0%	0 0%	
% y/y FX Fleadwind (Tallwind)  otal ARR, CC						1,552.5	1,614.9	1,697.0	1,781.2		-1%	-1%	0%	0%	
y/y growth						20.0%	20.2%	19.1%	18.4%						
TTM Perpetual Rolloff, cc						0	0	0	0						
ijusted Total ARR, CC and excl. Perpetual Rolloff						1,552.5	1,615	1,697	1,781		1,820	1,901	2,002	2,101	
y/y growth						20.0%	20.2%	19.1%	18.4%		18.1%	17.9%	17.6%	17.5%	
otal ARR - Guggenheim Calculation															
TTM Perpetual Rolloff, cc, 1+2+3 years out						0	0	0	0		0	0	0	0	
otal ARR ex. Any Perpetual License ARR (which isn't re	eally ARR)					1,541	1,612	1,702	1,789		1,841	1,909	2,002	2,101	
TTM FX Headwind (Tailwind) (y/y)						12	3	(5)	(8)		(21)	(9)	0	0	
djusted Total ARR, CC and excl. perpetual license						1,553	1,615	1,697	1,781.2		1,820	1,901	2,002	2,101.2	
y/y growth						20.2%	22.7%	20.5%	19.2%		17.2%	17.7%	18.0%	18.0%	
et New ARR - Company Calculation															
et New ARR (As Reported)		201.7	221	252	257	37	71	90	87	285	52	68	93	99	312
y/y growth			10%	14%	2%	-22%	44%	10%	10%	11%	42%	-4%	3%	14%	1
q/q growth			40.4		(0)	-53%	94%	26%	-4%	(40)	-40%	31%	36%	7%	
Quarterly FX headwind/(tailwind) on Total ARR % q/q FX Headwind (Tailwind)			19.4	23	(8)	8.7 1%	(12) -1%	(9) -1%	0 0%	(12)	0 0%	0 0%	0 0%	0 0%	
et New ARR, Constant Currency		183	246	274	250	46	60	81	87	273	52	68	93	99	3
y/y growth			34%	11%	-9%	23%	0%	17%	4%	9%	15%	15%	14%	14%	1
q/q growth						-45%	31%	37%	6%		-40%	31%	36%	7%	
% of FY Net New ARR						17%	22%	30%	32%		17%	22%	30%	32%	
Quarterly Perpetual License Rolloff - Constant Currency	a la	202	273	282	255	46	60	0 81	0 87	273	<u>0</u> 52	0 68	93	99	
et New ARR, Constant Currency, excl. Perp Lic Rolloff y/y growth Net New ARR, q/q cc	q/q	202	36%	3%	-10%	23%	0%	17%	4%	213	15%	15%	14%	14%	3
y, y ground not now, mad, 4,4 oo			50,0	0,0	7070	20/0	0,0	,.	-7,0		.070	.0,0	1-170	,.	
ew ARR - Guggenheim Calculation															
otal ARR excl. any perpetual license (which isn't really	ARR)					1,541	1,612	1,702	1,789		1,841	1,909	2,002	2,101	
ross Retention Rate						95%	95%	95%	95%		95%	95%	95%	95%	
quivalent Quarterly Renewal Rate						99%	99%	99%	99%		99%	99%	99%	99%	
luarterly Chum						19	20	21	22		23	23	24	26	
uarterly Renewals		245	200	242	330	1,485	1,521	1,592	1,680	200	1,766	1,818	1,885	1,977	
ew ARR, excluding adjustments  y/y growth		245	290 18%	313 8%	5%	-18%	91 38%	111	108 12%	366 11%	75 34%	92 1%	117 6%	124 15%	1
q/q growth			10%	070	3%	-42%	63%	21%	-2%	1176	-31%	22%	28%	6%	'
									_,,		20			2.0	
ew ARR FX Adjustment (q/q and y/y)						_									
Q/Q FX Headwind/(Tailwind) to Prior Q Renewal ARR						9	(12)	(9)	0		0	0	0	0	
% q/q FX Headwind (Tailwind) ew ARR, Constant Currency q/q		228	308	335	322	1% <b>65</b>	-1% <b>79</b>	-1% 102	0% 108	354	0% <b>75</b>	0% 92	0% 117	0% 124	4
y/y growth		228	35%	9%	-4%	11%	5%	102	6%	10%	16%	16%	15%	15%	1
			2270	70	.,,		2,0		2.0	, 0				,	
Annual FX Headwind/(Tailwind)						1	0	(0)	(0)		(1)	(0)	0	0	
% y/y FX Headwind (Tailwind)						1%	0%	0%	0%		-1%	-1%	0%	0%	
ther Adjustments															
ther Adjustments															
djusted New ARR, constant currency (q/q and y/y)		223	316	335	331	65	79	102	108	354	74	91	117	124	4
y/y growth			38%	9%	-1%	13%	5%	17%	6%	10%	15%	15%	15%	15%	1
q/q growth						-35%	22%	28%	6%		-31%	23%	29%	6%	
2-yr growth stack						9%	9%	9%	9%		28%	20%	32%	21%	
stimated Annual Overages/Monthly Rev Not in ARR						15.4	16.1	17.0	17.0		10.4	19.1	20.0	21.0	
% of ARR						15.4 1%	16.1 1%	17.0 1%	17.9 1%		18.4 1%	19.1	20.0 1%	21.0 1%	
						170	170	170	170		170	170	1/0	170	
						074	200	200	400		444	45.7	477	40.4	
evenue from Renewal evenue from New ARR						371 7	380 11	398 14	420 8		441 7	454 9	471 13	494 8	

# ESTC: Reset Guidance Appropriately Bakes in GTM Disruption

**F2Q25 Guidance De-risked.** Consensus is near the high end of F2Q25 total revenue guidance of \$353-355M (17% growth at midpoint), which we estimate is achievable with Total New ARR declining over 50% y/y vs. 50% growth in F2Q24. This implies a significant deceleration as measured on a 2-year stack of New ARR growth, from nearly 50% in F1Q to flat in F2Q. See Exhibit 32. Therefore, we believe guidance appropriately takes into account continued disruption from the recent GTM change to better target larger accounts. In our plausible scenario where Total New ARR declines 26% y/y instead, including similar declines in both Cloud and Other Subscription New ARR, we see total revenue of \$361M (+16% y/y), or nearly 2% above consensus. See Exhibit 33.

**FY25 Guidance Appropriately Set.** Consensus is near the midpoint of reset FY25 total revenue guidance of \$1.436-1.444B (+13.6% y/y at the midpoint, both reported and in cc). We estimate consensus is achievable with Total New ARR declining 5% y/y in FY25 vs. 37% growth in FY24. See Exhibit 32. We don't view this as completely de-risked, although if our F2Q25 plausible scenario plays out, the F2H bar will be significantly lower. Therefore, we believe guidance is appropriately set and with room for upside. In our plausible scenario, where Total New ARR declines 1%, we see total revenue of \$1.463B (+15.5% y/y), or about 1.5% upside to consensus. See Exhibit 33. Note that Elastic lowered FY25 revenue guidance from 16.3% growth at the midpoint to 13.6% growth at the midpoint when it reported F1Q25 earnings in late August.

FY26 Estimates Achievable; Acceleration Depends on Near-Term Execution. Assuming our FY25 plausible scenario plays out, FY26 consensus revenue of \$1.644 (+14% vs. current consensus of \$1.4441B) is achievable with about flat Total New ARR. We believe ESTC will at least achieve this. In our plausible scenario, we assume about 20% Total New ARR growth (comprised of over 25% New ARR growth in Elastic Cloud and 10% New ARR growth in Self-Managed), which would result in 15% total revenue growth, about flat vs. FY25. Elastic could accelerate in FY26 if either FY25 of FY26 Total New ARR outperforms our expectations, which we believe really depends on GTM execution.

Exhibit 32: ESTC Base Case

\$ in millions, except per share data	FY22 Full Year	Jul-22 F1Q23	Oct-22 F2Q23	Jan-23 F3Q23	Apr-23 F4Q23	FY23 Full Year	Jul-23 F1Q24	Oct-23 F2Q24	Jan-24 F3Q24	Apr-24 F4Q24	FY24 Full Year	Jul-24 F1Q25	Oct-24 F2Q25E	Jan-25 F3Q25E	Apr-25 F4Q25E	FY25E Full Year	Jul-25 F1Q26E	Oct-25 F2Q26E	Jan-26 F3Q26E	Apr-26 F4Q26E	FY26E Full Year
Revenue	ruii ieai	FIGZS	FZQZ3	F3923	F4023	ruii ieai	F1Q24	FZQZ4	F3Q24	<u> </u>	ruii ieai	FIGZS	FZQZSE	FJQZJE	FHUZJE	ruii ieai	FIGZOE	FZGZ0E	F3QZ0E	F4QZ0E	ruii leai
Elastic Cloud (SaaS)	298.5	97.7	103.2	110.7	112.3	424.1	121.2	135.0	143.4	148.0	547.5	157.3	165.6	173.7	178.4	675.0	191.0	201.0	210.7	216.3	819.0
y/y growth	79.5%	59.1%	49.6%	37.7%	28.2%	42.1%	24.0%	30.8%	29.5%	31.7%	29.1%	29.8%	22.7%	21.2%	20.6%	23.3%	21.5%	21.4%	21.3%	21.2%	21.3%
y/y growth, cc	13.570	62.0%	52.0%	40.0%	30.0%	45.3%	24.0%	30.0%	29.0%	32.0%	29.0%	30.0%	24.4%	21.7%	21.8%	24.2%	22.7%	21.4%	21.3%	21.2%	21.6%
g/g growth		11.5%	5.6%	7.3%	1.4%	10.070	7.9%	11.4%	6.2%	3.2%	20.070	6.3%	5.3%	4.9%	2.7%	2 1.12 / 0	7.1%	5.2%	4.9%	2.7%	2
% of subscription revenue	37.4%	42.2%	42.8%	43.3%	43.9%	43.1%	44.8%	46.9%	46.6%	47.6%	46.5%	48.6%	50.0%	50.4%	51.2%	50.1%	51.5%	53.5%	53.6%	54.3%	53.3%
% of total revenue	34.6%	39.1%	39.0%	40.3%	40.1%	39.7%	41.2%	43.5%	43.7%	44.2%	43.2%	45.3%	46.7%	47.5%	47.7%	46.8%	48.1%	50.1%	50.7%	50.8%	49.9%
Consensus Estimate (VA)	34.070	96.0	106.8	113.7	117.2	429.0	121.7	129.8	140.3	146.1	545.6	156.1	165.6	173.5	178.8	675.2	190.1	200.8	211.9	219.3	822.1
y/y growth	_	56.4%	54.7%	41.4%	33.8%	43.7%	24.5%	25.7%	26.7%	30.0%	28.7%	28.8%	22.7%	21.0%	20.8%	23.3%	20.8%	21.3%	21.9%	22.9%	21.8%
% difference (above consensus)		1.8%	-3.3%	-2.6%	-4.2%	43.778	-0.4%	4.0%	2.2%	1.3%	0.4%	0.7%	0.0%	0.1%	-0.2%	0.0%	0.5%	0.1%	-0.6%	-1.4%	-0.4%
% difference (above consensus)		1.0/0	-3.3/0	-2.0/0	-4.2/0		-0.4/0	4.070	2.2/0	1.3/0	0.470	0.770	0.078	0.170	-0.2/0	0.078	0.576	0.176	-0.078	-1.4/0	-0.4/0
Other Subscription (Self-managed Lic+Mtn)	500.3	134.1	138.0	144.9	143.8	560.7	149.1	152.8	164.2	163.0	629.1	166.5	165.6	171.0	170.3	673.3	180.0	174.5	182.2	182.0	718.7
y/y growth	24.8%	15.8%	13.8%	12.1%	7.2%	12.1%	11.2%	10.7%	13.4%	13.4%	12.2%	11.7%	8.4%	4.1%	4.5%	7.0%	8.1%	5.4%	6.6%	6.9%	6.7%
q/q growth		0.0%	2.9%	5.0%	-0.8%	,.	3.7%	2.5%	7.5%	-0.8%	,.	2.1%	-0.5%	3.3%	-0.4%	,.	5.7%	-3.0%	4.4%	-0.1%	1
% of subscription revenue	62.6%	57.8%	57.2%	56.7%	56.1%	56.9%	55.2%	53.1%	53.4%	52.4%	53.5%	51.4%	50.0%	49.6%	48.8%	49.9%	48.5%	46.5%	46.4%	45.7%	46.7%
% of total revenue	58.0%	53.6%	52.2%	52.8%	51.4%	52.5%	50.7%	49.2%	50.1%	48.7%	49.6%	47.9%	46.7%	46.8%	45.6%	46.7%	45.3%	43.5%	43.8%	42.7%	43.8%
	00.070					02.070				,	101070						10.070			,	
Subscription Revenue	798.8	231.8	241.2	255.6	256.1	984.8	270.2	287.7	307.6	311.0	1,176.6	323.8	331.2	344.7	348.7	1,348.4	371.0	375.5	392.9	398.3	1,537.7
y/y growth	40.8%	30.8%	26.8%	21.9%	15.5%	23.3%	16.6%	19.3%	20.3%	21.4%	19.5%	19.8%	15.1%	12.1%	12.1%	14.6%	14.6%	13.4%	14.0%	14.2%	14.0%
y/y growth, cc		36.0%	32.0%	26.0%	18.0%	27.7%	16.0%	18.0%	19.0%	21.0%	18.6%	20.0%	16.8%	12.6%	13.3%	15.5%	15.8%	13.4%	14.0%	14.2%	14.3%
q/q growth		4.6%	4.1%	6.0%	0.2%		5.5%	6.5%	6.9%	1.1%		4.1%	2.3%	4.1%	1.2%		6.4%	1.2%	4.7%	1.4%	1
% of total	92.6%	92.7%	91.2%	93.1%	91.5%	92.1%	92.0%	92.6%	93.8%	92.8%	92.8%	93.2%	93.4%	94.3%	93.3%	93.6%	93.4%	93.6%	94.5%	93.5%	93.8%
Professional Services	63.6	18.3	23.2	18.9	23.8	84.2	23.5	22.9	20.3	24.0	90.7	23.6	23.3	20.7	25.0	92.7	26.0	25.7	22.8	27.5	101.9
y/y growth	54.6%	14.8%	47.5%	32.2%	35.0%	32.4%	28.7%	-1.4%	7.3%	0.8%	7.7%	0.6%	2.0%	2.0%	4.0%	2.2%	10.0%	10.0%	10.0%	10.0%	10.0%
q/q growth		3.5%	27.0%	-18.3%	25.7%		-1.3%	-2.7%	-11.1%	18.2%		-1.5%	-1.4%	-11.1%	20.5%		4.1%	-1.4%	-11.1%	20.5%	1
% of total	7.4%	7.3%	8.8%	6.9%	8.5%	7.9%	8.0%	7.4%	6.2%	7.2%	7.2%	6.8%	6.6%	5.7%	6.7%	6.4%	6.6%	6.4%	5.5%	6.5%	6.2%
Total Revenue	862.4	250.1	264.4	274.6	279.9	1,069.0	293.8	310.6	327.9	335.0	1,267.3	347.4	354.5	365.4	373.7	1,441.0	397.0	401.1	415.7	425.8	1,639.7
y/y growth	41.7%	29.5%	28.4%	22.6%	17.0%	24.0%	17.5%	17.5%	19.4%	19.7%	18.6%	18.3%	14.1%	11.4%	11.6%	13.7%	14.3%	13.2%	13.8%	13.9%	13.8%
y/y growth, cc		34.0%	34.0%	27.0%	19.0%	28.3%	17.0%	16.0%	18.0%	20.0%	17.8%	18.0%	14.9%	12.0%	12.8%	14.3%	15.5%	13.2%	13.8%	13.9%	14.1%
q/q growth		4.5%	5.7%	3.8%	2.0%		4.9%	5.7%	5.6%	2.2%		3.7%	2.0%	3.1%	2.3%		6.2%	1.0%	3.6%	2.4%	
Consensus Estimate (VA)							285.0	304.5	318.1	329.7	1,262.0	344.7	354.4	365.7	373.7	1,441.2	391.8	403.5	419.0	429.7	1,643.9
y/y growth												17.3%	14.1%	11.5%	11.6%	13.7%	12.8%	13.8%	14.7%	15.0%	14.1%
% difference (above consensus)		1.4%	1.0%	0.6%	0.8%		3.1%	2.0%	3.1%	1.6%	0.4%	0.8%	0.0%	-0.1%	0.0%	0.0%	1.3%	-0.6%	-0.8%	-0.9%	-0.3%
																					1
New ARR																					
Elastic Cloud Adjusted New ARR	171.7	41.0	36.3	29.1	32.1	138.5	56.2	56.0	39.0	41.4	192.5	62.4	28.2	50.6	49.7	190.9	74.9	35.0	61.0	60.2	231.1
y/y growth	44.6%	1.8%	-17.5%	-34.7%	-25.1%	-19.3%	36.9%	54.4%	34.0%	28.9%	39.0%	11.1%	-49.7%	30.0%	20.0%	-0.8%	20.0%	24.2%	20.5%	21.2%	21.1%
y/y growth, 2 year stack	111272	93.2%	36.2%	4.7%	-9.7%	25.2%	38.7%	36.8%	-0.7%	3.8%	19.7%	48.0%	4.7%	64.0%	48.9%	38.2%	31.1%	-25.5%	50.5%	41.2%	20.2%
	121.9	28.0	20.0	38.0	3.3	89.3	26.6	29.8	51.9	11.6	120.0	43.5	12.4	15.7	34.8	106.4	48.4	13.0	17.0	38.2	116.6
Self-Managed New ARR, cc	-17.0%	4.8%	-33.4%	-6.0%	-86.5%	-26.7%	-4.9%	49.4%	36.6%	246.2%	34.3%	63.2%	-58.5%	-69.7%	201.2%	-11.3%	48.4 11.2%	5.4%	8.1%	9.6%	9.5%
y/y growth	-17.0%	4.8% -26.0%	-33.4% -41.9%	-6.0% 54.3%	-86.5% -137.2%	-26.7% -43.7%	-4.9% 0.0%	49.4% 16.0%	30.6%	246.2% 159.7%	7.6%	58.3%	-58.5% -9.2%	-69.7% -33.1%	201.2% 447.4%	-11.3% 23.0%	74.4%	-53.2%	-61.6%	210.8%	-1.8%
y/y growth, 2 year stack		-20.0%	-41.9%	34.3%	-131.2%	-43.1%	0.0%	10.0%	30.0%	159.1%	7.0%	36.3%	-9.2%	-33.1%	441.4%	23.0%	14.4%	-03.2%	-01.0%	210.6%	-1.6%
Total New ARR	293.5	69.0	56.3	67.1	35.4	227.8	82.8	85.8	90.9	52.9	312.5	105.9	40.5	66.4	84.5	297.3	123.2	48.0	78.0	98.3	347.6
y/y growth	10.5%	3.0%	-24.0%	-21.0%	-47.6%	-22.4%	20.0%	52.6%	35.5%	49.4%	37.2%	27.8%	-52.8%	-27.0%	59.6%	-4.9%	16.4%	18.5%	17.6%	16.4%	16.9%
y/y growth, 2 year stack		15.3%	-3.5%	27.6%	-70.2%	-11.8%	23.0%	28.6%	14.5%	1.8%	14.8%	47.8%	-0.2%	8.5%	109.0%	32.3%	44.2%	-34.3%	-9.4%	76.0%	12.1%

**Exhibit 33: ESTC Plausible Case** 

\$ in millions, except per share data	FY22 Full Year	Jul-22 F1Q23	Oct-22 F2Q23	Jan-23 F3Q23	Apr-23 F4Q23	FY23 Full Year	Jul-23 F1Q24	Oct-23 F2Q24	Jan-24 F3Q24	Apr-24 F4Q24	FY24 Full Year	Jul-24 F1Q25	Oct-24 F2Q25E	Jan-25	Apr-25 F4Q25E	FY25E Full Year	Jul-25 F1Q26E	Oct-25 F2Q26E	Jan-26 F3Q26E	Apr-26 F4Q26E	FY26E Full Year
Revenue	ruii tear	FIQZS	FZQZ3	FJQZJ	F4QZ3	ruii tear	F1Q24	FZQZ4	F3Q24	F4QZ4	ruii tear	FIUZS	FZQZSE	F3QZ3E	F4Q23E	ruii tear	FIUZOE	FZQZ0E	F3Q20E	F4QZ0E	Full Tear
Elastic Cloud (SaaS)	298.5	97.7	103.2	110.7	112.3	424.1	121.2	135.0	143.4	148.0	547.5	157.3	168.8	176.0	178.9	680.9	190.8	205.3	214.5	218.2	828.7
y/y growth	79.5%	59.1%	49.6%	37.7%	28.2%	42.1%	24.0%	30.8%	29.5%	31.7%	29.1%	29.8%	25.0%	22.8%	20.9%	24.4%	21.3%	21.6%	21.9%	22.0%	21.7%
y/y growth, cc	13.370	62.0%	52.0%	40.0%	30.0%	45.3%	24.0%	30.0%	29.0%	32.0%	29.0%	30.0%	26.8%	23.3%	22.1%	25.3%	22.5%	21.6%	21.9%	22.0%	22.0%
g/g growth		11.5%	5.6%	7.3%	1.4%	40.370	7.9%	11.4%	6.2%	3.2%	29.0%	6.3%	7.3%	4.3%	1.6%	25.5%	6.6%	7.6%	4.5%	1.7%	22.070
% of subscription revenue	37.4%	42.2%	42.8%	43.3%	43.9%	43.1%	44.8%	46.9%	46.6%	47.6%	46.5%	48.6%	50.2%	49.6%	50.9%	49.8%	51.1%	53.2%	52.2%	54.2%	52.7%
% of total revenue	34.6%	39.1%	39.0%	40.3%	40.1%	39.7%	41.2%	43.5%	43.7%	44.2%	43.2%	45.3%	46.7%	46.8%	47.3%	46.5%	47.7%	49.7%	49.4%	50.5%	49.3%
Consensus Estimate (VA)	01.070	96.0	106.8	113.7	117.2	429.0	121.7	129.8	140,3	146.1	545.6	156.1	165.6	173.5	178.8	675.2	190.1	200.8	211.9	219.3	822.1
y/y growth		56.4%	54.7%	41.4%	33.8%	43.7%	24.5%	25.7%	26.7%	30.0%	28.7%	28.8%	22.7%	21.0%	20.8%	23.3%	20.8%	19.0%	20.4%	22.6%	20.7%
% difference (above consensus)		1.8%	-3.3%	-2.6%	-4.2%		-0.4%	4.0%	2.2%	1.3%	0.4%	0.7%	1.9%	1.4%	0.1%	0.9%	0.4%	2.2%	1.2%	-0.5%	0.8%
Other Subscription (Self-managed Lic+Mtn)	500.3	134.1	138.0	144.9	143.8	560.7	149.1	152.8	164.2	163.0	629.1	166.5	167.8	178.5	172.4	685.2	182.8	180.9	196.3	184.3	744.3
y/y growth	24.8%	15.8%	13.8%	12.1%	7.2%	12.1%	11.2%	10.7%	13.4%	13.4%	12.2%	11.7%	9.8%	8.7%	5.8%	8.9%	9.8%	7.8%	10.0%	6.9%	8.6%
q/q growth		0.0%	2.9%	5.0%	-0.8%		3.7%	2.5%	7.5%	-0.8%		2.1%	0.8%	6.4%	-3.4%		6.0%	-1.0%	8.5%	-6.1%	
% of subscription revenue	62.6%	57.8%	57.2%	56.7%	56.1%	56.9%	55.2%	53.1%	53.4%	52.4%	53.5%	51.4%	49.8%	50.4%	49.1%	50.2%	48.9%	46.8%	47.8%	45.8%	47.3%
% of total revenue	58.0%	53.6%	52.2%	52.8%	51.4%	52.5%	50.7%	49.2%	50.1%	48.7%	49.6%	47.9%	46.4%	47.5%	45.6%	46.8%	45.7%	43.8%	45.2%	42.6%	44.3%
Subscription Revenue	798.8	231.8	241.2	255.6	256.1	984.8	270.2	287.7	307.6	311.0	1,176.6	323.8	336.5	354.5	351.3	1,366,1	373.6	386.2	410.7	402.5	1,573.0
y/y growth	40.8%	30.8%	26.8%	21.9%	15.5%	23.3%	16.6%	19.3%	20.3%	21.4%	19.5%	19.8%	17.0%	15.2%	13.0%	16.1%	15.4%	14.8%	15.9%	14.6%	15.1%
y/y growth, cc	70.070	36.0%	32.0%	26.0%	18.0%	27.7%	16.0%	18.0%	19.0%	21.0%	18.6%	20.0%	18.7%	15.8%	14.2%	17.0%	16.6%	14.8%	15.9%	14.6%	15.4%
q/q growth		4.6%	4.1%	6.0%	0.2%		5.5%	6.5%	6.9%	1.1%		4.1%	3.9%	5.3%	-0.9%		6.3%	3.4%	6.4%	-2.0%	1
% of total	92.6%	92.7%	91.2%	93.1%	91.5%	92.1%	92.0%	92.6%	93.8%	92.8%	92.8%	93.2%	93.2%	94.3%	92.8%	93.4%	93.5%	93.4%	94.5%	93.1%	93.6%
Professional Services	63.6	18.3	23.2	18.9	23.8	84.2	23.5	22.9	20.3	24.0	90.7	23.6	24.7	21.5	27.1	97.0	26.0	27.2	23.7	29.9	106.7
y/y growth	54.6%	14.8%	47.5%	32.2%	35.0%	32.4%	28.7%	-1.4%	7.3%	0.8%	7.7%	0.6%	8.0%	6.0%	13.0%	7.0%	10.0%	10.0%	10.0%	10.0%	10.0%
q/q growth		3.5%	27.0%	-18.3%	25.7%		-1.3%	-2.7%	-11.1%	18.2%		-1.5%	4.5%	-12.8%	26.0%		-4.2%	4.5%	-12.8%	26.0%	l .
% of total	7.4%	7.3%	8.8%	6.9%	8.5%	7.9%	8.0%	7.4%	6.2%	7.2%	7.2%	6.8%	6.8%	5.7%	7.2%	6.6%	6.5%	6.6%	5.5%	6.9%	6.4%
Total Revenue	862.4	250.1	264.4	274.6	279.9	1,069.0	293.8	310.6	327.9	335.0	1,267.3	347.4	361.2	376.0	378.5	1,463.2	399.6	413.4	434.4	432.3	1,679.7
y/y growth	41.7%	29.5%	28.4%	22.6%	17.0%	24.0%	17.5%	17.5%	19.4%	19.7%	18.6%	18.3%	16.3%	14.7%	13.0%	15.5%	15.0%	14.4%	15.5%	14.2%	14.8%
y/y growth, cc		34.0%	34.0%	27.0%	19.0%	28.3%	17.0%	16.0%	18.0%	20.0%	17.8%	18.0%	17.1%	15.2%	14.2%	16.1%	16.3%	14.4%	15.5%	14.2%	15.1%
q/q growth		4.5%	5.7%	3.8%	2.0%		4.9%	5.7%	5.6%	2.2%		3.7%	4.0%	4.1%	0.6%		5.6%	3.5%	5.1%	-0.5%	
Consensus Estimate (VA)							285.0	304.5	318.1	329.7	1,262.0	344.7	354.4	365.7	373.7	1,441.2	391.8	403.5	419.0	429.7	1,643.9
y/y growth		4 40/	4.007	0.00/	0.8%		3.1%	2.0%	3.1%	4.00/	0.40/	17.3% 0.8%	14.1% 1.9%	11.5% 2.8%	11.6% 1.3%	13.7% 1.5%	12.8% 2.0%	11.7% 2.5%	11.4% 3.7%	13.5% 0.6%	12.4%
% difference (above consensus)		1.4%	1.0%	0.6%	0.6%		3.1%	2.0%	3.1%	1.6%	0.4%	0.6%	1.9%	2.6%	1.3%	1.5%	2.0%	2.5%	3.1%	0.6%	2.2%
New ARR																					
Elastic Cloud Adjusted New ARR	171.7	41.0	36.3	29.1	32.1	138.5	56.2	56.0	39.0	41.4	192.5	62.4	47.9	37.0	41.4	188.7	78.0	61.1	46.5	52.3	238.0
y/y growth	44.6%	1.8%	-17.5%	-34.7%	-25.1%	-19.3%	36.9%	54.4%	34.0%	28.9%	39.0%	11.1%	-14.5%	-5.0%	0.0%	-2.0%	25.0%	27.6%	25.7%	26.5%	26.1%
y/y growth, 2 year stack	44.070	93.2%	36.2%	4.7%	-9.7%	25.2%	38.7%	36.8%	-0.7%	3.8%	19.7%	48.0%	39.9%	29.0%	28.9%	37.0%	36.1%	13.1%	20.7%	26.5%	24.1%
Self-Managed New ARR, cc	121.9	28.0	20.0	38.0	3.3	89.3	26.6	29.8	51.9	11.6	120.0	43.5	21.3	38.9	16.3	120.0	48.4	22.8	42.5	17.8	131.5
y/y growth	-17.0%	4.8%	-33.4%	-6.0%	-86.5%	-26.7%	-4.9%	49.4%	36.6%	246.2%	34.3%	63.2%	-28.8%	-25.1%	41.2%	0.0%	11.2%	7.3%	9.2%	9.1%	9.6%
y/y growth, 2 year stack		-26.0%	-41.9%	54.3%	-137.2%	-43.7%	0.0%	16.0%	30.6%	159.7%	7.6%	58.3%	20.6%	11.6%	287.4%	34.3%	74.4%	-21.5%	-15.8%	50.3%	9.6%
Total New ARR	293.5	69.0	56.3	67.1	35.4	227.8	82.8	85.8	90.9	52.9	312.5	105.9	69.2	75.9	57.7	308.7	126.4	83.9	89.0	70.2	369.5
y/y growth	10.5%	3.0%	-24.0%	-21.0%	-47.6%	-22.4%	20.0%	52.6%	35.5%	49.4%	37.2%	27.8%	-19.4%	-16.5%	9.0%	-1.2%	19.4%	21.4%	17.3%	21.6%	19.7%
y/y growth, 2 year stack		15.3%	-3.5%	27.6%	-70.2%	-11.8%	23.0%	28.6%	14.5%	1.8%	14.8%	47.8%	33.2%	19.0%	58.4%	35.9%	47.2%	1.9%	0.8%	30.6%	18.5%

# FTNT - 3Q24 Billings Easily Attainable Driven by Large Renewal Cohort

**3Q24 Billings Easily Achievable.** The midpoint of Total Billings guidance of \$1.565B (5% y/y) implies New Billings declines 47.6% y/y, which seems unlikely to us. In a more plausible scenario, New Billings declines 30% y/y, and we estimate Total Billings growth of 14% y/y, which yields 8% potential upside to consensus estimates. In our view, FTNT should easily exceed 3Q billings, as the renewals that should hit this quarter represent approximately 57% y/y growth - a large renewal cohort. See Exhibits 34 -35. In addition, we believe FTNT should be able to beat 3Q consensus Total Revenue estimates. In order to hit 3Q24 total revenue guidance of \$1.475B (10.5% y/y) at the midpoint, we have to assume that there is no New ARR within Security Subscription signed in the quarter and business momentum when measured on a two-year stack significantly declines, which seems unlikely, in our view. In a more plausible scenario, we estimate Security Subscription New ARR is flat y/y and New Product Workload declines about 9% (after declining 13% last quarter), yielding approximately 1% potential upside to 3Q consensus Total Revenue estimates. See Exhibits 36 - 37.

**Upside to 2024 Billings.** The midpoint of the 2024 Total Billings guidance of \$6.5B (2% y/y) implies New Billings declines 32% y/y, after growing 5% in 2023. In a more plausible scenario, we estimate New Billings declines 28% and see 2% upside to 2024 consensus Total Billings estimates, yielding Total Billings growth of 4% y/y. See Exhibits 34 - 35. Furthermore, In order to hit FY24 total revenue guidance of \$5.85B (10.3% y/y) at the midpoint, we have to assume Security Subscription New ARR declines 23% y/y, after growing 17% y/y in 2023. In a more plausible scenario, we estimate Security Subscription New ARR grows 7% y/y and New Product Workload declines 9%, yielding approximately 1% upside to consensus Total Revenue estimates. See Exhibits 36 - 37.

**2025 Billings Appear Doable.** Assuming our plausible scenario plays out for Total Billings growth, we estimate 2025 New Billings declines 14% y/y, which implies Total Billings growth of 13% y/y, or 3% upside to consensus estimates. See Exhibit 35.

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Exhibit	34:	FINI	Billings	Base	Case

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\$ in millions, except per share data	2020	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	2025 (E)	2026 (E)
	Full Year	Full Year	Full Year	1Q23	2Q23	3Q23	4Q23	Full Year	1Q24	2Q24	3Q24E	4Q24E	Full Year	Full Year	Full Year
Total Billings (GS Calculation)	3,063.2	4,181.4	5,594.0	1,502.9	1,540.5	1,491.3	1,864.8	6,399.5	1,407.2	1,540.6	1,565.4	1,987.5	6,500.6	7,112.0	8,324.0
y/y growth	17.4%	36.5%	33.8%	29.6%	18.1%	5.7%	8.5%	14.4%	-6.4%	0.0%	5.0%	6.6%	1.6%	9.4%	17.0%
q/q growth				-12.6%	2.5%	-3.2%	25.0%		-24.5%	9.5%	1.6%	27.0%			
Consensus Estimate (VA)										1,520.6	1,568.4	1,988.8	6,506.0	7,268.0	8,124.1
% difference (above consensus)	2.7%	2.4%	0.4%	4.2%	-2.8%	-6.4%	14.6%	3.8%	-1.3%	1.3%	-0.2%	-0.1%	-0.1%	-2.1%	2.5%
Renewals 95%															
From 3-yr deals				310.5	356.9	360.1	549.2		455.8	549.2	646.2	746.4			
From 1-yr deals				413.2	361.4	391.0	544.4		535.4	487.8	531.3	442.9			
Total Renewals		2,199.4	2,623.5	723.7	718.3	751.1	1,093.6	3,286.6	991.2	1,037.1	1,177.5	1,189.3	4,395.0	5,507.9	6,217.8
y/y growth			19.3%	29.4%	12.4%	23.4%	33.9%	25.3%	37.0%	44.4%	56.8%	8.7%	33.7%	25.3%	12.9%
q/q growth				-11.4%	-0.7%	4.6%	45.6%		-9.4%	4.6%	13.5%	1.0%			
New Billings		1,982.0	2,970.5	779.2	822.2	740.2	771.2	3,112.9	416.0	503.5	387.9	798.2	2,105.6	1,604.1	2,106.3
y/y growth			49.9%	29.8%	23.6%	-7.8%	-14.5%	4.8%	-46.6%	-38.8%	-47.6%	3.5%	-32.4%	-23.8%	31.3%
q/q growth				-13.6%	5.5%	-10.0%	4.2%		-46.1%	21.0%	-23.0%	105.8%			
2-yr growth stack				103.2%	81.8%	48.0%	14.4%		-16.8%	-15.2%	-55.4%	-11.0%			

**Exhibit 35: FTNT Billings Plausible Case** 

\$ in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024 (E) Full Year	2025 (E) Full Year	2026 (E) Full Year
Total Billings (GS Calculation)	3,063.2	4,181.4	5,594.0	1,502.9	1,540.5	1,491.3	1,864.8	6,399.5	1,407.2	1,540.6	1,695.6	1,999.0	6,642.5	7,491.8	8,442.4
y/y growth	17.4%	36.5%	33.8%	29.6%	18.1%	5.7%	8.5%	14.4%	-6.4%	0.0%	13.7%	7.2%	3.8%	12.8%	12.7%
q/q growth				-12.6%	2.5%	-3.2%	25.0%		-24.5%	9.5%	10.1%	17.9%			
Consensus Estimate (VA)										1,520.6	1,568.4	1,988.8	6,506.0	7,268.0	8,124.1
% difference (above consensus)	2.7%	2.4%	0.4%	4.2%	-2.8%	-6.4%	14.6%	3.8%	-1.3%	1.3%	8.1%	0.5%	2.1%	3.1%	3.9%
Renewals 95% From 3-yr deals From 1-yr deals Total Renewals y/y growth q/q growth		2,199.4	<b>2,623.5</b> 19.3%	310.5 413.2 <b>723.7</b> 29.4% -11.4%	356.9 361.4 <b>718.3</b> 12.4% -0.7%	360.1 391.0 <b>751.1</b> 23.4% 4.6%	549.2 544.4 1,093.6 33.9% 45.6%	<b>3,286.6</b> 25.3%	455.8 535.4 <b>991.2</b> 37.0% -9.4%	549.2 487.8 1,037.1 44.4% 4.6%	646.2 531.3 <b>1,177.5</b> 56.8% 13.5%	746.4 442.9 1,189.3 8.7% 1.0%	<b>4,395.0</b> 33.7%	<b>5,558.4</b> 26.5%	6,353.1 14.3%
New Billings  y/y growth  q/q growth  2-yr growth stack	#DIV/0!	1,982.0	<b>2,970.5</b> 49.9%	779.2 29.8% -13.6% 103.2%	822.2 23.6% 5.5% 81.8%	<b>740.2</b> -7.8% -10.0% 48.0%	771.2 -14.5% 4.2% 14.4%	3,112.9 4.8%	416.0 -46.6% -46.1% -16.8%	503.5 -38.8% 21.0% -15.2%	518.1 -30.0% 2.9% -37.8%	809.8 5.0% 56.3% -9.5%	<b>2,247.4</b> -27.8%	<b>1,933.4</b> -14.0%	<b>2,089.4</b> 8.1%

**Exhibit 36: FTNT Base Case** 

Exhibit 36: FTNT Base						_		T						T
\$ in millions, except per share data	2021 Full Year	2022 Full Year	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024 (E) Full Year	2025 (E) Full Year	2026 (E) Full Year
Revenue Build														
Product	1,255.0	1,780.5	500.7	472.6	465.9	488.1	1,927.3	408.9	451.9	468.2	521.3	1,850.4		2,149.9
y/y growth	36.9%	41.9%	35.0%	17.9%	-0.6%	-9.6%	8.2%	-18.3%	-4.4%	0.5%	6.8%	-4.0%	7.7%	7.9%
q/q growth % of total revenue	37.6%	40.3%	-7.3% 39.7%	-5.6% 36.6%	-1.4% 34.9%	4.8% 34.5%	36.3%	-16.2% 30.2%	10.5% 31.5%	3.6% 31.7%	11.3% 32.8%	31.6%	30.4%	29.9%
Consensus Estimate (VA)	37.078	40.3%	33.170	30.078	34.370	34.378	30.376	30.278	431.9	468.8	519.7	1,849.2	1,971.7	2,129.5
% difference (above consensus)	0.1%	0.2%	12.4%	-3.9%	-4.5%	-1.6%	-0.4%	-0.5%	4.6%	-0.1%	0.3%	0.1%	1.0%	1.0%
Refresh rate (5-year)			80%	80%	80%	80%		80%	80%	80%	80%			
Refresh rate (annualized renewal)	107.5	400.0	96%	96%	96%	96%	5040	96%	96%	96%	96%	070.0	050.0	4 000 5
Refresh Product y/y change	437.5 15.8%	493.9 12.9%	121.3 10.9%	137.1 12.7%	137.8 15.9%	168.2 16.8%	564.3 14.3%	139.1 14.7%	160.6 17.1%	168.0 21.9%	204.7 21.7%	672.3 19.1%	850.3 26.5%	1,096.5 29.0%
q/q change	10.070	12.570	-15.8%	13.1%	0.5%	22.1%	14.570	-17.3%	15.5%	4.6%	21.9%	13.170	20.070	25.070
% of total product	34.9%	27.7%	24.2%	29.0%	29.6%	34.5%	29.3%	34.0%	35.5%	35.9%	39.3%	36.3%	42.7%	51.0%
New Workload Product	817.5	1,286.6	379.4	335.5	328.1	319.9	1,363.0	269.8	291.3	300.2	316.7	1,178.0	1,142.1	1,053.4
y/y change q/q change	51.8%	57.4%	45.0% -4.2%	20.2% -11.6%	-6.2% -2.2%	-19.2% -2.5%	5.9%	-28.9% -15.7%	-13.2% 8.0%	-8.5% 3.1%	-1.0% 5.5%	-13.6%	-3.1%	-7.8%
q/q \$ change			(\$17)	(\$44)	(\$7)	(\$8)		(\$50)	\$21	\$9	\$16			
% of total product	65.1%	72.3%	75.8%	71.0%	70.4%	65.5%	70.7%	66.0%	64.5%	64.1%	60.7%	63.7%	57.3%	49.0%
Adjustments														
Acquisitions	33.3	68.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	22.2	60.0		0.0	0.0		0.0		0.0	0.0		0.0	0.0	0.0
Total Adj.	33.3	68.0	<b>0.0</b> 27.8%	<b>0.0</b> 24.6%	<b>0.0</b> 24.1%	<b>0.0</b> 23.5%	0.0	0.0 22.9%	<b>0.0</b> 24.7%	<b>0.0</b> 25.5%	<b>0.0</b> 26.9%	0.0	0.0	0.0
Adj. New Workload Product	784.2	1,218.7	379.4	335.5	328.1	319.9	1,363.0	269.8	291.3	300.2	316.7	1,178.0	1,142.1	1,053.4
y/y growth (unadjusted base)	45.6%	49.1%	45.0%	20.2%	-6.2%	-19.2%	5.9%	-28.9%	-13.2%	-8.5%	-1.0%	-13.6%	-3.1%	-7.8%
2 yr. stack		94.7%	109.5%	53.3%	37.2%	38.5%	55.0%	16.1%	7.1%	-14.7%	-20.2%	-7.6%	-16.6%	-10.8%
Oits Out : ::			***	.ee -	40	F0 : -	4.00-	FA	eee -				0.00-	0.00
Security Subscription	1,124.0 22.4%	1,427.0	<b>421.7</b> 34.7%	<b>457.3</b> 34.5%	<b>494.6</b> 33.7%	<b>524.5</b> 29.8%	1,898.1	536.9	557.9	578.2 16.0%	606.8 15.7%	2,279.8	2,625.4	2,969.2
y/y change q/q change	22.4%	27.0%	34.7% 4.4%	34.5% 8.4%	33.7% 8.2%	6.0%	33.0%	27.3% 2.4%	22.0% 3.9%	16.9% 3.6%	15.7% 5.0%	20.1%	15.2%	13.1%
% of total revenue	33.6%	32.3%	33.4%	35.4%	37.1%	37.1%	35.8%	39.7%	38.9%	39.2%	38.2%	39.0%	40.0%	41.3%
% of Service	53.9%	54.1%	55.4%	55.8%	56.9%	56.6%	56.2%	56.9%	56.8%	57.4%	56.9%	57.0%	57.4%	59.0%
Technical Support and Other Build														
Renewal Support and Other Renewal rate		915	257	275	295	322	1149	323 95%	345 95%	355	382 95%	1405	1635	
Renewal rate			95%	95%	95%	95%		95%	95%	95%	95%			
New Support and Other	241	295	83	88	79	81	330	85	80	74	77	315	310	
Assumed attach rate			25%	25%	22%	23%		26%	26%	25%	26%			
Technical Support and Other	963.2	1,209.9	339.9	362.9	374.1	402.5	1,479.4	407.5	424.5	429.5	459.1	1,720.5	1,944.8	2,063.4
Attach rate	26 70/	25.69/	18% 25.5%	18% 25.4%	16% 20.4%	16% 18.8%	22.20/	18% 19.9%	17% 17.0%	16% 14.8%	17% 14.1%	16 30/	13.0%	6.1%
y/y change q/q change	26.7%	25.6%	0.3%	6.8%	3.1%	7.6%	22.3%	1.2%	4.2%	1.2%	6.9%	16.3%	13.0%	0.176
% of total revenue	28.8%	27.4%	26.9%	28.1%	28.0%	28.4%	27.9%	30.1%	29.6%	29.1%	28.9%	29.4%	29.6%	28.7%
% of Service revenue	46.1%	45.9%	44.6%	44.2%	43.1%	43.4%	43.8%	43.1%	43.2%	42.6%	43.1%	43.0%	42.6%	41.0%
Γ														
Service	2,087.2	2,636.9	761.6	820.2	868.7	927.0	3,377.5	944.4	982.4	1,007.7	1,065.9	4,000.3	4,570.2	5,032.6
y/y change q/q change	24.4%	26.3%	30.5% 2.5%	30.3% 7.7%	27.6% 5.9%	24.8% 6.7%	28.1%	24.0% 1.9%	19.8% 4.0%	16.0% 2.6%	15.0% 5.8%	18.4%	14.2%	10.1%
ψ q change			2.570	1.170	3.576	0.778		1.5%	4.070	2.076	5.676			
Total Revenue	3,342.2	4,417.4	1,262.3	1,292.8	1,334.6	1,415.1	5,304.8	1,353.3	1,434.3	1,475.9	1,587.2	5,850.7	6,562.6	7,182.5
y/y change	28.8%	32.2%	32.2%	25.5%	16.1%	10.3%	20.1%	7.2%	10.9%	10.6%	12.2%	10.3%	12.2%	9.4%
q/q change			-1.6%	2.4%	3.2%	6.0%		-4.4%	6.0%	2.9%	7.5%			
New Cohesistics ARR														
New Subscription ARR Average ARR in Q			1,686.8	1,829.2	1,978.4	2,098.0		2,147.6	2,231.6					
y/y change			34.7%	34.5%	33.7%	29.8%		27.3%	22.0%					
q/q change			4.4%	8.4%	8.2%	6.0%		2.4%	3.9%					
Estimated ARR at end of Q	1,244.0	1,651.4	1,758.0	1,903.8	2,038.2	2,122.8	2,122.8	2,189.6	2,287.4	2,342.9	2,468.4	2,468.4	2,788.1	3,156.7
y/y change	23.4%	32.7%	34.6%	34.1%	31.7%	28.5%	28.5%	24.6%	20.1%	14.9%	16.3%	16.3%	12.9%	13.2%
q/q change % Estimated ARR > Average ARR			6.5%	8.3%	7.1%	4.2%		3.1%	4.5%	2.4%	5.4%			
/₀ ⊏Stilliateu ARK > Average ARK			4.2%	4.1%	3.0%	1.2%		2.0%	2.5%					
Average ARR contribution from Acqusi	ions Not Incl	uded in the Qt	r					<u></u>						
Estimated ARR at end of Q - Including A	c 1,244.0	1,651.4	1,758.0	1,903.8	2,038.2	2,122.8	2,122.8	2,189.6	2,287.4	2,342.9	2,468.4	2,468.4	2,788.1	3,156.7
Assumed Annual Renewal Rate			98.0%	98.0%	98.0%	98.0%		98.0%	98.0%	98.0%	98.0%			
Equivalent Quarterly Renewal Rate Quarterly Churn			99.5%	99.5%	99.5%	99.5% 10.3		99.5%	99.5%	99.5%	99.5%			
Quarterly Chum  Quarterly Renewals			8.3 1,643.1	8.9 1,749.1	9.6 1,894.2	2,027.9		10.7 2,112.1	11.0 2,178.6	11.5 2,275.9	11.8 2,331.1			
Net New ARR			106.6	145.8	134.4	84.6		66.8	97.8	55.5	125.6			
New ARR	258.0	435.2	114.9	154.7	144.0	94.9	508.4	77.5	108.8	67.0	137.4	390.7	371.9	427.6
y/y change	33.1%	68.7%	68.3%	28.3%	6.5%	-14.7%	16.8%	-32.6%	-29.6%	-53.5%	44.8%	-23.2%	-4.8%	15.0%
TTM y/y change			76.4%	59.0%	37.4%	16.8%		-2.2%	-17.6%	-33.6%	-23.2%			
q/q change			3.3%	34.6%	-6.9%	-34.1%		-18.3%	40.4%	-38.4%	105.0%			
Adjustments														
Adjustments Acquisitions										67.0	33.0			
Other										51.0	30.0			
Adjusted New ARR	258.0	435.2	114.9	154.7	144.0	94.9	508.4	77.5	108.8	0.0	104.4	390.7	371.9	427.6
y/y change (off unadjusted base)	33.1%	68.7%	68.3%	28.3%	6.5%	-14.7%	16.8%	-32.6%	-29.6%	-100.0%	10.0%	-23.2%	-4.8%	15.0%
	33.1%	68.7%	<b>76.4%</b> 97.0%	<b>59.0%</b> 102.2%	<b>47.8%</b> 80.6%	<b>16.8%</b> 77.0%	16.8%	<b>-2.2%</b> 35.8%	-17.6%	<b>-46.4%</b> -93.5%	<b>-29.6%</b> -4.7%	-23.2%	-4.8%	15.0%
TTM y/y change (off unadjusted base								1 33.5%	-1.4%	-93.5%	-4.1%			
2 yr. stack			07.070	/OL.L/0	00.070									
	hurn		410.8	437.3	473.6	507.0		528.0	544.6	569.0	582.8			
2 yr. stack		uisitions)												

Exhibit 37: FTNT Plausible Case

Exhibit 37: FTNT Plaus														
\$ in millions, except per share data	2021 Full Year	2022 Full Year	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024 (E) Full Year	2025 (E) Full Year	2026 (E) Full Year
Revenue Build														
Product y/y growth	1,255.0 36.9%	1,780.5 41.9%	500.7 35.0%	<b>472.6</b> 17.9%	-0.6%	<b>488.1</b> -9.6%	1,927.3 8.2%	408.9 -18.3%	451.9 -4.4%	<b>468.2</b> 0.5%	<b>521.3</b> 6.8%	1,850.4 -4.0%	1,992.3 7.7%	<b>2,149.9</b> 7.9%
g/g growth	30.978	41.570	-7.3%	-5.6%	-1.4%	4.8%	0.276	-16.2%	10.5%	3.6%	11.3%	-4.078	7.770	7.570
% of total revenue	37.6%	40.3%	39.7%	36.6%	34.9%	34.5%	36.3%	30.2%	31.5%	31.3%	32.1%	31.3%	29.4%	28.4%
Consensus Estimate (VA)	0.404	2.00/	10.10/	0.00/	4.50/	4.007	0.40/	0.50/	431.9	468.8	519.7	1,849.2	1,971.7	2,129.5
% difference (above consensus)	0.1%	0.2%	12.4%	-3.9%	-4.5%	-1.6%	-0.4%	-0.5%	4.6%	-0.1%	0.3%	0.1%	1.0%	1.0%
Refresh rate (5-year)			80%	80%	80%	80%		80%	80%	80%	80%			
Refresh rate (annualized renewal)			96%	96%	96%	96%		96%	96%	96%	96%			
Refresh Product	437.5	493.9 12.9%	121.3 10.9%	137.1 12.7%	137.8 15.9%	168.2	564.3	139.1 14.7%	160.6	168.0 21.9%	204.7 21.7%	672.3	850.3 26.5%	1,096.5
y/y change q/q change	15.8%	12.9%	-15.8%	13.1%	0.5%	16.8% 22.1%	14.3%	-17.3%	17.1% 15.5%	4.6%	21.7%	19.1%	20.5%	29.0%
% of total product	34.9%	27.7%	24.2%	29.0%	29.6%	34.5%	29.3%	34.0%	35.5%	35.9%	39.3%	36.3%	42.7%	51.0%
New Workload Product  y/y change	817.5 51.8%	1,286.6 57.4%	379.4 45.0%	<b>335.5</b> 20.2%	328.1 -6.2%	319.9 -19.2%	1,363.0 5.9%	269.8 -28.9%	291.3 -13.2%	300.2 -8.5%	316.7 -1.0%	1,178.0 -13.6%	1,142.1 -3.1%	1,053.4 -7.8%
g/g change	31.076	37.470	-4.2%	-11.6%	-2.2%	-2.5%	3.376	-15.7%	8.0%	3.1%	5.5%	-13.078	-3.178	-7.078
q/q \$ change			(\$17)	(\$44)	(\$7)	(\$8)		(\$50)	\$21	\$9	\$16			
% of total product	65.1%	72.3%	75.8%	71.0%	70.4%	65.5%	70.7%	66.0%	64.5%	64.1%	60.7%	63.7%	57.3%	49.0%
Adjustments														
Acquisitions	33.3	68.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other														
Total Adj.	33.3	68.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Adj. New Workload Product	784.2	1,218.7	27.8% <b>379.4</b>	24.6% 335.5	24.1% 328.1	23.5% 319.9	1,363.0	22.9% 269.8	24.7% 291.3	25.5% 300.2	26.9% <b>316.7</b>	1,178.0	1,142.1	1,053.4
y/y growth (unadjusted base)	45.6%	49.1%	45.0%	20.2%	-6.2%	-19.2%	5.9%	-28.9%	-13.2%	-8.5%	-1.0%	-13.6%	-3.1%	-7.8%
2 yr. stack		94.7%	109.5%	53.3%	37.2%	38.5%	55.0%	16.1%	7.1%	-14.7%	-20.2%	-7.6%	-16.6%	-10.8%
Security Subscription  y/y change	1,124.0 22.4%	<b>1,427.0</b> 27.0%	<b>421.7</b> 34.7%	<b>457.3</b> 34.5%	<b>494.6</b> 33.7%	<b>524.5</b> 29.8%	1,898.1 33.0%	<b>536.9</b> 27.3%	<b>557.9</b> 22.0%	<b>598.0</b> 20.9%	<b>644.3</b> 22.8%	<b>2,337.1</b> 23.1%	<b>2,835.1</b> 21.3%	<b>3,355.0</b> 18.3%
g/q change	22.470	27.070	4.4%	8.4%	8.2%	6.0%	33.076	2.4%	3.9%	7.2%	7.7%	23.170	21.370	10.370
% of total revenue	33.6%	32.3%	33.4%	35.4%	37.1%	37.1%	35.8%	39.7%	38.9%	40.0%	39.7%	39.6%	41.9%	44.3%
% of Service	53.9%	54.1%	55.4%	55.8%	56.9%	56.6%	56.2%	56.9%	56.8%	58.2%	58.4%	57.6%	59.3%	61.9%
Technical Support and Other Build												<u> </u>		<u> </u>
Renewal Support and Other		915	257	275	295	322	1149	323	345	355	382	1405	1635	1
Renewal rate			95%	95%	95%	95%		95%	95%	95%	95%			
New Support and Other	241	295	83	25%	79	81	330		80	74 25%	77	315	310	
Assumed attach rate			25%	25%	22%	23%		26%	26%	25%	26%			
Technical Support and Other	963.2	1,209.9	339.9	362.9	374.1	402.5	1,479.4	407.5	424.5	429.5	459.1	1,720.5	1,944.8	2,063.4
Attach rate			18%	18%	16%	16%		18%	17%	16%	17%			
y/y change	26.7%	25.6%	25.5%	25.4%	20.4%	18.8%	22.3%	19.9%	17.0%	14.8%	14.1%	16.3%	13.0%	6.1%
q/q change % of total revenue	28.8%	27.4%	0.3% 26.9%	6.8% 28.1%	3.1% 28.0%	7.6% 28.4%	27.9%	1.2% 30.1%	4.2% 29.6%	1.2% 28.7%	6.9% 28.3%	29.1%	28.7%	27.3%
% of Service revenue	46.1%	45.9%	44.6%	44.2%	43.1%	43.4%	43.8%	43.1%	43.2%	41.8%	41.6%	42.4%	40.7%	38.1%
Service	2,087.2 24.4%	<b>2,636.9</b> 26.3%	761.6 30.5%	<b>820.2</b> 30.3%	<b>868.7</b> 27.6%	<b>927.0</b> 24.8%	3,377.5 28.1%	944.4 24.0%	<b>982.4</b> 19.8%	1,027.5 18.3%	<b>1,103.3</b> 19.0%	<b>4,057.6</b> 20.1%	<b>4,780.0</b> 17.8%	<b>5,418.4</b> 13.4%
y/y change q/q change	24.470	20.3%	2.5%	7.7%	5.9%	6.7%	20.176	1.9%	4.0%	4.6%	7.4%	20.1%	17.0%	13.476
4 4														
Total Revenue	3,342.2	4,417.4	1,262.3	1,292.8	1,334.6	1,415.1	5,304.8	1,353.3	1,434.3	1,495.7	1,624.7	5,908.0	6,772.3	7,568.3
y/y change	28.8%	32.2%	32.2%	25.5% 2.4%	16.1% 3.2%	10.3%	20.1%	7.2% -4.4%	10.9% 6.0%	12.1%	14.8%	11.4%	14.6%	11.8%
q/q change			-1.6%	2.4%	3.2%	6.0%		-4.4%	6.0%	4.3%	8.6%			
New Subscription ARR														
Average ARR in Q			1,686.8	1,829.2	1,978.4	2,098.0		2,147.6	2,231.6					
y/y change			34.7% 4.4%	34.5% 8.4%	33.7% 8.2%	29.8% 6.0%		27.3% 2.4%	22.0% 3.9%					
q/q change Estimated ARR at end of Q	1,244.0	1,651.4	1,758.0	1,903.8	2,038.2	2,122.8	2,122.8	2,189.6	2,287.4	2,486.9	2,621.2	2,621.2	3,110.2	3,670.7
y/y change	23.4%	32.7%	34.6%	34.1%	31.7%	28.5%	28.5%	24.6%	20.1%	22.0%	23.5%	23.5%	18.7%	18.0%
q/q change			6.5%	8.3%	7.1%	4.2%		3.1%	4.5%	8.7%	5.4%			
% Estimated ARR > Average ARR			4.2%	4.1%	3.0%	1.2%		2.0%	2.5%					
Average ARR contribution from Acqusiti	ons Not Inclu	uded in the Qt	r											
Estimated ARR at end of Q - Including Ad		1,651.4	1,758.0	1,903.8	2,038.2	2,122.8	2,122.8	2,189.6	2,287.4	2,486.9	2,621.2	2,621.2	3,110.2	3,670.7
Assumed Annual Renewal Rate Equivalent Quarterly Renewal Rate			98.0% 99.5%	98.0% 99.5%	98.0% 99.5%	98.0% 99.5%		98.0% 99.5%	98.0% 99.5%	98.0% 99.5%	98.0% 99.5%			
Quarterly Churn			8.3	8.9	9.6	10.3		10.7	11.0	11.5	12.5			
Quarterly Renewals			1,643.1	1,749.1	1,894.2	2,027.9		2,112.1	2,178.6	2,275.9	2,474.4			
Net New ARR			106.6	145.8	134.4	84.6		66.8	97.8	199.5	134.3			
New ARR y/y change	258.0 33.1%	435.2 68.7%	114.9 68.3%	154.7 28.3%	144.0 6.5%	94.9 -14.7%	508.4 16.8%	77.5 -32.6%	-29.6%	211.0 46.5%	<b>146.8</b> 54.8%	<b>544.2</b> 7.0%	<b>545.0</b> 0.2%	<b>626.7</b> 15.0%
yry change TTM y/y change	33.1%	00.776	76.4%	59.0%	37.4%	16.8%	10.0%	-32.0%	-29.6% -17.6%	-6.2%	7.0%	7.0%	0.2%	15.0%
q/q change			3.3%	34.6%	-6.9%	-34.1%		-18.3%	40.4%	93.9%	-30.4%			
Adjustments										67.0	33.0			
Acquisitions Other										67.0	33.0			
Adjusted New ARR	258.0	435.2	114.9	154.7	144.0	94.9	508.4	77.5	108.8	144.0	113.8	544.2	545.0	626.7
y/y change (off unadjusted base) TTM y/y change (off unadjusted base	33.1% 33.1%	68.7% 68.7%	68.3% 76.4%	28.3% 59.0%	6.5% 47.8%	-14.7% 16.8%	16.8% 16.8%	-32.6% -2.2%	-29.6% -17.6%	0.0% -19.0%	20.0% 0.5%	7.0% 7.0%	0.2% 0.2%	15.0% 15.0%
2 yr. stack	33.1%	00.7%	97.0%	102.2%	80.6%	77.0%	10.0%	<b>-2.2%</b> 35.8%	-17. <b>6</b> % -1.4%	6.5%	5.3%	7.0%	0.2%	15.0%
•			,0	,		,0								
Subscription Revenue from Prior Q ARR - Ch			410.8	437.3	473.6	507.0		528.0	544.6	569.0	618.6			
Subscription Revenue from New ARR (adjus	sted for acqu	uisitions)	11.2	19.7	20.9	16.6		8.9 46.0%	13.4	29.0	25.7			
Assumed % of Rev in Q from New ARR			39.0%	51.0%	58.0%	70.0%	ı	46.0%	49.3%	55.0%	70.0%	1		

# INFA: Uptick in Migrations Lowers 2H Cloud New ARR Hurdle

**Expecting Modest Upside to 3Q24 Guidance.** Consensus Cloud ARR growth of \$744M (+36% y/y) is near the midpoint of guidance for \$738-748M. We estimate that guidance is achievable with about 20% organic New ARR growth excluding the impact of migrations, vs. an easy comp of down 5% in the year-ago period, which also implies material deceleration on a 2-year New ARR growth stack. See Exhibit 38. In a more plausible scenario, where organic Cloud New ARR grows 35%, which still implies deceleration on a 2-year stack, we see Cloud ARR of \$749M (+36% y/y), slightly above near the high end of guidance and Total ARR of \$1.695B (+7.5% y/y), or about 1% above consensus. We also see 3Q consensus total revenue growth of 3.2% (in line with guidance) as achievable, but note that revenue recognition timing for on-premise subscription deals can cause volatility in any given period. See Exhibit 39.

**F4Q/FY24 Not Easy.** Consensus Cloud ARR of \$837M is near the midpoint of guidance for \$829-843M (+35.5% at the midpoint). By our estimates, full-year Cloud ARR guidance is achievable with about 29% organic Cloud New ARR growth excluding migration benefit vs. +9% in FY23, and with about 29% of New ARR coming from migrations (in line with management expectations for migrations to increase vs. 25% of NNARR in FY23). By our estimates, Cloud ARR guidance is achievable with \$111M of Cloud New ARR growth ex. migrations in 2H24 vs. \$90M in 2H23, coupled with about \$50M of migrations in 2Hvs. \$40M in 2H23. See Exhibit 38. We believe this is achievable though not easy. In our plausible scenario, where Cloud New ARR ex. migrations grows slightly higher, at about 33% vs. +9% in FY23, coupled with acceleration in migrations, we see Cloud ARR of \$842M (+36%), at the high end of guidance. This leads to Total ARR of \$1.771B (+9%) and total revenue of \$1.682B (+5%), resulting in 1% upside to both metrics, respectively. See Exhibit 39.

**Potential Double Digit FY25 Total ARR Growth.** Assuming INFA achieves our plausible scenario in FY24, we believe consensus FY25 Cloud ARR of \$1.1B (+31% y/y) is achievable with about 20% organic New ARR growth ex. the migration impact and about 31% of New ARR coming from migrations. This is achievable in our view and should result in achieving consensus Total ARR of \$1.88B (+8% y/y). We see upside resulting in low teens Total ARR growth in FY25, or about 4% above current consensus, allowing INFA to give initial guidance at least in line with FY25 consensus to start (on F4Q24 earnings).

**Exhibit 38: INFA Base Case** 

\$ in millions, except per share data	Dec-22		L 00	C 22	D 22	D 02	M 04	h 04	0 04	D 04 F	D 04	M 05	h 05	C 05	D 05	D 05
	2022	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	Dec-23 2023	Mar-24 1Q24	Jun-24 <u>2Q24</u>	Sep-24 3Q24E	Dec-24 4Q24E	Dec-24 2024E	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	Dec-25 2025E
Cloud ARR (SaaS) Derivation																
Cloud ARR	451	483	513	550	617	617	653	703	741	835	835	880	939	979	1,094	1,094
% of Total ARR  y/y growth	42.3%	31.5% 40.9%	33.1% 37.4%	34.9% 37.4%	37.9% 36.7%	36.7%	39.9% 35.0%	42.1% 37.1%	44.3% 34.9%	48.0% 35.3%	35.3%	50.0% 34.9%	52.6% 33.7%	54.3% 32.1%	57.8% 31.1%	31.1%
g/g growth	42.3%	7.1%	6.1%	7.2%	12.2%	30.7%	5.8%	7.7%	5.5%	12.6%	33.3%	5.4%	6.8%	4.3%	11.7%	31.176
44 grown		7.170	0.170	7.270	12.270		0.070	,	0.070	12.070		0. 170	0.070	1.070	, 0	
FX impact		0	(1)		(2)		(1)	(1)								
Cloud ARR ex. FX		465	508	549	611		630	692	753	840	()	866	946	1,025	1,138	
y/y change, constant currency		35.5%	36.2%	37.1%	35.4%	(27)	35.6%	36.5%	37.2%	38.1%	(68)	37.7%	36.8%	36.2%	35.4%	
Gross Renewal rate 92	%	92%	92%	92%	92%		92%	92%	92%	92%		92%	92%	92%	92%	
Equivalent Quarterly Renewal Rate		98%	98%	98%	98%		98%	98%	98%	98%		98%	98%	98%	98%	
0 0		9	26				40	45		45		47	40	40		
Quarterly Churn		442	10 473	11 502	11 538		13 604	13 640	14 688	15 726		17 818	18 862	19 920	20 959	
Quarterly Renewals Net New ARR	134	32	4/3 <b>29</b>	37	67	166	36	50	39	93	218	45	59	920 <b>40</b>	115	259
y/y growth	49.1%	23.5%	-2.3%	36.6%	31.4%	23.4%	11.4%	70.7%	4.9%	38.8%	31.6%	26.7%	18.7%	3.4%	22.8%	19.1%
g/g growth	43.170	-37.3%	-8.7%	25.8%	82.4%	23.470	-46.9%	40.0%	-22.7%	141.3%	31.076	-51.5%	31.1%	-32.6%	186.7%	13.170
New ARR	164	41	39	47	79	207	48	63	53	109	273	63	78	59	135	334
y/y growth	47.5%	27.3%	6.0%	36.8%	32.3%	26.3%	17.1%	59.8%	12.1%	38.3%	32.1%	29.0%	23.5%	11.6%	24.1%	22.4%
q/q growth		-30.3%	-5.1%	20.8%	65.6%		-38.3%	29.5%	-15.3%	104.3%		-42.5%	24.0%	-23.4%	127.2%	
Adjustments	14	2	3	18	20	43	6	5	18	33	63	11	9	17	44	82
Migrations from Mtn and Self-Managed ARR	14	2	3	18	20	43	6	5	18	33	63	11	9	17	44	82
% of New ARR		4%	8%	39%	26%	21%	12%	8%	34%	30%	23%	18%	11%	29%	33%	24%
% of Net New ARR		5%	10%	49%	30%	26%	16%	11%	47%	35%	29%	25%	14%	44%	39%	31%
% of TTM Net New ARR		8%	9%	18%	26%	26%	28%	26%	26%	29%	29%	30%	30%	30%	31%	31%
Acquisitions																
Other				_												
Minoration to Cloud (40.0)				23%	disclosure											
Migration to Cloud (10-Q)		20.2	24.0	27.7	disclosure		53.9	59.1	69.9	90.6		96.9	101.7	111.3	135.9	
Migration to Cloud (cumulative) % of Total Mtn + Self-Managed ARR Base		3.7%	24.9 4.5%	5.0%	4.8%		5.5%	6.1%	7.5%	10.0%		11.0%	12.0%	13.5%	17.0%	
On-premise maintenance migrations (cume)		20	4.5%	25	4.0%		31.1	34.4	37.2	45.8		49.5	53.0	60.7	72.5	
% of Maintenance ARR Base		3.7%	4.0%	4.5%	5.0%		6.5%	7.3%	8.0%	10.0%		11.0%	12.0%	14.0%	17.0%	
Self-managed migrations (cume)		0.770	3	3	20		22.7	24.7	32.7	44.8		47.4	48.7	50.6	63.4	
% of Self-Managed ARR Base		0.0%	0.5%	0.5%	3.9%		4.5%	5.0%	7.0%	10.0%		11.0%	12.0%	13.0%	17.0%	
Equivalent Cloud ARR (cumulative)		31.0	34.0	55.3	100.8		107.7	118.3	139.7	181.1		193.8	203.3	222.7	271.8	
Implied ARR migration multiple		1.5	1.4	2.0	2.1		2.0	2.0	2.0	2.0		2.0	2.0	2.0	2.0	
New Cloud ARR Migration	14.0	1.6	3.0	21.3	45.5	71.4	6.9	10.6	21.5	41.4	80.3	12.7	9.5	19.4	49.1	90.7
% in quarter Remaining Mtn + Self-Managed ARR Base		100%	100%	85%	45%	•	<b>85%</b> 983.9	<b>50%</b> 965.6	<b>85%</b> 931.7	80% 905.7	905.7	90% 880.9	90% 847.1	90% 823.1	90% 799.5	799.5
% of Remaining Mtn + Self-Managed ARR Base							983.9 <b>0.7</b> %	1.1%	2.3%	905.7 <b>4.6</b> %	905.7 8.8%	1.4%	1.1%	2.4%	799.5 <b>6.1%</b>	11.2%
% of Remaining with + Sen-managed ARR base							0.776	1.176	2.376	4.078	0.076	1.476	1.176	2.476	0.176	11.2/0
Adjusted New ARR	150	40	36	29	58	163	43	58	35	76	211	51	69	42	91	253
y/y growth	48.3%	39.5%	3.5%	-5.1%	4.9%	9.1%	7.0%	58.4%	20.0%	30.0%	28.9%	20.0%	20.0%	20.0%	20.0%	20.0%
2 Year Growth Stack	.2.270	100.9%	24.6%	19.4%	91.4%	270	46.5%	61.9%	14.9%	34.9%		27.0%	78.4%	40.0%	50.0%	
		-28.2%	-8.8%	-19.7%	99.6%		-26.7%	35.0%	-39.2%	116.2%		-32.4%	35.0%	-39.2%	116.2%	
q/q growth																
Cloud Revenue from Renewal		110	118	126	135		151	160	172	182		204	215	230	240	
Cloud Revenue from Renewal Cloud Revenue from New ARR (adjusted for acquisitions)		2	2	1	8		3	4	3	6		4	5	3	7	
Cloud Revenue from Renewal																
Cloud Revenue from Renewal Cloud Revenue from New ARR (adjusted for acquisitions)	359.0	2	2	1	8	501.7	3	4	3	6	680	4	5	3	7	909
Cloud Revenue from Renewal Cloud Revenue from New ARR (adjusted for acquisitions) Assumed % of Rev in Q from New ARR  Calculated Cloud Revenue Reported Cloud Revenue	359.4	2 20% 112.5	2 20% 120.1	1 20% 127.0	8 52% 142.1 140.3	499.9	3 30% 154	4 30% 164	3 30% 175	6 30% 187		4 30% 208	5 30% 221	3 30% 233	7 30% 247	
Cloud Revenue from Renewal Cloud Revenue from New ARR ( <u>adjusted for acquisitions</u> ) Assumed % of Rev in Q from New ARR Calculated Cloud Revenue		20%	2 20%	1 20%	8 52% 142.1		3 30%	4 30%	3 30%	6 <b>30</b> %	<b>680</b> 35.6%	4 30%	5 30%	3 30%	7 30%	<b>909</b> 33.6%

**Exhibit 39: INFA Plausible Case** 

March   Marc	\$ in millions, except per share data																
Second Procession   Seco																	Dec-25 2025E
% of trial ARR y y growth	Cloud ARR (SaaS) Derivation																
## Age of the property of the	Cloud ARR	451	483	513	550	617	617	653	703	749	842	842	891	954	1,013	1,130	1,130
Grounds Filterings   1.5	% of Total ARR											_					
Primate		42.3%					36.7%					36.6%					34.1%
Cloud ARP Rec. FX   465   508   540   611   536   536   540   611   536   53	q/q growth		7.1%	6.1%	7.2%	12.2%		5.8%	7.7%	6.6%	12.5%		5.7%	7.1%	6.2%	11.5%	
yy change, constant currency    90   95   96   96   96   96   96   96   96																	
Gross Removal rate																	
Part	y/y change, constant currency		35.5%	36.2%	37.1%	35.4%	(27)	35.6%	36.5%	37.2%	38.1%	(48)	37.7%	36.8%	36.2%	35.4%	
Quarterly Chum		6															
Cuanting Renewals   14   42   473   502   538   50   604   640   688   734   2   625   872   934   938   938   949   9	Equivalent Quarterly Renewal Rate		98%	98%	98%	98%		98%	98%	98%	98%		98%	98%	98%	98%	
Net New ARR																	
yly growth 94, 94, 95, 23, 96, 83, 96, 91, 91, 92, 92, 94, 94, 94, 96, 97, 97, 98, 98, 98, 98, 98, 98, 98, 98, 98, 98																	
ST 2000   ST 2											-						288
New ARR		49.1%					23.4%					36.3%					27.4%
y/y growth y/g growth y/g growth y/g growth y/g growth y/g growth y/g growth y/g growth y/g growth y/g growth y/g growth Adjustments  14 2 3 18 20 43 6 5 18 36 66 12 10 26 47 99 Migrations from Min and Self-Managed ARR y/g growth y																	
Adjustments  Adjustments  14 2 3 18 20 43 6 5 18 36 66 12 10 26 47 9 9																	
Migration to Mith and Self-Managed ARR   4   2   3   18   20   24   6   5   18   36   66   12   10   26   47   97   98   98   98   48   98   398   298   298   298   198   198   198   198   198   198   398   398   398   298   198   198   198   398   398   398   198   198   198   398   398   398   398   198   198   198   398   398   398   398   198   198   398   398   398   198   198   398   398   398   198   198   398   398   398   198   198   3		47.5%					26.3%					35.9%					29.5%
Migration to Mith and Self-Managed ARR   4   2   3   18   20   24   6   5   18   36   66   12   10   26   47   97   98   98   98   48   98   398   298   298   298   198   198   198   198   198   198   398   398   398   298   198   198   198   398   398   398   198   198   198   398   398   398   398   198   198   198   398   398   398   398   198   198   398   398   398   198   198   398   398   398   198   198   398   398   398   198   198   3	Adjustments	14	2	•	10	20	42		_	10	26	cc	12	10	26	47	05
% of New ARR         4%         8%         38%         28%         21%         12%         8%         33%         23%         19%         12%         33%         34%         28%         28%         21%         12%         8%         30%         33%         39%         29%         29%         29%         29%         29%         29%         30%         33%         34%         33%         34%         33%         34%         32%         33%         34%         32%         33%         34%         28%         28%         28%         28%         28%         28%         29%         29%         30%         30%         30%         33%         33%         33%         33%         33%         33%         33%         33%         33%         30%         32%         33%         33%         33%         30%         32%         33%         33%         33%         30%         32%         33%         33%         33%         30%         32%         33%         33%         33%         30%         32%         33%         33%         33%         30%         33%         30%         33%         30%         30%         30%         30%         30%         30%         30	•		_														
% of TNA New ARR         5%         10%         49%         30%         26%         16%         11%         39%         29%         29%         29%         29%         30%         30%         33%         33		14	_	-				-	-								
## Acquisitions Other   8%   9%   18%   26																	
Acquisitions Other																	
Migration to Cloud (cumulative)   232°   249   227   480   480   53.9   59.1   69.9   92.6   99.4   104.8   119.2   145.2			076	976	10%	20%	20%	20%	20%	23%	2976	2976	30%	30%	3276	33%	337
Migration to Cloud (ti0-Q)   Migration to Cloud (cumulative)   20 2 2 4.9 227 4.5   4.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   1.5   5.0   4.8   4.8   4.8																	
Migration to Cloud (Cumulative)   20.2   24.9   27.7   48   53.9   50.1   69.9   92.6   99.4   104.8   119.2   145.2	31101				23%												
Migration to Cloud (cumulative)   20.2   24.9   27.7   48   53.9   53.9   53.1   69.9   92.6   99.4   104.8   119.2   145.2   145.0   50.9	Migration to Cloud (10-Q)					disclosure											
9. of Total Mfn + Self-Managed ARR Base On-premise mistreance migrations (cume) 3.7% 4.5% 20 22 22 22 23 28 3.7% 4.0% 4.5% 5.0% 5.0% 5.0% 5.0% 5.0% 5.0% 5.0% 5			20.2	24.9	27.7	48		53.9	59.1	69.9	92.6		99.4	104.8	119.2	145.2	
** of Maintenance ARR Base Self-managed migrations (curne)			3.7%	4.5%	5.0%	4.8%		5.5%	6.1%	7.4%	10.0%		11.0%	12.0%	14.0%	17.5%	
Self-managed migrations (cume)	On-premise maintenance migrations (cume)		20	22	25	28		31.1	34.4	37.2	45.8		49.5	53.0	60.7	72.5	
% of Self-Managed ARR Base  0.0% 0.5% 0.5% 3.9% 4.5% 5.0% 6.8% 10.0% 11.0% 12.0% 14.0% 18.0% 18.0% 198.9 29.6 238.5 290.4 199.1 198.9 29.6 238.5 290.4 199.1 198.9 29.6 238.5 290.4 199.1 198.9 29.6 238.5 290.4 199.1 198.9 29.6 238.5 290.4 199.1 198.9 29.6 238.5 290.4 199.1 198.9 29.6 238.5 290.4 199.1 198.9 29.6 238.5 290.4 199.1 198.9 29.6 238.5 290.4 199.1 198.9 29.6 238.5 290.4 199.1 198.9 29.6 238.5 290.4 199.1 198.9 29.6 238.5 290.4 199.1 198.9 29.6 238.5 290.4 199.1 198.9 29.6 29.6 29.6 29.6 29.6 29.6 29.6 29	% of Maintenance ARR Base		3.7%	4.0%	4.5%	5.0%		6.5%	7.3%	8.0%	10.0%		11.0%	12.0%	14.0%	17.0%	
## A company of Self-Managed ARR Base   0.0% 0.5% 0.5% 0.5% 0.5% 0.5% 0.5% 0.5%	Self-managed migrations (cume)		0	3	3	20		22.7	24.7	32.7	46.8		50.0	51.8	58.5	72.7	
Implied ARR migration multiple  14.0  1.5  1.4  2.0  1.5  1.6  3.0  2.1  3.0  2.1  45.5  71.4  6.9  10.6  2.1  55%  50%  85%  85%  80%  983.9  965.6  945.7  925.7  925.7  925.7  904.1  873.2  851.8  830.5  830  830  830  830  830  830  830  83			0.0%	0.5%	0.5%	3.9%		4.5%	5.0%	6.8%	10.0%		11.0%	12.0%	14.0%	18.0%	
New Cloud ARR Migration % in quarter Remaining Mtn + Self-Managed ARR Base  ### 150 ##	Equivalent Cloud ARR (cumulative)		31.0	34.0	55.3	100.8		107.7	118.3	139.8	185.1		198.9	209.6	238.5	290.4	
% in quarter Remaining Mtn + Self-Managed ARR Base  100% 100% 85% 45% 933.9 965.6 945.7 925.7 925.7 904.1 873.2 851.8 830.5 830 0.7% 1.1% 2.3% 4.9% 9.0% 1.5% 1.2% 3.4% 6.3% 12.6  Adjusted New ARR 150 40 36 29 58 164 43 58 43 73 215 53 72 53 91 26 9/y growth 2 48.3% 39.5% 3.5% 4.3% 4.9% 9.3% 7.0% 58.4% 45.0% 25.0% 25.0% 25.0% 25.0% 25.0% 27.	Implied ARR migration multiple		1.5	1.4	2.0	2.1		2.0	2.0	2.0	2.0		2.0	2.0	2.0	2.0	
Remaining Mtn + Self-Managed ARR Base 983.9 965.6 945.7 925.7 925.7 904.1 873.2 851.8 830.5 830. 12.6 983.9 965.6 945.7 925.7 925.7 904.1 873.2 851.8 830.5 830. 12.6 983.9 965.6 945.7 925.7 925.7 904.1 873.2 851.8 830.5 830. 12.6 983.9 965.6 945.7 925.	New Cloud ARR Migration	14.0	1.6	3.0	21.3	45.5	71.4	6.9	10.6	21.5	45.4	84.3	13.8	10.7	28.9	52.0	105.
## Adjusted New ARR ## ARR ## ARR ## Adjusted New ARR ## A			100%	100%	85%	45%											
Adjusted New ARR 150 40 36 29 58 164 43 58 43 73 215 53 72 53 91 268   y/y growth 48.3% 39.5% 3.5% 4.3% 4.9% 9.3% 7.0% 58.4% 45.0% 2																	830.
y/y growth 48.3% 39.5% 3.5% 4.3% 4.9% 9.3% 7.0% 58.4% 45.0% 25.0%	% of Remaining Mtn + Self-Managed ARR Base							0.7%	1.1%	2.3%	4.9%	9.0%	1.5%	1.2%	3.4%	6.3%	12.69
y/y growth 48.3% 39.5% 3.5% 4.3% 4.9% 9.3% 7.0% 58.4% 45.0% 25.0%	Adianted New ADD	450	40	20	00	F^	401	10	FC	40	70	045	FO	70	F^	64	000
2 Year Growth Stack q/q growth  100.9% 24.6% 20.2% 91.4% 26.5% 91.4% 26.7% 35.0% 26.0% 70.7%  29.9% 26.7% 35.0% 26.0% 70.7%  20.0% 26.7% 35.0% 26.0% 70.7%  20.0%																	
q/q growth     -28.2%     -8.8%     -19.1%     98.0%     -26.7%     35.0%     36.0%     36.0%     36.0%     36.0%     36.0%     36.0%     36.0%		40.3%					3.3%					31.0%					23.07
Cloud Revenue from Renewal Cloud Revenue from New ARR (adjusted for acquisitions) Assumed % of Rev in Q from New ARR 2 2 2 1 1 8 3 3 4 3 5 4 5 4 7 Assumed % of Rev in Q from New ARR 2 2 2 1 1 8 3 3 4 3 5 4 5 4 7 Assumed % of Rev in Q from New ARR 2 2 2 1 1 8 3 3 4 3 5 5 4 5 4 7 30% 30% 30% 30% 30% 30% 30% 30% 30% 30%																	
Cloud Revenue from New ARR ( <u>adjusted for acquisitions</u> ) Assumed % of Rev in Q from New ARR  2 2 1 1 8 3 4 3 5 3 4 5 30% 30% 30% 30% 30% 30% 30% 30% 30% 30%			440	446	400	405		451	400	470	400		202	040	22.4	040	
Assumed % of Rev in Q from New ARR  20% 20% 20% 52% 30% 30% 30% 30% 30% 30% 30% 30% 30% 30			-														
Reported Cloud Revenue         359.4         140.3         499.9           y/y growth         39.8%         41.8%         39.4%         36.2%         41.7%         39.7%         37.1%         36.7%         38.0%         32.9%         36.0%         36.4%         36.0%         35.6%         35.0%         35.7%														-			
Reported Cloud Revenue         359.4         140.3         499.9           y/y growth         39.8%         41.8%         39.4%         36.2%         41.7%         39.7%         37.1%         36.7%         38.0%         32.9%         36.0%         36.0%         35.6%         35.0%         35.7%	Calculated Cloud Revenue	359 0	112.5	120.1	127.0	142.1	501.7	154	164	175	189	683	210	223	238	255	92
y/y growth 39.8% 41.8% 39.4% 36.2% 41.7% 39.7% 37.1% 36.7% 38.0% 32.9% 36.0% 36.4% 36.0% 35.6% 35.0% 35.7%			112.3	120.1	121.0			104	104		103	003	2.0	223	200	233	32
			41.8%	39.4%	36.2%			37.1%	36.7%	38.0%	32.9%	36.0%	36.4%	36.0%	35.6%	35.0%	35.79
		55.570					22 /0					22.270					

# MDB: The Worst Is Behind Us, How High Can Mongo Go?

**Expecting Similar Upside in F3Q25 vs. F2Q25.** F3Q25 consensus total revenue of \$497M (+15%) is at the high end of guidance for \$493-497M (+14-15%). By our estimates, consensus implies Atlas New ARR declining 5% and decelerating on a 2-year growth stack, coupled with EA down 15%—unlikely in our view. See Exhibit 40. In a more plausible scenario, where Atlas New ARR grows 15% (vs. our estimate of +19% in F2Q25) and accelerates slightly on a 2-year growth stack, we see Atlas revenue of \$362M (+27%), about 2% above consensus and in line with F2Q. Coupled with slightly higher EA assumptions (7% revenue growth), we see total revenue of \$513M, or 3% upside to consensus, also in line with F2Q. See Exhibit 41.

**20% Growth Unlikely in FY25.** Consensus of \$1.933B is at the high end of total revenue guidance of \$1.920-1.930B (14-15%). By our calculations, consensus is achievable with full-year Atlas New ARR flat y/y vs. 21% growth in FY24, along with low single digit revenue growth in EA vs. 20% in FY24. See Exhibit 40. Instead, if we assume Atlas New ARR grows

16%, coupled with about 8% revenue growth in EA, then total revenue would be \$1.987B (+18% y/y), or 3% above consensus. Atlas New ARR would have to accelerate significantly and/or EA would have to outperform again significantly (both unlikely in our view) for MongoDB to be a 20% grower this year. See Exhibit 41 Note that MongoDB lowered FY25 total revenue guidance from 13-15% growth to 11-13% growth on F1Q25 earnings and subsequently raised it back to 14-15% growth on F2Q25 earnings in late August.

**Potential Acceleration in FY26.** Assuming our FY25 plausible scenario plays out and Atlas New ARR grows 20% in FY26 (driven by product tailwinds and potential improvement in macro and IT spending) coupled with 9% EA revenue growth, then we see total revenue of \$2.45B, or about 23.5% growth, or 7% above current consensus. See Exhibit 41.

**Exhibit 40: MDB Base Case** 

\$ in millions, except per share data																						
	Jan-21	Jan-22	Apr-22	Jul-22	Oct-22	Jan-23	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
	FY21	FY22	1Q23	2Q23	3Q23	4Q23	FY23	<u>1Q24</u>	2Q24	3Q24	4Q24	FY24	1Q25	2Q25	3Q25E	4Q25E	FY25E	1Q26E	2Q26E	3Q26E	4Q26E	FY26E
Revenue Breakdown																						
Subscription	565.3	842.0	274.6	291.6	320.8	348.2	1,235.1	354.7	409.3	418.3	444.9	1,627.3	436.9	463.8	481.5	493.2	1,875.5	503.5	549.4	585.4	605.7	2,244.0
q/q growth			6.3%	6.2%	10.0%	8.5%		1.9%	15.4%	2.2%	6.4%		-1.8%	6.2%	3.8%	2.4%		2.1%	9.1%	6.5%	3.5%	
y/y growth	41.4%	48.9%	57.3%	52.4%	47.2%	34.8%	46.7%	29.2%	40.4%	30.4%	27.8%	31.8%	23.2%	13.3%	15.1%	10.9%	15.2%	15.2%	18.5%	21.6%	22.8%	19.6%
Consensus Estimate (VA)	551.8	818.8	260.5	274.8	293.7	327.4	1,214.4	335.4	379.1	391.3	419.7	1,627.3	426.8	457.8	482.3	493.1	1,876.1	506.4	545.1	573.9	598.7	2,224.0
y/y growth	38.0%	44.8%	49.2%	43.6%	34.8%	26.8%	44.2%	22.1%	30.0%	22.0%	20.5%	31.8%	20.3%	11.8%	15.3%	10.8%	15.3%	15.9%	17.5%	19.2%	21.4%	18.6%
% difference (above consensus)	2.5%	2.8%	5.4%	6.1%	9.2%	6.3%	1.7%	5.8%	8.0%	6.9%	6.0%	0.0%	2.4%	1.3%	-0.2%	0.0%	0.0%	-0.6%	0.8%	2.0%	1.2%	0.9%
Atlas	270.2	492.3	170.0	193.4	211.4	233.5	808.3	237.8	267.3	286.9	313.5	1105.4	313.9	339.4	357.8	367.4	1378.4	381.0	417.9	443.5	456.0	1698.5
q/q growth			9.0%	13.7%	9.3%	10.5%		1.8%	12.4%	7.3%	9.3%		0.1%	8.1%	5.4%	2.7%		3.7%	9.7%	6.1%	2.8%	
y/y growth	66.3%	82.2%	81.8%	73.0%	61.2%	49.8%	64.2%	39.9%	38.2%	35.7%	34.2%	36.8%	32.0%	27.0%	24.7%	17.2%	24.7%	21.4%	23.1%	24.0%	24.1%	23.2%
% of Subscription	47.8%	58.5%	61.9%	66.3%	65.9%	67.1%	65.4%	67.0%	65.3%	68.6%	70.5%	67.9%	71.8%	73.2%	74.3%	74.5%	73.5%	75.7%	76.1%	75.8%	75.3%	75.7%
% of Total	45.8%	56.3%	59.6%	63.7%	63.4%	64.6%	62.9%	64.6%	63.1%	66.3%	68.4%	65.7%	69.7%	71.0%	72.2%	72.3%	71.3%	73.5%	73.8%	73.5%	73.1%	73.5%
Consensus Estimate (VA)	262.9	477.6	161.6	177.8	198.1	216.5	790.8	229.2	258.3	276.7	297.1	1,101,3	309.7	335.4	356.4	368.1	1,378,7	379.3	416.5	442.8	463.1	1.701.8
y/y growth	61.8%	76.7%	72.8%	59.1%	51.1%	38.9%	60.6%	34.8%	33.6%	30.9%	27.2%	36.3%	30.3%	25.5%	24.2%	17.4%	24.7%	20.9%	22.7%	23.8%	26.1%	23.5%
% difference (above consensus)	2.8%	3.1%	5.2%	8.7%	6.7%	7.9%	2.2%	3.7%	3.5%	3.7%	5.5%	0.4%	1.3%	1.2%	0.4%	-0.2%	0.0%	0.5%	0.3%	0.2%	-1.5%	-0.2%
Enterprise Advanced	250.0	298.0	90.6	81.6	93.0	97.5	362.8	99.3	106.4	113.0	115.7	434.4	109.2	111.3	109.7	111.5	441.8	107.8	115.5	124.8	132.0	480.1
q/q growth			6.3%	-9.9%	13.9%	4.8%		1.9%	7.2%	6.1%	2.4%		-5.6%	1.9%	-1.4%	1.6%		-3.3%	7.2%	8.0%	5.8%	
y/y growth	25.8%	19.2%	29.8%	18.5%	25.6%	14.4%	21.7%	9.6%	30.3%	21.4%	18.7%	19.7%	10.0%	4.6%	-2.8%	-3.6%	1.7%	-1.3%	3.8%	13.7%	18.4%	8.7%
% of Subscription	44.2%	35.4%	33.0%	28.0%	29.0%	28.0%	29.4%	28.0%	26.0%	27.0%	26.0%	25.8%	25.0%	24.0%	22.1%	22.0%	22.9%	20.8%	20.4%	20.7%	21.2%	20.8%
% of Total	42.3%	34.1%	31.7%	26.9%	27.9%	27.0%	28.3%	27.0%	25.1%	26.1%	25.3%	25.8%	24.2%	23.3%	22.1%	22.0%	22.9%	20.8%	20.4%	20.7%	21.2%	20.8%
Consensus Estimate (VA)		293.3	82.2	81.4	78.7	92.6	350.6	89.6	95.6	97.3	106.0	434.4	100.7	101.5	115.5	114.0	450.2	110.5	115.7	122.6	123.8	472.6
y/y growth		17.4%	17.7%	18.1%	6.2%	8.6%	17.6%	-1.1%	17.1%	4.6%	8.7%	19.7%	1.4%	-4.6%	2.2%	-1.5%	3.6%	1.1%	4.0%	11.7%	11.1%	7.0%
% difference (above consensus)		1.6%	10.3%	0.3%	18.2%	5.3%	3.5%	10.8%	11.4%	16.1%	9.1%	0.0%	8.5%	9.7%	-5.0%	-2.2%	-1.9%	-2.4%	-0.2%	1.8%	6.6%	1.6%
Other Subscription	45.2	51.7	14.0	16.6	16.4	17.2	64.1	17.6	35.6	18.5	15.8	87.6	13.8	13.1	14.0	14.4	55.3	14.7	16.0	17.1	17.6	65.4
q/q growth	45.2	31.7	-18.3%	18.8%	-1.5%	4.9%	04.1	2.8%	102.1%	-48.0%	-14.9%	07.0	-12.4%	-85.1%	7.3%	2.4%	30.5	2.1%	9.1%	6.5%	3.5%	00
y/y growth	16.7%	14.6%	24.4%	54.8%	29.1%	0.2%	23.9%	26.2%	114.7%	13.3%	-8.0%	36.7%	-12.4%	-63.3%	-24.3%	-8.9%	-36.9%	6.1%	22.4%	21.6%	22.8%	18.2%
% of Atlas + EA	8.7%	6.5%	5.4%	6.0%	5.4%	5.2%	5.5%	5.2%	9.5%	4.6%	3.7%	5.7%	3.3%	2.9%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
% of Subscription	8.0%	6.1%	5.4%		5.4%	4.9%	5.2%	5.2%	9.5% 8.7%	4.6%		5.4%	3.3%	2.8%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%
% of Total	7.6%	5.9%	5.1% 4.9%	5.7% 5.5%	4.9%	4.9%	5.0%	4.8%	8.4%	4.4%	3.5%	5.2%	3.2%	2.7%	2.8%	2.8%	2.9%	2.8%	2.8%	2.8%	,	2.8%
	7.0%	5.9%		0.070		,.			0		41.170		41.70			,		2.070	,		2.8%	
Consensus Estimate (VA)			12.9	8.7	12.8	18.7	69.1	14.3	24.5	16.0	16.7	87.6	16.1	18.9	12.9	10.3	49.6	14.1	14.4	14.0	12.6	55.2
y/y growth			14.7%	-18.6%	0.7%	9.1%	33.5%	2.2%	47.3%	-2.1%	-2.8%	36.8%	-8.5%	-47.0%	-30.4%	-35.0%	-43.4%	2.1%	10.3%	0.2%	-12.4%	-0.2%
% difference (above consensus)			8.5%	90.2%	28.2%	-8.1%	-7.2%	23.6%	45.8%	15.7%	-5.3%	-0.1%	-14.4%	-30.8%	8.7%	40.1%	11.5%	3.9%	10.9%	21.4%	40.1%	18.5%
Services	25.0	31.7	10.9	12.1	12.9	13.1	48.9	13.6	14.5	14.6	13.1	55.7	13.7	14.3	14.3	14.7	57.0	15.2	16.7	17.7	18.2	67.9
q/q growth			31.4%	10.9%	6.7%	2.1%		3.3%	6.6%	1.0%	-10.5%		4.6%	4.7%	0.0%	2.7%		3.7%	9.7%	6.1%	2.8%	
y/y growth	14.3%	26.8%	53.5%	63.6%	42.6%	58.8%	54.1%	24.8%	19.9%	13.5%	-0.5%	13.8%	0.7%	-1.1%	-2.0%	12.5%	2.3%	11.5%	16.9%	24.0%	24.1%	19.2%
% of Subscription	4.4%	3.8%	4.0%	4.1%	4.0%	3.8%	4.0%	3.8%	3.5%	3.5%	2.9%	3.4%	3.1%	3.1%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
% of Total	4.2%	3.6%	3.8%	4.0%	3.9%	3.6%	3.8%	3.7%	3.4%	3.4%	2.9%	3.3%	3.0%	3.0%	2.9%	2.9%	2.9%	2.9%	3.0%	2.9%	2.9%	2.9%
Total Revenue	590.4	873.8	285.4	303.7	333.6	361.3	1.284.0	368.3	423.8	432.9	458.0	1.683.0	450.6	478.1	495.9	507.9	1.932.4	518.7	566.1	603.1	623.9	2,311.9
q/q growth			7.1%	6.4%	9.9%	8.3%	,	1.9%	15.1%	2.2%	5.8%	,	-1.6%	6.1%	3.7%	2.4%	,	2.1%	9.1%	6.5%	3.4%	,
y/y growth	40.0%	48.0%	57.1%	52.8%	47.0%	35.6%	47.0%	29.0%	39.6%	29.8%	26.8%	31.1%	22.3%	12.8%	14.5%	10.9%	14.8%	15.1%	18.4%	21.6%	22.8%	19.6%
Consensus Estimate (VA)	576.4	851.3	268.9	284.6	305.1	339.3	1.262.0	348.3	393.2	405.9	434.7	1,683.0	441.1	474.1	497.2	507.4	1.933.3	521.6	561.0	590.5	614.9	2.288.0
v/v growth	36.7%	44.2%	48.1%	43.2%	34.4%	27.3%	44.4%	22.0%	29.5%	21.7%	20.3%	31.1%	19.8%	11.9%	14.8%	10.8%	14.9%	15.8%	17.3%	19.1%	21.1%	18.4%
% difference (above consensus)	2.4%	2.6%	6.1%	6.7%	9.4%	6.5%	1.7%	5.7%	7.8%	6.7%	5.4%	0.0%	2.1%	0.8%	-0.3%	0.1%	0.0%	-0.6%	0.9%	2 1%	1.5%	1.0%
Total New ARR	211,0	2.0,0	0.170	0.170	0.470	0.070	,.	0.770	71070	0.770	0.470	0.070	2.170	0.070	0.070	0.170	0.0,0	0.070	0.070	2.170	11070	
New Atlas ARR	165.5	355.2	78.0	109.6	78.0	114.6	380.3	63.0	135.6	100.3	122.0	420.9	69.3	126.9	98.9	63.0	358.1	141.7	178,5	128.6	78.7	527.7
y/y growth	52%	115%	18%	21%	-14%	6%	7%	-19%	24%	29%	6%	11%	10%	-6%	-1%	-48%	-15%	104%	41%	30%	25%	47%
	165.5	323.4	92.7	97.8	83.4	74.5	348.4	102.6	119.6	108.3	90.0	420.6	113.4	142.8	102.9	63.0	422.1	141.7	178.5	128.6	78.7	527.7
Adi New Atlas ARR		323.4	32.1		-10%	-18%	8%	11%	22%	30%	21%	21%	10%	19%	-5%	-30%	0%	25%	25%	25%	25%	25%
Adj. New Atlas ARR y/y growth	52%	95%	64%	18%	-10%	-10/0	0,0	,-														
y/y growth	52%																		,			
y/y growth  New EA ARR	52% 76.5	77.0	33.6	19.6	26.4	5.5	85.1	19.9	32.9	33.8	37.2	123.8	9.1	15.5	28.7	29.8	83.1	9.1	15.5	28.7	29.8	
y/y growth	52%								32.9 68%	33.8 28%	37.2 581%	123.8 <i>4</i> 6%	9.1 <i>-54%</i>	15.5 -53%	28.7 -15%	29.8 -20%	83.1 -33%	9.1 <i>0</i> %	15.5 <i>0</i> %	28.7 0%	29.8 <i>0</i> %	
y/y growth  New EA ARR	52% 76.5	77.0	33.6	19.6	26.4	5.5	85.1	19.9														0%
y/y growth  New EA ARR y/y growth	52% 76.5 10%	77.0 1%	33.6 145%	19.6 29%	26.4 44%	5.5 -82%	85.1 11%	19.9 -41%	68%	28%	581%	46%	-54%	-53%	-15%	-20%	-33%	0%	0%	0%	0%	83.1 <i>0%</i> 610.8 38%

**Exhibit 41: MDB Plausible Case** 

\$ in millions, except per share data																						
	Jan-21	Jan-22	Apr-22	Jul-22	Oct-22	Jan-23	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
	FY21	FY22	1Q23	2Q23	3Q23	4Q23	FY23	1Q24	2Q24	3Q24	4Q24	FY24	1Q25	2Q25	3Q25E	4Q25E	FY25E	1Q26E	2Q26E	3Q26E	4Q26E	FY26E
Revenue Breakdown	505.0	040.0					4.005.4					4 007 0					4 000 7					0.004.5
Subscription	565.3	842.0	274.6	291.6	320.8	348.2	1,235.1	354.7	409.3	418.3	444.9	1,627.3	436.9	463.8	498.5	529.5	1,928.7	541.0	578.6	617.2	644.8	2,381.5
q/q growth	44 407	40.007	6.3%	6.2%	10.0%	8.5%	40.707	1.9%	15.4%	2.2%	6.4%	04.00/	-1.8%	6.2%	7.5%	6.2%	10.50/	2.2%	7.0%	6.7%	4.5%	00.50/
y/y growth	41.4%	48.9%	57.3%	52.4%	47.2%	34.8%	46.7%	29.2%	40.4%	30.4%	27.8%	31.8%	23.2%	13.3%	19.2%	19.0%	18.5%	23.8%	24.7%	23.8%	21.8%	23.5%
Consensus Estimate (VA)	551.8	818.8	260.5	274.8	293.7	327.4	1,214.4	335.4	379.1	391.3	419.7	1,627.3	426.8	457.8	482.3	493.1	1,876.1	506.4	545.1	573.9	598.7	2,224.0
y/y growth	38.0%	44.8%	49.2%	43.6%	34.8%	26.8%	44.2%	22.1%	30.0%	22.0%	20.5%	31.8%	20.3%	11.8%	15.3%	10.8%	15.3%	15.9%	17.5%	15.1%	13.1%	15.3%
% difference (above consensus)	2.5%	2.8%	5.4%	6.1%	9.2%	6.3%	1.7%	5.8%	8.0%	6.9%	6.0%	0.0%	2.4%	1.3%	3.4%	7.4%	2.8%	6.8%	6.1%	7.5%	7.7%	7.1%
													-									
Atlas	270.2	492.3	170.0	193.4	211.4	233.5	808.3	237.8	267.3	286.9	313.5	1105.4	313.9	339.4	362.9	387.9	1404.1	405.3	439.7	467.5	489.5	1802.0
q/q growth			9.0%	13.7%	9.3%	10.5%		1.8%	12.4%	7.3%	9.3%		0.1%	8.1%	6.9%	6.9%		4.5%	8.5%	6.3%	4.7%	
y/y growth	66.3%	82.2%	81.8%	73.0%	61.2%	49.8%	64.2%	39.9%	38.2%	35.7%	34.2%	36.8%	32.0%	27.0%	26.5%	23.7%	27.0%	29.1%	29.5%	28.8%	26.2%	28.3%
% of Subscription	47.8%	58.5%	61.9%	66.3%	65.9%	67.1%	65.4%	67.0%	65.3%	68.6%	70.5%	67.9%	71.8%	73.2%	72.8%	73.3%	72.8%	74.9%	76.0%	75.7%	75.9%	75.7%
% of Total	45.8%	56.3%	59.6%	63.7%	63.4%	64.6%	62.9%	64.6%	63.1%	66.3%	68.4%	65.7%	69.7%	71.0%	70.7%	71.2%	70.7%	72.7%	73.7%	73.5%	73.7%	73.4%
Consensus Estimate (VA)	262.9	477.6	161.6	177.8	198.1	216.5	790.8	229.2	258.3	276.7	297.1	1,101.3	309.7	335.4	356.4	368.1	1,378.7	379.3	416.5	442.8	463.1	1,701.8
y/y growth	61.8%	76.7%	72.8%	59.1%	51.1%	38.9%	60.6%	34.8%	33.6%	30.9%	27.2%	36.3%	30.3%	25.5%	24.2%	17.4%	24.7%	20.9%	22.7%	22.0%	19.4%	21.2%
% difference (above consensus)	2.8%	3.1%	5.2%	8.7%	6.7%	7.9%	2.2%	3.7%	3.5%	3.7%	5.5%	0.4%	1.3%	1.2%	1.8%	5.4%	1.8%	6.9%	5.6%	5.6%	5.7%	5.9%
Enterprise Advanced	250.0	298.0	90.6	81.6	93.0	97.5	362.8	99.3	106.4	113.0	115.7	434.4	109.2	111.3	121.1	126.2	467.8	119.9	122.1	131.7	136.6	510.2
q/q growth			6.3%	-9.9%	13.9%	4.8%		1.9%	7.2%	6.1%	2.4%		-5.6%	1.9%	8.8%	4.2%		-5.0%	1.8%	7.9%	3.7%	
y/y growth	25.8%	19.2%	29.8%	18.5%	25.6%	14.4%	21.7%	9.6%	30.3%	21.4%	18.7%	19.7%	10.0%	4.6%	7.2%	9.1%	7.7%	9.7%	9.6%	8.8%	8.2%	9.1%
% of Subscription	44.2%	35.4%	33.0%	28.0%	29.0%	28.0%	29.4%	28.0%	26.0%	27.0%	26.0%	25.8%	25.0%	24.0%	23.6%	23.1%	23.5%	21.5%	20.5%	20.7%	20.6%	20.8%
% of Total	42.3%	34.1%	31.7%	26.9%	27.9%	27.0%	28.3%	27.0%	25.1%	26.1%	25.3%	25.8%	24.2%	23.3%	23.6%	23.1%	23.5%	21.5%	20.5%	20.7%	20.6%	20.8%
Consensus Estimate (VA)		293.3	82.2	81.4	78.7	92.6	350.6	89.6	95.6	97.3	106.0	434.4	100.7	101.5	115.5	114.0	450.2	110.5	115.7	122.6	123.8	472.6
y/y growth		17.4%	17.7%	18.1%	6.2%	8.6%	17.6%	-1.1%	17.1%	4.6%	8.7%	19.7%	1.4%	-4.6%	2.2%	-1.5%	3.6%	1.1%	4.0%	1.2%	-1.8%	1.0%
% difference (above consensus)		1.6%	10.3%	0.3%	18.2%	5.3%	3.5%	10.8%	11.4%	16.1%	9.1%	0.0%	8.5%	9.7%	4.9%	10.7%	3.9%	8.5%	5.5%	7.4%	10.3%	7.9%
										•												
Other Subscription	45.2	51.7	14.0	16.6	16.4	17.2	64.1	17.6	35.6	18.5	15.8	87.6	13.8	13.1	14.5	15.4	56.8	15.8	16.9	18.0	18.8	69.4
q/q growth			-18.3%	18.8%	-1.5%	4.9%		2.8%	102.1%	-48.0%	-14.9%		-12.4%	-85.1%	11.1%	6.2%		2.2%	7.0%	6.7%	4.5%	
y/y growth	16.7%	14.6%	24.4%	54.8%	29.1%	0.2%	23.9%	26.2%	114.7%	13.3%	-8.0%	36.7%	-21.7%	-63.3%	-21.6%	-2.2%	-35.1%	14.0%	28.9%	23.8%	21.8%	22.0%
% of Atlas + EA	8.7%	6.5%	5.4%	6.0%	5.4%	5.2%	5.5%	5.2%	9.5%	4.6%	3.7%	5.7%	3.3%	2.9%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
% of Subscription	8.0%	6.1%	5.1%	5.7%	5.1%	4.9%	5.2%	5.0%	8.7%	4.4%	3.5%	5.4%	3.2%	2.8%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%
% of Total	7.6%	5.9%	4.9%	5.5%	4.9%	4.7%	5.0%	4.8%	8.4%	4.3%	3.4%	5.2%	3.1%	2.7%	2.8%	2.8%	2.9%	2.8%	2.8%	2.8%	2.8%	2.8%
Consensus Estimate (VA)			12.9	8.7	12.8	18.7	69.1	14.3	24.5	16.0	16.7	87.6	16.1	18.9	12.9	10.3	49.6	14.1	14.4	14.0	12.6	55.2
y/y growth			14.7%	-18.6%	0.7%	9.1%	33.5%	2.2%	47.3%	-2.1%	-2.8%	36.8%	-8.5%	-47.0%	-30.4%	-35.0%	-43.4%	2.1%	10.3%	-3.3%	-18.4%	-2.9% 25.7%
% difference (above consensus)			8.5%	90.2%	28.2%	-8.1%	-7.2%	23.6%	45.8%	15.7%	-5.3%	-0.1%	-14.4%	-30.8%	12.5%	50.4%	14.7%	11.7%	16.8%	28.0%	49.2%	25.7%
Cariana	25.0	31.7	40.0	40.4	40.0	40.4	48.9	40.0			40.4	55.7	40.7			45.5	58.0	40.0	47.0	40.7	40.0	72.1
Services	25.0	31.7	10.9	12.1	12.9	13.1	40.9	13.6	14.5	14.6	13.1	55.7	13.7	14.3	14.5	15.5	56.0	16.2	17.6	18.7	19.6	72.1
q/q growth	14.3%	26.8%	31.4% 53.5%	10.9% 63.6%	6.7% 42.6%	2.1% 58.8%	54.1%	3.3% 24.8%	6.6% 19.9%	1.0% 13.5%	-10.5% -0.5%	13.8%	4.6% 0.7%	4.7% -1.1%	1.5% -0.6%	6.9% 18.8%	4.2%	4.5% 18.6%	8.5% 22.9%	6.3% 28.8%	4.7% 26.2%	24.3%
y/y growth % of Subscription	4.4%	3.8%	4.0%	4.1%	4.0%	3.8%	4.0%	3.8%	3.5%	3.5%	2.9%	3.4%	3.1%	3.1%	2.9%	2.9%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
% of Total	4.2%	3.6%	3.8%	4.0%	3.9%	3.6%	3.8%	3.7%	3.4%	3.4%	2.9%	3.3%	3.0%	3.0%	2.8%	2.8%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%
Total Revenue	590.4	873.8	285.4	303.7	333.6	361.3	1.284.0	368.3	423.8	432.9	458.0	1,683.0	450.6	478.1	513.1	545.0	1.986.7	557.2	596.1	635.9	664.4	2,453.6
q/q growth	222/4	2.2.0	7.1%	6.4%	9.9%	8.3%	.,	1.9%	15.1%	2.2%	5.8%	,	-1.6%	6.1%	7.3%	6.2%	.,	2.2%	7.0%	6.7%	4.5%	2, .22.0
y/y growth	40.0%	48.0%	57.1%	52.8%	47.0%	35.6%	47.0%	29.0%	39.6%	29.8%	26.8%	31.1%	22.3%	12.8%	18.5%	19.0%	18.0%	23.7%	24.7%	23.9%	21.9%	23.5%
Consensus Estimate (VA)	576.4	851.3	268.9	284.6	305.1	339.3	1,262.0	348.3	393.2	405.9	434.7	1,683.0	441.1	474.1	497.2	507.4	1,933.3	521.6	561.0	590.5	614.9	2,288.0
y/y growth	36.7%	44.2%	48.1%	43.2%	34.4%	27.3%	44.4%	22.0%	29.5%	21.7%	20.3%	31.1%	19.8%	11.9%	14.8%	10.8%	14.9%	15.8%	17.3%	15.1%	12.8%	15.2%
% difference (above consensus)	2.4%	2.6%	6.1%	6.7%	9.4%	6.5%	1.7%	5.7%	7.8%	6.7%	5.4%	0.0%	2.1%	0.8%	3.2%	7.4%	2.8%	6.8%	6.3%	7.7%	8.1%	7.2%
Total New ARR																						
New Atlas ARR	165.5	355.2	78.0	109.6	78.0	114.6	380.3	63.0	135.6	100.3	122.0	420.9	69.3	126.9	124.6	120.0	440.8	136.1	171.4	149.5	129.6	586.6
y/y growth	52%	115%	18%	21%	-14%	6%	7%	-19%	24%	29%	6%	11%	10%	-6%	24%	-2%	5%	96%	35%	20%	8%	33%
Adj. New Atlas ARR	165.5	323.4	92.7	97.8	83.4	74.5	348.4	102.6	119.6	108.3	90.0	420.6	113.4	142.8	124.6	108.0	488.8	136.1	171.4	149.5	129.6	586.6
y/y growth	52%	95%	64%	18%	-10%	-18%	8%	11%	22%	30%	21%	21%	10%	19%	15%	20%	16%	20%	20%	20%	20%	20%
New EA ARR	76.5	77.0	33.6	19.6	26.4	5.5	85.1	19.9	32.9	33.8	37.2	123.8	9.1	15.5	28.7	29.8	83.1	9.1	15.5	28.7	29.8	83.1
y/y growth	10%	1%	145%	29%	44%	-82%	11%	-41%	68%	28%	581%	46%	-54%	-53%	-15%	-20%	-33%	0%	0%	0%	0%	0%
Total New ARR	242.0	432.2	111.6	129.3	104.3	120.1	465.3	82.9	168.6	134.1	159.2	544.7	78.4	142.4	153.3	149.8	523.9	145.2	186.9	178.2	159.4	669.6
y/y growth	36%	79%	40%	23%	-4%	-13%	8%	-26%	30%	28%	33%	17%	-5%	-16%	14%	-6%	-4%	85%	31%	16%	6%	28%
2 Year Growth Stack			88.8%	140.0%	47.8%	89.1%		14.0%	52.9%	24.1%	19.8%		-31.1%	14.9%	42.8%	26.6%		N/A	15.7%	30.6%	0.5%	

# MSFT - Risk in Consensus Estimates but Rev Reallocation Can Mask Some Softness

Microsoft has reallocated revenue among its businesses, including the most important ones to investors: Azure, O365 Commercial, and Windows (see note "MSFT: A Blacker Box; Updating Model", 09/10/2024). These changes, without any historical context significantly impairs our (and investors') ability to assess MSFT's setup for the upcoming quarter. For that reason, we look at the company's setup as it was guided to prior to the revenue rearrangement and draw conclusions relative to total revenue. Bottom line, we believe that while MSFT might be able to meet its "new" growth rate guidance for Azure (+33% y/y cc) and Microsoft 365 Commercial Cloud (+15% y/y cc) revenue, we see risk to total revenue growth for the upcoming quarter, F2Q25 guidance, and FY25. But investors didn't seem to care when management pushed Azure acceleration to second half of FY25. What if management pushes it by another quarter? Or another year? We understand if investors choose to give management the benefit of the doubt, but we'll continue to question it ...

We examine Azure, Office 365 Commercial, and Windows (as prior to revenue rearrangement) below.

#### **Azure**

Risk to F1Q25 (Pre-Revenue Rearrangement) Guidance: Prior to rearranging revenue, MSFT guided to 28-29% cc y/y growth, which, at the mid-point, implies a substantial increase in adjusted New ARR of about +40% y/y despite a tougher comparison from the year-ago period. In a more plausible scenario of about 15% decline in New ARR, Azure revenue would increase about 27.1% y/y, which is about 140bps below the mid-point of guidance. That said, the company can still (in theory) achieve its new guidance of 32.5% y/y reported growth (+33% y/y cc) as it moved other slower growth businesses (EMS + Power BI per user) to Office Commercial 365. See Exhibit 42.

**Risk to FY25 Estimates**: Assuming F1Q plays out in line with our plausible case, and rest of the year grows slightly better than typical New ARR seasonality (assuming some benefit from AI), Azure revenue (under the prior revenue construct) would have increased by 25% y/y, versus consensus of about 29% y/y growth. The consensus growth estimate implies about 38% in New ARR growth versus the 24% contemplated in our plausible scenario.

Exhibit 42: Azure Revenue (Prior Revenue Construct) - Base Case

Units in K, \$ in M, except ASP data													
	2021	2022	2023	Sep-23	Dec-23	Mar-24	Jun-24	2024	Sep-24	Dec-24	Mar-25	Jun-25	2025 (E)
Intelligent Claud	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24</u>	<u>4Q24</u>	Full Year	<u>1Q25E</u>	<u>2Q25E</u>	<u>3Q25E</u>	4Q25E	<u>Full Year</u>
Intelligent Cloud Azure Revenue and New ARR Build													
Estimated Azure Revenue	30,175	43,808	56,694	16,476	17,992	18,828	20,340	73,637	21.098	22,975	24,129	26,553	94,754
	49.8%	45,000	29.4%	29.4%	30.3%	31 1%	28.8%	29.9%	28.0%	27.7%	28.2%	30.5%	28.7%
y/y growth v/v growth (cc)	47.3%	46.8%	33.4%	28.0%	28.0%	31.1%	30.0%	29.9%	28.5%	28.5%	29.0%	30.5%	29.1%
Al Contribution (%)	47.3%	40.0%	33.4%	20.0%	6%	31.0% 7%	30.0%	29.4%	20.3%	20.3%	29.0%	30.3%	29.176
Al Contribution (%)				3%	070	/70	0%						
New ARR													
Average ARR in Qtr				65.906	71.970	75,314	81.360						
Estimated ARR at end of Qtr				68,938	73,642	78,337	82,500		88,675	94,248	102,344	107.307	
y/y growth				30%	31%	30%	28%		29%	28%	31%	30%	
a/a growth				7%	7%	6%	5%		7%	6%	9%	5%	
Variance				5%	2%	4%	1%						
Estimated Annual Renewal Rate 98%				98%	98%	98%	98%		98%	98%	98%	98%	
Equivalent Qtrly Renewal Rate				99%	99%	99%	99%		99%	99%	99%	99%	
Quarterly Churn				325	347	371	395		416	447	475	516	
Quarterly Renewals				64,215	68,590	73,271	77,942		82,084	88,228	93,773	101,828	
Net New ARR				4,398	4,704	4,695	4,163		6,175	5,573	8,096	4,963	
New ARR	12,936	14,668	14,931	4,723	5,051	5,066	4,557	19,398	6,591	6,020	8,571	5,479	26,660
y/y growth	58%	13%	2%	81%	43%	19%	1%	30%	40%	19%	69%	20%	37%
q/q growth				4%	7%	0%	-10%		-66%	-9%	42%	-36%	
Two-year growth stack	86%	71%	15%	65%	33%	14%	43%		120%	62%	88%	21%	
Adjustments													
Other						214		214					
Estimated FX Impact	284	-264	-683	37	82	5	-55	68	-21	-42	-42	10	-95
Constant Currency New ARR Growth Rate	12,652	14,932	15,614	4,686	4,970	4,848	4,612	19,116	6,612	6,061	8,613	5,469	26,755
y/y growth	54%	15%	6%	79%	41%	14%	2%	28%	40%	20%	70%	20%	38%
q/q growth				2%	6%	-2%	-5%		43%	-8%	42%	-37%	
Two-year Stack		70%	22%	70%	38%	13%	47%	34%	119%	61%	84%	22%	66%
					42.0%					20.8%			
					57%		8%			30%		46%	
Subscription Revenue from Prior Q ARR - Churn				16,054	17,148	18,318	19,486		20,521	22,057	23,443	25,457	
Subscription Revenue from New ARR				413	770	405	911		577	918	686	1,096	
Assumed Linearity	00.470	40.000	50.045	35%	61%	32%	80% 20,397	70 505	35%	61%	32%	80%	04754
Calculated Revenue	30,170	43,833	56,845	16,467	17,918 17.992	18,723 18,828	20,397	73,505	21,098	22,975	24,129	26,553	94,754
Implied Revenue	30,175 0.0%	43,808		16,476 -0.1%	-0.4%	18,828 -0.6%	0.3%						
Variance Azure Consensus - VA Growth	0.0%			-0.1%	-0.4%	-0.6%	0.3%		28.7%	28.5%	29.8%	30.4%	29.4%
Difference			0.4%	3.2%	2.6%	2.6%	-1.8%	-0.3%	-0.7%	-0.8%	-1.6%	0.2%	-0.7%
Azure Consensus - VA CC Growth			0.4%	3.2%	2.0%	2.0%	-1.0%	-0.3%	29.6%	29.1%	30.1%	30.7%	28.9%
Difference	1.6%	-0.3%	1.0%	3.4%	1.1%	2.5%	-0.7%	-0.2%	-1 1%	-0.6%	-1 2%	-0.4%	0.3%
Dillerence	1.6%	-0.3%	7.0%	3.4%	1.1%	2.5%	-0.7%	-0.2%	-1.1%	-0.6%	-1.2%	-0.4%	0.3%

Units in K, \$ in M, except ASP data 2024 Jun-25 2025 (E) 2020 2021 2022 2023 Sep-23 Dec-23 Mar-24 Jun-23 Sep-24 Dec-24 Mar-25 17,992 30.3% 28.0% 20,870 22,175 23,085 25,744 Estimated Azure Revenue 30,175 73,637 91,874 49.89 47.39 29.4% 33.4% 26.7% 27.1% 26.6% 26.3% 23.2% 24.1% 22.6% 23.4% y/y growth (cc) Al Contribution (%) 28.0% 31.0% 30.0% 25.29 Average ARR in Qtr Estimated ARR at end of Qtr 104,617 Estimated Annual Renewal Rate Equivalent Qtrly Renewal Rate Quarterly Churn Quarterly Renewals 99% 99% 99% 99% 99% 99% 371 73,271 416 82,084 434 85,643 457 90,196 68,590 Net New ARR 4,704 5,051 3,578 3,993 New ARR 8,209 12,936 14,668 4,723 5,066 4,557 19,398 8,213 23,912 y/y growth q/q growth Two-year growth stack djustments -15% 34% 51% 23% 81% 869 71% 15% 214 Other Estimated FX Impact Constant Currency New ARR Growth Rate
y/y growth
q/q growth
Two-year Stack 4,612 22% 82% -2% 13% 70% 22% 34% 52% 1.0% 42.0% Subscription Revenue from Prior Q ARR - Churn Subscription Revenue from New ARR 20,521 24,101 1,643 16.054 18.318 22.549 Assumed Linearity 91,874 20,397 73,505 25,744 Calculated Revenue 30,170 30,175 43,833 16,467 17,918 18,723 20,870 22,175

-0.1%

3.2%

-0.4%

-0.6%

0.3%

Exhibit 43: Azure Revenue (Prior Revenue Construct) - Plausible Case

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

#### Office Commercial 365

0.09

**F1Q25** Estimates at Risk Unless M365 Copilot Gains Traction: We believe F1Q25 Office Commercial 365 guidance (prior to the revenue rearrangement) of 14% constant currency growth is at risk as it implies a material improvement in business momentum (New ARR +45% y/y) despite tougher comparison. A more plausible 50% decline (in line with seasonal New ARR growth) in New ARR yields 12.6% cc y/y growth, which is 140bps below guidance.

Note that our official model (base case) does not include any potential M365 Copilot benefit (generally available since November 2023), so any additional traction would present upside to consensus estimates. That being said, given that M365 Copilot was available for all of the last two quarters, and MSFT came only in line with guidance, the traction in M365 Copilot has been lackluster, in our opinion. See Exhibit 44.

**FY25 Estimates Require M365 Copilot Upside:** Assuming F1Q25 is in line with our plausible case, and New ARR grew in line with typical seasonality for the remainder of the year (resulting in FY25 New ARR +2% y/y vs -7% last year), Office Commercial 365 revenue would increase 12.3% y/y, which is lower than consensus of 14.4%.

Azure Consensus - VA Growth

Difference

Azure Consensus - VA CC Growth

Exhibit 44: Office Commercial Revenue (Prior Revenue Construct) – Base Case

Units in K, \$ in M, except ASP data													
	2021	2022	2023	Sep-23	Dec-23	Mar-24	Jun-24	2024	Sep-24	Dec-24	Mar-25	Jun-25	2025 (E)
	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24	4Q24	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year
Productivity and Business Processes													
Office Commercial 0365 Revenue and New ARR Build													
Estimated Commercial Office 365 Revenue	29,350	34,814	39,299 12.9%	10,867 17.6%	10,980 17.4%	11,636	12,023	45,506 15.8%	12,346 13.6%	12,486	13,221	13,654	51,706
y/y growth v/v growth (cc)	20.5%	18.6%	12.9%	17.6%	16.0%	15.2% 15.0%	13.4%		14.0%	13.7% 14.5%	13.6% 14.4%	13.6% 13.3%	13.6%
y/y growtn (cc)				17.0%	16.0%	15.0%	14.0%	15.4%	14.0%	14.5%	14.4%	13.3%	14.1%
New ARR													
Average ARR in Qtr				43,469	43,918	46,544	48,093						
Estimated ARR at end of Qtr				43,694	45,231	47,319	48,574		49,692	51,449	53,724	55,172	
y/y growth				18%	16%	14%	13%		14%	14%	14%	14%	
q/q growth				2%	4%	5%	3%		2%	4%	4%	3%	
Variance				0.5%	3.0%	1.7%	1.0%						
Estimated Annual Renewal Rate 99%	-			99%	99%	99%	99%		99%	99%	99%	99%	
Equivalent Qtrly Renewal Rate	<u>'</u>			100%	100%	100%	100%		100%	100%	100%	100%	
Quarterly Churn				108	110	114	119		122	125	129	135	
Quarterly Renewals				42,836	43,584	45,118	47.200		48.452	49,567	51,320	53,589	
Net New ARR				750	1,538	2.087	1,255		1,118	1,757	2,274	1,448	
New ARR	6,583	4,574	6,363	858	1,647	2,201	1,374	6.080	1,240	1,882	2,404	1,583	7.108
y/y growth	41%	-31%	39%	180%	-9%	-16%	-16%	-4%	45%	14%	9%	15%	17%
g/g growth				-47%	92%	34%	-38%		-10%	52%	28%	-34%	
Two-year Stack	35%	11%	9%	118%	59%	29%	67%	35%	224%	5%	-6%	-1%	12%
Adjustments													
Other	0	0	0			129		129					
Estimated FX Impact	18	-87	-208	2	26	5	-10	22	-4	-13	-17	3	-31
Constant Currency New ARR Growth Rate	6,565	4.661	6.571	856	1.621	2.067	1,384	5,928	1,244	1.894	2,421	1,580	7,139
y/y growth	41%	-29%	44%	179%	-11%	-21%	-15%	-7%	45%	15%	10%	15%	17%
g/g growth				-48%	89%	27%	-33%		-10%	52%	28%	-35%	
Two-year Stack		12%	14%	124%	64%	28%	70%	37%	224%	4%	-11%	0%	11%
Calculated Revenue	29,346	34,805	39,288	10,870	10,978	11,637	12,023	45,509	12,346	12,486	13,221	13,654	51,706
Implied Revenue	29,350 0.0%	34,814		10,867	10,980	11,636	12,023 0.0%						
Variance	0.0%			0.0%	0.0%	0.0%	0.0%						
Total Revenue from M365 Copilot						0	0	0	0	0	0	0	(
% of Commercial Office 365 Revenue						0%	0%	0%	0%	0%	0%	0%	0%
% of Productivity and Business Processes Revenue						0%	0%	0%	0%	0%	0%	0%	0%
% of Total Revenue						0%	0%	0%	0%	0%	0%	0%	0%
Commercial 0365 Consensus - VA Growth									13%	14%	14%	14%	149
Variance %			0.0%	0.2%	0.7%	-0.1%	-0.2%	0.0%	0.2%	-0.1%	-0.3%	-0.3%	-0.2%
Commercial 0365 Consensus - VA CC Growth			0.070	0.270	0.770	0.170	5.270	3.070	14.1%	14.3%	14.9%	14.7%	14.4%
Variance %				1.3%	0.3%	0.7%	0.0%	0.2%	-0.1%	0.2%	-0.5%	-1.4%	-0.4%

Exhibit 45: Office Commercial Revenue (Prior Revenue Construct) - Plausible

Units in K, \$ in M, except ASP data														
	2020	2021	2022	2023	Sep-23	Dec-23	Mar-24	Jun-23	2024	Sep-24	Dec-24	Mar-25	Jun-25	2025 (E)
	<u>Full Year</u>	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24</u>	<u>4Q23</u>	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Yea
Productivity and Business Processes														
Office Commercial 0365 Revenue and New ARR Build														
stimated Commercial Office 365 Revenue	24,351	29,350	34,814	39,299	10,867	10,980	11,636	12,023	45,506	12,193	12,279	12,997	13,425	50,89
y/y growth	24.6%	20.5%	18.6%	12.9%	17.6%	17.4%	15.2%	13.4%	15.8%	12.2%	11.8%	11.7%	11.7%	11.89
y/y growth (cc)					17.0%	16.0%	15.0%	14.0%	15.4%	12.6%	12.6%	12.5%	11.4%	12.39
lew ARR														
Average ARR in Qtr					43,469	43,918	46,544	48,093						
stimated ARR at end of Qtr					43,694	45,231	47,319	48,574		48,877	50,554	52,831	54,240	
y/y growth					18%	16%	14%	13%		12%	12%	12%	12%	
g/g growth					2%	4%	5%	3%		1%	3%	5%	3%	
Variance					0.5%	3.0%	1.7%	1.0%						
Estimated Annual Renewal Rate 999					99%	99%	99%	99%		99%	99%	99%	99%	
Equivalent Qtrly Renewal Rate	_				100%	100%	100%	100%		100%	100%	100%	100%	
Quarterly Churn					108	110	114	119		122	123	127	133	
Quarterly Renewals					42.836	43.584	45,118	47.200		48,452	48,755	50.427	52.698	
Net New ARR					750	1.538	2.087	1.255		303	1.677	2 277	1,409	
New ARR	4.656	6.583	4.574	6.363	858	1,647	2,201	1,374	6.080	425	1,799	2,404	1,542	6.17
y/y growth	-7%	41%	-31%	39%	180%	-9%	-16%	-16%	-4%	-50%	9%	9%	12%	19
g/g growth	-170	4,,,,	-0170	0070	-47%	92%	34%	-38%		-69%	323%	34%	-36%	•
Two-year Stack	-4%	35%	11%	9%	118%	59%	29%	67%	35%	129%	0%	-6%	-4%	-3%
,														
Adjustments														
Other		l ol	0	0			129		129					
Estimated FX Impact		18	-87	-208	2	26	5	-10	22	-4	-13	-17	3	-3
Constant Currency New ARR Growth Rate		6,565	4.661	6.571	856	1.621	2.067	1,384	5,928	429	1.812	2,421	1.539	6,20
y/y growth		41%	-29%	44%	179%	-11%	-21%	-15%	-7%	-50%	10%	10%	12%	29
a/a growth					-48%	89%	27%	-33%		-69%	323%	34%	-36%	
Two-year Stack			12%	14%	124%	64%	28%	70%	37%	129%	-1%	-11%	-3%	-59
·														
Calculated Revenue	24,350	29,346	34,805	39,288	10,870	10,978	11,637	12,023	45,509	12,193	12,279	12,997	13,425	50,89
Implied Revenue	24,351	29,350	34,814		10,867	10,980	11,636	12,023						
Variance	0.0%	0.0%			0.0%	0.0%	0.0%	0.0%						
otal Revenue from M365 Copilot							0	0	0	0	0	0	0	
% of Commercial Office 365 Revenue							0%	0%	0%	0%	0%	0%	0%	09
% of Productivity and Business Processes Revenue							0%	0%	0%	0%	0%	0%	0%	09
% of Total Revenue							0%	0%	0%	0%	0%	0%	0%	09
													- 1	
Commercial 0365 Consensus - VA Growth										13%	14%	14%	14%	149
Commercial 0365 Consensus - VA Growth				0.0%	0.2%	0.7%	-0 1%	-0.2%	0.0%	13% -1.2%	14% -2.0%	14% -2.3%	14% -2.2%	
Commercial 0365 Consensus - VA Growth  Variance %  Commercial 0365 Consensus - VA CC Growth				0.0%	0.2%	0.7%	-0.1%	-0.2%	0.0%	13% -1.2% 14.1%	14% -2.0% 14.3%	14% -2.3% 14.9%	14% -2.2% 14.7%	14° -2.09 14.4°

# **Windows**

**F1Q25 At Least Achievable:** IDC's latest estimates call for a 2.7% decline y/y in global PC shipments in C3Q24 (MSFT's F1Q25). However, Windows PC shipments to developed regions of the world is forecasted to grow 2.0% and compares to MSFT Windows OEM guidance (prior to the rearrangement) of flat y/y. Assuming Windows OEM grows in line with IDC estimates of +2.0% y/y (along with a 10% y/y growth in VLA), Windows revenue would grow about 5.0%, which is about 390bps above consensus.

**FY25 Set up Well:** Assuming Windows OEM grows 5% in FY25, in line with IDC expectations, we estimate there is about 400bps upside to full-year Windows revenue.

Exhibit 46: Windows Revenue (Prior Revenue Construct) - Base Case

Units in K, \$ in M, except ASP data													
	2021		2023	Sep-23	Dec-23	Mar-24	Jun-24	2024	Sep-24	Dec-24	Mar-25	Jun-25	2025 (E)
Mana Para and Companiers	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24</u>	<u>4Q24</u>	Full Year	<u>1Q25E</u>	<u>2Q25E</u>	<u>3Q25E</u>	4Q25E	<u>Full Year</u>
More Personal Computing Windows Revenue Estimates													
Windows Revenue Windows Revenue	22,488	24,761	21,507	5,567	5,262	5,929	6,486	23,244	5,672	5,609	6,350	6,941	24,572
y/y growth (calc)	4.5%	10.1%	-13.1%	4.8%	9.4%	11.3%	7,1%	8.1%	1.9%	6.6%	7.1%	7.0%	5.7%
Windows Consensus - VA	4.370	10.176	-13.170	4.070	3.470	11.370	7.170	0.170	5,613	5,444	6,126	6.681	23.862
Variance %	-3.0%	-1.6%	2.2%	11.9%	1.0%	5.4%	4.6%	1.6%	1.0%	3.0%	3.7%	3.9%	3.0%
Windows Consensus - VA Growth									1.1%	3.9%	3.2%	3.4%	2.9%
Variance %									0.8%	2.7%	3.9%	3.6%	2.8%
Estimated OEM Revenue	15,991	17,745	13,383	3,475	3,581	3,431	3,873	14,360	3,475	3,760	3,602	4,067	14,904
y/y growth (calc)	0%	11%	-25%	4%	11%	11%	4%	7%	0%	5%	5%	5%	4%
y/y growth (reported)				4%	11%	11%	4%						
% of windows revenue	71%	72%	62%	62%	68%	58%	60%	62%	61%	67%	57%	59%	61%
CY y/y growth				Į	-8.1%				L	4.8%			
Gartner "actual" y/y in Windows End User Spending to DM													
5-6	0.407	7.040	0.404	0.000	4.004	0.400	0.040	0.004	0.407	4.040	0.740	0.074	0.000
Estimated VLA	6,497	7,016	8,124	2,092	1,681	2,498	2,613		2,197	1,849	2,748	2,874	9,668
y/y growth	16%	8%	16%	6%	6%	12%	12%	9%	5%	10%	10%	10%	9%
% of windows revenue	29%	28%	38%	38%	32%	42%	40%	38%	39%	33%	43%	41%	39%

Exhibit 47: Window Revenue (Prior Revenue Construct) - Plausible Case

Units in K, \$ in M, except ASP data														
	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Sep-23 1Q24	Dec-23 2024	Mar-24 3Q24	Jun-23 4Q23	2024 Full Year	Sep-24 1Q25E	Dec-24 2Q25E	Mar-25 3Q25E	Jun-25 4Q25E	2025 (E) Full Year
More Personal Computing														
Windows Revenue Estimates														
Windows Revenue	21,510	22,488	24,761	21,507	5,567	5,262	5,929	6,486	23,244	5,846	5,563	6,494	6,956	24,859
y/y growth (calc)	5.5%	4.5%	10.1%	-13.1%	4.8%	9.4%	11.3%	7.1%	8.1%	5.0%	5.7%	9.5%	7.3%	6.9%
Windows Consensus - VA										5,613	5,444	6,126	6,681	23,862
Variance %	-3.2%	-3.0%	-1.6%	2.2%	11.9%	1.0%	5.4%	4.6%	1.6%	4.2%	2.2%	6.0%	4.1%	4.2%
Windows Consensus - VA Growth										1.1%	3.9%	3.2%	3.4%	2.9%
Variance %										3.9%	1.8%	6.4%	3.9%	4.0%
Estimated OEM Revenue	15,912	15,991	17,745	13,383	3,475	3,581	3,431	3,873	14,360	3,544	3,714	3,746	4,082	15,087
y/y growth (calc)	9%	0%	11%	-25%	4%	11%	11%	4%	7%	2%	4%	9%	5%	5%
y/y growth (reported)					4%	11%	11%	4%						
% of windows revenue	74%	71%	72%	62%	62%	68%	58%	60%	62%	61%	67%	58%	59%	61%
CY y/y growth					Į	-8.1%				L	5.0%			
Gartner "actual" y/y in Windows End User Spending to DM														
Estimated VLA	5,598	6,497	7,016	8,124	2,092	1,681	2,498	2,613		2,301	1,849	2,748	2,874	9,772
y/y growth	-3%	16%	8%	16%	6%	6%	12%	12%	9%	10%	10%	10%	10%	10%
% of windows revenue	26%	29%	28%	38%	38%	32%	42%	40%	38%	39%	33%	42%	41%	39%

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

#### NET – Favorable 2024 Setup; Tough 2025

Should Exceed 3Q By a Similar Beat as 2Q. 3Q Street total revenue estimate of \$423.6M (+26.2% y/y) reflects company guidance, and we expect NET to exceed consensus by at least a similar magnitude as the 170bps in 2Q, if not more. Just to meet 3Q Street expectations, new ARR would decline 31.5% y/y, which implies a sharp decline in business momentum from 2Q levels, as measured by a 2-year growth stack of New ARR. See Exhibit 48 Looking at the setup from a seasonal perspective, the 5-year avg. of 3Q sequential growth is 13.3% vs. the sequential decline of 28.3% implied in consensus/guidance, an unlikely outcome in our view, despite sequential growth moderating in each 3Q. In a more plausible scenario where 3Q New ARR grows in the high single digits (around 9% y/y and 14% q/q), which implies similar business momentum as 2Q (around 17%), we see approximately 190bps of upside to consensus. Our plausible estimate of \$431.8M implies y/y growth of 28.7% and See Exhibit 49.

**2024 Guidance Should be Attainable Following a Better 2Q.** Markedly improved 2Q business momentum reduced 2H24 risk significantly. Despite the price increase benefit coming to an end in 2Q, the 2H24 numerical setup now seems favorable. For instance, if our 3Q plausible scenario comes to fruition, NET should be able to guide 4Q above the Street *and* slightly raise current 2024 revenue guidance of 28% y/y. However, we caveat this by reiterating that one quarter does not make a trend, and if the 2Q strength proves **to not be** an inflection point, then the numerical setup could pose some risk.

**2025 Street Estimates Are Challenging.** We believe the 2025 total revenue Street estimate of \$2,093M (+26.3% y/y) is not unreasonable, but also not a given. For instance, if our 2H24 plausible scenario proves to be true and 2024 new ARR grows around 8% y/y (adj. for the price increase), then 2025 Street estimates imply new ARR growth in mid-to-upper-teens (approx. 17%) which is about in line with our plausible 2025 New ARR growth estimate of 16% y/y, which leaves little to no upside, thus posing risk to the stock when 2025 guidance is given, in our view.

Exhibit 48: Cloudflare New Business - Base Case

\$ in millions, except per share data	2020	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	2025 (E)
	Full Year	Full Year	Full Year	1Q23	2Q23	3Q23	4Q23	Full Year	<u>1Q24</u>	2Q24	3Q24E	4Q24E	Full Year	
Average ARR in Q				1,160.7	1,234.0	1,342.4	1,449.9		1,514.4	1,604.0				
Estimated ARR at end of Q				1,197.3	1,288.2	1,396.2	1,482.2		1,559.2	1,676.2	1,731.6	1,875.0		
y/y growth				34.0%	31.9%	32.1%	31.2%		30.2%	30.1%	24.0%	26.5%		
q/q growth				6.0%	7.6%	8.4%	6.2%		5.2%	7.5%	3.3%	8.3%		
% Estimated ARR > Average ARR				3.2%	4.4%	4.0%	2.2%		3.0%	4.5%				
Assumed Annual Renewal Rate				91%	91%	91%	91%		91%	91%	91%	91%		
Equivalent Quarterly Renewal Rate				98%	98%	98%	98%		98%	98%	98%	98%		
Quarterly Churn				26.3	27.9	30.0	32.5		34.5	36.3	39.1	40.3		
Quarterly Renewals				1,103.4	1,169.4	1,258.2	1,363.6		1,447.6	1,522.9	1,637.1	1,691.3		
Net New ARR				67.6	90.9	108.0	86.0		77.0	117.0	55.5	143.4		
New ARR	215.8	341.6	405.3	93.9	118.8	138.0	118.5	469.2	111.6	153.3	94.5	183.7	543.1	727.
y/y growth	46.6%	58.3%	18.7%	-6.8%		33.8%	21.9%	15.7%	18.8%	29.1%	-31.5%		15.8%	34.09
g/g growth	40.0%	36.3%	10.7%		14.0%			13.7%				55.0%	15.6%	34.07
				-3.4%	26.5%	16.2%	-14.1%		-5.9% 4.3	37.4%	-38.3%	94.4%		
Adjustments Adjusted New ARR	215.8	341.6	400.3	93.9	118.8	138.0	118.5	469.2	107.3	153.3	94.5	183.7	538.9	727.
y/y growth	46.6%	58.3%	17.2%	-6.8%	14.0%	33.8%	21.9%	15.7%	14.3%	29.1%	-31.5%	55.0%	14.9%	34.09
g/g growth	40.070	30.378	17.270	-3.4%	26.5%	16.2%	-14.1%	15.170	-9.5%	42.8%	-38.3%	94.4%	14.370	34.0
2-yr stack	102.2%	104.9%	75.5%	47.5%	34.8%	39.6%	22.5%	32.9%	7.5%	43.1%	2.3%	76.9%	30.6%	48.89
2 yi didok	102.2%	104.9%	75.5%	47.5%	34.0%	39.0%	22.5%	32.9%	7.5%	43.1%	2.3%	70.9%	30.0%	40.07
Monthly Price Increase Effect														
Assumed % of ARR affected					11%	11%	11%		11%	11%				
Assumed % Affected that Remains on Monthly					75%	75%	75%		75%	75%				
Portion of Quarter Affected					33%	100%	100%		100%	67%				
Price Increase %					25%	25%	25%		25%	25%				
% Benefit to ARR from Price Increase					0.7%	2.1%	2.1%		2.1%	1.4%				
ARR Benefit from Price Increase					8.1	26.6	28.8		30.6	21.5				
Adjusted New ADD Fundading Dries Income			400.0	00.0	440.0	444.4	20.7	405.7	70.0	404.0	04.5	400.7	400.7	
Adjusted New ARR Excluding Price Increase			400.3	93.9	110.6	111.4	89.7	405.7	76.8	131.8	94.5	183.7	486.7	
y/y growth			17.2%	-6.8%	6.2%	8.0%	-7.7%	0.1%	-18.3%	10.9%	-31.5%	55.0%	3.7%	
q/q growth				-3.4%	17.8%	0.7%	-19.5%		-14.5%	71.7%	-28.3%	94.4%		
2-yr stack				47.5%	26.9%	13.8%	-7.2%	17.3%	-25.1%	17.1%	-23.5%	47.3%	3.8%	1
Subscription Revenue from Prior Q ARR - Churn				275.9	292.4	314.5	340.9		361.9	380.7	409.3	422.8		
Subscription Revenue from New ARR				14.3	16.1	21.1	21.6		16.7	20.3	14.2	32.2		
Assumed % of Rev in Q from New ARR				61%	54%	61%	73%		60%	53%	60%			
ASSUMED % OF REVIEW Q HOME NEW ARK												70%		
Calculated Revenue	431.5	656.4	975.2	290.2	308.5	335.6	362.5	1,296.7	378.6	401.0	423.5	455.0	1,658.0	2,097.6
y/y growth	50.8%	52.1%	48.6%	36.8%	31.5%	32.2%	32.0%	33.0%	30.5%	30.0%	26.2%	25.5%	27.9%	26.59
q/q growth				5.6%	6.3%	8.8%	8.0%		4.4%	5.9%	5.6%	7.4%		
Reported Revenue	431.1	656.4	975.2	290.2	308.5	335.6	362.5	1,296.7	378.6	401.0				
y/y growth	50.2%	52.3%	48.6%	36.8%	31.5%	32.2%	32.0%	33.0%	30.5%	30.0%				
% Delta Calculated vs Reported				0%	0%	0%	0%		0%	0%				
Consensus Estimate (VA)											423.6	455.0	1,657.1	2,093.0
% difference (above consensus)	1.8%	1.3%	0.1%	-0.2%	1.0%	1.6%	2.7%	0.7%	1.4%	1.7%	0.0%	0.0%	0.1%	0.2
y/y growth											26.2%	25.5%	27.8%	26.39
Low End	422.5	647.0	974.0	290.0	305.0	330.0	352.0	1,286.0	372.5	393.5	423.0		1,657.0	
High End	423.5	648.0	975.0	291.0	306.0	331.0	353.0	1,287.0	373.5	394.5	424.0		1,659.0	
Guidance Midpoint	423.0	647.5	974.5	290.5	305.5	330.5	352.5	1,286.5	373.0	394.0	423.5		1,658.0	
% Delta Calculated vs Guidance (midpoint)	1.9%	1.4%	0.1%	-0.1%	1.0%	1.5%	2.8%	0.8%	1.5%	1.8%	0.0%		0.0%	

Exhibit 49: Cloudflare New Business - Plausible Case

\$ in millions, except per share data

\$ in millions, except per share data	2020	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	2025 (E)
	Full Year	Full Year	Full Year	1Q23	<u>2Q23</u>	<u>3Q23</u>	<u>4Q23</u>	Full Year	<u>1Q24</u>	<u>2Q24</u>	3Q24E	4Q24E	Full Year	Full Year
Average ARR in Q				1,160.7	1,234.0	1,342.4	1,449.9		1,514.4	1,604.0				
Estimated ARR at end of Q				1,197.3	1,288.2	1,396.2	1,482.2		1,559.2	1,676.2	1,787.5	1,894.0		
y/y growth				34.0%	31.9%	32.1%	31.2%		30.2%	30.1%	28.0%	27.8%		
q/q growth				6.0%	7.6%	8.4%	6.2%		5.2%	7.5%	6.6%	6.0%		
% Estimated ARR > Average ARR				3.2%	4.4%	4.0%	2.2%		3.0%	4.5%				
Assumed Annual Renewal Rate				91%	91%	91%	91%		91%	91%	91%	91%		
Equivalent Quarterly Renewal Rate				98%	98%	98%	98%		98%	98%	98%	98%		
Quarterly Churn				26.3	27.9	30.0	32.5		34.5	36.3	39.1	41.7		
Quarterly Renewals				1,103.4	1,169.4	1,258.2	1,363.6		1,447.6	1,522.9	1,637.1	1,745.8		
Net New ARR				67.6	90.9	108.0	86.0		77.0	117.0	111.3	106.5		
New ARR	215.8	341.6	405.3	93.9	118.8	138.0	118.5	469.2	111.6	153.3	150.4	148.2	563.4	654.8
y/y growth	46.6%	58.3%	18.7%	-6.8%	14.0%	33.8%	21.9%	15.7%	18.8%	29.1%	9.0%	25.0%	20.1%	16.2%
q/q growth				-3.4%	26.5%	16.2%	-14.1%		-5.9%	37.4%	-1.9%	-1.5%		
Adjustments									4.3					
Adjusted New ARR	215.8	341.6	400.3	93.9	118.8	138.0	118.5	469.2	107.3	153.3	150.4	148.2	559.2	654.8
y/y growth	46.6%	58.3%	17.2%	-6.8%	14.0%	33.8%	21.9%	15.7%	14.3%	29.1%	9.0%	25.0%	19.2%	16.2%
q/q growth				-3.4%	26.5%	16.2%	-14.1%		-9.5%	42.8%	-1.9%	-1.5%		
2-yr stack	102.2%	104.9%	75.5%	47.5%	34.8%	39.6%	22.5%	32.9%	7.5%	43.1%	42.8%	46.9%	34.9%	35.4%
Monthly Price Increase Effect														
Assumed % of ARR affected					11%	11%	11%		11%	11%				
Assumed % Affected that Remains on Monthly					75%	75%	75%		75%	75%				
Portion of Quarter Affected					33%	100%	100%		100%	67%				
Price Increase %					25%	25%	25%		25%	25%				
% Benefit to ARR from Price Increase					0.7%	2.1%	2.1%		2.1%	1.4%				
ARR Benefit from Price Increase					8.1	26.6	28.8		30.6	21.5				
					0.1	20.0	20.0		00.0	21.0				
Adjusted New ARR Excluding Price Increase			400.3	93.9	110.6	111.4	89.7	405.7	76.8	131.8	150.4	148.2	507.1	
y/y growth			17.2%	-6.8%	6.2%	8.0%	-7.7%	0.1%	-18.3%	10.9%	9.0%	25.0%	8.1%	
q/q growth				-3.4%	17.8%	0.7%	-19.5%		-14.5%	71.7%	14.1%	-1.5%		
2-yr stack				47.5%	26.9%	13.8%	-7.2%	17.3%	-25.1%	17.1%	17.0%	17.3%	8.2%	
Subscription Revenue from Prior Q ARR - Churn				275.9	292.4	314.5	340.9		361.9	380.7	409.3	436.5		
Subscription Revenue from New ARR				14.3	16.1	21.1	21.6		16.7	20.3	22.6	25.9		
Assumed % of Rev in Q from New ARR				61%	54%	61%	73%		60%	53%	60%	70%		
Calculated Revenue	431.5	656.4	975.2	290.2	308.5	335.6	362.5	1,296.7	378.6	401.0	431.8	462.4	1,673.8	2,098.9
y/y growth	50.8%	52.1%	48.6%	36.8%	31.5%	32.2%	32.0%	33.0%	30.5%	30.0%	28.7%	27.6%	29.1%	25.4%
q/q growth				5.6%	6.3%	8.8%	8.0%		4.4%	5.9%	7.7%	7.1%		
Reported Revenue	431.1	656.4	975.2	290.2	308.5	335.6	362.5	1,296.7	378.6	401.0	•		1	
y/y growth	50.2%	52.3%	48.6%	36.8%	31.5%	32.2%	32.0%	33.0%	30.5%	30.0%				
% Delta Calculated vs Reported				0%	0%	0%	0%		0%	0%				
Consensus Estimate (VA)											423.6	455.0	1,657.1	2,093.0
% difference (above consensus)	1.8%	1.3%	0.1%	-0.2%	1.0%	1.6%	2.7%	0.7%	1.4%	1.7%	1.9%	1.6%	1.0%	0.3%
y/y growth											26.2%	25.5%	27.8%	26.3%
Low End	422.5	647.0	974.0	290.0	305.0	330.0	352.0	1,286.0	372.5	393.5	423.0		1,657.0	
High End	423.5	648.0	975.0	291.0	306.0	331.0	353.0	1,287.0	373.5	394.5	424.0		1,659.0	
Guidance Midpoint	423.0	647.5	974.5	290.5	305.5	330.5	352.5	1,286.5	373.0	394.0	423.5		1,658.0	
% Delta Calculated vs Guidance (midpoint)	1.9%	1.4%	0.1%	-0.1%	1.0%	1.5%	2.8%	0.8%	1.5%	1.8%	2.0%		1.0%	

#### NOW – Estimates Seem Achievable IF Improved 2Q Business Momentum Continues

Setup for ServiceNow appears to be favorable if the uptick in business momentum (despite lackluster field checks) in 2Q continues, but we caution investors that a return to previous business trends could introduce risk to future numbers. Our last checks indicated below par traction in Generative AI product as well, although we continue to gather more information in this regard. Additionally, headlines about Department of Justice investigation into Carahsoft – ServiceNow's government reseller – will continue to be an overhang (at least until earnings). We reiterate our Sell rating, especially in light of the ultra-premium valuation at about 15.6x NTM recurring revenue.

We are raising our price target from \$640, to \$716 as a result of updating the risk-free rate since our prior target was established (which declined about 60bps).

**3Q24 Estimates Achievable**: 3Q24 Subscription revenue consensus growth of 20.3% implies a drastic decline in New ACV growth y/y (i.e., -90% y/y). In a more plausible scenario of 10% New ACV growth in the quarter (which is more in line with seasonal increased from F2Q to F3Q), Subscription Revenue would grow 1.4% above consensus, or about 22%. NOW is one of the four companies in our coverage that guides quarterly cRPO, a metric we consider flawed since no one other than management has visibility into factors that can impact it (renewals, duration, etc.). For that reason, we expect the company to meet its +22.5% y/y cRPO growth (+22.0% y/y cc), and guide at least in line for next quarter (+21.5% cc y/y). See Exhibit 50.

**2024 Estimates Also Achievable**: We believe that consensus subscription revenue growth of 22% is achievable, as it implies about 2% New ACV growth for the year, compared to an estimated 59% growth last year. Assuming reasonable seasonality in New ACV for F3Q and F4Q, our plausible scenario contemplates a 6% New ACV growth in FY24, which would result in FY24 Subscription revenue growth of 22.8%. See Exhibit 51.

**2025** Estimates within Range Barring any Hiccups: If ServiceNow achieves estimates in the current fiscal year (i.e., 2024), then it can achieve 2025 consensus subscription revenue growth of 21.1% even if New ACV growth remains flat for the year. Outperformance in 2024 may make it incrementally easier for the company to achieve its 2025 targets.

# Exhibit 50: NOW Base Case

\$ in millions, except per share data

	2020	2021	2022	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	Mar-25	Jun-25	Sep-25	Dec-25	2025 (E
	Full Year	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24E	4Q24E	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year
Subscription Revenue	4,285.8	5,573.0	6,891.0	8,680.0	2,523.0	2,542.0	2,664.9	2,857.6	10,587.5	3,005.8	3,122.3	3,263.8	3,374.2	12,766.1
y/y growth	31.7%	30.0%	23.6%	26.0%	24.7%	22.5%	20.3%	20.8%	22.0%	19.1%	22.8%	22.5%	18.1%	20.6%
Constant currency y/y growth	31.3%	28.2%	28.6%	25.5%	24.4%	23.0%	20.5%	20.2%	21.9%	17.5%	22.6%	21.9%	18.1%	20.0%
g/q growth					6.7%	0.8%	4.8%	7.2%		5.2%	3.9%	4.5%	3.4%	
Consensus Estimate (VA)							2,664.8	2,857.5	10,587.3	3,042.7	3,084.7	3,234.0	3,455.7	12,817.1
% difference	0.6%	0.1%	0.3%	0.5%	0.3%	0.5%	0.0%	0.0%	0.0%	(1.2%)	1.2%	0.9%	(2.4%)	(0.4%)
Professional Services and Other Revenue	233.7	322.0	354.0	291.0	80.0	85.0	85.3	85.7	336.0	75.1	78.1	81.6	84.4	319.2
y/y growth	13.8%	37.8%	9.9%	(17.8%)	11.1%	13.3%	18.4%	19.1%	15.5%	(6.1%)	(8.2%)	(4.3%)	(1.6%)	(5.0%)
Constant currency y/y growth	13.8%	35.2%	15.8%	(18.1%)	11.1%	13.3%	18.7%	18.5%	15.4%	(7.7%)	(8.4%)	(4.8%)	(1.6%)	(5.6%)
q/q growth					11.1%	6.3%	0.3%	0.5%		(12.3%)	3.9%	4.5%	3.4%	
PS and other Revenue as a % of Subscription Revenue	5.5%	5.8%	5.1%	3.4%	3.2%	3.3%	3.2%	3.0%	3.2%	2.5%	2.5%	2.5%	2.5%	2.5%
Total Revenue	4,519.5	5,895.0	7,245.0	8,971.0	2,603.0	2,627.0	2,750.2	2,943.3	10,923.5	3,080.9	3,200.4	3,345.4	3,458.6	13,085.3
y/y growth	30.6%	30.4%	22.9%	23.8%	24.2%	22.2%	20.2%	20.8%	21.8%	18.4%	21.8%	21.6%	17.5%	19.8%
Constant currency y/y growth	30.2%	28.6%	27.9%	23.4%	23.9%	22.7%	20.4%	20.2%	21.7%	16.7%	21.6%	21.1%	17.5%	19.2%
q/q growth					6.8%	0.9%	4.7%	7.0%		4.7%	3.9%	4.5%	3.4%	
Consensus Estimate (VA)							2,744.2	2,936.6	10,910.8	3,125.8	3,172.4	3,317.3	3,539.6	13,155.2
% difference	0.7%	0.2%	(0.0%)	0.4%	0.5%	0.7%	0.2%	0.2%	0.1%	(1.4%)	0.9%	0.8%	(2.3%)	(0.5%)
Billings and Bookings Analysis	_													
Deferred revenue, current	2,962.6	3,836.0	4,660.0	5,785.0	5,700.0	5,615.0	5,027.4	7,091.0	7,091.0	7,006.0	6,830.4	6,124.2	8,231.9	8,231.9
y/y growth	35.5%	29.5%	21.5%	24.1%	20.2%	21.7%	13.2%	22.6%	22.6%	22.9%	21.6%	21.8%	16.1%	16.1%
% of total					98.3%	98.5%	98.5%	98.5%		98.5%	98.5%	98.5%	98.5%	
New ACV Build														
Calculated Subscription ACV	4,978.7	6,475.8	7,730.6	9,802.7	2,468.9	2,446.8	2,077.6	4,900.3	11,893.5	2,947.8	2,917.4	2,560.1	5,476.3	13,901.6
y/y growth	31.4%	30.1%	19.4%	26.8%	15.8%	26.3%	1.5%	32.9%	21.3%	19.4%	19.2%	23.2%	11.8%	16.9%
Renewal Subscription ACV	3,708.5	4,876.5	6,359.6	7,621.0	2,089.3	1,898.4	2,026.2	3,650.2	9,664.0	2,444.2	2,422.3	2,056.8	4,851.3	11,774.6
y/y growth	31.6%	31.5%	30.4%	19.8%	26.7%	29.0%	33.3%	22.5%	26.8%	17.0%	27.6%	1.5%	32.9%	21.8%
New Subscription ACV	1,270.2	1,599.3	1,371.0	2,181.8	379.6	548.3	51.4	1,250.1	2,229.5	503.6	495.1	503.3	625.1	2,127.0
y/y growth	31.0%	25.9%	-14.3%	59.1%	-21.4%	17.7%	-90.2%	77.0%	2.2%	32.7%	-9.7%	879.1%	-50.0%	-4.6%
Adjustments to Subscription ACV and New Subscription ACV														
Total Adjustments	(07.0)	(00.4)	074.4	(00.0)	(0.0)	40.0		0.0	0.4	(40.7)	(0.0)	(4.4.4)	0.0	(04.4
Current Subscription Billings (Subscription ACV)	(97.8)	(28.1)	274.1	(32.9)	(6.0)	10.0	5.4	0.0	9.4	(40.7)	(6.3)	(14.1)	0.0	(61.1
New Subscription ACV	(85.0)	51.7	67.0	(7.7)	(1.5)	2.5	1.3	0.0	2.3	(10.1)	(1.6)	(3.3)	0.0	(15.0
Adjusted Subscription ACV and New Subscription ACV														
Adjusted Subscription ACV	4,880.9	6,447.7	8,004.7	9,769.8	2,462.9	2,456.8	2,083.0	4,900.3	11,902.9	2,907.1	2,911.0	2,546.0	5,476.3	13,840.5
y/y growth (off Unadjusted Base)	28.9%	29.5%	23.6%	26.4%	15.5%	26.8%	1.8%	32.9%	21.4%	17.7%	19.0%	22.5%	11.8%	16.4%
Adjusted New Subscription ACV	1,185.2	1,651.0	1,438.1	2,174.0	378.1	550.8	52.7	1,250.1	2,231.8	493.5	493.5	500.0	625.1	2.112.1
y/y growth (off Unadjusted Base)	22.2%	30.0%	-10.1%	58.6%	-21.7%	18.3%	-90.0%	77.0%	2,231.6	30.0%	-10.0%	NM	-50.0%	-5.3%
Two-year growth stack	45.2%	52.2%	19.9%	48.5%	19.4%	192.0%	65.8%	84.5%	60.9%	8.3%	8.3%	NM	27.0%	-3.0%
y/y growth, TTM (off Unadjusted Base)	45.276	32.2/6	13.370	40.576	36.8%	19.1%	-20.9%	2.3%	30.370	0.0%	6.0%	62.4%	-5.3%	-3.07
g/g growth					-45.8%	45.7%		2273.6%		-60.5%	0.0%	1.3%	25.0%	
Q/Q growar					-40.0%	40.1%	-90.4%	4413.0%		-00.5%	0.0%	1.5%	20.0%	

**Exhibit 51: NOW Plausible Case** 

\$ in millions, except per share data

	2020	2021	2022	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	Mar-25	Jun-25	Sep-25	Dec-25	2025 (E
	Full Year	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24E	4Q24E	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year
Subscription Revenue	4,285.8	5,573.0	6,891.0	8,680.0	2,523.0	2,542.0	2,702.5	2,889.9	10,657.4	3,028.8	3,148.1	3,304.6	3,443.9	12,925.4
y/y growth	31.7%	30.0%	23.6%	26.0%	24.7%	22.5%	22.0%	22.2%	22.8%	20.0%	23.8%	22.3%	19.2%	21.3%
Constant currency y/y growth	31.3%	28.2%	28.6%	25.5%	24.4%	23.0%	22.2%	21.6%	22.7%	18.4%	23.6%	21.8%	19.2%	20.7%
q/q growth					6.7%	0.8%	6.3%	6.9%		4.8%	3.9%	5.0%	4.2%	
Consensus Estimate (VA)							2,664.8	2,857.5	10,587.3	3,042.7	3,084.7	3,234.0	3,455.7	12,817.1
% difference	0.6%	0.1%	0.3%	0.5%	0.3%	0.5%	1.4%	1.1%	0.7%	(0.5%)	2.1%	2.2%	(0.3%)	0.8%
Professional Services and Other Revenue	233.7	322.0	354.0	291.0	80.0	85.0	86.5	86.7	338.2	75.7	78.7	82.6	86.1	323.1
y/y growth	13.8%	37.8%	9.9%	(17.8%)	11.1%	13.3%	20.1%	20.4%	16.2%	(5.4%)	(7.4%)	(4.5%)	(0.7%)	(4.4%)
Constant currency y/y growth	13.8%	35.2%	15.8%	(18.1%)	11.1%	13.3%	20.4%	19.8%	16.1%	(7.0%)	(7.7%)	(5.0%)	(0.7%)	(5.0%)
q/q growth					11.1%	6.3%	1.7%	0.3%		(12.7%)	3.9%	5.0%	4.2%	
PS and other Revenue as a % of Subscription Revenue	5.5%	5.8%	5.1%	3.4%	3.2%	3.3%	3.2%	3.0%	3.2%	2.5%	2.5%	2.5%	2.5%	2.5%
Total Revenue	4,519.5	5,895.0	7,245.0	8,971.0	2,603.0	2,627.0	2,788.9	2,976.6	10,995.6	3,104.5	3,226.8	3,387.2	3,530.0	13,248.6
y/y growth	30.6%	30.4%	22.9%	23.8%	24.2%	22.2%	21.9%	22.1%	22.6%	19.3%	22.8%	21.5%	18.6%	20.5%
Constant currency y/y growth	30.2%	28.6%	27.9%	23.4%	23.9%	22.7%	22.1%	21.5%	22.5%	17.6%	22.6%	20.9%	18.6%	19.9%
q/q growth					6.8%	0.9%	6.2%	6.7%		4.3%	3.9%	5.0%	4.2%	
Consensus Estimate (VA)							2,744.2	2,936.6	10,910.8	3,125.8	3,172.4	3,317.3	3,539.6	13,155.2
% difference	0.7%	0.2%	(0.0%)	0.4%	0.5%	0.7%	1.6%	1.4%	0.8%	(0.7%)	1.7%	2.1%	(0.3%)	0.7%
Billings and Bookings Analysis														
Deferred revenue, current	2,962.6	3,836.0	4,660.0	5,785.0	5,700.0	5,615.0	5,513.9	7,096.5	7,096.5	7,007.6	6,778.0	6,543.8	8,340.0	8,340.0
y/y growth	35.5%	29.5%	21.5%	24.1%	20.2%	21.7%	24.2%	22.7%	22.7%	22.9%	20.7%	18.7%	17.5%	17.5%
% of total					98.3%	98.5%	98.5%	98.5%		98.5%	98.5%	98.5%	98.5%	
New ACV Build														
Calculated Subscription ACV	4,978.7	6,475.8	7,730.6	9.802.7	2.468.9	2.446.8	2.604.2	4.462.4	11.982.3	2.966.8	2.890.0	3.072.9	5.230.0	14,159.6
y/y growth	31.4%	30.1%	19.4%	26.8%	15.8%	26.3%	27.2%	21.0%	22.2%	20.2%	18.1%	18.0%	17.2%	18.2%
y, y g.c.ii.i	31.470	30.178	13.470	20.070	10.070	20.070	21.270	21.070	22.270	20.270	10.170	10.070	17.270	10.270
Renewal Subscription ACV	3,708.5	4,876.5	6,359.6	7,621.0	2,089.3	1,898.4	2.026.2	3,650.2	9,664.0	2.444.2	2.422.3	2,578.2	4,417.8	11.862.5
y/y growth	31.6%	31.5%	30.4%	19.8%	26.7%	29.0%	33.3%	22.5%	26.8%	17.0%	27.6%	27.2%	21.0%	22.7%
773														
New Subscription ACV	1,270.2	1,599.3	1,371.0	2,181.8	379.6	548.3	578.1	812.2	2,318.2	522.6	467.7	494.7	812.2	2,297.1
y/y growth	31.0%	25.9%	-14.3%	59.1%	-21.4%	17.7%	9.8%	15.0%	6.3%	37.7%	-14.7%	-14.4%	0.0%	-0.9%
Adjustments to Subscription ACV and New Subscription ACV														
Total Adjustments														
Current Subscription Billings (Subscription ACV)	(97.8)	(28.1)	274.1	(32.9)	(6.0)	10.0	5.4	0.0	9.4	(40.7)	(6.3)	(14.1)	0.0	(61.1
New Subscription ACV	(85.0)	51.7	67.0	(7.7)	(1.5)	2.5	1.3	0.0	2.3	(10.1)	(1.6)	(3.3)	0.0	(15.0
Adjusted Subscription ACV and New Subscription ACV														
									11,991.7	2,926.1		2 250 7		14,098.4
Adjusted Subscription ACV	4,880.9	6,447.7	8,004.7	9,769.8	2,462.9	2,456.8	2,609.6	4,462.4	11,551.7	_,0_0.	2,883.6	3,058.7	5,230.0	,
Adjusted Subscription ACV y/y growth (off Unadjusted Base)	<b>4,880.9</b> 28.9%	<b>6,447.7</b> 29.5%	<b>8,004.7</b> 23.6%	9,769.8 26.4%	<b>2,462.9</b> 15.5%	2,456.8 26.8%	2,609.6 27.5%	21.0%	22.3%	18.5%	2,883.6 17.9%	17.5%	5,230.0 17.2%	
y/y growth (off Unadjusted Base)	28.9%	29.5%	23.6%	26.4%	15.5%	26.8%	27.5%	21.0%	22.3%	18.5%	17.9%	17.5%	17.2%	17.7%
y/y growth (off Unadjusted Base)  Adjusted New Subscription ACV	28.9%	29.5% 1,651.0	23.6%	26.4%	15.5% 378.1	26.8% <b>550.8</b>	27.5% <b>579.3</b>	21.0% <b>812.2</b>	22.3%	18.5% <b>512.5</b>	17.9% 466.1	17.5% 491.4	17.2% 812.2	17.7% 2,282.2
Adjusted New Subscription ACV y/y growth (off Unadjusted Base)	28.9% 1,185.2 22.2%	29.5% 1,651.0 30.0%	23.6% 1,438.1 -10.1%	26.4% 2,174.0 58.6%	15.5% 378.1 -21.7%	26.8% 550.8 18.3%	27.5% 579.3 10.0%	21.0% 812.2 15.0%	22.3% 2,320.5 6.4%	18.5% 512.5 35.0%	17.9% 466.1 -15.0%	17.5% 491.4 -15.0%	17.2% 812.2 0.0%	2,282.2 -1.6%
y/y growth (off Unadjusted Base)  Adjusted New Subscription ACV y/y growth (off Unadjusted Base) Two-year growth stack	28.9%	29.5% 1,651.0	23.6%	26.4%	15.5% 378.1 -21.7% 19.4%	26.8% 550.8 18.3% 192.0%	27.5% 579.3 10.0% 165.8%	21.0% 812.2 15.0% 22.5%	22.3%	18.5% 512.5 35.0% 13.3%	17.9% 466.1 -15.0% 3.3%	17.5% 491.4 -15.0% -5.0%	17.2% 812.2 0.0% 15.0%	17.7% 2,282.2 -1.6%
yly growth (off Unadjusted Base)  Adjusted New Subscription ACV yly growth (off Unadjusted Base)	28.9% 1,185.2 22.2%	29.5% 1,651.0 30.0%	23.6% 1,438.1 -10.1%	26.4% 2,174.0 58.6%	15.5% 378.1 -21.7%	26.8% 550.8 18.3%	27.5% 579.3 10.0%	21.0% 812.2 15.0%	22.3% 2,320.5 6.4%	18.5% 512.5 35.0%	17.9% 466.1 -15.0%	17.5% 491.4 -15.0%	17.2% 812.2 0.0%	17.7% 2,282.2

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

# OKTA – Revenue to Beat and Raise; cRPO Shouldn't Matter but Unfortunately It Does...

**Upside to F3Q Revenue Setup.** Okta guided F3Q total revenue growth of 11% y/y which implies virtually no new ACV is signed in the quarter, a scenario we view as unlikely. In a more plausible scenario where New ACV grows 30%, off the easiest comp from the year ago period, we see upside of 330bps and 320bps to subscription and total revenue. See Exhibit 53. 3Q guidance for cRPO came in below consensus for a 2nd consecutive quarter, and implies high single digit growth (\$1,985M - \$1,990M, +9% y/y), a target we believe the company should exceed as it has in prior quarters. Okta is just one of four companies in our coverage universe that encourages investors to focus on cRPO as a measure of business momentum (we don't). Guidance for what we view as this flawed metric took a material toll on the stock, as it was down 18% the following day (vs. IGV +1.2%) leaving us (and investors) in disarray despite another strong quarter. **With all that said, OKTA should be able to guide F4Q above and raise FY25 revenue guidance once again,** 

but that won't matter if F4Q cRPO guidance is below current consensus of \$2,113M which implies growth of +8.3% y/y.

**FY25 Guidance Setup Is Still Favorable**. Okta provided initial FY25 total revenue guidance of 10% y/y total revenue growth on the F3Q24 conference call, which the company has since raised three times. According to our model, revised total revenue guidance of \$2,555 - \$2,565M (+13% y/y) implies virtually no new ACV is signed in 2HFY25. See Exhibit 52. Okta has surpassed initial FY23 and FY24 total revenue guidance by at least 400bps, and we believe there is room for a similar outcome on initial FY25 guidance. Our plausible case implies New ACV declines 5.2% (vs. down approximately 65.7% y/y in our base case to meet guidance) and implies total revenue growth of 16% y/y, 270bps above current Street estimates and 670bps above initial guidance.

**Upside to FY26 Street Estimates**. Both subscription and total revenue consensus estimates imply FY26 growth of 10% y/y, which we believe is a low bar with solid upside. Our plausible FY26 scenario (flat New ACV growth) implies ample room to beat and raise throughout the year. However, the question remains where OKTA will start FY26 total revenue when and if it provides preliminary guidance on the F3Q25 conference call. It's typically eventually beat initial annual revenue guidance by about 500 bps, implying guidance of about 8.5% guidance if our Plausible 13.5% scenario is likely. Single digit guidance is probably not something investors would like to see, even if we (and they) don't expect the company to actually print that based on precedent.

Exhibit 52: OKTA Base Case

Revenue Breakdown   796.6   1,249.2   1,794.2   503.0   542.0   569.0   591.0   2,205.0   603.0   632.0   635.0   634.0   2,594.1   2,797.7   1/97.0   1/9	\$ in millions, except per share data	2021	2022	2023	Apr-23	Jul-23	Oct-23	Jan-24	2024	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	2026 (E)
Subscription   786.6   1,249.2   1,794.2   50.0   52.0   59.0   59.0   59.0   60.0   63.0   63.0   63.0   63.0   0.256,4   1,797.7   1,797.9   1,7	Payanua Praakdawn	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24</u>	<u>4Q24</u>	Full Year	1Q25	<u>2Q25</u>	3Q25E	4Q25E	Full Year	Full Year
yly growth   44.1%   56.8%   43.9%   26.4%   24.5%   22.9%   19.9%   16.6%   11.6%   7.3%   13.6%   11.7%   13		706.6	1 240 2	1 704 2	502 O	E42 0	560 O	E01 0	2 205 0	603.0	622.0	625.0	624.0	2 504 1	2 707 7
"Arign growth   95.4%   96.1%   96.6%   97.1%   97.8%   97	•		, -	, -					,					,	, -
\$\( \sigma\$ of revenue   95.4\qquad  \q	,,,	44.1%	56.8%	43.6%					22.9%					13.6%	11.7%
Consensas Estimate (VA) % difference (above consensus) 1, 1% 1, 18% 1, 1		05 40/	00.40/	00.00/					07.40/					07.00/	07.00/
## difference (above consensus)		95.4%	96.1%	96.6%	97.1%	97.5%	97.4%	97.7%	97.4%	97.7%	97.8%				
Professional services and other   38.8   51.0   63.6   15.0   14.0   15.0   14.0   18.8   14.0   14.0   13.0   13.5   55.0   61.5   10.19		4.00/	4.00/	4.00/	4.00/	4.70/	4.40/	2.50/	0.007	0.00/	0.00/				
Professional services and other   38.8   51.0   63.6   15.0   14.0   15.0   14.0   58.0   14.0   14.0   14.0   13.3   55.9   61.6   19.0   19.		1.8%	1.8%	1.2%	1.9%	4.7%	4.4%	3.5%	0.9%	2.3%	2.2%				
y/y growth															
q'q growth															
% of revenue         4.6%         3.9%         3.4%         2.9%         2.6%         2.3%         2.6%         2.2%		16.3%	31.4%	24.7%					-8.8%					-3.6%	10.1%
Total Revenue   835.4   1,300.2   1,857.8   518.0   556.0   584.0   605.0   2,283.0   617.0   646.0   649.0   648.0   2,560.0   2,859.2															
y/y growth															
1.6% 7.3% 5.0% 3.6%   2.0% 4.7% 0.5% -0.2%															
Consensus Estimate (VA) % difference (above consensus) 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5%		42.5%	55.6%	42.9%					21.8%					13.1%	11.7%
% difference (above consensus)         1.5%         1.8%         1.1%         1.5%         4.1%         4.4%         3.2%         0.8%         2.1%         2.1%         0.0%         -0.2%         -0.1%         1.5%         y/y growth         1.5%         4.1%         4.4%         3.2%         0.8%         2.1%         2.0%         -0.2%         -0.1%         1.5%         1.5%         y/y growth         11.2%         7.4%         13.2%         10.0%           Total Subscription Billings (unadjusted)         937.2         1,731.2         2,059.2         428.0         597.0         601.0         828.0         2,454.0         502.0         637.0         664.3         777.5         2,480.8         2,507.4           yly growth         39.8%         84.7%         18.9%         15.0%         25.7%         16.4%         19.0%         19.2%         17.3%         6.7%         -6.4%         -6.6%         1.1%         1.1%         1.1%         1.1%         1.1%         1.1%         1.1%         1.1%         1.1%         1.1%         1.1%         3.2.8%         1.94.0%         19.0%         94.0%         94.0%         94.0%         94.0%         94.0%         94.0%         94.0%         94.0%         94.0%         94.0% <td< td=""><td></td><td></td><td></td><td></td><td>1.6%</td><td>7.3%</td><td>5.0%</td><td>3.6%</td><td></td><td>2.0%</td><td>4.7%</td><td></td><td></td><td></td><td></td></td<>					1.6%	7.3%	5.0%	3.6%		2.0%	4.7%				
Total Subscription Billings (unadjusted) 937.2 1,731.2 2,059.2 428.0 597.0 601.0 828.0 2,454.0 502.0 637.0 564.3 777.5 2,480.8 2,507.4 y/y growth 39.8% 84.7% 18.9% 16.9% 16.9% -36.5% 39.5% 0.7% 37.8% 19.9% 19.2% 17.3% 6.7% -6.1% -6.1% -6.1% -1.1% 37.8% 11.1% 37.8% 11.1% 11.1% 37.8% 11.1% 11.1% 11.1% 11.1% 11.1% 11.1% 38.6% 84.7% 85.3% 39.5% 0.7% 37.8% 10.09 10.00															
Total Subscription Billings (unadjusted)  937.2 1,731.2 2,059.2 428.0 597.0 601.0 828.0 2,454.0 502.0 637.0 564.3 777.5 2,480.8 2,507.1 y/y growth	% difference (above consensus)	1.5%	1.8%	1.1%	1.5%	4.1%	4.4%	3.2%	0.8%	2.1%	2.1%				1.5%
39.8%   84.7%   18.9%   15.0%   25.7%   16.4%   19.0%   19.2%   17.3%   6.7%   -6.1%   -6.1%   1.1%   1.1%   1.1%   4/q growth   39.8%   84.7%   18.9%   15.0%   25.7%   16.4%   19.0%   19.2%   17.3%   6.7%   -6.1%   -6.1%   1.1%   1.1%   4/q growth   39.8%   39.5%   39.5%   39.5%   39.5%   37.6%   39.4%   26.9%   -11.4%   37.6%   39.4%   26.9%   -11.4%   37.6%   39.4%   26.9%   -11.4%   37.6%   39.4%   26.9%   -11.4%   37.6%   39.4%   26.9%   -11.4%   37.6%   39.2%   19.0%   20.1%   14.6%   24.6%   16.3%   38.2%   34.8%   39.2%   19.0%   20.1%   14.6%   24.6%   16.3%   18.6	y/y growth											11.2%	7.4%	13.2%	10.0%
39.8%   84.7%   18.9%   15.0%   25.7%   16.4%   19.0%   19.2%   17.3%   6.7%   -6.1%   -6.1%   1.1%   1.1%   1.1%   4/q growth   39.8%   84.7%   18.9%   15.0%   25.7%   16.4%   19.0%   19.2%   17.3%   6.7%   -6.1%   -6.1%   1.1%   1.1%   4/q growth   39.8%   39.5%   39.5%   39.5%   39.5%   37.6%   39.4%   26.9%   -11.4%   37.6%   39.4%   26.9%   -11.4%   37.6%   39.4%   26.9%   -11.4%   37.6%   39.4%   26.9%   -11.4%   37.6%   39.4%   26.9%   -11.4%   37.6%   39.2%   19.0%   20.1%   14.6%   24.6%   16.3%   38.2%   34.8%   39.2%   19.0%   20.1%   14.6%   24.6%   16.3%   18.6															
## Renewal Rate  Subscription ACV Renewals  y/y growth  47.5% 38.6% 44.4% 6.6% 16.5% 38.2% 19.0% 20.1% 14.9% 24.6% 16.3% 18.3% 18.6% 1.3%  y/y growth  y/y growth  Adj lusted Current Subscription ACV  93.0% 39.5% 0.7% 37.8%  -38.5% 39.5% 0.7% 37.8%  -39.40% 94.0% 9									,						,
Renewal Rate Subscription ACV Renewals  ### Arc.   Subscription ACV Renewals   Subscription ACV Renewals   Wy growth   47.5%   38.6%   84.4%   68.8%   16.5%   38.2%   19.0%   20.1%   14.9%   24.6%   16.3%   18.3%   18.6%   1.3%   20.1%	y/y growth	39.8%	84.7%	18.9%	15.0%	25.7%	16.4%	19.0%	19.2%	17.3%	6.7%	-6.1%	-6.1%	1.1%	1.1%
Subscription ACV Renewals	q/q growth				-38.5%	39.5%	0.7%	37.8%		-39.4%	26.9%	-11.4%	37.8%		
Subscription ACV Renewals															
y/y growth q/q growth       47.5%       38.6%       84.4%       6.8%       16.5%       38.2%       19.0% 20.1%       14.9% 24.6%       16.3% 18.3% 18.3% 18.6%       18.3% 18.6% 13.3% 18.3% 18.6%         New Subscription ACV (Caclulated from reported numbers y/y growth q/q growth       300.2 842.6 448.1 78.5 145.8 115.1 169.2 508.7 99.9 76.6 1.2 1.7 179.4 179.4 179.4 179.4 179.4 180.7% 180.7% 180.7% 180.7% 180.7% 180.7% 180.7% 180.7% 180.7% 180.7% 180.7% 180.7% 180.7% 180.7% 180.2% 180.7% 180.7% 180.7% 180.2% 180.7% 180.2% 180.7% 180.2% 180.2% 180.7% 180.2% 180.7% 180.2% 180.7% 180.2% 180.7% 180.	Renewal Rate				94.0%	94.0%	94.0%	94.0%		94.0%	94.0%	94.0%	94.0%		
q'q growth         -35.7%         26.8%         8.2%         34.8%         -37.9%         37.5%         1.0%         37.2%           New Subscription ACV (Caclulated from reported numbers y/y growth q/q growth         300.2         842.6         448.1         78.5         145.8         115.1         169.2         508.7         99.9         76.6         1.2         1.7         179.4         179	Subscription ACV Renewals			1,616.0		448.2			1,940.3	406.1	558.4	564.0		2,302.1	2,332.6
New Subscription ACV (Caclulated from reported numbers	y/y growth	47.5%	38.6%	84.4%	6.8%	16.5%	38.2%	19.0%	20.1%	14.9%	24.6%	16.3%	18.3%	18.6%	1.3%
y/y growth       23.0%       180.7%       -46.8%       74.6%       58.3%       -30.2%       15.9%       13.5%       27.2%       -47.4%       -99.0%       -99.0%       -99.0%       -64.7%       0.0%         Subscription Billings Adjustments:       359       (83)       1       0       0       0       1       5       0       0       0       5       0         Adjusted Current Subsciption ACV       932.5       1,360.2       2,147.0       431.0       594.0       600.0       823.0       2,448.0       501.1       635.0       565.2       775.3       2,476.6       2,512.0         y/y growth       38.6%       45.9%       24.9%       14.6%       24.6%       16.3%       18.6%       16.0%       6.9%       -5.8%       -5.6%       1.1%       1.2%         q/q growth       30.0       483.6       531.0       77.5       145.8       115.1       169.2       507.7       95.0       76.6       1.2       1.7       174.5       179.4         y/y growth       23.0%       61.1%       -37.0%       77.5       145.8       115.1       169.2       507.7       95.0       76.6       1.2       1.7       174.5       179.4         Adj	q/q growth				-35.7%	26.8%	8.2%	34.8%		-37.9%	37.5%	1.0%	37.2%		
y/y growth       23.0%       180.7%       -46.8%       74.6%       58.3%       -30.2%       15.9%       13.5%       27.2%       -47.4%       -99.0%       -99.0%       -99.0%       -64.7%       0.0%         Subscription Billings Adjustments:       359       (83)       1       0       0       0       1       5       0       0       0       5       0         Adjusted Current Subsciption ACV       932.5       1,360.2       2,147.0       431.0       594.0       600.0       823.0       2,448.0       501.1       635.0       565.2       775.3       2,476.6       2,512.0         y/y growth       38.6%       45.9%       24.9%       14.6%       24.6%       16.3%       18.6%       16.0%       6.9%       -5.8%       -5.6%       1.1%       1.2%         q/q growth       30.0       483.6       531.0       77.5       145.8       115.1       169.2       507.7       95.0       76.6       1.2       1.7       174.5       179.4         y/y growth       23.0%       61.1%       -37.0%       77.5       145.8       115.1       169.2       507.7       95.0       76.6       1.2       1.7       174.5       179.4         Adj															
g/g growth         -46.2%         85.7%         -21.0%         47.0%         -41.0%         -23.3%         -98.5%         47.0%           Subscription Billings Adjustments:         Total Adjustments         359         (83)         1         0         0         0         1         5         0         0         0         5         0           Adjusted Current Subsciption ACV         932.5         1,360.2         2,147.0         431.0         594.0         600.0         823.0         2,448.0         501.1         635.0         565.2         775.3         2,476.6         2,512.0           y/y growth         38.6%         45.9%         24.9%         14.6%         24.6%         16.3%         18.3%         18.6%         16.0%         6.9%         -5.8%         -5.8%         1.1%         1.2%           Adj New Current Subs Billings (New Subs ACV)         300.2         483.6         531.0         77.5         145.8         115.1         169.2         507.7         95.0         76.6         1.2         1.7         174.5         179.4           y/y growth         23.0%         61.1%         -37.0%         72.4%         58.3%         -30.2%         15.9%         13.3%         21.0%         -47.4%         99.0%	New Subscription ACV (Caclulated from reported numbers	300.2	842.6	448.1	78.5	145.8	115.1	169.2	508.7	99.9	76.6	1.2	1.7	179.4	179.4
Subscription Billings Adjustments:  Total Adjustments  359 (83) 1 0 0 0 1 5 0 0 0 5 0 0  Adjusted Current Subsciption ACV  y/y growth  38.6% 45.9% 24.9% 14.6% 24.6% 16.3% 18.3% 18.6% 16.0% 6.9% 5.8% -5.8% 1.1% 1.2% -37.8% 37.8% 1.0% 37.2% 18.6% 18.0% 26.7% -11.0% 37.2%  Adj New Current Subs Billings (New Subs ACV)  300.2 483.6 531.0 77.5 145.8 115.1 169.2 507.7 95.0 76.6 1.2 1.7 174.5 179.4 17	y/y growth	23.0%	180.7%	-46.8%	74.6%	58.3%	-30.2%	15.9%	13.5%	27.2%	-47.4%	-99.0%	-99.0%	-64.7%	0.0%
Total Adjustments 359 (83) 1 0 0 0 1 5 0 0 0 5 0 0 5 0 0 5 0 0 5 0 0 0 5 0 0 0 5 0 0 0 5 0 0 0 0 5 0 0 0 0 0 5 0	q/q growth				-46.2%	85.7%	-21.0%	47.0%		-41.0%	-23.3%	-98.5%	47.0%		
Total Adjustments 359 (83) 1 0 0 0 1 5 0 0 0 5 0 0 5 0 0 5 0 0 5 0 0 0 5 0 0 0 5 0 0 0 5 0 0 0 0 5 0 0 0 0 0 5 0															
Adjusted Current Subsciption ACV 932.5 1,360.2 2,147.0 431.0 594.0 600.0 823.0 2,448.0 501.1 635.0 565.2 775.3 2,476.6 2,512.0  y/y growth 38.6% 45.9% 24.9% 14.6% 24.6% 16.3% 18.3% 18.6% 16.0% 6.9% -5.8% -5.8% 1.1% 1.2%  q/g growth 30.2 483.6 531.0 77.5 145.8 115.1 169.2 507.7 95.0 76.6 1.2 1.7 174.5 179.4  y/y growth 23.0% 61.1% -37.0% 72.4% 58.3% -30.2% 15.9% 13.3% 21.0% -47.4% -99.0% -99.0% -65.7% 0.0%  q/g growth -46.1% 88.1% -21.0% 47.0% -43.9% -19.3% -98.5% 47.0%	Subscription Billings Adjustments:														
y/y growth 38.6% 45.9% 24.9% 14.6% 24.6% 16.3% 18.3% 18.6% 16.0% 6.9% -5.8% -5.8% 1.1% 1.2% q/q growth 38.6% 45.9% 24.9% 14.6% 24.6% 16.3% 18.3% 18.3% 18.6% 16.0% 6.9% -5.8% -5.8% 1.1% 1.2% -37.8% 37.8% 1.0% 37.2% 18.6% 16.0% 6.9% -5.8% -5.8% 1.1% 1.2% -37.0% 17.5 14.5% 115.1 169.2 507.7 95.0 76.6 1.2 1.7 174.5 179.4 y/y growth 23.0% 61.1% -37.0% 172.4% 58.3% -30.2% 15.9% 13.3% 21.0% 47.4% -99.0% -99.0% -65.7% 0.0% -46.1% 88.1% -21.0% 47.0% -43.9% -19.3% -98.5% 47.0%	Total Adjustments		359	(83)	1	0	0	0	1	5	0	0	0	5	0
y/y growth 38.6% 45.9% 24.9% 14.6% 24.6% 16.3% 18.3% 18.6% 16.0% 6.9% -5.8% -5.8% 1.1% 1.2% q/q growth 38.6% 45.9% 24.9% 14.6% 24.6% 16.3% 18.3% 18.3% 18.6% 16.0% 6.9% -5.8% -5.8% 1.1% 1.2% -37.8% 37.8% 1.0% 37.2% 18.6% 16.0% 6.9% -5.8% -5.8% 1.1% 1.2% -37.0% 17.5 14.5% 115.1 169.2 507.7 95.0 76.6 1.2 1.7 174.5 179.4 y/y growth 23.0% 61.1% -37.0% 172.4% 58.3% -30.2% 15.9% 13.3% 21.0% 47.4% -99.0% -99.0% -65.7% 0.0% -46.1% 88.1% -21.0% 47.0% -43.9% -19.3% -98.5% 47.0%															
q'q growth     -37.8%     37.8%     1.0%     37.2%     -39.1%     26.7%     -11.0%     37.2%       Adj New Current Subs Billings (New Subs ACV)     300.2     483.6     531.0     77.5     145.8     115.1     169.2     507.7     95.0     76.6     1.2     1.7     174.5     179.4       y/y growth     23.0%     61.1%     -37.0%     72.4%     58.3%     -30.2%     15.9%     13.3%     21.0%     47.4%     -99.0%     -99.0%     -65.7%     0.0%       q/g growth     47.0%     47.0%     47.0%     -43.9%     -19.3%     -98.5%     47.0%	Adjusted Current Subsciption ACV	932.5	1,360.2	2,147.0	431.0	594.0	600.0	823.0	2,448.0	501.1	635.0	565.2	775.3	2,476.6	2,512.0
Adj New Current Subs Billings (New Subs ACV) 300.2 483.6 531.0 77.5 145.8 115.1 169.2 507.7 95.0 76.6 1.2 1.7 174.5 179.4 179.	y/y growth	38.6%	45.9%	24.9%	14.6%	24.6%	16.3%	18.3%	18.6%	16.0%	6.9%	-5.8%	-5.8%	1.1%	1.2%
y/y growth 23.0% 61.1% -37.0% 72.4% 58.3% -30.2% 15.9% 13.3% 21.0% -47.4% -99.0% -99.0% -65.7% 0.0% 4/q growth -46.1% 88.1% -21.0% 47.0% -43.9% -19.3% -98.5% 47.0%	q/q growth				-37.8%	37.8%	1.0%	37.2%		-39.1%	26.7%	-11.0%	37.2%		
y/y growth 23.0% 61.1% -37.0% 72.4% 58.3% -30.2% 15.9% 13.3% 21.0% -47.4% -99.0% -99.0% -65.7% 0.0% 4/q growth -46.1% 88.1% -21.0% 47.0% -43.9% -19.3% -98.5% 47.0%	Adi New Current Subs Billings (New Subs ACV)	300.2	483.6	531.0	77.5	145.8	115.1	169.2	507.7	95.0	76.6	1,2	1.7	174.5	179.41
q/g growth -46.1% 88.1% -21.0% 47.0% -43.9% -19.3% -98.5% 47.0%															0.0%
		_0.070	J/0	0070					.0.070					00.770	3.370
	2-year stack	55.3%	84.1%	24.1%		4 <u>.7%</u>	20.8%_		23.7%	93.4%				52,4%	- <u>65.</u> 7%

**Exhibit 53: OKTA Plausible Case** 

\$ in millions, except per share data	2021 Full Year	2022 Full Year	2023 Full Year	Apr-23 1Q24	Jul-23 2Q24	Oct-23 3Q24	Jan-24 4Q24	2024 Full Year	Apr-24 1Q25	Jul-24 2Q25	Oct-24 3Q25E	Jan-25 4Q25E	2025 (E) Full Year	2026 (E) Full Year
Revenue Breakdown	ruii ieai	ruii ieai	ruii ieai	IQ24	<u> 2Q24</u>	<u> 3Q24</u>	4024	ruii ieai	IQZJ	<u> 2023</u>	JUZJE	4QZJE	ruii ieai	ruii ieai
Subscription	796.6	1,249.2	1,794.2	503.0	542.0	569.0	591.0	2,205.0	603.0	632.0	655.6	681.9	2,572.5	2,923.3
y/y growth	44.1%	56.8%	43.6%	26.4%	24.5%	22.1%	19.4%	22.9%	19.9%	16.6%	15.2%	15.4%	16.7%	13.6%
g/g growth		00.070	10.070	1.6%	7.8%	5.0%	3.9%	22.070	2.0%	4.8%	3.7%	4.0%	10.770	70.070
% of revenue	95.4%	96.1%	96.6%	97.1%	97.5%	97.4%	97.7%	97.4%	97.7%	97.8%	97.8%	97.8%	97.8%	97.9%
Consensus Estimate (VA)	00.170	00.170	00.070	071170	071070	011170	071770	07.170	01.170	071070	634.8	635.6	2.505.4	2.760.5
% difference (above consensus)	1.8%	1.8%	1.2%	1.9%	4.7%	4.4%	3.5%	0.9%	2.3%	2.2%	3.3%	7.3%	2.7%	5.9%
y/y growth											11.6%	7.6%	13.6%	10.2%
Professional services and other	38.8	51.0	63.6	15.0	14.0	15.0	14.0	58.0	14.0	14.0	14.4	15.0	57.4	62.8
y/y growth	16.3%	31.4%	24.7%	-11.8%	-14.8%	-1.2%	-6.7%	-8.8%	-6.7%	0.0%	-3.8%	7.2%	-1.0%	9.4%
g/g growth				0.0%	-6.7%	7.1%	-6.7%		0.0%	0.0%	3.0%	4.0%		
% of revenue	4.6%	3.9%	3.4%	2.9%	2.5%	2.6%	2.3%	2.6%	2.3%	2.2%	2.2%	2.2%	2.2%	2.1%
Total Revenue	835.4	1,300.2	1,857.8	518.0	556.0	584.0	605.0	2,263.0	617.0	646.0	670.0	696.9	2,629.9	2,986.1
y/y growth	42.5%	55.6%	42.9%	24.8%	23.1%	21.4%	18.6%	21.8%	19.1%	16.2%	14.7%	15.2%	16.2%	13.5%
g/g growth				1.6%	7.3%	5.0%	3.6%		2.0%	4.7%	3.7%	4.0%		
Consensus Estimate (VA)											649.2	649.5	2,561.7	2,817.7
% difference (above consensus)	1.5%	1.8%	1.1%	1.5%	4.1%	4.4%	3.2%	0.8%	2.1%	2.1%	3.2%	7.3%	2.7%	6.0%
y/y growth											11.2%	7.4%	13.2%	10.0%
Total Subscription Billings (unadjusted)	937.2	1,731.2	2,059.2	428.0	597.0	601.0	828.0	2,454.0	502.0	637.0	714.8	938.2	2,792.0	3,110.7
y/y growth	39.8%	84.7%	18.9%	15.0%	25.7%	16.4%	19.0%	19.2%	17.3%	6.7%	18.9%	13.3%	13.8%	11.4%
q/q growth				-38.5%	39.5%	0.7%	37.8%		-39.4%	26.9%	12.2%	31.3%		
Renewal Rate				94.0%	94.0%	94.0%	94.0%		94.0%	94.0%	94.0%	94.0%		
Subscription ACV Renewals	632.4	876.6	1,616.0	353.5	448.2	484.9	653.8	1,940.3	406.1	558.4	564.0	773.6	2,302.1	2,621.7
y/y growth	47.5%	38.6%	84.4%	6.8%	16.5%	38.2%	19.0%	20.1%	14.9%	24.6%	16.3%	18.3%	18.6%	13.9%
q/q growth				-35.7%	26.8%	8.2%	34.8%		-37.9%	37.5%	1.0%	37.2%		
New Subscription ACV (Caclulated from reported numbers	300.2	842.6	448.1	78.5	145.8	115.1	169.2	508.7	99.9	76.6	149.7	160.8	487.0	486.2
y/y growth	23.0%	180.7%	-46.8%	74.6%	58.3%	-30.2%	15.9%	13.5%	27.2%	-47.4%	30.0%	-5.0%	-4.3%	-0.2%
q/q growth				-46.2%	85.7%	-21.0%	47.0%		-41.0%	-23.3%	95.3%	7.4%		
Subscription Billings Adjustments:													_	
Total Adjustments		359	(83)	1	0	0	0	1	5	0	0	0	5	0
Adjusted Current Subsciption ACV	932.5	1.360.2	2.147.0	431.0	594.0	600.0	823.0	2.448.0	501.1	635.0	713.7	934.4	2.784.2	3.107.9
y/y growth	38.6%	45.9%	24.9%	14.6%	24.6%	16.3%	18.3%	18.6%	16.0%	6.9%	18.9%	13.5%	13.7%	11.4%
g/g growth	30.0%	40.9%	24.370	-37.8%	24.6% 37.8%	1.0%	37.2%	10.0%	-39.1%	26.7%	12.4%	30.9%	13.170	11.470
44 diowiii				*31.0/0	31.0%	1.0%	31.270		-39.1/0	20.170	12.470	30.9%		
Adj New Current Subs Billings (New Subs ACV)	300.2	483.6	531.0	77.5	145.8	115.1	169.2	507.7	95.0	76.6	149.7	160.8	482.1	486.2
y/y growth	23.0%	61.1%	-37.0%	72.4%	58.3%	-30.2%	15.9%	13.3%	21.0%	-47.4%	30.0%	-5.0%	-5.2%	-0.2%
q/q growth	_0.070	J/0	0	-46.1%	88.1%	-21.0%	47.0%	.0.070	-43.9%	-19.3%	95.3%	7.4%	0.270	5.270
773	55.3%			, 0										

# ORCL - Momentum Likely to Continue in FY25 and Beyond, Despite Tough Setup

**FY25 Setup.** ORCL guided for Total Revenue to grow of double digits in FY25, with acceleration in each successive quarter. As for Total Cloud Services, F2Q25 guidance of 23-25% growth can be achieved with 130% growth in New IaaS ARR and 20% growth in New SaaS ARR. ORCL also reiterated expectations for IaaS growth in FY25 to be greater than in FY24 (50%). We estimate ORCL will have to grow New IaaS ARR 100% to achieve 50%+ growth in IaaS for the year, coupled with 27% growth in New SaaS ARR to achieve 10% total revenue growth which would be difficult for most companies, but we believe ORCL can deliver on these numbers by bringing online its massive backlog of Al, Sovereign Cloud, and Public Cloud deals (\$18B in RPO added in F4Q and grew RPO an incremental \$1B in F1Q). See Exhibit 54 and 55. It's clear to us that ORCL is seeing robust demand for OCI with even more in the pipeline, which should help fuel growth in FY25, and we believe that the company may have better predictability with deals going live from here now that they have the proper systems in place to manage these large deals.

**Strength Should Continue into FY26 and Beyond.** At the Financial Analyst Meeting on September 13<sup>th</sup>, Oracle raised its FY26 Total Revenue target to \$66B (vs. \$65B previously) which by our estimates requires 75% growth in New IaaS ARR and 10% growth in New SaaS ARR (following 100% and 27% growth y/y in FY25 respectively). While this is by no means an easy setup (it wasn't in FY24 either and they delivered, specifically within IaaS), no other company within our coverage has experienced such rapid build in backlog (we

recognize duration plays a part here) due to its technology advantages (with OCI specifically) that have primed ORCL to capitalize on one of the biggest secular forces (AI) seen in decades, perhaps ever. Oracle also introduced new long-term FY29 targets for \$104B in Total Revenue (16% CAGR from FY26-FY29), 20% EPS growth exiting this timeframe, and 45% operating margin in FY29. We believe the FY29 Total revenue target will likely be met with investor skepticism, just as the FY26 target was and is (consensus is below \$66B) but see little reason to doubt the company's confidence given that the three pillars of growth (cloud apps, laaS, and database migration to cloud) are all materializing or set to begin. In addition, management is privy to the timing of the immense amount of contracted revenue (RPO), even if we're not.

Exhibit 54: Oracle laaS Estimated New ARR Build

\$ in millions, except per share data

	May-21	May-22	May-23	May-24	Aug-24	Nov-24	Feb-25	May-25	May-25	Aug-25	Nov-25	Feb-26	May-26	May-26	May-27	May-28	May-29
	F2021	F2022	F2023	F2024E	1Q25	2Q25E	3Q25E	4Q25E	F2025E	1Q26E	2Q26E	3Q26E	4Q26E	F2026	F2027	F2028	F2029
Cloud Services Derivation																	
Cloud services revenue (SaaS, IaaS/PaaS)	8,953.5	10,847.6	15,882.0	19,775.0	5,623.0	5,935.0	6,372.2	6,856.1	24,786.3	7,321.0	7,890.6	8,609.3	9,381.3	33,202.1	44,668.4	57,878.0	72,825.1
y/y growth	14%	21.2%	46.4%	25%	22%	24%	26%	29%	25%	30%	33%	35%	37%	34%	35%	30%	26%
y/y growth, CC	12%	22.6%	50.5%	24.0%	22%	•											
y/y FX impact	2%	-1.5%	-4.1%	0.6%	0%												
q/q growth					6%	6%	7%	8%		7%	8%	9%	9%				
% of Cloud Services and License Support																	
IaaS Derivation																	
laaS Total (incl. PaaS) - OCI, C@C, Legacy Hosting	2,003.6	2,847.8	4,548.9	6,889.0	2,154.3	2,413.6	2,774.8	3,138.9	10,481.6	3,470.3	3,961.0	4,596.2	5,236.8	17,264.3	26,917.3	38,136.6	50,898.7
g/g \$ chg					174.9	259.4	361.1	364.2		331.4	490.6	635.3	640.5				
y/y growth		42%	60%	51%	45%												
v/v growth, CC			59.7%	51.4%	46%	50%	53%	59%	52.2%	61%	64%	66%	67%	65%	56%	42%	33%
Consensus Estimate (VA)			4,562	6,913	2.143	2,351	2,738	3,179	10,412	3,343	3,645	4,164	4,738	15,891		1270	
y/y growth			7272	52.0%	44.3%	46.4%	50.6%	60.6%	51.1%	55.2%	51.0%	50.1%	50.9%	51.6%			
% difference (above consensus)			-0.3%	-0.4%	0.5%	2.7%	1.3%	-1.3%	0.7%	3.8%	8.7%	10.4%	10.5%	8.6%			
70 difference (above concensus)			0.070	0.470	0.070	2.7,0	1.070	1.070	0.770	0.070	0.770	101-170	10.070	0.070			
Total OCI (including C@C), ex. Legacy hosting	1.574.6	2.395.7	4.163.8	6.420.0	2,080,0	2.342.4	2.706.5	3.073.7	10.202.5	3.408.1	3.901.7	4.540.0	5.183.5	17.033.2	26,724,2	37.975.5	50,769.6
q/q growth	1,014.0	2,000.1	4,100.0	0,420.0	11.8%	12.6%	15.5%	13.6%	.0,202.0	10.9%	14.5%	16.4%	14.2%	.,,000.2	20,724.2	01,010.0	00,700.0
		52%	74%	54%	49.1%	57.2%	61.6%	65.3%	59%	63.8%	66.6%	67.7%	68.6%	67%	57%	42%	34%
y/y growth		32 /0	7470	3470	49.170	37.270	01.076	00.376	3970	03.070	00.076	07.770	00.076	07 76	37 76	42 /0	3470
Average ARR in Q					8.320.0												
					11.8%												
q/q growth					49.1%												
y/y growth Estimated ARR at end of Q					8.736.0	10.046.8	11.655.8	12.992.3		14.494.4	16.792.3	19.612.0	21.954.9				
					-,												
q/q growth					10.9%	15.0%	16.0%	11.5%		11.6%	15.9%	16.8%	11.9%				
y/y growth					51.4%	58.7%	64.9%	64.9%		65.9%	67.1%	68.3%	69.0%				
% Estimated ARR > Average ARR					5.0%												
Assumed Annual Renewal Rate 98%					98.0%	98.0%	98.0%	98.0%		98.0%	98.0%	98.0%	98.0%				
Equivalent Quarterly Renewal Rate					99.5%	99.5%	99.5%	99.5%		99.5%	99.5%	99.5%	99.5%				
Quarterly Churn					39.7	44.0	50.6	58.7		65.5	73.0	84.6	98.8				
Quarterly Renewals					7,840.3	8,692.0	9,996.2	11,597.1		12,926.9	14,421.3	16,707.7	19,513.2				
Net New ARR					856.0	1,310.8	1,608.9	1,336.5		1,502.0	2,298.0	2,819.6	2,342.9				
New ARR		1,163.3	2,466.2	2,626.2	895.7	1,354.9	1,659.6	1,395.3	5,305.4	1,567.5	2,371.0	2,904.2	2,441.7	9,284.4	11,141.3	12,812.5	14,734.4
q/q growth					5.9%	51.3%	22.5%	-15.9%		12.3%	51.3%	22.5%	-15.9%				
y/y growth			112.0%	6.5%	113.5%	130.0%	115.0%	65.0%	102.0%	75.0%	75.0%	75.0%	75.0%	75.0%	20.0%	15.0%	15.0%
Adjustments																	
Adjusted New ARR		1,163.3	2,466.2	2,626.2	895.7	1,354.9	1,659.6	1,395.3	5,305.4	1,567.5	2,371.0	2,904.2	2,441.7	9,284.4	11,141.3	12,812.5	14,734.4
q/q growth					5.9%	51.3%	22.5%	-15.9%		12.3%	51.3%	22.5%	-15.9%				
y/y growth (off unajusted base)			112.0%	6.5%	113.5%	130.0%	115.0%	65.0%	102.0%	75.0%	75.0%	75.0%	75.0%	75.0%	20.0%	15.0%	15.0%
2 Year Growth Stack					87.6%	128.5%	127.2%	102.7%									

Exhibit 55: Oracle SaaS Estimated New ARR Build

\$ in millions, except per share data

	May-21 F2021	May-22 F2022	May-23 F2023	May-24 F2024E	Aug-24 1Q25	Nov-24 2Q25E	Feb-25 3Q25E	May-25 4025E	May-25 F2025E	Aug-25 1Q26E	Nov-25 2Q26E	Feb-26 3Q26E	May-26 4026E	May-26 F2026	May-27 F2027	May-28 F2028	May-29 F2029
Cloud Services Derivation	FZUZI	FZUZZ	FZUZS	FZUZ4E	1 (423	ZQZJE	JWZJE	4Q23E	FZUZJE	IQZUE	ZQZ0E	3Q20E	4Q20E	F2020	FZ021	FZ020	F2029
Cloud services revenue (SaaS, JaaS/PaaS)	8,953.5	10.847.6	15,882.0	19.775.0	5.623.0	5.935.0	6.372.2	6,856.1	24,786,3	7.321.0	7.890.6	8,609,3	9.381.3	33,202.1	44,668.4	57.878.0	72.825.1
y/y growth	14%	21.2%	46.4%	25%	22%	24%	26%	29%	25%	30%	33%	35%	37%	34%	35%	30%	26%
y/y growth, CC	12%	22.6%	50.5%	24.0%	22%	•											
y/y FX impact	2%	-1.5%	-4.1%	0.6%	0%												
g/g growth					6%	6%	7%	8%		7%	8%	9%	9%				
% of Cloud Services and License Support																	
SaaS Derivation																	
SaaS	6,950	8,000	11,333	12,886	3,469	3,521	3,597	3,717	14,305	3,851	3,930	4,013	4,144	15,938	17,751	19,741	21,926
q/q \$ chg		· ·			137	53	76	120		133	79	83	131				
y/y growth		15.1%	41.7%	13.7%	10%	11%	11%	12%	11%	11%	12%	12%	11%	11%	11%	11%	11%
y/y growth, CC		11.0%	45.1%	13.5%	10%												
y/y FX impact		4.1%	-3.4%	0.2%	0%												
q/q growth					4%	1.5%	2.2%	3.3%		3.6%	2.1%	2.1%	3.3%				
Consensus Estimate (VA)			11,364	12,989	3,403	3,500	3,616	3,691	14,209	3,848	3,938	4,069	4,157	16,012	18,145		
y/y growth				14.6%	8.0%	10.4%	11.7%	10.8%	10.3%	10.9%	11.8%	13.1%	11.8%	11.9%	13.8%		
% difference (above consensus)			0.2%	-0.7%	2.9%	0.6%	-0.5%	0.7%	0.9%	0.1%	-0.2%	-1.4%	-0.3%	-0.5%	-2.2%		
Average ARR in Q					13,874.9												
q/q growth					4.1%												
y/y growth					10.1%												
Estimated ARR at end of Q					14,013.7	14,227.6	14,623.4	15,187.7		15,640.8	15,874.9	16,309.2	16,928.9				
q/q growth					3.0%	1.5%	2.8%	3.9%		3.0%	1.5%	2.7%	3.8%				
y/y growth					10.9%	11.1%	11.3%	11.7%		11.6%	11.6%	11.5%	11.5%				
% Estimated ARR > Average ARR					1.0%												
Assumed Annual Renewal Rate 98%					98.0%	98.0%	98.0%	98.0%		98.0%	98.0%	98.0%	98.0%				
Equivalent Quarterly Renewal Rate					99.5%	99.5%	99.5%	99.5%		99.5%	99.5%	99.5%	99.5%				
Quarterly Churn					68.5	70.6	71.7	73.7		76.5	78.8	80.0	82.2				
Quarterly Renewals					13,532.2	13,943.1	14,155.9	14,549.7		15,111.2	15,562.0	15,795.0	16,227.1				
Net New ARR					14,013.7	213.9	395.8	564.3		453.1	234.1	434.3	619.6				
New ARR		2,289.8	3,039.6	1,472.7	481.5	284.5	467.5	638.0	1,871.4	529.6	312.9	514.3	701.8	2,058.6	2,264.5	2,490.9	2,740.0
q/q growth					-9.4%	-40.9%	64.3%	36.5%		-17.0%	-40.9%	64.3%	36.5%				
y/y growth			32.7%	-51.5%	53.1%	20.0%	20.0%	20.0%	27.1%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Adjustments																	
Adjusted New ARR		2,289.8	3,039.6	1,472.7	481.5	284.5	467.5	638.0	1,871.4	529.6	312.9	514.3	701.8	2,058.6	2,264.5	2,490.9	2,740.0
q/q growth					-9.4%	-40.9%	64.3%	36.5%		-17.0%	-40.9%	64.3%	36.5%				
y/y growth (off unajusted base) 2 Year Growth Stack			32.7%	-51.5%	53.1% -23.7%	20.0% -19.6%	20.0% -18.8%	20.0% 1.5%	27.1%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Z Teal Glowin Stack					-23.7%	-19.0%	-10.0%	1.5%									

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

# OS - Attractive Setup, as it Should Be

Strong Setup Headed into 3Q24. OS guided for 3Q24 Total Revenue of \$123-125M and expects 3Q Subscription revenue growth to be greater than 35%, which was better than many expected. We estimate that OS needs to grow New ARR 24% y/y to hit the midpoint of 3Q Total Revenue guidance (implying a slight decrease in business momentum on a 2-year stack basis) and grow Subscription revenues >35%, which seems very reasonable to us. In a more plausible scenario, we see 3Q New ARR growing 30% y/y with stable business momentum on a 2-year stack basis, leading to \$134M in Total Revenue (8% above the midpoint of guidance) and 38% growth in Subscription revenues. See Exhibits 56 and 57. We continue to believe OS is well-positioned to continue to grow in the EPM market, driven by digital transformations within finance departments, which is still in the early innings. In addition, the OS platform provides CFOs with operational agility and a unified view across the enterprise to become more strategic and drive better execution.

Attractive CY25 Setup. Assuming our CY24 plausible estimates play out with New ARR being flat for the year, we estimate New ARR could grow about 20% in CY25, leading to 7% upside in Total revenues (\$620M vs. 578M consensus) and 6% upside in Subscription revenues (\$554M vs. \$524M consensus). See Exhibit 57. This was the fastest growing vendor in the top 25+ of this category last year for good reason, but we believe further expansion into Operational Planning and adoption of SensibleML (AI solution) will provide incremental upside. Looking even further out using reasonable assumptions that assume ARR growth gradually moderates with the law of large numbers (driven by New ARR), we believe it's not only possible, but likely that OS remains a 20+% grower over the next 5+ years.

Exhibit 56: OneStream Base Case New ARR Build

\$ in millions, except per share data	Dec-20	Dec-21	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Dec-24	Dec-25	Dec-26
Revenue Breakdown	<u>2020</u>	<u>2021</u>	2022	<u>1Q23</u>	<u>2Q23</u>	<u>3Q23</u>	4Q23	<u>2023</u>	<u>1Q24</u>	<u>2Q24</u>	3Q24E	4Q24E	2024E	2025E	2026E
Subscription (Assume = SaaS + Cloud + Term Mtn + Perpetual Mtn)	60.3	109.1	195.1	64.1	71.8	79.4	87.6	302.9	95.7	103.1	107.7	111.5	418.1	517.2	643.2
q/q growth				10.9%	12.1%	10.5%	10.3%		9.3%	7.8%	4.4%	3.6%			
y/y growth		81.0%	78.8%	61.0%	56.8%	53.7%	51.5%	55.3%	49.3%	43.6%	35.6%	27.4%	38.0%	23.7%	24.4%
License Revenue	75.6	34.8	50.5	6.8	6.7	19.5	7.6	40.5	6.2	6.9	8.2	7.0	28.3	21.2	21.9
q/q growth				-45.8%	-2.1%	193.1%	-61.1%		-18.5%	11.7%	18.4%	-14.0%			
y/y growth		-54.0%	45.0%	-48.2%	-43.6%	49.6%	-39.5%	-19.7%	-9.0%	3.8%	-58.1%	-7.2%	-30.2%	-25.2%	3.4%
Software Revenue	135.9	143.9	245.5	70.9	78.5	98.9	95.2	343.4	101.9	110.0	115.9	118.6	446.4	538.3	665.1
q/q growth				0.8%	10.8%	26.0%	-3.8%		7.0%	8.0%	5.3%	2.3%			
y/y growth		5.9%	70.6%	33.9%	36.3%	52.9%	35.3%	39.9%	43.7%	40.2%	17.2%	24.6%	30.0%	20.6%	23.5%
Professional Services and Other	32.2	39.6	33.7	7.9	8.0	8.1	7.4	31.5	8.4	7.5	8.1	7.8	31.8	33.6	33.7
q/q growth				11.5%	0.9%	1.0%	-8.1%		13.4%	-11.4%	8.2%	-3.3%			
y/y growth		23.0%	-14.9%	-15.2%	-13.9%	1.7%	4.4%	-6.7%	6.2%	-6.8%	-0.1%	5.1%	1.0%	5.8%	0.2%
% of Subscription Total Revenue	168.1	36.3% 183.5	17.3% <b>279.2</b>	12.4%	11.1% 86.5	10.2% 107.0	8.5%	10.4%	8.8% 110.3	7.2%	7.5% 124.0	7.0% 126.4	7.6% <b>478.2</b>	6.5%	5.2% 698.8
	168.1	183.5	2/9.2	<b>78.8</b> 1.8%	9.8%	23.7%	102.6 -4.1%	374.9	7.5%	6.5%	124.0 5.5%	2.0%	4/8.2	572.0	698.8
q/q growth y/y growth		9.2%	52.2%	26.6%	9.8% 29.3%	23.7% 47.3%	32.5%	34.3%	40.0%	35.8%	5.5% 15.9%	23.2%	27.5%	19.6%	22.2%
y/y grown		9.2%	32.2%	20.0%	29.3%	47.3%	32.5%	34.3%	40.0%	35.6%	15.9%	23.2%	27.5%	19.0%	22.2%
ARR Summary															
Perpetual		22.1	21.6	21.5	20.9	20.9	20.3	20.3	20.3	19.6	19.6	18.9	18.9	15.3	8.6
q/q growth				-0.5%	-2.6%	0.2%	-2.9%		0.1%	-3.5%	0.0%	-3.6%			
y/y growth			-2.2%	-2.3%	-4.6%	-3.9%	-5.7%	-5.7%	-5.2%	-6.0%	-6.2%	-6.8%	-6.8%	-19.3%	-43.9%
Term-Based License			76.0	75.4	73.5	73.7	70.3	70.3	68.1	66.3	64.4	62.6	62.6	53.4	42.4
q/q growth				-0.8%	-2.6%	0.3%	-4.7%		-3.1%	-2.7%	-2.8%	-2.8%			
y/y growth				3.3%	0.8%	-4.9%	-7.6%	-7.6%	-9.7%	-9.8%	-12.6%	-10.9%	-10.9%	-14.7%	-20.6%
SaaS			191.8	215.3	248.0	269.4	326.3	326.3	347.9	378.4	407.9	449.8	449.8	592.2	770.1
q/q growth				12.3%	15.2%	8.6%	21.1%		6.6%	8.8%	7.8%	10.3%			
y/y growth				101.6%	90.5%	75.1%	70.1%	70.1%	61.6%	52.5%	51.4%	37.8%	37.8%	31.7%	30.0%
Cloud			46.5	46.1	44.4	45.4	43.5	43.5	43.7	42.1	42.0	40.5	40.5	34.6	27.6
q/q growth				-0.8%	-3.8%	2.3%	-4.2%		0.4%	-3.6%	-0.1%	-3.7%			
y/y growth				4.2%	-2.6%	-1.2%	-6.5%	-6.5%	-5.3%	-5.2%	-7.4%	-6.9%	-6.9%	-14.5%	-20.4%
Total ARR	127.3	224.0	335.9	358.4	386.8	409.5	460.4	460.4	480.0	506.0	534.0	571.8	571.8	695.5	848.7
q/q growth				6.7%	7.9%	5.9%	12.4%		4.3%	5.4%	5.5%	7.1%			
y/y growth		76%	50%	46%	43%	37%	37%	37%	34%	31%	30%	24%	24%	22%	22%
New ARR Calculations															
Gross Annual Renewal Rate 98.0%				98.0%	98.0%	98.0%	98.0%		98.0%	98.0%	98.0%	98.0%			
Equivalent Gross Quarterly Renewal Rate 99.5%				99.5%	99.5%	99.5%	99.5%		99.5%	99.5%	99.5%	99.5%			
ARR Renewals				334.2	356.6	384.9	407.4		458.1	477.6	503.5	531.3			
New ARR		99.9	117.1	24.2	30.3	24.6	53.0	132.0	21.9	28.4	30.5	40.5	121.4	135.8	167.9
q/q growth				-36.9%	25.2%	-18.7%	115.3%	100	-58.6%	29.4%	7.6%	32.7%	24	100	
y/y growth			17%	4%	17%	-18%	38%	13%	-9%	-6%	24%	-23%	-8%	12%	24%

Exhibit 57: OneStream Plausible Case New ARR Build

\$ in millions, except per share data	Dec-20 2020	Dec-21 2021	Dec-22 2022	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	Dec-23 2023	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	Dec-24 2024E	Dec-25 2025E
Revenue Breakdown	2020	2021	2022	1023	2025	<u> 3023</u>	4025	2023	10(24	2024	JQZ4L	<del>1021</del> L	202-12	20202
Subscription (Assume = SaaS + Cloud + Term Mtn + Perpetual Mtn)	60.3	109.1	195.1	64.1	71.8	79.4	87.6	302.9	95.7	103.1	109.5	117.5	425.8	554.2
q/q growth				10.9%	12.1%	10.5%	10.3%		9.3%	7.8%	6.1%	7.3%		
y/y growth		81.0%	78.8%	61.0%	56.8%	53.7%	51.5%	55.3%	49.3%	43.6%	37.8%	34.1%	40.5%	30.2%
License Revenue	75.6	34.8	50.5	6.8	6.7	19.5	7.6	40.5	6.2	6.9	15.2	6.0	34.3	29.6
q/q growth				-45.8%	-2.1%	193.1%	-61.1%		-18.5%	11.7%	119.8%	-60.2%		
y/y growth		-54.0%	45.0%	-48.2%	-43.6%	49.6%	-39.5%	-19.7%	-9.0%	3.8%	-22.1%	-20.4%	-15.4%	-13.8%
Software Revenue	135.9	143.9	245.5	70.9	78.5	98.9	95.2	343.4	101.9	110.0	124.6	123.5	460.0	583.7
q/q growth				0.8%	10.8%	26.0%	-3.8%		7.0%	8.0%	13.3%	-0.9%		
y/y growth		5.9%	70.6%	33.9%	36.3%	52.9%	35.3%	39.9%	43.7%	40.2%	26.0%	29.8%	34.0%	26.9%
Professional Services and Other	32.2	39.6	33.7	7.9	8.0	8.1	7.4	31.5	8.4	7.5	9.3	8.2	33.4	36.0
q/q growth				11.5%	0.9%	1.0%	-8.1%		13.4%	-11.4%	24.7%	-11.6%		
y/y growth		23.0%	-14.9%	-15.2%	-13.9%	1.7%	4.4%	-6.7%	6.2%	-6.8%	15.0%	10.6%	6.2%	7.7%
% of Subscription Total Revenue	168.1	36.3% 183.5	17.3% <b>279.2</b>	12.4% 78.8	11.1% 86.5	10.2% 107.0	8.5% <b>102.6</b>	10.4% 374.9	8.8% 110.3	7.2% 117.5	8.5% 133.9	7.0% 131.7	7.8% <b>493.5</b>	6.5% <b>619.7</b>
q/q growth	100.1	103.5	213.2	1.8%	9.8%	23.7%	-4.1%	3/4.9	7.5%	6.5%	14.0%	-1.6%	493.3	019.7
y/y growth		9.2%	52.2%	26.6%	29.3%	47.3%	32.5%	34.3%	40.0%	35.8%	25.2%	28.4%	31.6%	25.6%
y y grown		9.270	JZ.Z 70	20.0%	29.370	47.370	32.070	34.370	40.0%	33.0%	23.270	20.470	31.0%	25.0%
													79.0%	
ARR Summary													75.070	
Perpetual		22.1	21.6	21.5	20.9	20.9	20.3	20.3	20.3	19.6	19.6	18.9	18.9	16.6
q/q growth			-	-0.5%	-2.6%	0.2%	-2.9%		0.1%	-3.5%	0.0%	-3.6%		
y/y growth			-2.2%	-2.3%	-4.6%	-3.9%	-5.7%	-5.7%	-5.2%	-6.0%	-6.2%	-6.8%	-6.8%	-12.5%
Term-Based License			76.0	75.4	73.5	73.7	70.3	70.3	68.1	66.3	64.4	62.6	62.6	53.4
g/g growth				-0.8%	-2.6%	0.3%	-4.7%		-3.1%	-2.7%	-2.8%	-2.8%		
y/y growth				3.3%	0.8%	-4.9%	-7.6%	-7.6%	-9.7%	-9.8%	-12.6%	-10.9%	-10.9%	-14.7%
SaaS			191.8	215.3	248.0	269.4	326.3	326.3	347.9	378.4	409.2	459.9	459.9	623.8
q/q growth				12.3%	15.2%	8.6%	21.1%		6.6%	8.8%	8.2%	12.4%		
y/y growth				101.6%	90.5%	75.1%	70.1%	70.1%	61.6%	52.5%	51.9%	40.9%	40.9%	35.7%
Cloud			46.5	46.1	44.4	45.4	43.5	43.5	43.7	42.1	42.0	40.5	40.5	34.6
q/q growth				-0.8%	-3.8%	2.3%	-4.2%		0.4%	-3.6%	-0.1%	-3.7%		
y/y growth				4.2%	-2.6%	-1.2%	-6.5%	-6.5%	-5.3%	-5.2%	-7.4%	-6.9%	-6.9%	-14.5%
Total ARR	127.3	224.0	335.9	358.4	386.8	409.5	460.4	460.4	480.0	506.0	535.3	581.9	581.9	728.4
q/q growth				6.7%	7.9%	5.9%	12.4%		4.3%	5.4%	5.8%	8.7%		
y/y growth		76%	50%	46%	43%	37%	37%	37%	34%	31%	31%	26%	26%	25%
										32%				
New ARR Calculations														
Gross Annual Renewal Rate 98.0%				98.0%	98.0%	98.0%	98.0%		98.0%	98.0%	98.0%	98.0%		
Equivalent Gross Quarterly Renewal Rate 99.5%				99.5%	99.5%	99.5%	99.5%		99.5%	99.5%	99.5%	99.5%		
ARR Renewals				334.2	356.6	384.9	407.4		458.1	477.6	503.5	532.6		
New ARR		99.9	117.1	24.2	30.3	24.6	53.0	132.0	21.9	28.4	31.9	49.3	131.5	159.1
q/q growth				-36.9%	25.2%	-18.7%	115.3%		-58.6%	29.4%	12.3%	54.4%		
y/y growth			17%	4%	17%	-18%	38%	13%	-9%	-6%	30%	-7%	0%	21%

# PANW - Upside in New Focus Metrics

Note: We will address the metrics that PANW is focusing investors on (total revenue, NGS ARR, and RPO), but we will gauge its business momentum by our estimate of Total New ARR, which has declined in each of the last four quarters. On the positive side, this presents easy comps for the next year.

F1Q Consensus Estimates Are Attainable with Less Upside to Total Revenue. There are several important line items for Palo Alto Networks, but the company now focuses on just three as a gauge for health of the business. As of F4Q, PANW is focused on total revenue, NGS ARR and now RPO, which replaces total billings, a metric the company will no longer report. In addition to annual guidance, PANW now also provides quarterly guidance for both NGS ARR and RPO. As it relates to F1Q, PANW should exceed the NGS ARR consensus estimate of \$4,357M (+35% y/y), which reflects quarterly guidance of \$4,330 - \$4,380M (34% - 36% y/y). NGS ARR guidance implies new NGS ARR declines approx. 40% y/y and 61% q/q, significantly more than the typical seasonal F1Q pattern. For instance, in F1Q24 NGS New ARR grew 29% y/y and declined 24.4% q/q, in F1Q23 it grew triple digits and declined 21% q/q, and in F1Q22 it grew 30% y/y and declined 55% q/q. Similarly, using a 2-year stack of New NGS ARR growth as a gauge of business

momentum, F1Q guidance implies a significant decline in business momentum from F4Q. Our plausible F1Q NGS ARR growth estimate of 39.4% y/y is 330bps above consensus. Management guided F1Q RPO growth between 19% and 20%, and we assume the company should be able to exceed this target, but we don't model this metric as we do not have all the information needed (as is the case for cRPO for OKTA, NOW, CRM and WDAY who guide cRPO). Management did say it will give quarterly color on duration as a supporting factor for RPO. Lastly, we see limited upside to F1Q total revenue (around 60bps in our plausible case), which reflects guidance of 12% - 13% y/y growth. See Exhibits 58 – 61.

FY25 Estimates Are Achievable. Initial NGS ARR guidance of \$5,420 - \$5,470M (+28% - 30% y/y) implies New NGS ARR grows around 1.4% y/y after growing 22% in FY24 and 50% in FY23. Our plausible FY25 NGS ARR growth estimate of 33% y/y is 300bps above consensus and implies New ARR grows 13%. Related to RPO, we also expect Management will at least achieve its annual RPO guidance of 19% - 20% y/y. Although total billings will no longer be guided (or reported), RPO guidance, with no change in the mix between PAN-FS and billings programs, implies billings growth of 12% y/y. We also expect to see upside to initial total revenue guidance of 13% - 14% y/y as our plausible growth estimate is 210bps above consensus (which reflects the guide). Additionally, PANW guided FY2025 FCF Margins between 37% and 38%, which continue to be considered best-in-class when compared to the average 23% for a group of seven large cap security companies and the 28% for the average of ten large cap software companies. As has been the trend for a few quarters now, there has been a lot of financing of long-term contracts through Palo Alto, channel partners and/or third-party financial institutions. The ability to utilize Palo products free of charge for a set amount of a time via the "platformization" strategy, that could pose risk to FCF margins in FY25 and beyond, though it has had no effect so far.

**FY26 Consensus Estimates Appear Reasonable**. If PANW performs as we outlined in our plausible scenario in FY25, FY26 NGS ARR Street estimates appear reasonable with decent upside potential, whereas total revenue and RPO should be fine.

Exhibit 58: PANW Base Case - Revenue

\$ in millions, except per share data	2020	2021	2022	2023	Oct-23	Jan-24	Apr-24	Jul-24	2024	Oct-24	Jan-25	Apr-25	Jul-25	2025 (E)	2026 (E)
	Full Year	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24	4Q24	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year	Full Year
Revenue Breakdown															
Product	1,064.2	1,120.3	1,363.1	1,578.4	341.1	390.7	391.0	480.5	1,603.3	371.0	388.0	402.9	516.7	1,678.7	1,729.3
y/y growth	-2.9%	5.3%	21.7%	15.8%	3.4%	10.7%	0.7%	-5.3%	1.6%	8.8%	-0.7%	3.1%	7.5%	4.7%	3.0%
q/q growth					-32.8%	14.5%	0.1%	22.9%		-22.8%	4.6%	3.9%	28.2%		
% of revenue	31.2%	26.3%	24.8%	22.9%	18.2%	19.8%	19.7%	21.9%	20.0%	17.5%	17.6%	17.6%	20.5%	18.4%	16.8%
Consensus Estimate (VA)										340.5	387.7	402.5	506.0	1,636.7	1,703.8
% difference (above consensus)	0.9%	3.4%	1.0%	0.5%	-1.7%	8.1%	0.9%	-2.6%	-0.8%	8.9%	0.1%	0.1%	2.1%	2.6%	1.5%
y/y growth										-0.2%	-0.8%	2.9%	5.3%	2.1%	4.1%
Subscription	1.405.3	1.898.8	2.539.0	3.335.8	988.3	1.027.1	1.045.6	1.127.5	4.188.5	1.180.7	1.240.6	1.299.7	1.388.6	5.109.6	6.141.4
y/y growth	36.1%	35.1%	33.7%	31.4%	29.3%	26.0%	24.8%	22.8%	25.6%	19.5%	20.8%	24.3%	23.2%	22.0%	20.2%
g/g growth				,-	7.7%	3.9%	1.8%	7.8%		4.7%	5.1%	4.8%	6.8%		
% of revenue	41.2%	44.6%	46.2%	48.4%	52.6%	52.0%	52.7%	51.5%	52.2%	55.8%	56.2%	56.8%	55.2%	56.0%	59.5%
Consensus Estimate (VA)	111270		1012/0	101170	0=1070				02.270	1,170.0	1,222,2	1.252.9	1.354.7	4.951.5	6,137.2
% difference (above consensus)	0.7%	0.1%	-0.6%	0.1%	4.0%	-1.2%	1.9%	2.4%	1.0%	0.9%	1.5%	3.7%	2.5%	3.2%	0.1%
y/y growth	0.17		5.571	511,75						18.4%	19.0%	19.8%	20.2%	18.2%	23.9%
NGS Subscription (GS Est)	304.7	679.3	1,146.3	1,861.9	610.4	670.0	698.0	792.2	2,770.7	844.0	902.3	960.8	1051.0	3,758.1	4,785.5
y/y growth		122.9%	68.8%	62.4%	54.4%	49.0%	48.2%	45.1%	48.8%	38.3%	34.7%	37.6%	32.7%	35.6%	27.3%
q/q growth					11.8%	9.8%	4.2%	13.5%		6.5%	6.9%	6.5%	9.4%		
% of subscription revenue	21.7%	35.8%	45.1%	55.8%	61.8%	65.2%	66.8%	70.3%	66.1%	71.5%	72.7%	73.9%	75.7%	73.6%	77.9%
Implied CGS Subscription	1.100.6	1.219.5	1.392.7	1.473.9	377.9	357.1	347.6	335.3	1.417.8	336.7	338.2	338.9	337.6	1.351.5	1.355.9
y/y growth	6.6%	10.8%	14.2%	5.8%	2.4%	-2.4%	-5.3%	-9.9%	-3.8%	-10.9%	-5.3%	-2.5%	0.7%	-4.7%	0.3%
g/g growth	0.070	70.070	7 11270	0.070	1.6%	-5.5%	-2.6%	-3.6%	0.070	0.4%	0.4%	0.2%	-0.4%	,0	0.070
% of subscription revenue	78.3%	64.2%	54.9%	44.2%	38.2%	34.8%	33.2%	29.7%	33.9%	28.5%	27.3%	26.1%	24.3%	26.4%	22.1%
70 of Subscription revenue	70.070	04.270	04.570	77.270	30.270	04.070	00.270	25.770	33.370	20.070	27.070	20.170	24.070	20.470	22.170
Support	938.9	1,237.0	1,599.4	1,978.5	548.7	557.3	548.2	581.5	2,235.7	563.3	579.4	583.9	609.7	2,336.3	2,450.2
y/y growth	21.8%	31.7%	29.3%	23.7%	17.0%	14.5%	10.8%	10.1%	13.0%	2.7%	4.0%	6.5%	4.8%	4.5%	4.9%
q/q growth					3.9%	1.6%	-1.6%	6.1%		-3.1%	2.9%	0.8%	4.4%		
% of revenue	27.5%	29.1%	29.1%	28.7%	29.2%	28.2%	27.6%	26.6%	27.9%	26.6%	26.2%	25.5%	24.2%	25.6%	23.7%
Consensus Estimate (VA)										602.3	620.8	614.4	655.7	2,502.0	2,790.8
% difference (above consensus)	0.4%	0.2%	-0.5%	0.2%	-0.3%	-2.7%	-2.9%	1.0%	0.6%	-6.5%	-6.7%	-5.0%	-7.0%	-6.6%	-12.2%
y/y growth										9.8%	11.4%	12.1%	12.8%	11.9%	11.5%
Total Revenue	3,408.4	4,256.1	5,501.5	6,892.7	1,878.1	1,975.1	1,984.8	2,189.5	8,027.5	2,115.0	2,208.0	2,286.5	2,515.0	9,124.5	10,320.9
y/y growth	17.5%	24.9%	29.3%	25.3%	20.1%	19.3%	15.3%	12.1%	16.5%	12.6%	11.8%	15.2%	14.9%	13.7%	13.1%
q/q growth					-3.8%	5.2%	0.5%	10.3%		-3.4%	4.4%	3.6%	10.0%		
Consensus Estimate (VA)										2,118.5	2,228.5	2,271.1	2,504.7	9,122.7	10,477.1
% difference (above consensus)	0.8%	1.1%	0.1%	0.0%	1.8%	0.2%	0.8%	1.3%	0.4%	-0.2%	-0.9%	0.7%	0.4%	0.0%	-1.5%
y/y growth										12.8%	12.8%	14.4%	14.4%	13.6%	14.8%

Exhibit 59: PANW Plausible Case - Revenue

\$ in millions, except per share data	2020	2021	2022	2023	Oct-23	Jan-24	Apr-24	Jul-24	2024	Oct-24	Jan-25	Apr-25	Jul-25	2025 (E)	2026 (E)
	Full Year	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24	4Q24	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year	Full Year
Revenue Breakdown															
Product	1,064.2	1,120.3	1,363.1	1,578.4	341.1	390.7	391.0	480.5	1,603.3	363.2	433.4	449.8	553.5	1,799.9	1,913.2
y/y growth	-2.9%	5.3%	21.7%	15.8%	3.4%	10.7%	0.7%	-5.3%	1.6%	6.5%	10.9%	15.0%	15.2%	12.3%	6.3%
q/q growth					-32.8%	14.5%	0.1%	22.9%		-24.4%	19.3%	3.8%	23.1%		
% of revenue	31.2%	26.3%	24.8%	22.9%	18.2%	19.8%	19.7%	21.9%	20.0%	17.0%	19.0%	19.3%	21.6%	19.3%	18.0%
Consensus Estimate (VA)										340.5	387.7	402.5	506.0	1,636.7	1,703.8
% difference (above consensus)	0.9%	3.4%	1.0%	0.5%	-1.7%	8.1%	0.9%	-2.6%	-0.8%	6.7%	11.8%	11.7%	9.4%	10.0%	12.3%
y/y growth										-0.2%	-0.8%	2.9%	5.3%	2.1%	4.1%
Subscription	1.405.3	1,898.8	2,539.0	3,335.8	988.3	1,027.1	1.045.6	1,127.5	4,188.5	1.204.3	1.268.3	1.290.3	1,388.9	5,151.8	6,169.4
y/y growth	36.1%	35.1%	33.7%	31.4%	29.3%	26.0%	24.8%	22.8%	25.6%	21.9%	23.5%	23.4%	23.2%	23.0%	19.8%
g/g growth	30.178	33.178	33.776	31.470	7.7%	3.9%	1.8%	7.8%	25.078	6.8%	5.3%	1.7%	7.6%	25.078	13.078
% of revenue	41.2%	44.6%	46.2%	48.4%	52.6%	52.0%	52.7%	51.5%	52.2%	56.5%	55.5%	55.3%	54.1%	55.3%	58.0%
Consensus Estimate (VA)	41.270	44.0%	40.276	40.470	32.0%	32.0%	32.770	31.3%	32.276	1.170.0	1.222.2	1.252.9	1.354.7	4.951.5	6.137.2
% difference (above consensus)	0.7%	0.1%	-0.6%	0.1%	4.0%	-1.2%	1.9%	2.4%	1.0%	2.9%	3.8%	3.0%	2.5%	4.0%	0.5%
y/y growth	0.170	0.170	0.070	0.170	4.070	1.270	1.570	2.470	1.070	18.4%	19.0%	19.8%	20.2%	18.2%	23.9%
,,, g															
NGS Subscription (GS Est)	304.7	679.3	1.146.3	1.861.9	610.4	670.0	698.0	792.2	2.770.7	868.8	932.7	955.3	1055.9	3,812.6	4,850.1
y/y growth		122.9%	68.8%	62.4%	54.4%	49.0%	48.2%	45.1%	48.8%	42.3%	39.2%	36.9%	33.3%	37.6%	27.2%
g/g growth					11.8%	9.8%	4.2%	13.5%		9.7%	7.4%	2.4%	10.5%		
% of subscription revenue	21.7%	35.8%	45.1%	55.8%	61.8%	65.2%	66.8%	70.3%	66.1%	72.1%	73.5%	74.0%	76.0%	74.0%	78.6%
Implied CGS Subscription	1,100.6	1,219.5	1,392.7	1,473.9	377.9	357.1	347.6	335.3	1,417.8	335.5	335.6	335.1	333.0	1,339.2	1,319.3
y/y growth	6.6%	10.8%	14.2%	5.8%	2.4%	-2.4%	-5.3%	-9.9%	-3.8%	-11.2%	-6.0%	-3.6%	-0.7%	-5.5%	-1.5%
q/q growth					1.6%	-5.5%	-2.6%	-3.6%		0.1%	0.0%	-0.2%	-0.6%		
% of subscription revenue	78.3%	64.2%	54.9%	44.2%	38.2%	34.8%	33.2%	29.7%	33.9%	27.9%	26.5%	26.0%	24.0%	26.0%	21.4%
Support	938.9	1,237.0	1,599.4	1,978.5	548.7	557.3	548.2	581.5	2,235.7	563.6	582.2	591.5	622.6	2,359.9	2,550.9
y/y growth	21.8%	31.7%	29.3%	23.7%	17.0%	14.5%	10.8%	10.1%	13.0%	2.7%	4.5%	7.9%	7.1%	5.6%	8.1%
q/q growth	07.50/			00 70/	3.9%	1.6%	-1.6%	6.1%	07.00/	-3.1%	3.3%	1.6%	5.3%	0= 00/	
% of revenue  Consensus Estimate (VA)	27.5%	29.1%	29.1%	28.7%	29.2%	28.2%	27.6%	26.6%	27.9%	26.4% <b>602.3</b>	25.5% <b>620.8</b>	25.4% 614.4	24.3% 655.7	25.3% 2.502.0	24.0% 2.790.8
% difference (above consensus)	0.4%	0.2%	-0.5%	0.2%	-0.3%	-2.7%	-2.9%	1.0%	0.6%	-6.4%	-6.2%	-3.7%	-5.0%	-5.7%	-8.6%
v/v growth	0.4%	0.2 /6	-0.5%	0.276	-0.3%	-2.7 /0	-2.9/0	1.0%	0.0%	9.8%	11.4%	12.1%	12.8%	11.9%	11.5%
Total Revenue	3,408,4	4.256.1	5.501.5	6.892.7	1.878.1	1.975.1	1.984.8	2.189.5	8.027.5	2.131.1	2.283.9	2.331.7	2.565.0	9.311.6	10.633.5
y/y growth	17.5%	24.9%	29.3%	25.3%	20.1%	19.3%	15.3%	12.1%	16.5%	13.5%	15.6%	17.5%	17.1%	16.0%	14.2%
g/g growth	77.070	_ 1.070	_0.070	_0.070	-3.8%	5.2%	0.5%	10.3%	10.070	-2.7%	7.2%	2.1%	10.0%	70.070	7 11270
Consensus Estimate (VA)					2.270	2.2.0				2,118.5	2,228.5	2,271.1	2,504.7	9,122.7	10,477.1
% difference (above consensus)	0.8%	1.1%	0.1%	0.0%	1.8%	0.2%	0.8%	1.3%	0.4%	0.6%	2.5%	2.7%	2.4%	2.1%	1.5%
v/v growth	1									12.8%	12.8%	14.4%	14.4%	13.6%	14.8%

Exhibit 60: PANW NGS ARR - Base

\$ in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Oct-23 1Q24	Jan-24 <u>2Q24</u>	Apr-24 3Q24	Jul-24 4Q24	2024 Full Year	Oct-24 1Q25E	Jan-25 2Q25E	Apr-25 3Q25E	Jul-25 4Q25E	2025 (E) Full Year	2026 (E) Full Year
Next Gen (NGS) ARR Model															
Next-Gen Security (NGS) ARR	651.0	1,180.0	1,893.0	2,955.0	3,230.0	3,490.0	3,790.0	4,220.0	4,220.0	4,354.8	4,637.8	4,963.1	5,444.4	5,444.4	6,760.5
y/y growth		81.3%	60.4%	56.1%	53.0%	49.8%	47.2%	42.8%	42.8%	34.8%	32.9%	31.0%	29.0%	29.0%	24.2%
g/q growth					9.3%	8.0%	8.6%	11.3%		3.2%	6.5%	7.0%	9.7%		
Consensus Estimate (VA)										4,356.7	4,629.6	4,952.5	5,444.2		
% difference (above consensus)					3.7%	2.1%	4.1%	4.0%		0.0%	0.2%	0.2%	0.0%		
										34.9%	32.7%	30.7%	29.0%		
Gross Retention Rate 95%					95.0%	95.0%	95.0%	95.0%		95.0%	95.0%	95.0%	95.0%		
Equivalent Quarterly Renewal Rate 98.7%					98.7%	98.7%	98.7%	98.7%		98.7%	98.7%	98.7%	98.7%		
Quarterly Churn					37.7	41.2	44.5	48.3		53.8	55.5	59.1	63.2		
Quarterly Renewals					2,917.3	3,188.8	3,445.5	3,741.7		4,166.2	4,299.3	4,578.8	4,899.8		
Net New ARR					275.0	260.0	300.0	430.0		134.8	283.0	325.2	481.3		
New NGS ARR	346.2	569.6	782.9	1,175.5	312.7	301.2	344.5	478.3	1,436.6	188.6	338.5	384.3	544.5	1,456.0	1,611.1
y/y growth	123.3%	64.5%	37.5%	50.2%	29.1%	22.5%	25.9%	15.6%	22.2%	-39.7%	12.4%	11.6%	13.9%	1.4%	10.7%
q/q growth					-24.4%	-3.7%	14.4%	38.8%		-60.6%	79.5%	13.5%	41.7%		
Adjusted New NGS ARR	320.9	517.7	782.2	1,175.5	312.7	301.2	344.5	478.3	1,436.6	188.6	338.5	384.3	544.5	1,456.0	1,611.1
y/y growth	184.1%	61.3%	51.1%	50.3%	29.1%	22.5%	25.9%	15.6%		-39.7%	12.4%	11.6%	13.9%	1.4%	10.7%
q/q growth					-24.4%	-3.7%	14.4%	38.8%		-60.6%	79.5%	13.5%	41.7%		
2-year stack					172.8%	57.5%	66.8%	50.6%		-10.6%	34.9%	37.4%	29.4%		

Exhibit 61: PANW NGS ARR - Plausible

\$ in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Oct-23 1Q24	Jan-24 2Q24	Apr-24 3Q24	Jul-24 <u>4Q24</u>	2024 Full Year	Oct-24 1Q25E	Jan-25 2Q25E	Apr-25 3Q25E	Jul-25 4Q25E	2025 (E) Full Year	2026 (E) Full Year
Next Gen (NGS) ARR Model															
Next-Gen Security (NGS) ARR	651.0	1,180.0	1,893.0	2,955.0	3,230.0	3,490.0	3,790.0	4,220.0	4,220.0	4,501.1	4,793.7	5,105.2	5,608.3	5,608.3	6,978.1
y/y growth		81.3%	60.4%	56.1%	53.0%	49.8%	47.2%	42.8%	42.8%	39.4%	37.4%	34.7%	32.9%	32.9%	24.4%
q/q growth					9.3%	8.0%	8.6%	11.3%		6.7%	6.5%	6.5%	9.9%		
Consensus Estimate (VA)										4,356.7	4,629.6	4,952.5	5,444.2		
% difference (above consensus)					3.7%	2.1%	4.1%	4.0%		3.3%	3.5%	3.1%	3.0%		
										34.9%	32.7%	30.7%	29.0%		
Gross Retention Rate 95%					95.0%	95.0%	95.0%	95.0%		95.0%	95.0%	95.0%	95.0%		
Equivalent Quarterly Renewal Rate 98.7%					98.7%	98.7%	98.7%	98.7%		98.7%	98.7%	98.7%	98.7%		
Quarterly Churn					37.7	41.2	44.5	48.3		53.8	57.4	61.1	65.0		
Quarterly Renewals					2,917.3	3,188.8	3,445.5	3,741.7		4,166.2	4,443.8	4,732.6	5,040.2		
Net New ARR					275.0	260.0	300.0	430.0		281.1	292.6	311.5	503.1		
New NGS ARR	346.2	569.6	782.9	1,175.5	312.7	301.2	344.5	478.3	1,436.6	334.9	349.9	372.6	568.2	1,625.6	1,677.9
y/y growth	123.3%	64.5%	37.5%	50.2%	29.1%	22.5%	25.9%	15.6%	22.2%	7.1%	16.2%	8.2%	18.8%	13.2%	3.2%
q/q growth					-24.4%	-3.7%	14.4%	38.8%		-30.0%	4.5%	6.5%	52.5%		
Adjusted New NGS ARR	320.9	517.7	782.2	1,175.5	312.7	301.2	344.5	478.3	1,436.6	334.9	349.9	372.6	568.2	1,625.6	1,677.9
y/y growth	184.1%	61.3%	51.1%	50.3%	29.1%	22.5%	25.9%	15.6%	22.2%	7.1%	16.2%	8.2%	18.8%	13.2%	3.2%
q/q growth					-24.4%	-3.7%	14.4%	38.8%		-30.0%	4.5%	6.5%	52.5%		
2-year stack					172.8%	57.5%	66.8%	50.6%		36.2%	38.7%	34.0%	34.4%		

#### PRGS - Focused on its M&A Strategy

PRGS reported better-than-expected F3Q results on Sept. 24<sup>th</sup> and guided F4Q well above the Street, which includes a one-month benefit of \$18-20M from its pending acquisition of ShareFile, expected to close by end of fiscal year (November). We re-built our model in an attempt to simplify the prior complexities that added no incremental value and have determined that it would be very difficult to make quarter on this company due to the inherent complexities in the model that we do not have enough information to model. However, we believe PRGS should be able to at least come in line with its newly issued guidance for the quarter and the year, as the company prepares for the integration of ShareFile. Frankly, this is a different kind of Software investment. We view Progress as a public proxy for our "What Price is Right?" weekly, adding incremental value through acquiring relevant assets and deriving more optimal free cash flow while still investing in the technology to keep customers satisfied

# PSTG: Steady Eddy Near-Term; FY26 Will Be Binary Outcome

**F3Q25 Guidance Appropriately Set.** Consensus total revenue is in line with guidance of \$815M (+6.8% y/y). By our estimates, guidance is achievable with Total New ACV growth of about 2% vs. 9% in F3Q24, which implies slight acceleration on a 2-year growth stack, as well as a similar dollar amount of New ARR as in F2Q though below F1Q. See Exhibit 62. In our plausible view, where Total New ACV growth is slightly higher at 5%, we see total revenue of \$832M (+9%), or 2% upside to consensus. See Exhibit 63.

**Expecting Modest Upside to FY25 Guidance.** On the F2Q25 earnings call, management reiterated FY25 total revenue guidance of \$3.1B (+10.5% y/y), although guidance for aaS TCV bookings was lowered from \$600M (+50% y/y) to \$500M (+25% y/y). See Exhibit 62. By our calculations, guidance is achievable with Total New ACV growth of about 7% vs. a 1% decline in FY24 which also implies deceleration in the 2-year growth stack. In our plausible scenario, where Total New ACV grows 10%, we see total revenue of \$3.19B (+13%), or about 2% upside to consensus. See Exhibit 63.

Hyperscaler Win Would Result in Massive FY26 Upside. Our FY26 plausible revenue scenario, excluding a hyperscaler deal assumes Total New ACV growth of 11% vs. +10% in FY25 and total revenue of \$3.636B (+14%) or about 3% above consensus. However, we remain confident that management will announce a hyperscaler design win before the end of 2023. We continue to believe a deal could amount to at least \$500-750M of

incremental annual revenue for Pure starting in FY26, resulting in total revenue of \$4.5B (42% growth), or more than 25% above current consensus. See Exhibit 63.

**Exhibit 62: PSTG Base Case** 

\$ in millions, except per share data	Jan-22	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	Apr-25	Jul-25	Oct-25	Jan-26	2026 (E)
+ ····································	FY22	FY23	F1Q24	F2Q24	F3Q24	F4Q24	FY24	F1Q25	F2Q25	F3Q25E	F4Q25E	FY25E	F1Q26E	F2Q26E	F3Q26E	F4Q26E	FY26E
Revenue Summary																	
Product	1,442.3	1,792.2	309.0	399.7	453.3	460.9	1,622.9	347.4	402.6	439.5	457.9	1,647.4	328.0	430.3	495.8	507.6	1,761.6
y/y growth	26.1%	24.3%	-23.0%	-3.6%	5.1%	-15.4%	-9.4%	12.4%	0.7%	-3.1%	-0.6%	1.5%	-5.6%	6.9%	12.8%	10.8%	6.9%
Product, Adj. for One-time	1.405.4	1.755.2	309.0	399.7	403.3	551.9	1.663.9	337.1	392.3	429.2	447.7	1,606.4	328.0	430.3	495.8	507.6	1.761.6
	22.8%	24.9%	-9.4%	-3.6%	-5.0%	-4.0%	-5.2%	9.1%	-1.8%	6.4%	-18.9%		-2.7%	9.7%	15.5%	13.4%	9.7%
y/y growth	22.8%	24.9%					-5.2%					-3.5%					9.7%
q/q growth			-43.3%	29.4%	13.4%	1.7%		-24.6%	15.9%	9.2%	4.2%		-28.4%	31.2%	15.2%	2.4%	
y/y chg \$	298.2	349.8	(92.2)	(14.9)	22.0	(84.2)	(169.3)	38.4	2.9	(13.8)	(2.9)	24.5	(19.4)	27.7	56.3	49.7	114.3
q/q chg \$			(236.1)	90.8	53.5	7.6		(113.5)	55.2	36.9	18.5		(129.9)	102.3	65.5	11.8	
% of year			19%	25%	28%	28%		21%	24%	27%	28%		19%	24%	28%	29%	
% of total revenue	66.1%	65.1%	52.4%	58.0%	59.4%	58.4%	57.3%	50.1%	52.7%	53.9%	53.5%	52.7%	43.9%	49.6%	52.0%	51.3%	49.5%
Consensus Estimate (VA)	1.375.2	1.788.5	308.9	395.3	456.9	592.4	1,622,9	334.3	397.6	440.5	468.8	1.659.2	364.4	425.0	464.4	509.9	1,763,7
	4.9%	0.2%	0.0%	1.1%	-0.8%	-22.2%	0.0%	3.9%	1.3%	-0.2%	-2.3%	-0.7%	-10.0%	1.2%	6.8%	-0.5%	-0.1%
% difference (above consensus)																	
y/y change	20.2%	24.0%	-23.0%	-4.7%	5.9%	8.7%	-9.4%	8.2%	-0.5%	-2.8%	1.7%	2.2%	4.9%	5.6%	5.7%	11.3%	7.1%
			_	_	_			_									
Subscription Services	738.5	961.3	280.3	288.9	309.6	328.9	1,207.8	346.1	361.2	376.0	398.0	1,481.3	419.3	437.3	456.9	481.2	1,794.7
y/y growth	36.7%	30.2%	27.9%	24.4%	26.5%	24.1%	25.6%	23.5%	25.0%	21.5%	21.0%	22.6%	21.2%	21.1%	21.5%	20.9%	21.2%
q/q growth			5.8%	3.1%	7.1%	6.3%		5.2%	4.4%	4.1%	5.9%		5.4%	4.3%	4.5%	5.3%	
y/y chg \$	198.4	222.8	61.1	56.8	64.8	63.8	246.5	65.8	72.2	66.4	69.1	273.5	73.2	76.1	80.9	83.2	313.4
g/g chg \$	.00.4		15.2	8.6	20.6	19.4	2.0.0	17.2	15.1	14.8	22.1	2.0.0	21.3	18.0	19.5	24.3	0.0.4
	54.004	F0.001					74.407					00.001					404.00
% of Product	51.2%	53.6%	90.7%	72.3%	68.3%	71.4%	74.4%	99.6%	89.7%	85.6%	86.9%	89.9%	127.8%	101.6%	92.1%	94.8%	101.9%
% of total revenue	33.9%	34.9%	47.6%	42.0%	40.6%	41.6%	42.7%	49.9%	47.3%	46.1%	46.5%	47.3%	56.1%	50.4%	48.0%	48.7%	50.5%
Consensus Estimate (VA)	728.0	965.5	252.0	287.2	305.0	328.2	1,207.7	346.8	358.6	374.5	388.8	1,470.5	409.4	429.6	447.3	470.6	1,756.9
% difference (above consensus)	1.4%	-0.4%	11.3%	0.6%	1.5%	0.2%	0.0%	-0.2%	0.7%	0.4%	2.4%	0.7%	2.4%	1.8%	2.1%	2.2%	2.2%
y/y change	34.8%	30.7%	14.9%	23.7%	24.6%	23.8%	25.6%	23.7%	24.1%	21.0%	18.2%	21.8%	18.3%	18.9%	19.0%	18.2%	18.6%
), /g-										,		,					
Professional Services	130.9	165.2	35.4	41.3	45.8	47.4	169.8	41.6	45.8	48.9	51.4	187.7	44.8	52.1	57.2	59.3	213.4
												-					
% of total revenue (est.)	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%
Subscription Revenue Services	607.7	796.1	245.0	247.6	263.8	281.5	1.037.9	304.5	315.3	327.0	346.7	1.293.5	374.5	385.3	399.7	421.9	1.581.3
% of total revenue	28%	29%	42%	36%	35%	36%	37%	44%	41%	40%	40%	41%	50%	44%	42%	43%	44%
% or total revenue	28%	29%	42%	30%	35%	30%	3/%	44%	41%	40%	40%	41%	50%	44%	42%	43%	44%
Total Revenue	2,180.8	2,753.4	589.3	688.7	762.8	789.8	2,830.6	693.5	763.8	815.4	856.0	3,128.6	747.3	867.6	952.6	988.8	3,556.4
y/y growth	29.5%	26.3%	-5.0%	6.5%	12.8%	-2.5%	2.8%	17.7%	10.9%	6.9%	8.4%	10.5%	7.8%	13.6%	16.8%	15.5%	13.7%
q/q growth			-27.3%	16.9%	10.8%	3.5%		-12.2%	10.1%	6.8%	5.0%		-12.7%	16.1%	9.8%	3.8%	
y/y chg \$	496.7	572.6	(31.1)	41.9	86.8	(20.4)	77.2	104.2	75.1	52.6	66.2	298.0	53.8	103.8	137.2	132.8	427.7
g/q chg \$			(220.9)	99.4	74.2	27.0		(96.3)	70.3	51.7	40.5		(108.6)	120.2	85.1	36.2	
Consensus Estimate (VA)	2.103.1	2.754.0	560.8	682.4	761.7	920.8	2.830.6	681.1	756.1	814.9	858.1	3,130.3	772.9	854.4	913.4	985.5	3,526.2
% difference (above consensus)	3.7%	0.0%	5.1%	0.9%	0.1%	-14.2%	0.0%	1.8%	1.0%	0.1%	-0.2%	-0.1%	-3.3%	1.5%	4.3%	0.3%	0.9%
y/y change	24.9%	26.3%	-9.6%	5.5%	12.7%	13.6%	2.8%	15.6%	9.8%	6.8%	8.6%	10.6%	11.5%	11.9%	12.0%	15.1%	12.7%
NTM Revenue			2,934.8	3,009.9	3,062.5	3,128.6		3,182.5	3,286.3	3,423.5	3,556.4		3,667.6	3,785.4	3,908.5	4,026.8	
NTM Subscrption Revenue			1,273.5	1,345.7	1,412.2	1.481.3		1,554.5	1,630.6	1,711.5	1,794.7		1,880.0	1.967.0	2,056.3	2,148.5	
,						,					, -					,	
Total New Business Calculation																	
New TCV Bookings																	
		. ====									4== 0			***			. =
Capex Product "New TCV Bookings" (EG//Foundation	1,442.3	1,792.2	309.0	399.7	453.3	460.9	1,622.9	347.4	402.6	439.5	457.9	1,647.4	328.0	430.3	495.8	507.6	1,761.6
y/y change	26.1%	24.3%	-23.0%	-3.6%	5.1%	-15.4%	-9.4%	12.4%	0.7%	-3.1%	-0.6%	1.5%	-5.6%	6.9%	12.8%	10.8%	6.9%
% of total TCV	62%	62%	55%	60%	57%	57%	57%	52%	57%	54%	55%	54%	49%	55%	53%	53%	53%
Subscription "New TCV Bookings"	882.9	1,082.4	255.2	268.7	345.3	342.6	1,211.8	325.8	305.2	375.1	377.7	1,383.8	345.2	348.3	441.0	453.4	1,587.9
y/y change	37.7%	22.6%	13.8%	11.5%	13.9%	9.1%	11.9%	27.7%	13.6%	8.6%	10.2%	14.2%	5.9%	14.1%	17.6%	20.0%	14.7%
														45%			
% of total TCV	38%	38%	45%	40%	43%	43%	43%	48%	43%	46%	45%	46%	51%	45%	47%	47%	47%
Capex Subscription "New TCV Bookings" (EG//Foun-	618.1	768.1	132.4	171.3	194.3	197.5	695.5	148.9	172.5	188.3	196.3	706.0	140.6	184.4	212.5	217.5	755.0
	26.1%	24.3%	-23.0%	-3.6%	5.1%	-15.4%	-9.4%	12.4%	0.7%	-3.1%	-0.6%	1.5%	-5.6%	6.9%	12.8%	10.8%	6.9%
y/y change																	
% of total TCV	27%	27%	23%	26%	24%	25%	25%	22%	24%	23%	23%	23%	21%	24%	23%	23%	23%
Opex "New TCV Bookings" - EG//One & Flex	169.7	165.6	36.2	72.9	96.0	145.0	350.0	50.0	90.0	115.1	181.3	436.4	65.0	117.0	149.7	235.6	567.3
y/y change	43.0%	-2.4%	100.0%	120.0%	120.0%	105.0%	111.4%	38.3%	23.5%	20.0%	25.0%	24.7%	30.0%	30.0%	30.0%	30.0%	30.0%
% of total TCV	7%	6%	6%	11%	12%	18%	12%	7%	13%	14%	22%	14%	10%	15%	16%	25%	17%
Other "New TCV Bookings" (CBS, Portworx)	95.1	148.8	86.6	24.5	55.1	0.1	166.3	126.9	42.6	71.6	0.2	241.4	139.6	46.9	78.8	0.2	265.6
• • • •	196.6%	56.6%	153.8%	-18.6%	-26.4%	-99.0%	11.7%	46.6%	74.4%	30.0%	100.0%	45.2%	10.0%	10.0%	10.0%	10.0%	10.0%
y/y change																	
% of total TCV	4%	5%	15%	4%	7%	0%	6%	19%	6%	9%	0%	8%	21%	6%	8%	0%	8%
Total "New TCV Bookings"	2,325.2	2,874.6	564.1	668.4	798.6	803.5	2,834.6	673.2	707.8	814.6	835.7	3,031.2	673.2	778.6	936.8	961.0	3,349.5
Total New Business "Annualized"	664.3	821.3	161.2	191.0	228.2	229.6	809.9	192.3	202.2	232.7	238.8	866.1	192.3	222.4	267.6	274.6	957.0
y/y change	30%	24%	-10%	2%	9%	-6%	-1%	19%	6%	2%	4%	7%	0%	10%	15%	15%	11%
y/y change, 2-year stack	NA.	54%	27%	34%	26%	8%	22%	10%	8%	11%	-2%	6%	19%	16%	17%	19%	17%
j, j onango, £-your suon	, AA	J4/0	21/0	J+/0	20/0	U/0	ZZ /0	10/0	0/0	11/0	-2/0	0/0	13/0	10/0	11/0	13/0	11 /

**Exhibit 63: PSTG Plausible Case** 

\$ in millions, except per share data	Jan-22 <u>FY22</u>	Jan-23 <u>FY23</u>	Apr-23 <u>F1Q24</u>	Jul-23 F2Q24	Oct-23 F3Q24	Jan-24 <u>F4Q24</u>	Jan-24 <u>FY24</u>	Apr-24 <u>F1Q25</u>	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	2025 (E) FY25E	Apr-25 F1Q26E	Jul-25 F2Q26E	Oct-25 F3Q26E	Jan-26 F4Q26E	2026 (E) FY26E
Revenue Summary Product	1.442.3	1.792.2	309.0	399.7	453.3	460.9	1.622.9	347.4	402.6	456.2	502.9	1,709,1	328.0	430.3	515.1	559.4	1.832.7
y/y growth	26.1%	24.3%	-23.0%	-3.6%	5.1%	-15.4%	-9.4%	12.4%	0.7%	0.6%	9.1%	5.3%	-5.6%	6.9%	12.9%	11.2%	7.2%
Product, Adj. for One-time	1.405.4	1.755.2	309.0	399.7	403.3	551.9	1.663.9	337.1	392.3	446.0	492.7	1.668.1	328.0	430.3	515.1	559.4	1.832.7
y/y growth	22.8%	24.9%	-9.4%	-3.6%	-5.0%	-4.0%	-5.2%	9.1%	-1.8%	10.6%	-10.7%	0.3%	-2.7%	9.7%	15.5%	13.5%	9.9%
q/q growth	22.070	211070	-43.3%	29.4%	13.4%	1.7%	0.270	-24.6%	15.9%	13.3%	10.2%	0.070	-34.8%	31.2%	19.7%	8.6%	0.070
y/y chg \$	298.2	349.8	(92.2)	(14.9)	22.0	(84.2)	(169.3)	38.4	2.9	2.9	42.1	86.3	(19.4)	27.7	58.9	56.4	123.5
g/g chg \$	200.2	0.0.0	(236.1)	90.8	53.5	7.6	(100.0)	(113.5)	55.2	53.6	46.7	00.0	(174.9)	102.3	84.8	44.3	120.0
% of year			19%	25%	28%	28%		20%	24%	27%	29%		18%	23%	28%	31%	
% of total revenue	66.1%	65.1%	52.4%	58.0%	59.4%	58.4%	57.3%	50.1%	52.7%	54.8%	55.8%	53.6%	43.8%	49.5%	52.9%	53.6%	50.4%
Consensus Estimate (VA)	1,375.2	1,788.5	308.9	395.3	456.9	592.4	1,622.9	334.3	397.6	440.5	468.8	1,659.2	364.4	425.0	464.4	509.9	1,763.7
% difference (above consensus)	4.9%	0.2%	0.0%	1.1%	-0.8%	-22.2%	0.0%	3.9%	1.3%	3.6%	7.3%	3.0%	-10.0%	1.2%	10.9%	9.7%	3.9%
y/y change	20.2%	24.0%	-23.0%	-4.7%	5.9%	8.7%	-9.4%	8.2%	-0.5%	-2.8%	1.7%	2.2%	4.9%	5.6%	1.8%	1.4%	3.2%
Subscription Services	738.5	961.3	280.3	288.9	309.6	328.9	1,207.8	346.1	361.2	376.0	398.8	1,482.1	421.2	439.1	458.8	483.9	1,803.1
y/y growth	36.7%	30.2%	27.9%	24.4%	26.5%	24.1%	25.6%	23.5%	25.0%	21.5%	21.2%	22.7%	21.7%	21.6%	22.0%	21.4%	21.7%
q/q growth			5.8%	3.1%	7.1%	6.3%		5.2%	4.4%	4.1%	6.1%		5.6%	4.3%	4.5%	5.5%	
y/y chg \$	198.4	222.8	61.1	56.8	64.8	63.8	246.5	65.8	72.2	66.5	69.9	274.4	75.1	78.0	82.8	85.1	321.0
q/q chg \$			15.2	8.6	20.6	19.4		17.2	15.1	14.9	22.8		22.4	18.0	19.7	25.1	
% of Product	51.2%	53.6%	90.7%	72.3%	68.3%	71.4%	74.4%	99.6%	89.7%	82.4%	79.3%	86.7%	128.4%	102.1%	89.1%	86.5%	98.4%
% of total revenue	33.9%	34.9%	47.6%	42.0%	40.6%	41.6%	42.7%	49.9%	47.3%	45.2%	44.2%	46.4%	56.2%	50.5%	47.1%	46.4%	49.6%
Consensus Estimate (VA)	728.0	965.5	252.0	287.2	305.0	328.2	1,207.7	346.8	358.6	374.5	388.8	1,470.5	409.4	429.6	447.3	470.6	1,756.9
% difference (above consensus)	1.4%	-0.4%	11.3%	0.6%	1.5%	0.2%	0.0%	-0.2%	0.7%	0.4%	2.6%	0.8%	2.9%	2.2%	2.6%	2.8%	2.6%
y/y change	34.8%	30.7%	14.9%	23.7%	24.6%	23.8%	25.6%	23.7%	24.1%	21.0%	18.2%	21.8%	18.3%	18.9%	18.9%	18.0%	18.5%
Professional Services	130.9	165.2	35.4	41.3	45.8	47.4	169.8	41.6	45.8	49.9	54.1	191.5	45.0	52.2	58.4	62.6	218.1
% of total revenue (est.)	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%	6%
C. Landatian Barrary Candana	607.7	700.4	245.0	047.0	000.0	204 5	4 007 0	204 5	245.2	200.4	244.7	4 000 0	270.0	207.0	400.4	404.0	4 504 0
Subscription Revenue Services	607.7	796.1	245.0	247.6	263.8	281.5	1,037.9	304.5	315.3	326.1	344.7	1,290.6	376.2	387.0	400.4	421.3	1,584.9
% of total revenue	28%	29%	42%	36%	35%	36%	37%	44%	41%	39%	38%	40%	50%	45%	41%	40%	44%
Total Revenue	2.180.8	2.753.4	589.3	688.7	762.8	789.8	2.830.6	693.5	763.8	832.3	901.7	3,191.3	749.2	869.4	973.9	1.043.3	3.635.8
y/y growth	29.5%	26.3%	-5.0%	6.5%	12.8%	-2.5%	2.8%	17.7%	10.9%	9.1%	14.2%	12.7%	8.0%	13.8%	17.0%	15.7%	13.9%
q/q growth	20.070	20.070	-27.3%	16.9%	10.8%	3.5%	2.070	-12.2%	10.1%	9.0%	8.3%	,,	-16.9%	16.0%	12.0%	7.1%	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
y/y chg \$	496.7	572.6	(31.1)	41.9	86.8	(20.4)	77.2	104.2	75.1	69.4	111.9	360.6	55.7	105.6	141.6	141.6	444.5
g/g chg \$	450.7	312.0	(220.9)	99.4	74.2	27.0	11.2	(96.3)	70.3	68.5	69.5	300.0	(152.6)	120.2	104.5	69.4	444.5
Consensus Estimate (VA)	2.103.1	2.754.0	560.8	682.4	761.7	920.8	2.830.6	681.1	756.1	814.9	858.1	3,130,3	772.9	854.4	913.4	985.5	3,526,2
% difference (above consensus)	3.7%	0.0%	5.1%	0.9%	0.1%	-14.2%	0.0%	1.8%	1.0%	2.1%	5.1%	1.9%	-3.1%	1.8%	6.6%	5.9%	3,320.2
v/v change		26.3%	-9.6%	5.5%	12.7%	13.6%	2.8%	15.6%	9.8%	6.8%	8.6%	10.6%	11.5%	11.9%	9.8%	9.3%	10.5%
NTM Revenue	24.9%	20.3%	2.934.8	3,009.9	3,079.3	3,191.3	2.0%	3,247.0	3,352.6	3,494,2	3,635.8	10.0%	3,749.1	3.868.8	3,995.8	4,121.3	10.5%
NTM Subscrption Revenue			1,273.5	1,345.7	1,412.2	1,482.1		1,557.2	1,635.2	1,717.9	1,803.1		1,890.4	1,979.4	2,070.6	2,164.9	
NTW Subsciption Revenue			1,273.3	1,345.7	1,412.2	1,402.1		1,557.2	1,033.2	1,717.9	1,003.1		1,090.4	1,979.4	2,070.6	2,104.9	
Total New Business Calculation																	
New TCV Bookings	1,442.3	1.792.2	309.0	399.7	453.3	460.9	1,622.9	347.4	402.6	456.2	502.9	1.709.1	328.0	430.3	515.1	559.4	1,832.7
Capex Product "New TCV Bookings" (EG//Foundation												,					
y/y change	26.1%	24.3%	-23.0%	-3.6%	5.1%	-15.4%	-9.4%	12.4%	0.7%	0.6%	9.1%	5.3%	-5.6%	6.9%	12.9%	11.2%	7.2%
% of total TCV	62%	62%	55%	60%	57%	57%	57%	52%	57%	54%	56%	55%	49%	55%	53%	54%	53%
Subscription "New TCV Bookings"	882.9	1,082.4	255.2	268.7	345.3	342.6	1,211.8	325.8	305.2	382.3	397.0	1,410.3	345.2	348.3	449.2	475.6	1,618.3
y/y change	37.7%	22.6%	13.8%	11.5%	13.9%	9.1%	11.9%	27.7%	13.6%	10.7%	15.9%	16.4%	5.9%	14.1%	17.5%	19.8%	1,010.3
	38%	38%	45%	40%	43%	43%	43%	48%	43%	46%		45%	51%	45%	47%	46%	
% of total TCV		30%	40%	40%	43%	43%	43%	40%			44%						47%
													440.0			239.7	785.4
Capex Subscription "New TCV Bookings" (EG//Foun	618.1	768.1	132.4	171.3	194.3	197.5	695.5	148.9	172.5	195.5	215.5	732.5	140.6	184.4	220.7		
y/y change	618.1 26.1%	24.3%	-23.0%	-3.6%	5.1%	-15.4%	-9.4%	12.4%	0.7%	0.6%	9.1%	5.3%	-5.6%	6.9%	12.9%	11.2%	7.2%
y/y change % of total TCV	618.1 26.1% 27%	24.3% 27%	-23.0% 23%	-3.6% 26%	5.1% 24%	-15.4% 25%	-9.4% 25%	12.4% 22%	0.7% 24%	0.6% 23%	9.1% 24%	5.3% 23%	-5.6% 21%	6.9% 24%	12.9% 23%	11.2% 23%	7.2% 23%
y/y change	618.1 26.1%	24.3% 27% 165.6	-23.0% 23% <b>36.2</b>	-3.6% 26% <b>72.9</b>	5.1% 24% <b>96.0</b>	-15.4% 25% <b>145.0</b>	-9.4% 25% <b>350.0</b>	12.4% 22% <b>50.0</b>	0.7% 24% <b>90.0</b>	0.6% 23% 115.1	9.1% 24% 181.3	5.3%	-5.6% 21% <b>65.0</b>	6.9% 24% 117.0	12.9% 23% <b>149.7</b>	11.2% 23% <b>235.6</b>	7.2% 23% <b>567.3</b>
y/y change % of total TCV	618.1 26.1% 27%	24.3% 27%	-23.0% 23%	-3.6% 26%	5.1% 24%	-15.4% 25%	-9.4% 25%	12.4% 22%	0.7% 24%	0.6% 23%	9.1% 24%	5.3% 23%	-5.6% 21%	6.9% 24%	12.9% 23%	11.2% 23%	7.2% 23%
y/y change % of total TCV Opex "New TCV Bookings" - EG//One & Flex	618.1 26.1% 27% 169.7	24.3% 27% 165.6	-23.0% 23% <b>36.2</b>	-3.6% 26% <b>72.9</b>	5.1% 24% <b>96.0</b>	-15.4% 25% <b>145.0</b>	-9.4% 25% <b>350.0</b>	12.4% 22% <b>50.0</b>	0.7% 24% <b>90.0</b>	0.6% 23% 115.1	9.1% 24% 181.3	5.3% 23% <b>436.4</b>	-5.6% 21% <b>65.0</b>	6.9% 24% 117.0	12.9% 23% <b>149.7</b>	11.2% 23% <b>235.6</b>	7.2% 23% <b>567.3</b>
y/y change % of total TCV Opex "New TCV Bookings" - EG//One & Flex y/y change	618.1 26.1% 27% 169.7 43.0%	24.3% 27% 165.6 -2.4%	-23.0% 23% <b>36.2</b> 100.0%	-3.6% 26% <b>72.9</b> 120.0%	5.1% 24% <b>96.0</b> 120.0%	-15.4% 25% <b>145.0</b> 105.0%	-9.4% 25% <b>350.0</b> 111.4%	12.4% 22% <b>50.0</b> 38.3%	0.7% 24% <b>90.0</b> 23.5%	0.6% 23% 115.1 20.0%	9.1% 24% 181.3 25.0%	5.3% 23% <b>436.4</b> 24.7%	-5.6% 21% <b>65.0</b> 30.0%	6.9% 24% 117.0 30.0%	12.9% 23% <b>149.7</b> 30.0%	11.2% 23% <b>235.6</b> 30.0%	7.2% 23% <b>567.3</b> 30.0%
y/y change % of total TCV Opex "New TCV Bookings" - EG//One & Flex y/y change % of total TCV	618.1 26.1% 27% 169.7 43.0% 7%	24.3% 27% 165.6 -2.4% 6%	-23.0% 23% <b>36.2</b> 100.0% 6%	-3.6% 26% <b>72.9</b> 120.0% 11%	5.1% 24% <b>96.0</b> 120.0% 12%	-15.4% 25% <b>145.0</b> 105.0% 18%	-9.4% 25% <b>350.0</b> 111.4% 12%	12.4% 22% <b>50.0</b> 38.3% 7%	0.7% 24% <b>90.0</b> 23.5% 13%	0.6% 23% 115.1 20.0% 14%	9.1% 24% 181.3 25.0% 20%	5.3% 23% <b>436.4</b> 24.7% 14%	-5.6% 21% <b>65.0</b> 30.0% 10%	6.9% 24% 117.0 30.0% 15%	12.9% 23% <b>149.7</b> 30.0% 16%	11.2% 23% <b>235.6</b> 30.0% 23%	7.2% 23% <b>567.3</b> 30.0% 16%
y/y change % of total TCV Opex "New TCV Bookings" - EG//One & Flex y/y change % of total TCV Other "New TCV Bookings" (CBS, Portworx)	618.1 26.1% 27% 169.7 43.0% 7% 95.1	24.3% 27% 165.6 -2.4% 6% 148.8	-23.0% 23% <b>36.2</b> 100.0% 6% <b>86.6</b>	-3.6% 26% <b>72.9</b> 120.0% 11% <b>24.5</b>	5.1% 24% <b>96.0</b> 120.0% 12% <b>55.1</b>	-15.4% 25% 145.0 105.0% 18% 0.1	-9.4% 25% <b>350.0</b> 111.4% 12% <b>166.3</b>	12.4% 22% 50.0 38.3% 7% 126.9	0.7% 24% 90.0 23.5% 13% 42.6	0.6% 23% 115.1 20.0% 14% 71.6	9.1% 24% 181.3 25.0% 20% 0.2	5.3% 23% <b>436.4</b> 24.7% 14% <b>241.4</b>	-5.6% 21% <b>65.0</b> 30.0% 10% <b>139.6</b>	6.9% 24% 117.0 30.0% 15% 46.9	12.9% 23% 149.7 30.0% 16% 78.8	11.2% 23% 235.6 30.0% 23% 0.2	7.2% 23% <b>567.3</b> 30.0% 16% <b>265.6</b>
y/y change % of total TCV  Opex "New TCV Bookings" - EG//One & Flex y/y change % of total TCV  Other "New TCV Bookings" (CBS, Portworx) y/y change % of total TCV	618.1 26.1% 27% 169.7 43.0% 95.1 196.6% 4%	24.3% 27% 165.6 -2.4% 6% 148.8 56.6%	-23.0% 23% 36.2 100.0% 6% 86.6 153.8%	-3.6% 26% <b>72.9</b> 120.0% 11% <b>24.5</b> -18.6% 4%	5.1% 24% 96.0 120.0% 12% 55.1 -26.4% 7%	-15.4% 25% 145.0 105.0% 18% 0.1 -99.0%	-9.4% 25% <b>350.0</b> 111.4% 12% <b>166.3</b> 11.7% 6%	12.4% 22% 50.0 38.3% 7% 126.9 46.6% 19%	0.7% 24% <b>90.0</b> 23.5% 13% <b>42.6</b> 74.4% 6%	0.6% 23% 115.1 20.0% 14% 71.6 30.0% 9%	9.1% 24% 181.3 25.0% 20% 0.2 100.0% 0%	5.3% 23% <b>436.4</b> 24.7% 14% <b>241.4</b> 45.2%	-5.6% 21% <b>65.0</b> 30.0% 10% <b>139.6</b> 10.0% 21%	6.9% 24% 117.0 30.0% 15% 46.9 10.0% 6%	12.9% 23% 149.7 30.0% 16% 78.8 10.0% 8%	11.2% 23% 235.6 30.0% 23% 0.2 10.0% 0%	7.2% 23% 567.3 30.0% 16% 265.6 10.0%
y/y change % of total TCV Opex "New TCV Bookings" - EG//One & Flex y/y change % of total TCV Other "New TCV Bookings" (CBS, Portworx) y/y change % of total TCV  Total "New TCV Bookings"	618.1 26.1% 27% 169.7 43.0% 95.1 196.6% 4%	24.3% 27% 165.6 -2.4% 6% 148.8 56.6% 5%	23.0% 23% 36.2 100.0% 6% 86.6 153.8% 15%	-3.6% 26% 72.9 120.0% 11% 24.5 -18.6% 4%	5.1% 24% 96.0 120.0% 12% 55.1 -26.4% 7%	-15.4% 25% 145.0 105.0% 18% 0.1 -99.0% 0%	-9.4% 25% <b>350.0</b> 111.4% 12% <b>166.3</b> 11.7% 6%	12.4% 22% 50.0 38.3% 7% 126.9 46.6% 19%	0.7% 24% 90.0 23.5% 13% 42.6 74.4% 6%	0.6% 23% 115.1 20.0% 14% 71.6 30.0% 9%	9.1% 24% 181.3 25.0% 20% 0.2 100.0% 0%	5.3% 23% 436.4 24.7% 14% 241.4 45.2% 8%	-5.6% 21% 65.0 30.0% 10% 139.6 10.0% 21%	6.9% 24% 117.0 30.0% 15% 46.9 10.0% 6%	12.9% 23% 149.7 30.0% 16% 78.8 10.0% 8%	11.2% 23% 235.6 30.0% 23% 0.2 10.0% 0%	7.2% 23% 567.3 30.0% 16% 265.6 10.0% 8%
yly change % of total TCV Opex "New TCV Bookings" - EG//One & Flex y/y change % of total TCV Other "New TCV Bookings" (CBS, Portworx) y/y change % of total TCV Total "New TCV Bookings" Total New TCV Bookings"	618.1 26.1% 27% 169.7 43.0% 7% 95.1 196.6% 4% 2,325.2 664.3	24.3% 27% 165.6 -2.4% 6% 148.8 56.6% 5% 2,874.6 821.3	23.0% 23% 36.2 100.0% 6% 86.6 153.8% 15%	-3.6% 26% 72.9 120.0% 11% 24.5 -18.6% 4% 668.4 191.0	5.1% 24% 96.0 120.0% 12% 55.1 -26.4% 7% 798.6 228.2	-15.4% 25% 145.0 105.0% 18% 0.1 -99.0% 0%	-9.4% 25% <b>350.0</b> 111.4% 12% <b>166.3</b> 11.7% 6% <b>2,834.6</b> <b>809.9</b>	12.4% 22% 50.0 38.3% 7% 126.9 46.6% 19%	0.7% 24% 90.0 23.5% 13% 42.6 74.4% 6%	0.6% 23% 115.1 20.0% 14% 71.6 30.0% 9% 838.5 239.6	9.1% 24% 181.3 25.0% 20% 0.2 100.0% 0% 899.9 257.1	5.3% 23% 436.4 24.7% 14% 241.4 45.2% 8% 3,119.5 891.3	-5.6% 21% 65.0 30.0% 10% 139.6 10.0% 21% 673.2 192.3	6.9% 24% 117.0 30.0% 15% 46.9 10.0% 6% 778.6 222.4	12.9% 23% 149.7 30.0% 16% 78.8 10.0% 8% 964.3 275.5	11.2% 23% 235.6 30.0% 23% 0.2 10.0% 0% 1,034.9 295.7	7.2% 23% 567.3 30.0% 16% 265.6 10.0% 8% 3,451.0 986.0
y/y change % of total TCV Opex "New TCV Bookings" - EG//One & Flex y/y change % of total TCV Other "New TCV Bookings" (CBS, Portworx) y/y change % of total TCV  Total "New TCV Bookings"	618.1 26.1% 27% 169.7 43.0% 95.1 196.6% 4%	24.3% 27% 165.6 -2.4% 6% 148.8 56.6% 5%	23.0% 23% 36.2 100.0% 6% 86.6 153.8% 15%	-3.6% 26% 72.9 120.0% 11% 24.5 -18.6% 4%	5.1% 24% 96.0 120.0% 12% 55.1 -26.4% 7%	-15.4% 25% 145.0 105.0% 18% 0.1 -99.0% 0%	-9.4% 25% <b>350.0</b> 111.4% 12% <b>166.3</b> 11.7% 6%	12.4% 22% 50.0 38.3% 7% 126.9 46.6% 19%	0.7% 24% 90.0 23.5% 13% 42.6 74.4% 6%	0.6% 23% 115.1 20.0% 14% 71.6 30.0% 9%	9.1% 24% 181.3 25.0% 20% 0.2 100.0% 0%	5.3% 23% 436.4 24.7% 14% 241.4 45.2% 8%	-5.6% 21% 65.0 30.0% 10% 139.6 10.0% 21%	6.9% 24% 117.0 30.0% 15% 46.9 10.0% 6%	12.9% 23% 149.7 30.0% 16% 78.8 10.0% 8%	11.2% 23% 235.6 30.0% 23% 0.2 10.0% 0%	7.2% 23% 567.3 30.0% 16% 265.6 10.0% 8%

# RBRK: Expect Hyper Growth to Continue; Favorable FY26 Setup

**Expect Upside to F3Q25 Guidance.** Consensus total revenue of \$217.5M is in line with guidance of \$216.5-218.5M (+31-32%). By our estimates, total revenue guidance is achievable with Total New ARR down 9% y/y vs. +8% in F2Q, including New Subscription ARR down around 11% y/y, and with both decelerating significantly on a 2-year growth stack. See Exhibit 64. In a more plausible scenario, where Total New ARR grows 14%, including Subscription New ARR +10% (which would still be a slight deceleration on a 2-year stack), we estimate that total revenue would be \$222M (+34%), or 2% above consensus. Note that we have limited visibility into renewal timing for non-Cloud (i.e., on-premise term subscription), which impacts revenue growth, although this line is less than 20% of total revenue at this point. See Exhibit 65.

Expect Continued Outperformance in FY25 Though Likely Smaller Beats. In its F2Q25 earnings report, Rubrik raised Subscription ARR guidance by more than the quarterly upside, from \$983-997M (25-27%) to \$1.026-1.032B (31-32%); consensus is in line with guidance. By our calculations, guidance is achievable with 5% growth in New Subscription ARR vs. 4% in FY24. Additionally, we estimate that total revenue guidance of \$830-838M (+32-34%)—consensus is in line—is achievable with 13% growth in Total New ARR vs. an easy comp of 2% in FY24. See Exhibit 64. In our plausible scenario, where New Subscription ARR grows 18% and Total New ARR grows 27%, then we see Subscription ARR of \$1.065B (+36% y/y), or 3.5% above current consensus and total revenue of \$854M (+36% y/y), or 2% above consensus. We believe that Rubrik's upside vs. consensus will get smaller over time—this is natural due to the law of large numbers, but also because Rubrik raised full-year by more than it beat F2Q by, potentially limiting some of its F2H upside. However, if Rubrik were to outperform our plausible scenario, then it might beat by a similar magnitude as F1Q25 (5%) and F2Q (4%). See Exhibit 65.

**Favorable FY26 Setup.** Assuming our FY25 plausible scenario plays out, we believe consensus FY26 total revenue of \$1.070B (+25% y/y) is achievable with Total New ARR declining 11%, that includes New Subscription ARR down more than 10%. See Exhibit 65. In a more plausible view, if Total New ARR grows by about 10% vs. 27% in FY24, including New Subscription growth of about 8% vs. 18% in FY24 grows at least 5%, we see Subscription ARR of \$1.350B (+27% y/y), or 7% above consensus and total revenue of \$1.177B (+38%) growth, or 10% above consensus. See Exhibit 65.

**Exhibit 64: RBRK Base Case** 

\$ in millions, except per share data	Jan-22	Apr-22	Jul-22	Oct-22	Jan-23	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
	FY22	F1Q23	F2Q23	F3Q23	F4Q23	FY23	F1Q24	F2Q24	F3Q24	F4Q24	FY24	F1Q25	F2Q25	F3Q25E	F4Q25E	FY25E	F1Q26E	F2Q26E	F3Q26E	F4Q26E	FY26E
Revenue Summary																					
Subscription	260.5	78.0	105.5	103.4	98.4	385.3	108.4	127.5	143.4	158.7	537.9	172.2	191.3	205.0	219.5	787.9	246.5	267.1	280.6	292.4	1,086.6
y/y growth		60.7%	63.3%	65.6%	15.8%	47.9%	39.0%	20.8%	38.7%	61.2%	39.6%	58.9%	50.1%	43.0%	38.3%	46.5%	43.2%	39.6%	36.9%	33.2%	37.9%
q/q growth		-8.3%	35.2%	-2.0%	-4.8%		10.1%	17.6%	12.5%	10.7%		8.5%	11.1%	7.1%	7.1%		12.3%	8.3%	5.1%	4.2%	
% of total	51.5%	59.0%	63.1%	62.7%	72.5%	64.2%	79.9%	84.1%	86.6%	90.7%	85.7%	91.9%	93.3%	94.2%	96.8%	94.2%	96.1%	96.8%	97.1%	98.5%	97.2%
Maintenance	91.0	21.9	20.9	18.2	15.3	76.2	12.3	10.6	9.0	6.9	38.7	5.7	5.0	4.0	3.0	17.7	2.5	2.0	1.4	0.9	6.8
y/y growth		-3.5%	-10.4%	-20.3%	-31.2%	-16.3%	-43.8%	-49.2%	-50.7%	-55.0%	-49.2%	-53.9%	-52.6%	-55.5%	-56.8%	-54.4%	-56.6%	-61.1%	-63.8%	-68.4%	-61.5%
q/q growth		-1.7%	-4.6%	-12.6%	-16.0%		-19.7%	-13.8%	-15.2%	-23.3%		-17.7%	-11.5%	-20.4%	-25.5%		-17.2%	-20.7%	-26.0%	-34.9%	
% of total	18.0%	16.5%	12.5%	11.1%	11.3%	12.7%	9.1%	7.0%	5.4%	3.9%	6.2%	3.0%	2.4%	1.8%	1.3%	2.1%	1.0%	0.7%	0.5%	0.3%	0.6%
Other Products	154.6	32.3	40.9	43.1	22.0	138.3	15.1	13.5	13.3	9.5	51.3	9.5	8.6	8.6	4.3	31.0	7.6	6.9	6.9	3.4	24.8
y/y growth		7.7%	22.2%	5.3%	-56.2%	-10.5%	-53.4%	-67.0%	-69.3%	-56.9%	-62.9%	-37.2%	-36.1%	-35.0%	-55.0%	-39.6%	-20.0%	-20.0%	-20.0%	-20.0%	-20.0%
q/q growth		-35.6%	26.6%	5.5%	-49.0%		-31.5%	-10.4%	-1.7%	-28.5%		-0.3%	-8.8%	0.0%	-50.5%		77.3%	-8.8%	0.0%	-50.5%	
% of total	30.5%	24.4%	24.5%	26.2%	16.2%	23.1%	11.1%	8.9%	8.0%	5.4%	8.2%	3.9%	3.2%	3.5%	3.2%	3.7%	2.9%	2.5%	2.4%	1.1%	2.2%
Total Revenue	506.1	132.2	167.2	164.7	135.7	599.8	135.7	151.5	165.6	175.0	627.9	187.3	205.0	217.6	226.7	836.6	256.6	275.9	288.9	296.8	1,118.2
y/y growth		30.6%	37.9%	30.5%	-13.8%	18.5%	2.7%	-9.4%	0.5%	29.0%	4.7%	38.0%	35.2%	31.4%	29.5%	33.2%	37.0%	34.6%	32.8%	30.9%	33.7%
q/q growth		-16.0%	26.5%	-1.5%	-17.6%		0.0%	11.6%	9.3%	5.7%		7.0%	9.4%	6.2%	4.2%		13.2%	7.6%	4.7%	2.7%	
NTM Revenue		603.4	587.7	588.6	627.9		679.5	732.9	784.9	836.6		905.8	976.8	1,048.1	1,118.2		1,188.6	1,262.4	1,339.8	1,419.4	
NTM Recurring Revenue		482.3	494.0	524.8	576.6		633.8	692.1	748.7	805.6		876.7	949.5	1,022.5	1,093.4		1,162.3	1,234.8	1,310.7	1,389.7	
LTM Recurring Revenue		380.2	418.7	455.0	461.5		482.3	494.0	524.8	576.6		633.8	692.1	748.7	805.6		876.7	949.5	1,022.5	1,093.4	
Total New ARR																					
Cloud		23.4	32.7	49.3	70.7	176.1	62.7	86.0	86.0	79.2	313.8	92.0	84.5	77.4	75.2	329.1	92.0	84.5	77.4	75.2	329.1
y/y growth			286.4%	274.9%	154.5%		167.5%	163.2%	74.4%	12.0%	78.2%	46.9%	-1.8%	-10.0%	-5.0%	4.9%	0.0%	0.0%	0.0%	0.0%	0.0%
q/q growth		-15.7%	39.5%	50.9%	43.4%		-11.4%	37.3%	0.0%	-7.9%		16.2%	-8.2%	-8.4%	-2.8%		22.3%	-8.2%	-8.4%	-2.8%	
Non-Cloud Subscription (neg #s imply transition)		24.4	38.1	34.9	9.6	107.0	0.5	(8.6)	(4.7)	(7.4)	(20.1)	(5.8)	(5.8)	(5.0)	(3.0)	(19.6)	0.0	2.0	3.0	3.0	8.0
Maintenance (neg #s imply transition)		(1.1)	(3.6)	(10.1)	(11.3)	(26.1)	(11.7)	(6.5)	(6.2)	(8.2)	(32.7)	(4.7)	(2.5)	(4.0)	(4.0)	(15.2)	(2.0)	(2.0)	(2.0)	(2.0)	(8.0)
Total New ARR		46.7	67.2	74.1	68.9	257.0	51.5	70.9	75.0	63.6	261.0	81.5	76.2	68.4	68.2	294.3	90.0	84.5	78.4	76.2	329.2
y/y growth		70.1	89.8%	125.8%	19.1%	201.0	10.1%	5.5%	1.2%	-7.7%	1.6%	58.3%	7.5%	-8.9%	7.2%	12.8%	10.5%	10.9%	14.6%	11.7%	11.8%
y/y growth, 2-yr stack					,.			95%	127%	11%		68%	13%	-8%	0%	,.	69%	18%	6%	19%	
g/g growth		-19.2%	42 7%	10.3%	-7.0%		-25.3%	37.7%	5.9%	-15.2%		28.1%	-6.5%	-10.3%	-0.2%		32.0%	-6.1%	-7.2%	-2.7%	
gry grown		-13.270	40.770	10.570	-7.078		-23.370	37.770	3.370	-10.2 /6		20.170	-0.570	-10.378	-0.276		32.070	-0.176	-7.270	2.770	
Migration Price Uplift 1.4x		(0.4)	(1.4)	(4.0)	(4.5)		(4.7)	(2.6)	(2.5)	(3.3)		(1.9)	(1.0)	(1.6)	(1.6)		(0.8)	(0.8)	(0.8)	(0.8)	
Total New ARR, ex. Mtn Price Uplift		46.3	65.8	70.1	64.4		46.8	68.3	72.6	60.3	247.9	79.6	75.2	66.8	66.6	288.2	89.2	83.7	77.6	75.4	326.0
y/y growth			85.8%	116.5%	12.9%		1.0%	3.8%	3.5%	-6.3%		70.1%	10.2%	-8.0%	10.4%	16.2%	12.1%	11.3%	16.2%	13.2%	13.1%
New Subscription ARR (Cloud + Non-Cloud)		47.8	70.8	84.2	80.3	283.1	63.2	77.4	81.3	71.8	293.7	86.2	78.7	72.4	72.2	309.5	92.0	86.5	80.4	78.2	337.1
y/y growth			117.6%	148.0%	33.9%		32.2%	9.4%	-3.5%	-10.5%	3.8%	36.4%	1.7%	-11.0%	0.6%	5.4%	6.7%	9.9%	11.1%	8.3%	8.9%
y/y growth, 2-yr stack								127%	145%	23%		69%	11%	-14%	-10%		43%	12%	0%	9%	
q/q growth		-20.3%	48.1%	19.0%	-4.7%		-21.3%	22.5%	5.0%	-11.6%		20.1%	-8.7%	-8.0%	-0.2%		27.4%	-6.0%	-7.1%	-2.7%	
Total ARR (including Maintenance ARR)	360.7	402.9	464.9	532.8	594.1	594.1	636.6	697.4	760.9	811.5	811.5	878.8	939.2	990.4	1,040.3	1,040.3	1,110.8	1,174.3	1,230.4	1,283.1	1,283.1
y/y growth		65.3%	68.1%	73.9%	64.7%	64.7%	58.0%	50.0%	42.8%	36.6%	36.6%	38.0%	34.7%	30.2%	28.2%	28.2%	26.4%	25.0%	24.2%	23.3%	23.3%
q/q growth		11.7%	15.4%	14.6%	11.5%		7.2%	9.5%	9.1%	6.7%		8.3%	6.9%	5.5%	5.0%		6.8%	5.7%	4.8%	4.3%	

**Exhibit 65: RBRK Plausible Case** 

\$ in millions, except per share data	Jan-22 FY22	Apr-22 F1Q23	Jul-22 F2Q23	Oct-22 F3Q23	Jan-23 F4Q23	Jan-23 FY23	Apr-23 F1Q24	Jul-23 F2Q24	Oct-23 F3Q24	Jan-24 F4Q24	Jan-24 FY24	Apr-24 F1Q25	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	Jan-25 FY25E	Apr-25 F1Q26E	Jul-25 F2Q26E	Oct-25 F3Q26E	Jan-26 F4Q26E	Jan-26 FY26E
Revenue Summary	1 122	11023	1 ZQZ3	1 3023	14023	1 123	1 1024	1 2024	1 3024	1 4024	1 124	1 1023	1 2023	TOQZOL	THOUZUL	I IZUL	TIQZOL	TZQZOL	1 JQZOL	1 4QZ0L	1 1202
Subscription	260.5	78.0	105.5	103.4	98.4	385.3	108.4	127.5	143.4	158.7	537.9	172.2	191.3	209.5	230.7	803.7	256.3	277.2	295.9	314.8	1,144.2
y/y growth		60.7%	63.3%	65.6%	15.8%	47.9%	39.0%	20.8%	38.7%	61.2%	39.6%	58.9%	50.1%	46.1%	45.4%	49.4%	48.8%	44.9%	41.2%	36.5%	42.4%
g/g growth		-8.3%	35.2%	-2.0%	-4.8%		10.1%	17.6%	12.5%	10.7%		8.5%	11.1%	9.5%	10.1%		11.1%	8.2%	6.8%	6.4%	
% of total	51.5%	59.0%	63.1%	62.7%	72.5%	64.2%	79.9%	84.1%	86.6%	90.7%	85.7%	91.9%	93.3%	94.3%	96.4%	94.1%	96.2%	96.9%	97.3%	98.3%	97.2%
Maintenance	91.0	21.9	20.9	18.2	15.3	76.2	12.3	10.6	9.0	6.9	38.7	5.7	5.0	4.0	3.0	17.7	2.5	2.0	1.4	0.9	6.8
y/y growth		-3.5%	-10.4%	-20.3%	-31.2%	-16.3%	-43.8%	-49.2%	-50.7%	-55.0%	-49.2%	-53.9%	-52.6%	-55.5%	-56.8%	-54.4%	-56.6%	-61.1%	-63.8%	-68.4%	-61.5%
q/q growth		-1.7%	-4.6%	-12.6%	-16.0%		-19.7%	-13.8%	-15.2%	-23.3%		-17.7%	-11.5%	-20.4%	-25.5%		-17.2%	-20.7%	-26.0%	-34.9%	
% of total	18.0%	16.5%	12.5%	11.1%	11.3%	12.7%	9.1%	7.0%	5.4%	3.9%	6.2%	3.0%	2.4%	1.8%	1.2%	2.1%	0.9%	0.7%	0.5%	0.3%	0.6%
Other Products	154.6	32.3	40.9	43.1	22.0	138.3	15.1	13.5	13.3	9.5	51.3	9.5	8.6	8.6	5.7	32.4	7.6	6.9	6.9	4.5	25.9
y/y growth		7.7%	22.2%	5.3%	-56.2%	-10.5%	-53.4%	-67.0%	-69.3%	-56.9%	-62.9%	-37.2%	-36.1%	-35.0%	-40.0%	-36.9%	-20.0%	-20.0%	-20.0%	-20.0%	-20.0%
q/q growth		-35.6%	26.6%	5.5%	-49.0%		-31.5%	-10.4%	-1.7%	-28.5%		-0.3%	-8.8%	0.0%	-34.0%		33.0%	-8.8%	0.0%	-34.0%	
% of total	30.5%	24.4%	24.5%	26.2%	16.2%	23.1%	11.1%	8.9%	8.0%	5.4%	8.2%	3.9%	3.2%	3.5%	3.2%	3.8%	2.8%	2.4%	2.3%	1.4%	2.2%
Total Revenue	506.1	132.2	167.2	164.7	135.7	599.8	135.7	151.5	165.6	175.0	627.9	187.3	205.0	222.1	239.4	853.7	266.3	286.0	304.2	320.3	1,176.9
y/y growth		30.6%	37.9%	30.5%	-13.8%	18.5%	2.7%	-9.4%	0.5%	29.0%	4.7%	38.0%	35.2%	34.1%	36.8%	36.0%	42.2%	39.6%	37.0%	33.8%	37.8%
q/q growth		-16.0%	26.5%	-1.5%	-17.6%		0.0%	11.6%	9.3%	5.7%		7.0%	9.4%	8.4%	7.8%		11.2%	7.4%	6.4%	5.3%	
NTM Revenue		603.4	587.7	588.6	627.9		679.5	732.9	789.4	853.7		932.7	1,013.8	1,095.9	1,176.9		1,257.7	1,341.8	1,429.0	1,519.2	
NTM Recurring Revenue		482.3	494.0	524.8	576.6		633.8	692.1	753.2	821.4		902.2	985.0	1,068.9	1,151.0		1,230.3	1,313.0	1,398.8	1,488.1	
LTM Recurring Revenue		380.2	418.7	455.0	461.5		482.3	494.0	524.8	576.6		633.8	692.1	753.2	821.4		902.2	985.0	1,068.9	1,151.0	
Total New ARR																					
Cloud		23.4	32.7	49.3	70.7	176.1	62.7	86.0	86.0	79.2	313.8	92.0	84.5	94.6	95.0	366.1	92.0	84.5	94.6	95.0	366.1
y/y growth			286.4%	274.9%	154.5%		167.5%	163.2%	74.4%	12.0%	78.2%	46.9%	-1.8%	10.0%	20.0%	16.7%	0.0%	0.0%	0.0%	0.0%	0.0%
q/q growth		-15.7%	39.5%	50.9%	43.4%		-11.4%	37.3%	0.0%	-7.9%		16.2%	-8.2%	11.9%	0.5%		-3.2%	-8.2%	11.9%	0.5%	
Non-Cloud Subscription (neg #s imply transition)		24.4	38.1	34.9	9.6	107.0	0.5	(8.6)	(4.7)	(7.4)	(20.1)	(5.8)	(5.8)	(5.0)	(3.0)	(19.6)	0.0	2.0	3.0	3.0	8.0
Maintenance (neg #s imply transition)		(1.1)	(3.6)	(10.1)	(11.3)	(26.1)	(11.7)	(6.5)	(6.2)	(8.2)	(32.7)	(4.7)	(2.5)	(4.0)	(4.0)	(15.2)	(2.0)	(2.0)	(2.0)	(2.0)	(8.0)
Total New ARR		46.7	67.2	74.1	68.9	257.0	51.5	70.9	75.0	63.6	261.0	81.5	76.2	85.6	88.0	331.3	90.0	84.5	95.6	96.0	366.2
y/y growth			89.8%	125.8%	19.1%		10.1%	5.5%	1.2%	-7.7%	1.6%	58.3%	7.5%	14.0%	38.3%	26.9%	10.5%	10.9%	11.7%	9.1%	10.5%
y/y growth, 2-yr stack								95%	127%	11%		68%	13%	15%	31%		69%	18%	26%	47%	
q/q growth		-19.2%	43.7%	10.3%	-7.0%		-25.3%	37.7%	5.9%	-15.2%		28.1%	-6.5%	12.3%	2.9%		2.3%	-6.1%	13.1%	0.5%	
Migration Price Uplift 1.4x		(0.4)	(1.4)	(4.0)	(4.5)		(4.7)	(2.6)	(2.5)	(3.3)		(1.9)	(1.0)	(1.6)	(1.6)		(0.8)	(0.8)	(0.8)	(0.8)	
Total New ARR, ex. Mtn Price Uplift		46.3	65.8	70.1	64.4		46.8	68.3	72.6	60.3	247.9	79.6	75.2	84.0	86.4	325.2	89.2	83.7	94.8	95.2	363.0
y/y growth			85.8%	116.5%	12.9%		1.0%	3.8%	3.5%	-6.3%		70.1%	10.2%	15.7%	43.2%	31.2%	12.1%	11.3%	12.9%	10.2%	11.6%
New Subscription ARR (Cloud + Non-Cloud)		47.8	70.8	84.2	80.3	283.1	63.2	77.4	81.3	71.8	293.7	86.2	78.7	89.6	92.0	346.5	92.0	86.5	97.6	98.0	374.1
y/y growth			117.6%	148.0%	33.9%		32.2%	9.4%	-3.5%	-10.5%	3.8%	36.4%	1.7%	10.2%	28.1%	18.0%	6.7%	9.9%	8.9%	6.5%	8.0%
y/y growth, 2-yr stack								127%	145%	23%		69%	11%	7%	18%		43%	12%	19%	35%	
		-20.3%	48.1%	19.0%	-4.7%		-21.3%	22.5%	5.0%	-11.6%		20.1%	-8.7%	13.8%	2.7%		0.0%	-6.0%	12.8%	0.5%	
q/q growth																					
q/q growth  Total ARR (including Maintenance ARR)	360.7	402.9	464.9	532.8	594.1	594.1	636.6	697.4	760.9	811.5	811.5	878.8	939.2	1,007.6	1,076.9	1,076.9	1,146.7	1,209.5	1,282.0	1,353.4	1,353.4
	360.7		464.9 68.1%	532.8 73.9%	594.1 64.7%	594.1 64.7%	636.6 58.0%	697.4 50.0%	760.9 42.8%	811.5 36.6%	811.5 36.6%	878.8 38.0%	939.2 34.7%	1,007.6 32.4%	1,076.9 32.7%	1,076.9 32.7%	1,146.7 30.5%	1,209.5 28.8%	1,282.0 27.2%	1,353.4 25.7%	1,353.4 25.7%

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

## S - Some Risk to Numbers, Unless CRWD Benefit Plays Out

F3Q Revenue Doable, but Risk to ARR. Management's F3Q revenue guide of \$209.5M implies New Business declines 8% in the quarter, which assumes worse than typical seasonality and seems unlikely, in our view. If we assume normal seasonality (i.e. sequential growth), in a more plausible scenario where New Business declines 4% y/y, we arrive at about 20bps of potential upside to revenue (which is less than the typical 1+% beat by which the company typically beats), and we do see risk to Street ARR estimates (50bps of downside). If anyone were to benefit from the CRWD outage, we would expect it to be S. With that said, if SentinelOne does indeed benefit from the CRWD outage as they seem to be indicating and business momentum does pick up, we estimate F3Q New Business grows 5% y/y which yields 60bps of potential upside to revenue, but still see limited upside potential to current Street ARR estimates (10bps). See Exhibits 66-67.

Risk to FY25 Revenue and ARR, Unless CRWD Outage Benefit Plays Out. On the F2Q earnings call, Management raised FY25 revenue guidance to \$815M (31% y/y growth), which was the high end of their prior guidance of \$808-815M. In order to hit the FY25 revenue guide of \$815M along with commentary suggesting "second half Net New ARR growth trends to improve compared to the first half of the year," we estimate New Business grows about 1% y/y. This assumes a very large uptick in sequential growth in F4Q, which would require an uptick in business momentum. In a more plausible scenario, if we assume normal seasonality in sequential growth, we estimate New Business declines 3% y/y and arrive at 31% y/y revenue growth (which is what Management has guided) and 26% y/y FY25 ARR growth, but we do see risk to both revenue and ARR in the F4Q. Assuming S benefits from the CRWD outage even modestly, these risks can be mitigated, as Management expects, and we estimate New Business grows 3% y/y and arrive at 32% y/y revenue growth and 27% ARR growth. Bottom line, we still don't see much room for upside

to the full-year revenue guide unless things materially improve and see potential risk to numbers for the remainder of the year, especially ARR. See Exhibits 66 - 67.

Risk to FY26 Total Revenue and ARR. If we assume our FY25 plausible estimates play out and business momentum improves to approximately 12% and stays consistent throughout the year, New Business would have to grow 15% y/y, which suggests 40bps of downside risk to total revenue and 1% downside risk to ARR. Assuming the CRWD outage benefits do play out and business momentum improves to approximately 20% throughout the year, then we see about 2% upside to FY26 total revenue and ARR. See Exhibit 67.

**Exhibit 66: S Base Case** 

\$ in millions, except per share data	2022 Full Year	2023 Full Year	Apr-23 1Q24	Jul-23 2Q24	Oct-23 3Q24	Jan-24 4Q24	2024 Full Year	Apr-24 1Q25	Jul-24 2Q25	Oct-24 3Q25E	Jan-25 4Q25E	2025 (E) Full Year	2026 (E) Full Year	2027 (E)
Revenue Summary	ruii ieai	ruii ieai	<u>IQ24</u>	<u> 2Q24</u>	<u>3Q24</u>	<u>4Q24</u>	ruii ieai	1923	<u> 2Q25</u>	3QZ3E	4Q23E	ruii ieai	ruii ieai	ruii ieai
Total Revenue	204.8	422.2	133.4	149.4	164.2	174.2	621.2	186.4	198.9	209.5	220.1	815.0	1,021.8	1,231.6
y/y growth	120.1%	106.1%	70.5%	45.8%	42.4%	38.1%	47.1%	39.7%	33.1%	27.6%	26.4%	31.2%	25.4%	20.5%
g/g growth			5.8%	12.0%	9.9%	6.1%		7.0%	6.8%	5.3%	5.1%			
Consensus Estimate (VA)			136.9	141.2	156.2	169.6	616.5	181.1	197.3	209.5	220.2	815.0	1.023.4	1.258.0
% difference (above consensus)	2.5%	0.3%	-2.6%	5.9%	5.1%	2.7%	0.7%	2.9%	0.9%	0.0%	0.0%	0.0%	-0.2%	-2.1%
Revenue Build via ARR														
Previously Reported ARR	292.3	548.7												
Restatement Amount														
Implied Consumption Overage ARR			5.6	28.2	10.6	10.9		7.6	8.1	8.5	9.2			
% of restated ARR			1.0%	4.6%	1.6%	1.5%		1.0%	1.0%	1.0%	1.0%			
Restated ARR (As of F4Q22)	277.7	522.0	563.6	612.2	663.9	724.4	724.4	762.0	806.0	850.5	919.0	919.0	1,117.7	1,337.0
y/y growth		88.0%	75.0%	46.8%	43.4%	38.8%	38.8%	35.2%	31.7%	28.1%	26.9%	26.9%	21.6%	19.6%
_q/q growth			8.0%	8.6%	8.4%	9.1%		5.2%	5.8%	5.5%	8.1%			
Consensus Estimate (VA)			594.3	604.3	660.9	720.6	720.6	765.6	803.5	856.9	919.4	919.4	1,131.4	1,371.3
% difference (above consensus)			-5.2%	1.3%	0.4%	0.5%	0.5%	-0.5%	0.3%	-0.8%	0.0%	0.0%	-1.2%	-2.5%
Gross Retention Rate			95%	95%	95%	95%		95%	95%	95%	95%			
Equivalent Quarterly Renewal Rate			99%	99%	99%	99%		99%	99%	99%	99%			
Quarterly Churn	6	12	7	7	8	8	30	9	10	10	11	40	50	61
Quarterly Renewals			515	556	604	655		715	752	796	840			
Net New ARR	162	244	42	49	52	61	202	38	44	44	68	195	199	219
y/y growth	152%	51%	-6%	-49%	12%	3%	-17.1%	-10%	-9%	-14%	13%	-4%	2%	10%
q/q growth			-29%	17%	6%	17%		-38%	17%	1%	54%			
New ARR	167	256	48	56	60	69	232	47	54	55	79	235	249	280
y/y growth	148.7%	53.3%	4.0%	-42.8%	19.7%	10.3%	-9.2%	-2.9%	-3.7%	-8.0%	15.0%	0.9%	6.1%	12.5%
q/q growth			-22.8%	15.6%	6.7%	15.9%		-32.1%	14.7%	1.9%	44.9%			
									-10%		1%			
Adjustments														
Acquisitions	10.7	38.5												
Other														
Adjusted New ARR	156	218	48	56	60	69	232	47	54	55	79	235	249	280
y/y growth	132.8%	30.2%	4.0%	-42.8%	19.7%	10.3%	-9.2%	-2.9%	-3.7%	-8.0%	15.0%	0.9%	6.1%	12.5%
q/q growth			-22.8%	15.6%	6.7%	15.9%		-32.1%	14.7%	1.9%	44.9%			
2 yr stack growth			51.3%	12.9%	43.4%	19.1%		1.1%	-46.4%	11.7%	25.3%			
Revenue from Renewal			129	139	151	164		179	188	199	210			
Revenue from New ARR (adjusted for acquisitions)			3	3	10	8		4	9	8	8			
Assumed % of Rev in Q from New ARR			27%	85%	70%	44%		35%	66%	62%	40%			

Exhibit 67: S Plausible Case

\$ in millions, except per share data	2022	2023	Apr-23	Jul-23	Oct-23	Jan-24	2024	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)		2027 (E)
	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	3Q24	<u>4Q24</u>	Full Year	<u>1Q25</u>	<u>2Q25</u>	3Q25E	4Q25E	Full Year	Full Year	Full Year
Revenue Summary Total Revenue	204.8	422.2	133.4	149.4	164.2	174.2	621.2	186.4	198.9	209.9	219.7	814.9	1.019.6	1,241,7
		106.1%	70.5%		42.4%	38.1%	47.1%	39.7%	33.1%	209.9 27.9%	26.1%		25.1%	1,241.7 21.8%
y/y growth	120.1%	106.1%		45.8%			47.1%						25.1%	21.8%
q/q growth Consensus Estimate (VA)			5.8%	12.0%	9.9% <b>156.2</b>	6.1%	040.5	7.0%	6.8%	5.5%	4.6%	815.0	1,023.4	1,258.0
	2.5%	0.3%	136.9 -2.6%	141.2		169.6	616.5 0.7%	181.1	197.3 0.9%	209.5 0.2%	-0.2%	0.0%	-0.4%	
% difference (above consensus)	2.5%	0.3%	-2.6%	5.9%	5.1%	2.7%	0.7%	2.9%	0.9%	0.2%	-0.2%	0.0%	-0.4%	-1.3%
Revenue Build via ARR	292.3	548.7												
Previously Reported ARR	292.3	548.7												
Restatement Amount				20.0	40.0	40.0		7.0	0.4	0.5	0.4			
Implied Consumption Overage ARR			5.6	28.2	10.6	10.9		7.6	8.1	8.5	9.1			
% of restated ARR			1.0%	4.6%	1.6%	1.5%		1.0%	1.0%	1.0%	1.0%			
Restated ARR (As of F4Q22)	277.7	522.0	563.6	612.2	663.9	724.4	724.4	762.0	806.0	852.9	911.0	911.0	1.121.6	1.353.7
y/y growth	211.1	88.0%	75.0%	46.8%	43.4%	38.8%	38.8%	35.2%	31.7%	28.5%	25.8%	25.8%	23.1%	20.7%
g/g growth		00.070	8.0%	8.6%	8.4%	9.1%	00.070	5.2%	5.8%	5.8%	6.8%	20.070	20.170	20.770
Consensus Estimate (VA)			594.3	604.3	660.9	720.6	720.6	765.6	803.5	856.9	919.4	919.4	1.131.4	1.371.3
% difference (above consensus)			-5.2%	1.3%	0.4%	0.5%	0.5%	-0.5%	0.3%	-0.5%	-0.9%	-0.9%	-0.9%	-1.3%
/ amerence (apere consensus)			0.270	11070	0.170	0.070	0.070	0.070	0.070	0.070	0.070	0,070	0.070	11070
Gross Retention Rate			95%	95%	95%	95%		95%	95%	95%	95%			
Equivalent Quarterly Renewal Rate			99%	99%	99%	99%		99%	99%	99%	99%			
•				5576	3370	3370		3370	3370	3370	3370			
Quarterly Churn	6	12	7	7	8	8	30	9	10	10	11	40	50	61
Quarterly Renewals			515	556_	604	655		715_	752	796_	842	_		
Net New ARR	162	244	42	49	52	61	202	38	44	47	58	187	211	232
y/y growth	152%	51%	-6%	-49%	12%	3%	-17.1%	-10%	-9%	-9%	-4%	-8%	13%	10%
g/g growth			-29%	17%	6%	17%		-38%	17%	6%	24%			
New ARR	167	256	48	56	60	69	232	47	54	57	69	227	261	293
y/y growth	148.7%	53.3%	4.0%	-42.8%	19.7%	10.3%	-9.2%	-2.9%	-3.7%	-4.0%	0.0%		15.0%	12.5%
q/q growth			-22.8%	15.6%	6.7%	15.9%		-32.1%	14.7%	6.3%	20.7%			
									-10%		-6%			
Adjustments														
Acquisitions	10.7	38.5												
Other														
Adjusted New ARR	156	218	48	56	60	69	232	47	54	57	69	227	261	293
y/y growth	132.8%	30.2%	4.0%	-42.8%	19.7%	10.3%	-9.2%	-2.9%	-3.7%	-4.0%	0.0%	-2.5%	15.0%	12.5%
g/g growth			-22.8%	15.6%	6.7%	15.9%		-32.1%	14.7%	6.3%	20.7%			
2 yr stack growth			51.3%	12.9%	43.4%	19.1%		1.1%	-46.4%	15.7%	10.3%			
Revenue from Renewal			129	139	151	164		179	188	199	211			
Revenue from New ARR (adjusted for acquisitions)			3	3	10	8		4	9	9	7			
Assumed % of Rev in Q from New ARR			27%	85%	70%	44%		35%	66%	62%	40%			

Exhibit 68: S New ARR Plausible CRWD Case

\$ in millions, except per share data	2022 Full Year	2023 Full Year	Apr-23 1Q24	Jul-23 2Q24	Oct-23 3Q24	Jan-24 4Q24	2024 Full Year	Apr-24 1Q25	Jul-24 2Q25	Oct-24 3Q25E	Jan-25 4Q25E	2025 (E) Full Year		2027 (E) Full Year
Revenue Summary	Tun Tear	run rear	IQZ4	2024	<u> 3024</u>	4024	i uli Teal	IQZJ	2025	JQZJL	4QZJL	I uli Teal	Tull Teal	I uli Tear
Total Revenue	204.8	422.2	133.4	149.4	164.2	174.2	621.2	186.4	198.9	210.8	221.7	817.8	1,042.6	1,286.6
y/y growth	120.1%	106.1%	70.5%	45.8%	42.4%	38.1%	47.1%	39.7%	33.1%	28.4%	27.3%	31.7%	27.5%	23.4%
g/g growth			5.8%	12.0%	9.9%	6.1%		7.0%	6.8%	5.9%	5.2%			
Consensus Estimate (VA)			136.9	141.2	156.2	169.6	616.5	181.1	197.3	209.5	220.2	815.0	1,023.4	1,258.0
% difference (above consensus)	2.5%	0.3%	-2.6%	5.9%	5.1%	2.7%	0.7%	2.9%	0.9%	0.6%	0.7%	0.3%	1.9%	2.3%
Revenue Build via ARR														
Previously Reported ARR	292.3	548.7												
Restatement Amount														
Implied Consumption Overage ARR			5.6	28.2	10.6	10.9		7.6	8.1	8.6	9.2			
% of restated ARR			1.0%	4.6%	1.6%	1.5%		1.0%	1.0%	1.0%	1.0%			
Restated ARR (As of F4Q22)	277.7	522.0	563.6	612.2	663.9	724.4	724.4	762.0	806.0	858.2	923.1	923.1	1,154.8	1,409.6
y/y growth		88.0%	75.0%	46.8%	43.4%	38.8%	38.8%	35.2%	31.7%	29.3%	27.4%	27.4%	25.1%	22.1%
_ q/q growth			8.0%	8.6%	8.4%	9.1%		5.2%	5.8%	6.5%	7.6%			
Consensus Estimate (VA)			594.3	604.3	660.9	720.6	720.6	765.6	803.5	856.9	919.4	919.4	1,131.4	1,371.3
% difference (above consensus)			-5.2%	1.3%	0.4%	0.5%	0.5%	-0.5%	0.3%	0.1%	0.4%	0.4%	2.1%	2.8%
Gross Retention Rate			95%	95%	95%	95%		95%	95%	95%	95%			
Equivalent Quarterly Renewal Rate			99%	99%	99%	99%		99%	99%	99%	99%			
Quarterly Churn	6	12	7	7	8	8	30	9	10	10	11	40	51	63
Quarterly Renewals	0	12	515	556	604	655	30	715	752	796	847	40	51	63
Net New ARR	162	244	42	49	52	61	202	38	44	52	65	199	232	255
y/y growth	152%	51%	-6%	-49%	12%	3%	-17.1%	-10%	-9%	1%	7%	-2%	17%	10%
g/g growth	13270	3176	-29%	17%	6%	17%	-17.170	-38%	-9% 17%	19%	24%	-2 /0	1770	10%
New ARR	167	256	-29% 48	56	60	69	232	-30% 47	54	62	76	239	283	318
y/y growth	148.7%	53.3%	4.0%	-42.8%	19.7%	10.3%	-9.2%	-2.9%	-3.7%	5.0%	10.0%		18.3%	12.5%
g/g growth	140.776	33.3%	-22.8%	15.6%	6.7%	15.9%	-9.270	-2.9% -32.1%	-3.7 % 14.7%	16.3%	21.4%		10.3%	12.5%
φq grown			-22.0%	15.0%	0.7%	15.9%		-32.1%	-10%	10.3%	21.4%			
Adjustments									-10%		470			
Acquisitions	10.7	38.5												
Other	10.7	36.3												
Adjusted New ARR	156	218	48	56	60	69	232	47	54	62	76		283	318
y/y growth	132.8%	30.2%	4.0%	-42.8%	19.7%	10.3%	-9.2%	-2.9%	-3.7%	5.0%	10.0%	2.8%	18.3%	12.5%
q/q growth			-22.8%	15.6%	6.7%	15.9%		-32.1%	14.7%	16.3%	21.4%			
2 yr stack growth			51.3%	12.9%	43.4%	19.1%		1.1%	-46.4%	24.7%	20.3%			
Revenue from Renewal			129	139	151	164		179	188	199	212			
Revenue from New ARR (adjusted for acquisitions)			3	3	10	8		4	9	10	8			
Assumed % of Rev in Q from New ARR			27%	85%	70%	44%		35%	66%	62%	40%			

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

## SMAR - To be Acquired

On 09/24, Smartsheet announced that it had entered into a definitive agreement to be acquired by Blackstone and Vista Equity Partners. We don't think that its earnings results will matter for the next quarter as the company goes private. For completeness, we expect the company to at least meet its F3Q25 total revenue and ARR growth guidance of +15-16% y/y and 15.6% y/y, respectively.

# Exhibit 69: SMAR Base Case

\$ in millions, except per share data

										_						
	Jan-22	Apr-22	Jul-22	Oct-22	Jan-23	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25 (E)
	F2022	F1Q23	F2Q23	F3Q23	F4Q23	F2023	F1Q24	F2Q24	F3Q24	F4Q24	F2024	F1Q25	F2Q25	F3Q25E	F4Q25E	F2025E
Revenue Breakdown																
Subscription Revenue	507.4	155.3	173.5	186.1	198.9	713.7	206.0	221.5	232.5	244.0	904.0	249.1	263.5	271.8	284.1	1,068.5
y/y growth	43.8%	43.8%	43.3%	40.3%	36.5%	40.7%	32.7%	27.7%	24.9%	22.7%	26.7%	20.9%	19.0%	16.9%	16.4%	18.2%
% of total revenue	92.1%	92.3%	93.0%	93.2%	93.7%	93.1%	93.7%	94.0%	94.5%	95.0%	94.3%	94.7%	95.3%	95.9%	95.9%	95.5%
Professional Services and Other	43.5	13.0	13.2	13.5	13.5	53.2	13.9	14.1	13.4	12.9	54.3	13.9	12.9	11.7	12.2	50.7
y/y growth	32.8%	43.7%	23.8%	12.3%	14.9%	22.4%	6.5%	6.9%	(0.4%)	(4.2%)	2.1%	0.0%	(8.4%)	(13.1%)	(5.4%)	(6.7%)
% of total revenue	7.9%	7.7%	7.0%	6.8%	6.3%	6.9%	6.3%	6.0%	5.5%	5.0%	5.7%	5.3%	4.7%	4.1%	4.1%	4.5%
Total Revenue	550.8	168.3	186.7	199.6	212.3	766.9	219.9	235.6	245.9	256.9	958.3	263.0	276.4	283.5	296.3	1,119.2
y/y growth	42.9%	43.8%	41.7%	38.0%	34.9%	39.2%	30.6%	26.2%	23.2%	21.0%	25.0%	19.6%	17.3%	15.3%	15.3%	16.8%
q/q growth		6.9%	10.9%	6.9%	6.4%		3.6%	7.1%	4.4%	4.5%		2.3%	5.1%	2.6%	4.5%	
Pro Services and Other as % of Sub Revenues	8.6%	8.4%	7.6%	7.3%	6.8%	7.5%	6.7%	6.3%	5.8%	5.3%	6.0%	5.6%	4.9%	4.3%	4.3%	4.7%
Consensus Revenue										255.0				283.0	294.9	1,115.3
Variance	1.0%	3.4%	4.1%	2.9%	3.0%	0.8%	2.6%	2.6%	1.9%	0.8%	0.0%	1.8%	0.8%	0.2%	0.5%	0.4%
y/y growth														15.1%	14.8%	16.4%
Revenue Build via ARR																
Total ARR - Actual Disclosed in Blue	638.0	688.5	736.0	792.0	854.0	854.0	886.0	933.0	981.0	1,031.0	1,031.0	1,056.0	1,093.0	1,134.5	1,179.7	1,179.7
y/y growth	45.0%	43.3%	39.9%	37.1%	33.9%	33.9%	28.7%	26.8%	23.9%	20.7%	20.7%	19.2%	17.1%	15.6%	14.4%	14.4%
Two-year growth stack		88.1%	85.8%	81.1%	78.9%		72.0%	66.7%	60.9%	54.6%		47.9%	43.9%	39.5%	35.1%	
g/g growth		7.9%	6.9%	7.6%	7.8%		3.7%	5.3%	5.1%	5.1%		2.4%	3.5%	3.8%	4.0%	
Consensus ARR														1,131.0	1,179.0	1,179.0
Variance					11.0%	11.0%	6.5%	4.0%	3.2%	1.7%	0.5%	1.9%	0.8%	0.3%	0.1%	0.1%
y/y growth														15.3%	14.4%	14.4%
<u> </u>																
Nollar Renewal Rate - logo chum		96.0%	96.2%	96.0%	96.0%		96.0%	96.0%	96.0%	96.0%		96.0%	95.5%	95.5%	95.5%	
Adjustment to Gross Retention Rate to Account for downsell/i	reductions)	3.0%	3.0%	4.0%	6.0%		8.0%	8.0%	8.0%	8.0%		12.0%	8.0%	8.0%	8.0%	
Gross Revenue Retention Rate		93.0%	93.2%	92.0%	90.0%		88.0%	88.0%	88.0%	88.0%		84.0%	87.5%	87.5%	87.5%	
Equivalent Quarterly Renewal Rate		98.2%	98.3%	97.9%	97.4%		96.9%	96.9%	96.9%	96.9%		95.7%	96.7%	96.7%	96.7%	
Quarterly Churn	43.2	11.5	12.0	15.2	20.6	59.3	26.9	27.9	29.3	30.9	114.9	44.0	34.7	35.9	37.2	151.8
Quarterly Renewals		626.5	676.5	720.8	771.4		827.1	858.1	903.7	950.1		987.0	1,021.3	1,057.1	1,097.2	
Net New ARR	198.0	50.5	47.5	56.0	62.0	216.0	32.0	47.0	48.0	50.0	177.0	25.0	37.0	41.5	45.2	148.7
New ARR	241.2	61.9	59.5	71.2	82.6	275.3	58.9	74.9	77.3	80.9	291.9	69.0	71.7	77.3	82.5	300.5
y/y growth	40.4%	21.1%	5.5%	14.2%	15.9%	14.1%	-5.0%	25.7%	8.7%	-2.1%	6.1%	17.2%	-4.3%	0.0%	2.0%	2.9%
g/g growth		-13.1%	-3.9%	19.6%	16.0%		-28.7%	27.2%	3.3%	4.5%		-14.7%	3.9%	7.9%	6.6%	
Adjusted New ARR	241.2	61.9	59.5	71.2	82.6	275.3	58.9	74.9	77.3	80.9	291.9	69.0	71.7	77.3	82.5	300.5
y/y growth	40.4%	21.1%	5.5%	14.2%	15.9%	14.1%	-5.0%	25.7%	8.7%	-2.1%	6.1%	17.2%	-4.3%	0.0%	2.0%	2.9%
Two-year growth stack		95.1%	43.3%	35.9%	57.8%		16.1%	31.2%	22.9%	13.8%		12.2%	21.5%	8.7%	(0.1%)	
g/g growth		-13.1%	-3.9%	19.6%	16.0%		-28.7%	27.2%	3.3%	4.5%		-14.7%	3.9%	7.9%	6.6%	

**Exhibit 70: SMAR Plausible Case** 

Subscription Revenue   507.4	155.3 43.8% 13.0 43.7% 168.3 43.8% 6.9% 8.4%	173.5 43.3% 13.2 23.8% 186.7 41.7% 10.9% 7.6% 4.1%	F3Q23  186.1  40.3%  13.5  12.3%  6.9%  7.3%  2.9%  792.0  792.0	198.9 36.5% 13.5 14.9% 212.3 34.9% 6.4% 6.8% 3.0%	713.7 40.7% 53.2 22.4% 766.9 39.2% 7.5% 0.8%	206.0 32.7% 13.9 6.5% 219.9 3.6% 6.7% 2.6%	221.5 221.7% 14.1 6.9% 235.6 26.2% 7.1% 6.3%	232.5 24.9% 13.4 (0.4%) 245.9 23.2% 5.8%	244.0 22.7% 12.9 (4.2%) 256.9 21.0% 5.3% 255.0 0.8%	904.0 26.7% 54.3 2.1% 958.3 25.0% 6.0%	249.1 20.9% 13.9 0.0% 263.0 19.6% 2.3% 5.6%	263.5 19.0% 12.9 (8.4%) 276.4 17.3% 5.1% 4.9%	271.4 16.7% 11.7 (13.2%) 283.1 15.1% 2.4% 4.3% 283.0 0.0% 15.1%	281.9 15.5% 12.1 (6.1%) 294.0 14.4% 3.9% 4.3% 294.9 -0.3% 14.8%	F2025E  1,065.9  17.9%  50.6  (6.9%) 1,116.5  16.5%  4.7%  1,115.3  0.1%  16.4%
Subscription Revenue   507.4	43.8% 13.0 43.7% 168.3 43.8% 6.9% 8.4% 6 3.4% 6 43.3% 88.1%	43.3% 13.2 23.8% 186.7 41.7% 10.9% 7.6% 4.1%	40.3% 13.5 12.3% 199.6 38.0% 6.9% 7.3% 2.9%	36.5% 13.5 14.9% 212.3 34.9% 6.4% 3.0%	40.7% 53.2 22.4% 766.9 39.2% 7.5% 0.8%	32.7% 13.9 6.5% 219.9 30.6% 3.6% 6.7% 2.6%	27.7% 14.1 6.9% 235.6 26.2% 7.1% 6.3%	24.9% 13.4 (0.4%) 245.9 23.2% 4.4% 5.8%	22.7% 12.9 (4.2%) 256.9 21.0% 4.5% 5.3% 255.0 0.8%	26.7% 54.3 2.1% 958.3 25.0% 6.0%	20.9% 13.9 0.0% 263.0 19.6% 2.3% 5.6%	19.0% 12.9 (8.4%) 276.4 17.3% 5.1% 4.9%	16.7% 11.7 (13.2%) 283.1 15.1% 2.4% 4.3% 283.0 0.0% 15.1%	15.5% 12.1 (6.1%) 294.0 14.4% 3.9% 4.3% 294.9 -0.3% 14.8%	17.9% 50.6 (6.9%) 1,116.5 16.5% 4.7% 1,115.3 0.1% 16.4% 1117.2
y/y growth Professional Services and Other Y/y growth 32.8% Total Revenue y/y growth 42.9% y/g growth Pro Services and Other as % of Sub Revenues Consensus Revenue Variance y/y growth Revenue Build via ARR Total ARR - Actual Disclosed in Blue y/y growth Two-year growth stack y/g growth Consensus ARR Variance y/y growth Consensus ARR Variance y/y growth	43.8% 13.0 43.7% 168.3 43.8% 6.9% 8.4% 6 3.4% 6 43.3% 88.1%	43.3% 13.2 23.8% 186.7 41.7% 10.9% 7.6% 4.1%	40.3% 13.5 12.3% 199.6 38.0% 6.9% 7.3% 2.9%	36.5% 13.5 14.9% 212.3 34.9% 6.4% 3.0%	40.7% 53.2 22.4% 766.9 39.2% 7.5% 0.8%	32.7% 13.9 6.5% 219.9 30.6% 3.6% 6.7% 2.6%	27.7% 14.1 6.9% 235.6 26.2% 7.1% 6.3%	24.9% 13.4 (0.4%) 245.9 23.2% 4.4% 5.8%	22.7% 12.9 (4.2%) 256.9 21.0% 4.5% 5.3% 255.0 0.8%	26.7% 54.3 2.1% 958.3 25.0% 6.0%	20.9% 13.9 0.0% 263.0 19.6% 2.3% 5.6%	19.0% 12.9 (8.4%) 276.4 17.3% 5.1% 4.9%	16.7% 11.7 (13.2%) 283.1 15.1% 2.4% 4.3% 283.0 0.0% 15.1%	15.5% 12.1 (6.1%) 294.0 14.4% 3.9% 4.3% 294.9 -0.3% 14.8%	17.9% 50.6 (6.9%) 1,116.5 16.5% 4.7% 1,115.3 0.1% 16.4% 1117.2
Professional Services and Other y/y growth 32.8% Total Revenue 550.8  Y/y growth 42.9% 42.9% 42.9% Consensus Revenue  Variance y/y growth  Revenue Build via ARR  Total ARR - Actual Disclosed in Blue y/y growth Two-year growth stack q/q growth  Consensus ARR  Variance y/y growth  Consensus ARR  Variance y/y growth	13.0 43.7% 168.3 43.8% 6.9% 8.4% 6.34% 6.34% 6.34% 8.4%	13.2 23.8% 186.7 41.7% 10.9% 7.6% 4.1%	13.5 12.3% 199.6 38.0% 6.9% 7.3% 2.9%	13.5 14.9% 212.3 34.9% 6.4% 6.8% 3.0%	53.2 22.4% 766.9 39.2% 7.5% 0.8%	13.9 6.5% 219.9 30.6% 3.6% 6.7% 2.6%	14.1 6.9% 235.6 26.2% 7.1% 6.3%	13.4 (0.4%) 245.9 23.2% 4.4% 5.8%	12.9 (4.2%) 256.9 21.0% 4.5% 5.3% 255.0 0.8%	54.3 2.1% 958.3 25.0% 6.0%	13.9 0.0% 263.0 19.6% 2.3% 5.6%	12.9 (8.4%) 276.4 17.3% 5.1% 4.9%	11.7 (13.2%) 283.1 15.1% 2.4% 4.3% 283.0 0.0% 15.1%	12.1 (6.1%) 294.0 14.4% 3.9% 4.3% 294.9 -0.3% 14.8%	50.6 (6.9%) 1,116.5 16.5% 4.7% 1,115.3 0.1% 16.4% 1117.2
10   10   10   10   10   10   10   10	43.7% 168.3 43.8% 6.9% 8.4% 6 3.4% 6 43.3% 88.1%	23.8% 186.7 41.7% 10.9% 7.6% 4.1% 736.0 39.9%	12.3% 199.6 38.0% 6.9% 7.3% 2.9% 792.0 37.1%	14.9% 212.3 34.9% 6.4% 6.8% 3.0% 854.0 33.9%	22.4% 766.9 39.2% 7.5% 0.8%	6.5% 219.9 30.6% 3.6% 6.7% 2.6%	6.9% 235.6 26.2% 7.1% 6.3%	(0.4%) 245.9 23.2% 4.4% 5.8%	(4.2%) 256.9 21.0% 4.5% 5.3% 255.0 0.8%	2.1% 958.3 25.0% 6.0%	0.0% 263.0 19.6% 2.3% 5.6%	(8.4%) 276.4 17.3% 5.1% 4.9% 0.8%	(13.2%) 283.1 15.1% 2.4% 4.3% 283.0 0.0% 15.1%	(6.1%) 294.0 14.4% 3.9% 4.3% 294.9 -0.3% 14.8%	(6.9%) 1,116.5 16.5% 4.7% 1,115.3 0.1% 16.4% 1117.2
Total Revenue  y/y growth  Pro Services and Other as % of Sub Revenues  Consensus Revenue  Variance  y/y growth  Revenue Build via ARR  Total ARR - Actual Disclosed in Blue y/y growth  Two-year growth stack q/a growth  Consensus ARR  Variance y/y growth	168.3 43.8% 6.9% 8.4% 6 3.4% 6 43.3% 88.1%	186.7 41.7% 10.9% 7.6% 4.1% 736.0 39.9%	199.6 38.0% 6.9% 7.3% 2.9% 792.0	212.3 34.9% 6.4% 6.8% 3.0% 854.0 33.9%	766.9 39.2% 7.5% 0.8%	219.9 30.6% 3.6% 6.7% 2.6%	235.6 26.2% 7.1% 6.3%	245.9 23.2% 4.4% 5.8%	256.9 21.0% 4.5% 5.3% 255.0 0.8%	958.3 25.0% 6.0%	263.0 19.6% 2.3% 5.6%	276.4 17.3% 5.1% 4.9%	283.1 15.1% 2.4% 4.3% 283.0 0.0% 15.1%	294.0 14.4% 3.9% 4.3% 294.9 -0.3% 14.8%	1,116.5 16.5% 4.7% 1,115.3 0.1% 16.4% 1117.2
y/y growth 42.9% 47 growth 47 growth 48 growth 49 growth 49 growth 48 8.69  Consensus Revenue  Variance 41.0% 47 growth  Revenue Build via ARR  Total ARR - Actual Disclosed in Blue 45.0% 45.0% 45.0% 47 growth  Consensus ARR  Variance 47 growth	43.8% 6.9% 8.4% 6 3.4% 6 43.3% 88.1%	41.7% 10.9% 7.6% 4.1% 736.0 39.9%	38.0% 6.9% 7.3% 2.9% 792.0 37.1%	34.9% 6.4% 6.8% 3.0% 854.0	39.2% 7.5% 0.8%	30.6% 3.6% 6.7% 2.6%	26.2% 7.1% 6.3% 2.6%	23.2% 4.4% 5.8%	21.0% 4.5% 5.3% 255.0 0.8%	25.0% 6.0% 0.0%	19.6% 2.3% 5.6% 1.8%	17.3% 5.1% 4.9% 0.8%	15.1% 2.4% 4.3% 283.0 0.0% 15.1%	14.4% 3.9% 4.3% 294.9 -0.3% 14.8%	16.5%  4.7%  1,115.3  0.1%  16.4%  1117.2
a/q growth  Consensus Revenue  Variance y/y growth  Total ARR - Actual Disclosed in Blue y/y growth  Consensus ARR Variance y/y growth  Consensus ARR Variance y/y growth	6.9% 8.4% 6 3.4% 6 688.5 6 43.3% 88.1%	10.9% 7.6% 4.1% 736.0 39.9%	6.9% 7.3% 2.9% 792.0 37.1%	6.4% 6.8% 3.0% 854.0	7.5% 0.8% 854.0	3.6% 6.7% 2.6%	7.1% 6.3% 2.6%	4.4% 5.8%	4.5% 5.3% 255.0 0.8%	0.0%	2.3% 5.6% 1.8%	5.1% 4.9% 0.8%	2.4% 4.3% 283.0 0.0% 15.1%	3.9% 4.3% 294.9 -0.3% 14.8%	4.7% 1,115.3 0.1% 16.4% 1117.2
Pro Services and Other as % of Sub Revenues  Consensus Revenue  Variance  1.0%  V/v growth  Revenue Build via ARR  Total ARR - Actual Disclosed in Blue  y/v growth  Two-year growth stack q/q growth  Consensus ARR  Variance y/v growth	8.4% 6 3.4% 0 688.5 6 43.3% 88.1%	7.6% 4.1% 736.0 39.9%	7.3% 2.9% 792.0 37.1%	6.8% 3.0% 854.0 33.9%	0.8% 854.0	6.7% 2.6% 886.0	2.6%	1.9%	5.3% 255.0 0.8%	0.0%	5.6%	0.8%	4.3% 283.0 0.0% 15.1%	4.3% 294.9 -0.3% 14.8%	1,115.3 0.1% 16.4% 1117.2
Consensus Revenue  Variance  y/r growth  Revenue Build via ARR  Total ARR - Actual Disclosed in Blue y/r growth  Two-year growth stack q/q growth  Consensus ARR  Variance y/r growth	6 3.4% 6 3.4% 6 688.5 6 43.3% 88.1%	736.0 39.9%	2.9% 792.0 37.1%	3.0% 854.0 33.9%	0.8% 854.0	2.6%	2.6%	1.9%	255.0 0.8%	0.0%	1.8%	0.8%	283.0 0.0% 15.1%	294.9 -0.3% 14.8%	1,115.3 0.1% 16.4% 1117.2
Variance 1.0% yly growth  Revenue Build via ARR  Total ARR - Actual Disclosed in Blue 638.0 yly growth 45.0% Two-year growth stack q/q growth  Consensus ARR Variance yly growth	688.5 6 43.3% 88.1%	736.0 39.9%	<b>792.0</b> 37.1%	854.0 33.9%	854.0	886.0			0.8%				0.0% 15.1%	-0.3% 14.8%	0.1% 16.4% 1117.2
Wy growth  Revenue Build via ARR  Total ARR - Actual Disclosed in Blue 638.0  y/y growth 45.0%  Two-year growth stack q/q growth  Consensus ARR  Variance y/y growth	688.5 6 43.3% 88.1%	736.0 39.9%	<b>792.0</b> 37.1%	854.0 33.9%	854.0	886.0							15.1%	14.8%	16.4% 1117.2
Revenue Build via ARR  Total ARR - Actual Disclosed in Blue 638.0  y/y growth 45.0%  Two-year growth stack q/q growth  Consensus ARR  Variance y/y growth	43.3% 88.1%	39.9%	37.1%	33.9%			933.0		4.024.0	1 021 0		1.000.5			1117.2
Total ARR - Actual Disclosed in Blue 638.0  y/y growth 45.0% Two-year growth stack q/q growth  Consensus ARR  Variance y/y growth	43.3% 88.1%	39.9%	37.1%	33.9%			933.0	-	4.024.0	1.021.0		1.000.5	1 120 2	1 180 F	
Total ARR - Actual Disclosed in Blue 638.0  y/y growth 45.0% Two-year growth stack q/q growth  Consensus ARR  Variance y/y growth	43.3% 88.1%	39.9%	37.1%	33.9%			933.0		4 024 0	1 021 0		1 000 6	1 129 2	1 190 F	4.400 =
y/y growth Two-year growth stack q/q growth  Consensus ARR Variance y/y growth	43.3% 88.1%	39.9%	37.1%	33.9%			933.0		4.024.0	1 021 0		4.000.5	1 120 2	1 190 F	4 400 -
y/y growth Two-year growth stack q/q growth  Consensus ARR Variance y/y growth	43.3% 88.1%	39.9%	37.1%	33.9%			933.0	004.0	4 004 0	1 021 0		4 000 0	1 129 2	1 120 F	4 400 -
Two-year growth stack q/q growth  Consensus ARR  Variance y/y growth	88.1%				33.9%	29 7%		981.0	1,031.0	1,031.0	1,056.0	1,093.0	1,130.3	1,109.0	1,189.5
q/q growth  Consensus ARR  Variance y/y growth		85.8%	Ω1 10/				26.8%	23.9%	20.7%	20.7%	19.2%	17.1%	16.0%	15.4%	15.4%
q/q growth  Consensus ARR  Variance y/y growth	7.00/		01.170	78.9%		72.0%	66.7%	60.9%	54.6%		47.9%	43.9%	39.9%	36.1%	
Consensus ARR  Variance  y/v growth		6.9%	7.6%	7.8%		3.7%	5.3%	5.1%	5.1%		2.4%	3.5%	4.1%	4.5%	
Variance y/y growth															
y/y growth													1,131.0	1,179.0	1,179.0
_				11.0%	11.0%	6.5%	4.0%	3.2%	1.7%	0.5%	1.9%	0.8%	0.6%	0.9%	0.9%
													15.3%	14.4%	14.4%
	_	_		_		_					_	_			
% Dollar Renewal Rate - logo chum	96.0%	96.2%	96.0%	96.0%		96.0%	96.0%	96.0%	96.0%		96.0%	95.5%	95.5%	95.5%	
Adjustment to Gross Retention Rate to Account for downsell/reductions)	3.0%	3.0%	4.0%	6.0%		8.0%	8.0%	8.0%	8.0%		12.0%	8.0%	8.0%	8.0%	
Gross Revenue Retention Rate	93.0%	93.2%	92.0%	90.0%		88.0%	88.0%	88.0%	88.0%		84.0%	87.5%	87.5%	87.5%	
Equivalent Quarterly Renewal Rate	98.2%	98.3%	97.9%	97.4%		96.9%	96.9%	96.9%	96.9%		95.7%	96.7%	96.7%	96.7%	
·															
Quarterly Churn 43.2	2 11.5	12.0	15.2	20.6	59.3	26.9	27.9	29.3	30.9	114.9	44.0	34.7	35.9	37.4	151.9
Quarterly Renewals	626.5	676.5	720.8	771.4		827.1	858.1	903.7	950.1		987.0	1,021.3	1,057.1	1,101.0	
Net New ARR 198.0	0 50.5	47.5	56.0	62.0	216.0	32.0	47.0	48.0	50.0	177.0	25.0	37.0	45.3	51.2	158.5
New ARR 241.2	2 61.9	59.5	71.2	82.6	275.3	58.9	74.9	77.3	80.9	291.9	69.0	71.7	81.2	88.5	310.4
y/y growth 40.4%	6 21.1%	5.5%	14.2%	15.9%	14.1%	-5.0%	25.7%	8.7%	-2.1%	6.1%	17.2%	-4.3%	5.0%	9.5%	6.3%
g/g growth	-13.1%	-3.9%	19.6%	16.0%		-28.7%	27.2%	3.3%	4.5%		-14.7%	3.9%	13.3%	9.0%	
773	101170													,.	
Adjusted New ARR 241.2	2 61.9	59.5	71.2	82.6	275.3	58.9	74.9	77.3	80.9	291.9	69.0	71.7	81.2	88.5	310.4
y/y growth 40.4%	6 21.1%	5.5%	14.2%	15.9%	14.1%	-5.0%	25.7%	8.7%	-2.1%	6.1%	17.2%	-4.3%	5.0%	9.5%	6.3%
Two-year growth stack		43.3%	35.9%	57.8%		16.1%	31.2%	22.9%	13.8%		12.2%	21.5%	13.7%	7.4%	
q/q growth	95.1%	-3.9%	19.6%	16.0%		-28.7%	27.2%	3.3%	4.5%		-14.7%	3.9%	13.3%	9.0%	

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

# SNOW – Uninspiring F2H Setup, FY26 Guidance May Start Below Consensus

Expect Similar Upside in F3Q and F4Q. Following what was a surprisingly modest 2.2% beat in F2Q, SNOW guided for F3Q Product revenue of \$850-855M (22% growth), slightly ahead of consensus expectations for \$847M (+21%). By our estimates, SNOW can meet the midpoint of F3Q guidance if New ARR growth declines 90% which is highly unlikely and thus de-risked in our view. We note that next quarter guidance given in F4Q24 and F1Q25 required a significant decline in renewal rate, which made the bar even lower and made higher-than-normal beats more likely whereas F3Q25 guidance does not, based on our calculations. See Exhibit 71. In a more Plausible scenario where New ARR growth declines 15% (implying modest improvement in business momentum on a 2-year stack basis, but normal seasonality), Product Revenue would be \$872M (+25%), or 2.3% above the midpoint of guidance. See Exhibit 72. However, when building off our Plausible case for F3Q, we estimate F4Q New ARR could decline 15% (on a tougher comp that implies improved business momentum on a 2-year stack basis), leading to Product revenues of \$911M (+23%), or 2.1% ahead of consensus estimates. This could make it more difficult for SNOW to raise FY25 guidance by more than the F3Q beat as the Street likely expects, though the company may have visibility into large customer ramps that we're not privy to.

FY26 Numbers Seem Reasonable but Guidance May Start Lower: If we assume our FY25 plausible estimates play out with New ARR declining 10% during the year (with minimal contribution from new product offerings and federal government contracts), we estimate New ARR trends could improve to 25% growth in FY26 (outpacing the estimated CY25 growth of 18% in the total Database Management Systems spend per Gartner) leading to Product revenues in-line with current consensus (\$4.152B vs. \$4.167B). Additionally, if New ARR were to grow 10% in FY26 (implying flat core business momentum

on a 2-year stack basis but little traction in new products), we estimate Product revenue would be 1% below consensus. And if this year is any indication, then we would expect the company to guide well below internal projections (given the short sample of historical trends around new product adoption and the impact of open-file formats such as Iceberg), meaning consensus numbers may have to come down for FY26, at least to start. We note that SNOW has hinted at incorporating Cortex and Iceberg Tables in FY26 guidance at a recent conference, which may be viewed positively as the company looks to show investors tangible results from its AI investments and a positive benefit from Iceberg. In our view, 1% contribution to FY26 Product revenues (\$40M) seems reasonable to start out, which would align with Snowpark's 1.3% contribution to Product revenue in FY24 (\$35M) when it was at a similar stage of product maturity (Cortex GA was in May 2024 and Iceberg Tables GA was in June 2024 vs. Snowpark for Python GA in November 2022).

**Exhibit 71: Snowflake Base Case** 

	Jan-21	Jan-22	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25
	FY21	FY22	FY23	1Q24	2Q24	3Q24	4Q24	FY24	1Q25	2Q25	3Q25E	4Q25E	FY251
Revenue Breakdown													
Product Revenue	564.8	1,140.5	1,938.8	590.1	640.2	698.5	738.1	2,666.8	789.6	829.3	852.4	885.2	3,356.4
q/q growth				6.3%	8.5%	9.1%	5.7%		7.0%	5.0%	2.8%	3.8%	
y/y growth	123.9%	101.9%	70.0%	49.6%	37.3%	33.6%	32.9%	37.6%	33.8%	29.5%	22.0%	19.9%	25.9%
Consensus Estimate (VA)	541.8	1,131.2	1,917.8	571.9	624.6	675.3	723.3	2,653.1	751.3	811.2	858.4	892.1	3,369.4
y/y growth	114.8%	100.3%	68.2%	45.0%	34.0%	29.2%	30.2%	36.8%	27.3%	26.7%	22.9%	20.9%	27.0%
% difference (above consensus)	4.3%	0.8%	1.1%	3.2%	2.5%	3.4%	2.0%	0.5%	5.1%	2.2%	-0.7%	-0.8%	-0.4%
Professional Services and Other	38.3	78.9	126.9	33.5	33.8	35.7	36.6	139.6	39.1	39.6	42.6	44.3	165.6
q/q growth				-0.5%	0.8%	5.6%	2.6%		6.9%	1.2%	7.7%	3.8%	
y/y growth	207.0%	106.1%	60.9%	20.0%	9.1%	4.1%	8.7%	10.1%	16.7%	17.0%	19.4%	20.9%	18.6%
Total Revenue	603.1	1,219.3	2,065.7	623.6	674.0	734.2	774.7	2,806.5	828.7	868.8	895.1	929.4	3,522.0
y/y growth	127.8%	102.2%	69.4%	47.6%	35.5%	31.8%	31.5%	35.9%	32.9%	28.9%	21.9%	20.0%	25.5%
Average ARR in Q				2,360.3	2,560.8	2,793.9	2,952.4		3,158.3	3,317.0			
q/q growth				6.3%	8.5%	9.1%	5.7%		7.0%	5.0%			
y/y growth				49.6%	37.3%	33.6%	32.9%		33.8%	29.5%			
Estimated ARR at end of Q				2,460.6	2,677.4	2,873.1	3,055.4		3,237.7	3,416.5	3,420.2	3,678.4	
q/q growth				7.4%	8.8%	7.3%	6.3%		6.0%	5.5%	0.1%	7.5%	
y/y growth				42.9%	35.4%	33.3%	33.4%		31.6%	27.6%	19.0%	20.4%	
% Estimated ARR > Average ARR				4.2%	4.6%	2.8%	3.5%		2.5%	3.0%			
Assumed Annual Renewal Rate				98.0%	98.0%	98.0%	98.0%		98.0%	98.0%	98.0%	98.0%	
Equivalent Quarterly Renewal Rate				99.5%	99.5%	99.5%	99.5%		99.5%	99.5%	99.5%	99.5%	
Quarterly Churn				11.5	12.4	13.5	14.5		15.4	16.3	17.2	17.2	
Quarterly Renewals				2,279.3	2,448.2	2,663.9	2,858.7		3,040.0	3,221.4	3,399.3	3,403.0	
Net New ARR				169.8	216.8	195.8	182.2		182.3	178.8	3.7	258.1	
New ARR	426.2	744.9	819.9	181.3	229.2	209.3	196.7	816.5	197.7	195.1	20.9	275.4	689.2
q/q growth				24.6%	-72.0%	-8.7%	-6.0%		0.5%	-1.3%	-89.3%	1216.0%	
y/y growth	98.5%	74.8%	10.1%	-18.0%	-13.6%	11.3%	35.2%	-0.4%	9.1%	-14.9%	-90.0%	40.0%	-15.6%
Adjusted New ARR	426.2	744.9	819.9	181.3	229.2	209.3	196.7	816.5	189.6	195.1	20.9	275.4	681.0
q/q growth				24.6%	26.4%	-8.7%	-6.0%		-3.6%	2.9%	-89.3%	1216.0%	
y/y growth (off unajusted base)	98.5%	74.8%	10.1%	-18.0%	-13.6%	11.3%	35.2%	-0.4%	4.6%	-14.9%	-90.0%	40.0%	-16.6%
2 Year Growth Stack				23.2%	17.7%	-1.5%	20.4%		-13.4%	-28.5%	-78.7%	75.2%	

Exhibit 72: Snowflake Plausible FY25, FY26 Case

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	Jan-21	Jan-22	Jan-23	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
	FY21	FY22	FY23	FY24	1Q25	2Q25	3Q25E	4Q25E	FY25E	1Q26E	2026E	3Q26E	4Q26E	FY26E
Revenue Breakdown						_								
Product Revenue	564.8	1,140.5	1,938.8	2,666.8	789.6	829.3	872.1	910.7	3,401.6	954.7	1,014.2	1,067.2	1,115.6	4,151.7
q/q growth		i			7.0%	5.0%	5.2%	4.4%		4.8%	6.2%	5.2%	4.5%	
y/y growth	123.9%	101.9%	70.0%	37.6%	33.8%	29.5%	24.9%	23.4%	27.6%	20.9%	22.3%	22.4%	22.5%	22.1%
Consensus Estimate (VA)	541.8	1,131.2	1,917.8	2,653.1	751.3	811.2	858.4	892.1	3,369.4	956.2	1,018.2	1,070.9	1,122.9	4,167.4
y/y growth	115%	100%	68%	36.8%	27.3%	26.7%	22.9%	20.9%	27.0%	21.1%	22.8%	24.8%	25.9%	23.7%
% difference (above consensus)	4.3%	0.8%	1.1%	0.5%	5.1%	2.2%	1.6%	2.1%	1.0%	-0.2%	-0.4%	-0.3%	-0.7%	-0.4%
Professional Services and Other	38.3	78.9	126.9	139.6	39.1	39.6	43.6	45.5	167.8	47.7	50.7	53.4	55.8	207.6
q/q growth		i			6.9%	1.2%	10.2%	4.4%		4.8%	6.2%	5.2%	4.5%	
y/y growth	207.0%	106.1%	60.9%	10.1%	16.7%	17.0%	22.2%	24.4%	20.2%	22.0%	28.1%	22.4%	22.5%	23.7%
Total Revenue	603.1	1,219.3	2,065.7	2,806.5	828.7	868.8	915.7	956.2	3,569.4	1,002.4	1,064.9	1,120.6	1,171.4	4,359.3
y/y growth	127.8%	102.2%	69.4%	35.9%	32.9%	28.9%	24.7%	23.4%	27.2%	21.0%	22.6%	22.4%	22.5%	22.1%
Average ARR in Q					3,158.3	3,317.0								
q/q growth		i			7.0%	5.0%								
y/y growth		i			33.8%	29.5%								
Estimated ARR at end of Q		i			3,237.7	3,416.5	3,577.2	3,726.3		3,954.7	4,178.7	4,380.0	4,566.9	
q/q growth		i			6.0%	5.5%	4.7%	4.2%		6.1%	5.7%	4.8%	4.3%	
y/y growth		i			31.6%	27.6%	24.5%	22.0%		22.1%	22.3%	22.4%	22.6%	
% Estimated ARR > Average ARR		i			2.5%	3.0%								
Assumed Annual Renewal Rate		i			98.0%	98.0%	98.0%	98.0%		98.0%	98.0%	98.0%	98.0%	
Equivalent Quarterly Renewal Rate		i			99.5%	99.5%	99.5%	99.5%		99.5%	99.5%	99.5%	99.5%	
Quarterly Churn		i			15.4	16.3	17.2	18.0		18.8	19.9	21.1	22.1	
Quarterly Renewals		i			3,040.0	3,221.4	3,399.3	3,559.1		3,707.6	3,934.8	4,157.7	4,357.9	
Net New ARR		i			182.3	3,416.5	160.7	149.2		228.4	224.0	201.3	186.9	
New ARR	426.2	744.9	819.9	816.5	197.7	195.1	177.9	167.2	737.9	247.1	243.9	222.3	209.0	922.4
q/q growth		i			0.5%	-76.1%	-8.9%	-6.0%		47.8%	-1.3%	-8.9%	-6.0%	
y/y growth	98.5%	74.8%	10.1%	-0.4%	9.1%	-14.9%	-15.0%	-15.0%	-9.6%	25.0%	25.0%	25.0%	25.0%	25.0%
Adjustments					8.1	0.0	0.0	0.0		0.0	0.0	0.0	0.0	
Adjusted New ARR	426.2	744.9	819.9	816.5	189.6	195.1	177.9	167.2	729.8	247.1	243.9	222.3	209.0	922.4
					-3.6%	2.9%	-8.9%	-6.0%		47.8%	-1.3%	-8.9%	-6.0%	
g/g growth														
q/q growth y/y growth (off unajusted base)	98.5%	74.8%	10.1%	-0.4%	4.6%	-14.9%	-15.0%	-15.0%	-10.6%	25.0%	25.0%	25.0%	25.0%	25.0%

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

# TDC: Still Risky Despite Lowered Guidance

**3Q24 Cloud ARR Not Easy**. Management doesn't give quarterly guidance for Cloud ARR (the key metric). Consensus is at \$580M (+28% y/y), which implies \$38M of NNARR vs. \$40M in 3Q23, or \$56M of Adjusted New ARR (gross) vs. \$44M in 3Q23. By our estimates, this requires about \$34M from migrations (vs. our estimate of about \$28M in 3Q23) and about \$22M from expansions and net new logos (vs. our estimate of \$16M in 3Q23). We don't think this is a given. On the other hand, we view consensus Total ARR of \$1.461M (down 4% y/y) as achievable, while consensus total revenue of \$417M (down 5% y/y) seems achievable too although we don't have visibility into revenue recognition timing that can sway this number. See Exhibit 73.

Lowered FY25 Cloud ARR Still a High Bar. FY24 Cloud ARR guidance was lowered from 35-41% y/y growth to 28-32%. This implies \$145M of NNARR vs. \$114M in 2H23, or about \$170M in Adjusted New ARR vs. \$120M in 2H23 including significant contribution from both migrations and New ARR ex. migrations. Management attributed the guidance cut to elongated deal cycles that were exacerbated in 2Q due to heightened levels of budget scrutiny (250 bps of the full-year ARR cut), increased delays in on-premise expansions as customers assess cloud migrations (350 bps), and incremental on-premise churn that has already happened (100 bps). Even despite guidance baking in these headwinds, it still seems hard to achieve. Total ARR was also lowered significantly to 2-4% growth in CC as was total revenue, lowered to 0-2% growth in CC. These are probably appropriately set at this point, although it's hard to say if de-risked given the Cloud ARR risk.

Consensus Below FY25 Targets; Implied Skepticism. Management pushed its Cloud ARR target of \$1B out from 2025 into 2026, and now expects a similar Cloud growth rate in 2025 as 2024 (roughly 30%). This requires another \$250M of Adjusted New ARR in FY25, assuming FY24 guidance is achieved, which also requires significant contribution from both migrations and expansions. Consensus of \$867M (+26%) is below implied FY25 Cloud ARR guidance. Management also gave initial guidance for low to mid-single digits Total ARR growth, coupled with operating margin in the low 20% range and free cash flow of \$320-370M. We don't believe investors have much trust in these targets and will likely wait to see how the rest of FY24 plays out before evaluating FY25.

**Exhibit 73: TDC Base Case** 

\$ in millions, except per share data																
	2022 F2022	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	2023 F2023	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024E F2024E	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	2025E F2025E
Cloud ARR to Revenue Bridge																
Cloud ARR	357	388	414	454	528	528	525	542	583	685	685	703	732	774	886	886
y/y growth	76.7%	85.6%	76.9%	62.7%	47.9%	47.9%	35.3%	30.9%	28.4%	29.8%	29.8%	33.8%	35.1%	32.8%	29.3%	29.3%
q/q growth		8.7%	6.7%	9.7%	16.3%		-0.6%	3.2%	7.5%	17.6%		2.5%	4.2%	5.7%	14.5%	
Gross Retention Rate (est.) 92%		92.0%	92.0%	92.0%	92.0%		92.0%	92.0%	92.0%	92.0%		92.0%	92.0%	92.0%	92.0%	
Equivalent Quarterly Renewal Rate		97.9%	97.9%	97.9%	97.9%		97.9%	97.9%	97.9%	97.9%		97.9%	97.9%	97.9%	97.9%	
Quarterly Churn	19	7	8	9	9	33	11	11	11	12	45	14	14	15	16	60
Quarterly Renewals	905	350	380	405	445	1,580	517	514	531	571	2,133	671	688	717	758	2,834
Net New ARR Cloud New ARR	155 174	31 38	26 34	40 49	74 83	171 204	(3)	17 28	41 52	103 115	157 202	17 31	29 44	42 57	112 128	201 260
y/y growth	63.2%	243.5%	16.0%	-2.6%	-0.5%	17.4%	-79.4%	-18.2%	7.3%	37.5%	-0.9%	295.1%	58.1%	9.5%	11.7%	28.6%
q/q growth	00.270	-54.2%	-11.4%	42.7%	71.7%		-90.5%	252.6%	87.1%	120.2%	0.070	-72.8%	41.1%	29.6%	124.7%	20.070
Adjustments																
Acquisitions																
Other																
Estimated FX Tailwind/ (Headwind)	-9	-7	2	5	7	7	-3	-4	-3	0	0	5	1	3	0	0
Adjusted Cloud New ARR	209	45	32	44	77	198	11	32	56	114	213	27	42	54	128	251
y/y growth	103.7%	249.9%	-17.4%	-33.1%	-17.1%	-5.6%	-76.7%	1.5%	27.0%	49.1%	7.6%	152.3%	31.5%	-3.5%	12.2%	18.0%
	103.776										,.					
q/q growth	103.7%	-50.9%	-29.8%	37.3%	75.1%	2.2,2	-94.6%	205.6%	71.9%	105.6%	,.	-76.6%	59.3%	26.2%	138.9%	,
q/q growth  Large Deals - New ARR	103.7%			37.3%					71.9%							
g/q growth  Large Deals - New ARR  3022 8-fig TCV Migration	103.7%			37.3% 10												
g/q growth  Large Deals - New ARR  S022 8-tig TCV Migration S022 8-tig TCV Expansion	103.7%	-50.9% 1		37.3%					71.9%							
g/q growth  Large Deals - New ARR  3022 8-fig TCV Migration	103.7%			37.3% 10					71.9%							
q/q growth  Large Deals - New ARR  3022 8-fig TCV Migration  3022 8-fig TCV Expansion  1023 9-fig TCV / 8-fig ARR Migration+Expansion	17	-50.9% 1 23	-29.8% 1	37.3% 10 <sup>*</sup> 2		47		205.6%	71.9% 10 <sup>7</sup>		22					
q'q growth  Large Deals - New ARR 3022 8-fig TCV Migration 3022 8-fig TCV Expansion 1023 9-fig TCV 18-fig ARR Migration+Expansion Other large deals (7-fig TCV Migrations+Expansions)		-50.9% 1 23 2	-29.8% 1	37.3% 10 <sup>7</sup> 2	75.1% 1 2		-94.6% 1	205.6%	71.9% 10 <sup>7</sup> 1							
q'q growth  Large Deals - New ARR 302 <sup>2</sup> 8-fig TCV Migration 302 <sup>2</sup> 8-fig TCV Expansion 102 <sup>3</sup> 9-fig TCV Fafg ARR Migration+Expansion Other large deals (7-fig TCV Migrations+Expansions)  Total New ARR from Large Deals	17	-50.9%	-29.8% 1 1 2 4	37.3%  10 2  2  14	75.1%	47	-94.6% 1 2 3	205.6%	71.9% 10 <sup>7</sup> 1							
q'q growth  Large Deals - New ARR  3022 8-rig TCV Migration 3022 8-rig TCV Expansion 1023 9-rig TCV Expansion 1023 9-rig TCV / 8-rig ARR Migration+Expansion Other large deals (7-rig TCV Migrations+Expansions)  Total New ARR from Large Deals  Cloud New ARR Required After Large Deals Benefit	17	-50.9% 1 23 2 26	-29.8%  1 1 2 4 4 -28% -28%	37.3%  10 <sup>7</sup> 2  2  14  30	75.1%  1  2  3  74	47 150 -22% 90	-94.6% 1 2 3	205.6% 1 2 3	71.9%		22			1 9	138.9%	37
q/q growth  Large Deals - New ARR 3022 8-fig TCV Migration 3022 8-fig TCV Expansion 1023 9-fig TCV Expansion 1023 9-fig TCV / S-fig ARR Migration+Expansion Other large deals (7-fig TCV Migrations+Expansions)  Total New ARR from Large Deals  Cloud New ARR Required After Large Deals Benefit y/y change  Est. Transition ARR from Perpetual y/y growth	17 192	-50.9%  1 23 2 26  19 46%  19 33.1%	-29.8%  1 1 2 4 28 -28% 21 42.7%	37.3%  10 <sup>1</sup> 2  2  14  30  29 22.5%	75.1%  1  2  3  74  21 151.6%	47 150 -22%	-94.6%  1 2 3 8	205.6%  1 2 3  29  5%  17 -20.9%	71.9%  10  1  2  13  33  10.5%	105.6% 1 2 3 3 59.2%	22	-76.6% 1 9 37.0%	1 9 -45.8%	26.2% 1 9 -71.6%	138.9%	
g/q growth  Large Deals - New ARR 3022 8-fg TCV Migration 3028 8-fg TCV Expansion 1023 9-fg TCV / 8-fg ARR Migration+Expansion Other large deals (7-fg TCV Migrations+Expansions)  Total New ARR from Large Deals  Cloud New ARR Required After Large Deals Benefit y/y change  Est. Transition ARR from Perpetual	17 192 61	-50.9%  1 23 2 26  19 46%	-29.8%  1 1 2 4 4 -28% -28%	37.3%  10 <sup>7</sup> 2  2  14  30	75.1%  1  2  3  74	47 150 -22% 90	-94.6% 1 2 3	205.6%  1 2 3  29  5%  17	71.9%	105.6%	22	-76.6%	1 9	1 9	138.9%	37
a/q growth  Large Deals - New ARR 3022 8-lig TCV Expansion 3022 8-lig TCV Expansion 1023 9-lig TCV Expansion 1023 9-lig TCV Expansion 1024 9-lig TCV Expansion 1024 9-lig TCV Expansion 1024 1024 1025 1025 1025 1025 1025 1025 1025 1025	17 192 61 56.7%	-50.9%  1 23 2 26  19 46% 19 33.1% 100.0%	29.8%  1 1 2 4  28 -28% 21 42.7% 90.0%	37.3%  10 <sup>7</sup> 2  2  14  30  29 22.5% 90.0%	75.1%  1  2  3  74  21  151.6%  90.0%	47 150 -22% 90 47.3%	-94.6%  1 2 3 8 6 -65.5% 20.0%	205.6%  1 2 3 29 5% 17 -20.9% 100.0%	71.9% 10 <sup>3</sup> 1 2 13 33 10.5% 100.0% 3	105.6% 1 2 3 3 59.2% 100.0%	89 -1.5%	-76.6% 1 37.0% 100.0%	59.3% 1 1 -45.8% 100.0%	26.2% 1 1 9 -71.6% 100.0%	138.9% 1 1 9 -71.6% 100.0%	37 -58.8%
q/q growth  Large Deals - New ARR 3022 8-fig TCV Migration 3022 8-fig TCV Expansion 1023 9-fig TCV Expansion 1023 9-fig TCV / S-fig ARR Migration+Expansion Other large deals (*Fig ICV Migrations+Expansions)  Total New ARR from Large Deals  Cloud New ARR Required After Large Deals Benefit y/y change  Est. Transition ARR from Perpetual y/y growth % of Perpetual Transition ARR  Est. Transition ARR from Subscription y/y growth	17 192 61 56.7%	-50.9%  1 23 2 26  19 46%  19 33.1%  100.0%	29.8%  1 1 2  4 4  28  28  21  42.7% 90.0%  0  -100.0%	37.3%  10 2  2 14  30  29 22.5% 90.0%  0 -100.0%	75.1%  1  2  3  74  21  151.6%  90.0%  0  N/A	47 150 -22% 90 47.3%	-94.6%  1 2 3 8 6 -65.5% 20.0% 0 N/A	205.6%  1 2 3 29 5% 17 -20.9% 100.0% 0 N/A	71.9% 10 1 2 13 10.5% 100.0% 3 N/A	105.6% 1 2 3 3 59.2% 100.0% 3 N/A	89 -1.5%	-76.6% 1 1 9 37.0% 100.0%	59.3% 1 1 -45.8% 100.0%	26.2% 1 1 9 -71.6% 100.0% 20 476.0%	138.9% 1 1 9 -71.6% 100.0% 25 629.9%	37 -58.8%
q'q growth  Large Deals - New ARR 3022 8-fig TCV Migration 3022 8-fig TCV Expansion 1023 9-fig TCV Expansion 1023 9-fig TCV / 8-fig ARR Migration+Expansion Other large deals (**-leg TCV Migrations+Expansions)  Total New ARR from Large Deals  Cloud New ARR Required After Large Deals Benefit y/y change  Est. Transition ARR from Perpetual y/y growth of Perpetual Transition ARR  Est. Transition ARR from Subscription y/y growth % of Subscription Transition ARR	17 192 61 56.7%	-50.9%  23 22 26  19 33.1% 100.0%	29.8%  1 1 2 4 4 28 28 42.7% 90.0% 0 -100.0%	37.3%  10 <sup>3</sup> 2  2 14  30  29 22.5% 90.0%  0 -100.0%	75.1%  1  2  3  74  21  151.6%  90.0%  0  N/A  100.0%	47 150 -22% 90 47.3%	-94.6%  1 2 3 8 6 -65.5% 20.0%  N/A 0.0%	205.6%  1 2 3  29 5% 17 -20.9% 100.0%	71.9% 10 <sup>3</sup> 1 2 13 10.5% 100.0% N/A 100.0%	105.6% 1 2 3 3 59.2% 100.0% 3 N/A 100.0%	89 -1.5%	-76.6% 1 9 37.0% 100.0%	9 -45.8% 100.0%	26.2% 1 9 -71.6% 100.0% 20 476.0% 100.0%	138.9% 1 1 9 -71.6% 100.0% 25 629.9% 100.0%	37 -58.8%
a/q growth  Large Deals - New ARR 3022 8-tig TCV Migration 3022 8-tig TCV Warpansion 1023 9-tig TCV Expansion 1023 9-tig TCV S-tig ARR Migration+Expansion Other large deals (7-tig TCV Migrations+Expansions)  Total New ARR from Large Deals  Cloud New ARR Required After Large Deals Benefit y/y change  Est. Transition ARR from Perpetual y/y growth % of Perpetual Transition ARR  Est. Transition ARR from Subscription y/y growth % of Subscription Transition ARR  Discount	17 192 61 56.7%	-50.9%  1 23 2 26  19 46%  19 33.1%  100.0%	29.8%  1 1 2  4 4  28  28  21  42.7% 90.0%  0  -100.0%	37.3%  10 <sup>3</sup> 2  2 14  30  29 22.5% 90.0% 100.0% 15%	75.1%  1  2  3  74  21  151.6%  90.0%  0  N/A  100.0%	47 150 -22% 90 47.3%	-94.6%  1 2 3 8 6 -65.5% 20.0% 0 NA 0.0%	205.6%  1 2 3 29 5% 100.0%  N/A 100.0%	71.9%  10 <sup>1</sup> 1 2 13  33 10.5% 100.0%  NA 100.0%	105.6% 1 2 3 3 59.2% 100.0% 3 N/A 100.0%	89 -1.5%	-76.6% 1 1 9 37.0% 100.0%	1 9 -45.8% 100.0% 15 N/A 100.0%	26.2% 1 9 -71.6% 100.0% 20 476.0% 100.0%	138.9% 1 1 9 -71.6% 100.0% 25 629.9% 100.0%	37 -58.8%
q'q growth  Large Deals - New ARR 3022 8-fig TCV Migration 3022 8-fig TCV Expansion 1023 9-fig TCV Expansion 1023 9-fig TCV - 8-fig ARR Migration+Expansion Other large deals (7-fig TCV Migrations+Expansions)  Total New ARR from Large Deals  Cloud New ARR Required After Large Deals Benefit yly change  Est. Transition ARR from Perpetual yly growth of Perpetual Transition ARR  Est. Transition ARR from Subscription yly growth % of Subscription Transition ARR	17 192 61 56.7%	-50.9%  17 23 2 26 19 46% 19 33.1% 100.0% NA 100.0%	29.8%  1 1 2  4 28  28 228%  21 42.7% 90.0% 100.0% 15%	37.3%  10 <sup>3</sup> 2  2 14  30  29 22.5% 90.0%  0 -100.0%	75.1%  1  2  3  74  21  151.6%  90.0%  0  N/A  100.0%	47 150 -22% 90 47.3%	-94.6%  1 2 3 8 6 -65.5% 20.0%  N/A 0.0%	205.6%  1 2 3  29 5% 17 -20.9% 100.0%	71.9% 10 <sup>3</sup> 1 2 13 10.5% 100.0% N/A 100.0%	105.6% 1 2 3 3 59.2% 100.0% 3 N/A 100.0%	89 -1.5%	-76.6% 1 1 9 37.0% 100.0% 100.0%	9 -45.8% 100.0%	26.2% 1 9 -71.6% 100.0% 20 476.0% 100.0%	138.9% 1 1 9 -71.6% 100.0% 25 629.9% 100.0%	37 -58.8% 70 914.9%
q'q growth  Large Deals - New ARR 302 <sup>2</sup> 8-fig TCV Migration 302 <sup>2</sup> 8-fig TCV Expansion 102 <sup>3</sup> 9-fig TCV Expansion 102 <sup>3</sup> 9-fig TCV Fefig ARR Migration+Expansion Other large deals (*f-lig TCV Migrations+Expansions)  Total New ARR from Large Deals  Cloud New ARR Required After Large Deals Benefit y/y change  Est. Transition ARR from Perpetual y/y growth % of Perpetual Transition ARR  Est. Transition ARR from Subscription y/y growth % of Subscription Transition ARR  Discount Uplift Assumption	17 192 61 56.7% 42 N/A	-50.9%  23 2 26  19 46% 100.0%  NA 100.0% 15% 10%	29.8%  1 1 2 4  28  28 -28%  0 -100.0% 100.0% 15% 10%	37.3%  10 2  2 14  30 29 22.5% 90.0%  0 -100.0% 100.0% 15% 10%	75.1%  1 2 3 3 74  21 151.6% 90.0% 0 NA 100.0% 15% 10%	47 150 -22% 90 47.3% 0 -100.0%	-94.6%  1 2 3 8 6 -65.5% 20.0% 0 N/A 0.0% 15% 10%	205.6%  1 2 3 3 5% 17 -20.9% 0 N/A 100.0% 15% 10%	71.9%  10  1 2 13  33 10.5% 100.0%  3 N/A 100.0% 15% 100.0%	105.6% 11 2 3 33 59.2% 100.0% 3 N/A 100.0% 15% 10%	22 89 -1.5% 7 N/A	-76.6% 1 1 9 37.0% 100.0% 10 N/A 100.0% 15%	59.3% 1 9 -45.8% 100.0% 15 N/A 100.0%	26.2% 1 9 -71.6% 100.0% 20 476.0% 100.0% 15% 10%	138.9% 1 9 -71.6% 100.0% 25 629.9% 100.0% 15% 10%	37 -58.8% 70 914.9%
a/q growth  Large Deals - New ARR 3022 8-tig TCV Migration 3022 8-tig TCV Expansion 1023 9-tig TCV Expansion 1023 9-tig TCV Expansion 1024 9-tig TCV Expansion 1024 9-tig TCV Expansion 1024 10-tig TCV Migrations+Expansions)  Total New ARR from Large Deals  Cloud New ARR Required After Large Deals Benefit y/y change  Est. Transition ARR from Perpetual y/y growth % of Perpetual Transition ARR  Est. Transition ARR from Subscription y/y growth % of Subscription Transition ARR  Discount Uplit Assumption Total Transition ARR (net of uplift and discount)	17 192 61 56.7% 42 N/A	-50.9%  17 23 2 2 26 19 46% 100.0% 0 N/A 100.0% 15% 100.0%	29.8%  1 1 2 2 4  28% 214 27% 90.0% 100.0% 15% 100.0% 20	37.3%  10 <sup>3</sup> 2  14  30  29  22.5% 90.0%  0  -100.0% 100.0% 10% 26.4%	75.1%  1  2  3  74  211 151.6% 90.0%  NA 100.0% 15% 199 151.6%	47 150 -22% 90 47.3% 0 -100.0%	-94.6%  1 2 3 8 6 -65.5% 20.0% 0 N/A 0.0% 15% 10%	205.6%  1 2 3 3 29 5% 100.0% 0 N/A 100.0% 15% 100.0%	71.9%  10  1 2 13  33 10.5% 100.0%  3 N/A 100.0%  15% 10% 34	105.6% 1 2 3 33 59.2% 100.0% 3 N/A 100.0% 15% 10%	22 89 -1.5% 7 N/A	-76.6%  1  37.0% 100.0% 100.0% 15% 100.0% 15% 100.0%	59.3% 1 9 -45.8% 100.0% 15% 100.0% 15% 122 43.8%	26.2% 1 9 -71.6% 100.0% 20 476.0% 100.0% 15% 10%	138.9% 1 9 -71.6% 100.0% 25 629.9% 100.0% 15% 10% 32	37 -58.8% 70 914.9%
a/q growth  Large Deals - New ARR 3022 8-lig TCV Migration 3022 8-lig TCV Expansion 1023 9-lig TCV Expansion 1023 9-lig TCV Expansion 1024 9-lig TCV Expansion 1024 9-lig TCV I 8-lig ARR Migration+Expansions)  Total New ARR from Large Deals  Cloud New ARR Required After Large Deals Benefit y/y change  Est. Transition ARR from Perpetual y/y growth % of Perpetual Transition ARR  Est. Transition ARR from Subscription y/y growth % of Subscription Transition ARR  Discount Uptit Assumption  Total Transition ARR (net of uplift and discount) y/y growth  Adjusted New ARR after Transition as % of Transition ARR  Adjusted New ARR after Transition as % of Transition ARR	17 192 61 56.7% 42 N/A 96. 189.2% 113 185%	-50.9%  13 23 23 26 19 33.1% 100.0% 0 N/A 100.0% 15% 33.1% 18 33.1%	29.8%  1 1 2 4 4 28 28 28%  21 42.7% 90.0% 100.0% 15% 10% 20 47.6%	37.3%  10 <sup>3</sup> 2  2  14  30  29  22.5% 90.0% 100.0% 100.0% 10% 28  -26.4%	75.1%  1  2  3  74  21  151.6% 90.0%  0  N/A 100.0%  15% 10% 19 151.6% 57 274%	47 150 -22% 90 47.3% 0 -100.0%	-94.6%  1 2 3 8 8 -65.5% 20.0% 0 N/A 0.0% 15% 16% 5 65.5%	205.6%  1 1 2 3 3 29 5% 100.0% 0 N/A 100.0% 15% 10% 16 -20.9%	71.9%  10 <sup>3</sup> 1 2  13  13  10.5% 100.0% 3 N/A 100.0% 15% 10% 34 22.3%	105.6% 1 2 3 3 59.2% 100.0% 3 N/A 100.0% 15% 10% 34 75.6% 80 241%	22 89 -1.5% 7 N/A 90 6.2% 123 138%	-76.6%  1  37.0% 100.0%  10  NA 100.0% 15% 191.2% 9 101%	59.3% 1 9 -45.8% 100.0% 15 N/A 100.0% 15% 10% 22 43.8%	26.2% 1 9 -71.6% 100.0% 20 476.0% 10% 10% 27 -18.7%	138.9% 1 9 -71.6% 100.0% 25 629.9% 100.0% 15% 10% 32 -6.0% 1019%	37 -58.8% 70 914.9% 11.3% 151 413%
q'q growth  Large Deals - New ARR 3022 8-fig TCV Migration 3022 8-fig TCV Expansion 1023 9-fig TCV / 8-fig ARR Migration+Expansion Other large deals (7-fig TCV Migrations+Expansions)  Total New ARR from Large Deals  Cloud New ARR Required After Large Deals Benefit y/y change  Est. Transition ARR from Perpetual y/y growth % of Perpetual Transition ARR  Est. Transition ARR from Subscription y/y growth % of Subscription Transition ARR  Discount Uptift Assumption  Total Transition ARR (net of uplift and discount) y/y growth Adjusted New ARR after Transition "Organic New Cloud ARR"	17 192 61 56.7% 42 N/A	-50.9%  1.7 2.3 2.2 2.6 19 45% 100.0% 0 N/A 100.0% 15% 19% 33.1%	29.8%  1 1 2 4 28  28 28%  21 42.7% 90.0% 100.0% 15% 100.0% 20 47.6%	37.3%  10 <sup>3</sup> 2  14  30  29  22.5% 90.0%  0  -100.0% 100.0% 10% 26.4%	75.1%  1  2  3  74  211 151.6% 90.0%  NA 100.0% 15% 199 151.6%	47 150 -22% 90 47.3% 0 -100.0%	-94.6%  1 2 3 8 8 6 6-65.5% 0 0 N/A 0.0% 15% 10% 6-65.5%	205.6%  1 2 3 29 5% 17 20.9% 100.0% 15% 100.9% 16 -20.9%	71.9%  10 <sup>3</sup> 1 1 2 2 33  10.5% 100.0%  3 3 N/A 100.0% 15% 10% 34 22.3%	105.6% 1 2 3 33 59.2% 100.0% 3 N/A 100.0% 15% 10% 34 75.6%	22 89 -1.5% 7 N/A 90 6.2%	-76.6%  1  9 37.0% 100.0%  10 N/A 100.0% 15% 10% 18 191.2%	59.3% 1 9 -45.8% 100.0% 15% 100.0% 15% 122 43.8%	26.2% 1 -71.6% 100.0% 15% 100.0% 15% 127 -18.7%	138.9% 1 9 -71.6% 100.0% 25 629.9% 100.0% 15% 10% 32 -6.0%	37 -58.8% 70 914.9%

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

## WDAY - Challenging Setup

Top Line Guidance for F3Q and FY25 Look Tough. Our model implies 150% New ACV growth is required to meet F3Q Subscription revenue guidance of \$1.955B (15.6% growth y/y) which seems incredibly difficult given the current challenges around customer purchasing dynamics, though it usually looks this way. Historical context around Unbilled Receivables (WDAY started reporting "Contract Assets", or Unbilled Receivables, in F4Q24 that result from ramp deals but we're unable to adjust for this in our model until we have a y/y comparison) and more color around renewal cycles could help us better decipher New ACV trends, but we're not privy to those details as of now. We also note that WDAY lowered Subscription revenue expectations in F1Q when they guided F2Q below

consensus expectations and lowered FY25 guidance, but we believe numbers this year may still be at risk given the difficult setup and are not as derisked as many investors perceive. Investors also focus on cRPO for WDAY, and while we believe that this is a bad metric to gauge business momentum, we acknowledge that the company will likely meet F3Q guidance of 14-15% y/y. In addition, we remain slightly below the low end of subscription guidance for the year at 16.5% growth in our plausible scenario (assuming 2% growth in New ACV for FY25), vs. 16.8% consensus. Considering factors like early renewals and ramp deals along with WDAY's lumpy business, we continue to believe our New ACV calculations could be skewed on a quarterly basis, but we remain relatively confident in them on an annual basis. See Exhibits 74 – 75.

FY26 Looks Even More Difficult. At the recent Investor Day on 9/17, management reiterated its medium-term outlook provided on the F2Q25 earnings call, which includes a moderation of subscription revenue growth in the mid-teens (15%, including acquisitions) for FY26 and FY27 (from 17-19% previously) while expanding operating margins from 25% to 30% by FY27. Building off our guidance case for FY25, WDAY would have to grow New ACV 9% in FY26 and 5% in FY27 to meet consensus estimates (15.1% in FY26 and 14.8% in FY27), which we believe comes with material risk. In a more plausible case, we see New ACV growing 6% in FY26 and 5% in FY27 (about \$150M less in New ACV vs. our guidance case), leading to Subscription revenue growth of 14.5% and 13.7% respectively. New ACV weakness in FY24 is just now starting to reflect in numbers today and another challenging new business year in FY25 will only compound in futures FYs, in our view. See Exhibit 75. WDAY also updated FCF margin guidance for FY27 to 30% (vs. 25% previously) at the 2024 Investor Day. However, WDAY will likely increase its annual share repurchase cadence (per CFO Zane Rowe) from about \$500M recently, and we expect it will continue to purchase companies as well which will have an impact on the "real" FCF. If we assume \$600M in share repurchases to offset dilution and \$335M (the average over the last 5 years) in acquisitions annually, the 30% FCF margin becomes 21.7% in our model.

**Exhibit 74: WDAY Guidance Case** 

\$ in millions, except per share data														
	Jan-22	Jan-23	Jan-24	Apr-24	Jul-23	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26	Jan-2
T	FY22	FY23	<u>FY24</u>	<u>F1Q25</u>	F2Q25	F3Q25E	F4Q25E	FY25E	F1Q26E	F2Q26E	F3Q26E	F4Q26E	F2026E	F2027
Total Billings and Subscription ACV, ex. Adjustments Subscription Revenue	4,546.3	5.567.2	6,603.0	1,815.0	1,903.0	1.955.8	2,039.1	7,712.9	2.070.5	2,163.7	2,277.1	2,360.7	8.872.1	10,175.0
•	20.0%	22.5%	18.6%	18.8%	17.2%	15.6%		16.8%	14.1%	13.7%	-		15.0%	14.79
y/y growth q/q growth	20.0%	22.5%	10.0%	3.1%	4.8%	2.8%	15.9% 4.3%	10.0%	14.1%	4.5%	16.4% 5.2%	15.8% 3.7%	15.0%	14.77
% of revenue	88.5%	89.6%	91.0%	91.2%	91.3%	92.2%	92.6%	91.8%	91.7%	91.7%	91.7%	91.7%	91.7%	92.2
Consensus Estimate (VA)	4,535.9	5,567.2	6,600.4	1.811.0	1.896.1	1.955.8	2,037.2	7,711.0	2.086.6	2.187.6	2.255.2	2.344.7	8,874.1	10,183.
y/y growth	,,,,,,,	.,	-,	18.5%	16.8%	15.7%	15.8%	16.8%	15.2%	15.4%	15.3%	15.1%	15.1%	14.8
% difference (above consensus)	0.2%	0.0%	0.0%	0.2%	0.4%	0.0%	0.1%	0.0%	-0.8%	-1.1%	1.0%	0.7%	0.0%	-0.1
Professional Services	592.5	648.6	655.8	175.0	182.0	166.2	163.1	686.4	186.3	194.7	204.9	212.5	798.5	864.
y/y growth	11.9%	9.5%	1.1%	11.9%	11.8%	-4.8%	0.7%	4.7%	6.5%	7.0%	23.3%	30.2%	16.3%	8.3
q/q growth				8.0%	4.0%	-8.7%	-1.9%		14.2%	4.5%	5.2%	3.7%		
Total Revenue	5,138.8	6,215.8	7,258.8	1,990.0	2,085.0	2,122.0	2,202.2	8,399.2	2,256.8	2,358.5	2,482.0	2,573.2	9,670.5	11,039.
y/y growth	19.0%	21.0%	16.8%	18.1%	16.7%	13.7%	14.6%	15.7%	13.4%	13.1%	17.0%	16.8%	15.1%	14.2
Current Deferred Revenue				3,552.0	3,549.0	3,761.5	4,593.6		4,045.9	4,090.0	4,436.7	5,224.4		
Noncurrent Deferred Revenue				61.0	62.0	56.4	68.9		60.7	61.4	66.6	78.4		
Reported Total Unearned Revenue				3,613.0	3,611.0	3,818.0	4,662.5		4,106.6	4,151.4	4,503.3	5,302.8		
Total Billings	5,684.5	6,667.3	7,751.8	1,476.0	2,083.0	2,329.0	3,046.7	8,934.7	1,700.9	2,403.2	2,834.0	3,372.7	10,310.8	11,677.
y/y growth	22.4%	17.3%	16.3%	10.1%	11.6%	32.7%	9.2%	15.3%	15.2%	15.4%	21.7%	10.7%	15.4%	13.2
Subscription Backlog														
Subscription ACV (Annual Contract Value)	5,100.6 23.7%	6,015.7 17.9%	7,100.6 18.0%	1310.0	1900.0	2,168.3	2,871.1	8,249.4 16.2%	1,522.8	2,207.8	2,623.9	3,148.4	9,502.9 15.2%	10,802.
y/y growth	23.1%	17.9%	18.0%	9.5%	11.4%	37.3%	9.6%	10.2%	16.2%	16.2%	21.0%	9.7%	15.2%	13.7
% Dollar Renewal Rate				98%	98%	98%	98%		98%	98%	98%	98%		
Less: Renewals (Prior-Year Subscription ACV)	4,039.5	4,998.6	5,895.3	1172.1	1671.3	1547.2	2567.9	6,958.6	1283.8	1862.0	2125.0	2813.7	8,084.4	9,312
2000. Notionalo (i noi roal Gabothphormov)	4,000.0	4,550.0	0,000.0	1172.1	107 1.5	1047.2	2007.5	0,550.0	1200.0	1002.0	2120.0	2010.7	0,004.4	3,512
New Subscription ACV	1,061.2	1,017.0	1,205.2	137.9	228.7	621.1	303.2	1,290.9	239.0	345.8	498.9	334.7	1,418.5	1,489.
y/y growth	49.5%	-4.2%	18.5%	-41.2%	-23.3%	151.7%	-28.8%	7.1%	73.4%	51.2%	-19.7%	10.4%	9.9%	5.0
y/y growth, TTM				1.7%	-8.4%	24.0%	7.1%		25.6%	45.2%	-1.9%	9.9%		
Adjustments to Revenue, Total Billings, and Subscription ACV														
Aggregate adjustments to Total Revenue	56.7	53.4	7.9	1.1	3.5	4.3	5.0	13.9	4.7	2.7	2.0	1.2	10.6	0
Aggregate adjustments to Total Billings	112.2	75.8	108.1	16.2	3.5	4.3	5.0	28.9	4.7	2.7	2.0	1.2	10.6	0
Aggregate adjustments to Total Subscription ACV	112.2	75.8	111.6	16.2	3.5	4.3	5.0	28.9	4.7	2.7	2.0	1.2	10.6	0
		. 510			-10	710	3.0			211	2.0		. 3.0	
Adjusted New Subscription ACV	949.0	941.2	1093.6	121.7	225.2	616.9	298.2	1261.9	234.4	343.1	496.9	333.5	1407.8	1489
y/y growth	33.7%	-11.3%	7.5%	-48.1%	-24.4%	150.0%	-30.0%	4.7%	70.0%	50.0%	-20.0%	10.0%	9.1%	5.0
2 Year Growth Stack				-11.2%	-18.3% 0.3%	140.2% 18.4%	-23.0% 4.7%		21.9% 24.0%	25.6% 43.6%	130.0% -2.9%	-20.0% 9.1%		
y/y growth, TTM				-8.8%										

**Exhibit 75: WDAY Plausible Case** 

\$ in millions, except per share data														
	Jan-22	Jan-23	Jan-24	Apr-24	Jul-23	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26	Jan-27
	FY22	FY23	FY24	F1Q25	F2Q25	F3Q25E	F4Q25E	FY25E	F1Q26E	F2Q26E	F3Q26E	F4Q26E	F2026E	F2027E
Total Billings and Subscription ACV, ex. Adjustments			•											
Subscription Revenue	4,546.3	5,567.2	6,603.0	1,815.0	1,903.0	1,951.7	2,022.7	7,692.4	2,064.1	2,141.4	2,257.3	2,341.4	8,804.3	10,006.7
y/y growth	20.0%	22.5%	18.6%	18.8%	17.2%	15.4%	14.9%	16.5%	13.7%	12.5%	15.7%	15.8%	14.5%	13.7%
q/q growth				3.1%	4.8%	2.6%	3.6%		2.0%	3.7%	5.4%	3.7%		
% of revenue	88.5%	89.6%	91.0%	91.2%	91.3%	92.2%	92.6%	91.8%	93.0%	93.0%	93.0%	93.0%	93.0%	93.7%
Consensus Estimate (VA)	4,535.9	5,567.2	6,600.4	1,811.0	1,896.1	1,955.8	2,037.2	7,711.0	2,086.6	2,187.6	2,255.2	2,344.7	8,874.1	10,183.1
y/y growth				18.5%	16.8%	15.7%	15.8%	16.8%	15.0%	15.4%	15.3%	15.1%	15.1%	14.8%
% difference (above consensus)	0.2%	0.0%	0.0%	0.2%	0.4%	-0.2%	-0.7%	-0.2%	-1.1%	-2.1%	0.1%	-0.1%	-0.8%	-1.7%
Professional Services	592.5	648.6	655.8	175.0	182.0	165.9	161.8	684.7	154.8	160.6	169.3	175.6	660.3	674.5
y/y growth	11.9%	9.5%	1.1%	11.9%	11.8%	-5.0%	-0.1%	4.4%	-11.5%	-11.8%	2.1%	8.5%	-3.6%	2.1%
q/q growth				8.0%	4.0%	-8.8%	-2.5%		-4.3%	3.7%	5.4%	3.7%		
Total Revenue	5,138.8	6,215.8	7,258.8	1,990.0	2,085.0	2,117.6	2,184.5	8,377.1	2,219.0	2,302.0	2,426.6	2,517.0	9,464.7	10,681.1
y/y growth	19.0%	21.0%	16.8%	18.1%	16.7%	13.5%	13.7%	15.4%	11.5%	10.4%	14.6%	15.2%	13.0%	12.9%
Current Deferred Revenue				3,552.0	3,549.0	3,691.6	4,582.6		3,999.9	3,974.8	4,319.0	5,180.0		
Noncurrent Deferred Revenue				61.0	62.0	56.4	68.9		60.7	61.4	66.6	78.4		
Reported Total Unearned Revenue				3,613.0	3,611.0	3,748.0	4,651.5		4,060.6	4,036.1	4,385.5	5,258.3		
Total Billings	5,684.5	6,667.3	7,751.8	1,476.0	2,083.0	2,254.6	3,088.0	8,901.6	1,628.1	2,277.6	2,776.0	3,389.9	10,071.5	11,313.6
y/y growth	22.4%	17.3%	16.3%	10.1%	11.6%	28.5%	10.7%	14.8%	10.3%	9.3%	23.1%	9.8%	13.1%	12.3%
Subscription Backlog														
Subscription ACV (Annual Contract Value)	5,100.6	6,015.7	7,100.6	1310.0	1900.0	2,094.3	2,913.7	8,218.0	1,481.5	2,116.3	2,601.5	3,202.4	9,401.7	10,629.7
y/y growth	23.7%	17.9%	18.0%	9.5%	11.4%	32.7%	11.2%	15.7%	13.1%	11.4%	24.2%	9.9%	14.4%	13.1%
% Dollar Renewal Rate				98%	98%	98%	98%		98%	98%	98%	98%		
Less: Renewals (Prior-Year Subscription ACV)	4.039.5	4.998.6	5.895.3	1172.1	1671.3	1547.2	2567.9	6,958.6	1283.8	1862.0	2052.4	2855.4	8,053.6	9,213.7
,	1,000.0	1,000.0	0,000.0		101 1.0	1011.2	2007.0	0,000.0	1200.0	1002.0	2002. 1	2000.1	0,000.0	0,210.1
New Subscription ACV	1,061.2	1,017.0	1,205.2	137.9	228.7	547.1	345.8	1,259.4	197.7	254.3	549.1	347.0	1,348.1	1,416.0
y/y growth	49.5%	-4.2%	18.5%	-41.2%	-23.3%	121.7%	-18.8%	4.5%	43.4%	11.2%	0.4%	0.4%	7.0%	5.0%
y/y growth, TTM				1.7%	9.9%	17.5%	4.5%		19.0%	29.4%	0.5%	7.0%		
Adjustments to Revenue, Total Billings, and Subscription ACV														
Aggregate adjustments to Total Revenue	56.7	53.4	7.9	1.1	3.5	4.3	5.0	13.9	4.7	2.7	2.0	1.2	10.6	0.5
Aggregate adjustments to Total Billings	112.2	75.8	108.1	16.2	3.5	4.3	5.0	28.9	4.7	2.7	2.0	1.2	10.6	0.5
Aggregate adjustments to Total Subscription ACV	112.2	75.8	111.6	16.2	3.5	4.3	5.0	28.9	4.7	2.7	2.0	1.2	10.6	0.5
Adjusted New Subscription ACV	949.0	941.2	1093.6	121.7	225.2	542.0	310.8	1230.5	103.0	251.6	547.1	345.8	1337.4	1415.5
y/y growth	33.7%	-11.3%	7.5%	-48.1%	-24.4%	120.0%	-20.0%	2.1%	40.0%	10.0%	0.0%	0.0%	6.2%	5.0%
2 Year Growth Stack				-11.2%	-18.3%	110.2%	-13.0%		-8.1%	-14.4%	120.0%	-20.0%		
y/y growth, TTM				-8.8%	-16.2%	11.9%	2.1%		17.4%	27.8%	-0.5%	6.2%		
q/q growth				-68.5%	85.1%	141.0%	-37.2%		-43.4%	30.4%	117.5%	-36.8%		

Source: Consensus via Visible Alpha, Company Reports, Guggenheim Securities, LLC estimates

## ZS - Upside to Revenue but Uncertainty Around Billings

**F1Q25 Revenue and Billings Are Achievable**. F1Q total revenue guidance of +22% y/y growth implies new ACV declines in the 30% range, with virtually no revenue recognition in the quarter, an unlikely outcome, in our view. See Exhibit 76. While Management did not specifically guide F1Q billings growth, the company provided the split between 1H25 vs. 2H25 billings growth, with F1Q representing 16.2% of FY25 total billings. The current F1Q total billings estimate of \$503.7M implies 10.3% y/y growth and a sequential decline of 44.7%, a steeper decline than prior F1Qs (-36.5% in F1Q24, -34.6% in F1Q23, -25.4% in F1Q22, and -25.7% in F1Q21). In our plausible scenario, where new ACV declines 15% y/y, which implies business momentum, as measured by a 2-year growth stack of ACV, remains in line with F4Q levels, we see 530bps of upside to Street revenue and 770bps of upside to Street billings estimates, a much larger beat than prior quarters (excluding F3Q24 Billings). See Exhibit 77.

FY25 Estimates Still Achievable. Management provided initial FY25 total revenue growth between 20% and 21%, which we believe is an attainable bar with decent upside, when compared to prior years. Our plausible FY25 total revenue estimate of \$2,730M (+26% y/y) is 450bps above the Street. See Exhibit 77. As we said above, the F1Q setup for revenue and billings seems achievable with upside potential that investors were used to seeing two years ago. Now, the question around annual billings stems from Managements commentary about slower growth in contracted non-cancellable billings in the 1st half (+7%) vs. the 2nd half (+23%) as well as the ramping of the recently hired quota carrying

salespeople in 2HFY25. Recall, in F3Q24, Management called out a few points of headwind to FY25 billings growth from the GTM changes, which brought the Street down to 20% y/y growth heading into the F4Q print. Well current FY25 billings guidance of 19% - 20% y/y growth implies flattish New ACV growth, after 5.5% growth in FY24. Although current guidance implies very prudent assumptions, the steep uptick in 2H growth seems to be somewhat of a leap of faith, but this Management team has proven that it has the ability to execute, and we view the space as very attractive. Our plausible FY25 billings estimate of \$3,150M (+20.1% y/y) is 80bps above the Street, but we question again if that will be enough for the stock to work.

**FY26 Estimates Should Be Fine, Especially Once GTM Ramps**. We do see upside to both total revenue and total billings in FY26, especially as the noise from the GTM and organizational changes subdues. If our FY25 plausible case proves to be true, then consensus FY26 revenue growth of 20.2% y/y and FY26 billings growth of 19% y/y implies New ACV growth of around 11% (vs. our plausible FY25 New ACV growth of 3.5%), which implies improved business momentum.

Exhibit 76: ZS Base Case

Full Yeak   Full	\$ in millions, except per share data	2020	2021	2022	2023	Oct-23	Jan-24	Apr-24	Jul-24	2024	Oct-24	Jan-25	Apr-25	Jul-25	2025 (E)	2026 (E
Subscription revenue 42.6 652.9 1,058.2 1,586.8 41.8 503.2 586.6 575.1 2,102.7 600.3 616.2 64.3 681.0 2,246.9 1 yly growth 42.0% 54.1% 62.1% 40.3% 53.7 48.1% 50.2% 53.6% 52.1% 53.6% 52.1% 30.0% 30.0% 30.0% 30.0% 30.0% 30.0% 50.2% 57.6% 44.9% 21.5% 64.4% 21.5% 50.00 1 96.2% 97.0% 97	,,,,		-	-						-						Full Yea
y y growth   42,0%   54.1%   46.3%   39.7%   55.4%   46.3%   39.7%   55.4%   46.3%   21.5%   21.0%   21.0%   21.0%   54.4%   24.9%   54.4%   24.9%   54.4%   24.9%   54.4%   24.9%   54.4%   24.9%   54.4%   24.9%   54.4%   24.9%   54.4%   24.9%   54.4%   24.9%   54.4%   24.9%   54.4%   24.9%   54.4%   24.9%   2	Revenue															
Graph Services of the control of the	Subscription revenue	423.6	652.9	1,058.2	1,568.8	481.8	509.2	536.6	575.1	2,102.7	600.3	616.2	649.3	681.0	2,546.9	3,156.
Section   Sect	y/y growth	42.0%	54.1%	62.1%	48.3%					34.0%					21.1%	23.9
Other revenue 7,7 20,2 32,7 48,1 14,9 15,7 16,8 17,8 65,0 4.7 18,5 19,5 20,4 83,1 y/g growth 70,35 126,6 62,1% 47,08 32,7% 35,4% 22,1% 32,2% 32,6% -68,6% 17,4% 17,4% 17,4% 14,9% 30,5% 30,6% 30																
yy growth   70.3%   162.0%   62.1%   47.0%   39.7%   36.4%   57.8%   54.9%   57.8%   52.9%   72.7%   73.7%   52.4%   57.8%   54.9%   72.9%   73.7%   52.4%   57.8%   54.9%   72.9%   73.7%   52.4%   57.8%   54.9%   57.8%   57.9%   72.9%   73.7%   52.4%   57.9%   52.4%   57.9%   57.9%   52.4%   57.9%   5																98.8
Grig growth Sol Total Sol			-	-												39.
% of total         1.9%         3.0%         3.0%         3.0%         3.0%         3.0%         3.0%         3.0%         2.0%         2.9%         2.9%         2.9%         2.9%         2.4%         Total Revenue         4313         6673,1         1,000         1,6170         98970         352.5         352.3         1,29.3         1,6180         60.0%         2.9%		70.3%	162.6%	62.1%	47.0%					35.2%					-3.0%	-36.8
Total Revenue 431-31 (373.1 1,090.9 1,617.0 969.7 525.0 553.2 52.9 2,167.8 605.0 634.7 668.8 701.4 2,210.0 9/9 growth 42.4% 56.1% 62.1% 48.2% 92.9% 5.7% 5.4% 7.2% 21.9% 0.3% 31.1% 21.6% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.4% 20.9% 18.3% 20.9% 20.9% 18.3% 20.9% 20.9% 18.3% 20.9% 20.9% 18.3% 20.9% 20.9% 18.3% 20.9% 20.9% 18.3% 20.9% 20.9% 19.2% 20.9% 18.3% 20.9% 20.9% 19.2% 20.9% 19.2% 20.9% 19.2% 20.9% 20.9% 20.9% 20.9% 20.3% 19.2% 20.9%																
y/y growth 42.4% 56.1% 62.1% 48.2% 39.7% 35.4% 21.9% 30.3% 34.4% 21.8% 20.9% 20.9% 18.3% 20.4% 20.9% 20.9% 18.3% 20.4% 20.9% 20.7% 20.0% 4.9% 54.4% 4.9% 54.4% 20.9% 20.				0.070											,	1.2
Gramersus Estimate (VA)    Conversus Estimate (VA)   1.5%   4.8%   4.3%   3.4%   4.5%   1.2%   2.0%				,												3,196. 22.5
Consensus Estimate (VA)		42.4%	30.1%	02.1%	40.2%					34.1%					20.4%	22.5
## difference (above consensus)   0.0%   1.7%   1.1%   1.5%   4.8%   4.3%   3.4%   4.5%   1.2%   2.01%   2.07%   2.03%   2.03%   19.3%   2.05%   ## Dillings and Bookings Analysis  Total Billings (ISS)   549.8   933.9   1.481.5   2.035.5   456.6   627.6   628.0   910.8   2.623.1   507.2   717.2   806.5   1.091.1   3.122.0   3.17   ## Dillings and Bookings Analysis  Total Billings (ISS)   549.8   933.9   1.481.5   2.035.5   456.6   627.6   628.0   910.8   2.623.1   507.2   717.2   806.5   1.091.1   3.122.0   3.125.6   3.10   ## Dillings (ISS)   549.8   933.9   1.481.5   2.035.5   456.6   627.6   628.0   910.8   2.623.1   507.2   717.2   806.5   1.091.1   3.122.0   3.125.6   3.10   ## Dillings (ISS)   549.8   93.3   3.481.5   2.035.5   37.5%   0.1%   45.0%   44.9%   44.4%   12.4%   35.9%   ## Consensus Estimate (VA)   503.7   723.2   778.2   1.120.5   3.125.6   3.125						9.276	3.7%	3.470	1.270						2 612 6	3.139.
Mathematics   Mathematics		0.0%	1 7%	1 1%	1 5%	4.8%	4 3%	3.4%	4 5%	1 2%						1.8
Billings Analysis Total Billings (BS)		0.070	1.170	1.170	1.070	4.070	4.070	0.470	4.070	1.270						20.2
Total Billings (BS)   549.8   933.9   1,481.5   2,035.5   456.6   627.6   628.0   910.8   2,623.1   507.2   717.2   806.5   1,991.1   3,122.0   3 y/y growth   41.0%   69.9%   58.6%   37.4%   34.2%   26.6%   26.6%   26.6%   28.9%   11.1%   14.3%   28.4%   19.8%   19.0%   24.9%   14.9%   12.4%   35.3%   19.0%   26.6%   37.5%   0.1%   45.0%   28.9%   11.1%   14.3%   28.4%   19.0%   15.3%   19.0%   26.6%   28.9%   11.1%   14.3%   12.4%   35.3%   19.0%   27.0%											22.070	2011/0	20,070	101070	201070	2012
yly growth 41.0% 69.9% 58.6% 37.4% 34.2% 27.1% 30.2% 26.6% 28.9% 11.11% 14.3% 28.4% 19.8% 19.0% 26.9% 26.6% 28.9% 11.11% 14.3% 28.4% 19.8% 25.3% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 26.6% 28.9% 27.5% 28.9% 27.5% 28.9% 27.5% 28.9% 27.5% 28.9% 28.0% 27.5% 28.9% 27.5% 28.9% 28.0% 27.5% 28.9% 28.0% 27.5% 28.2% 27.5% 28.9% 28.0% 27.5% 28.9%		549.8	933.9	1.481.5	2.035.5	456.6	627.6	628.0	910.8	2.623.1	507.2	717.2	806.5	1.091.1	3.122.0	3,713.
Grant   Gran	• , ,	41.0%	69.9%		37.4%	34.2%	27.1%	30.2%	26.6%		11.1%	14.3%	28.4%		19.0%	18.9
## difference (above consensus)								0.1%			-44.3%					
Current Subscription Billings (Total Subscription ACV   539.5   886.9   1,410.7   1,926.2   445.2   581.1   596.9   842.3   2,465.5   515.1   687.8   768.7   1,019.0   2,990.6   3   3   3   3   3   3   3   3   3	Consensus Estimate (VA)										503.7	723.2	778.2	1,120.5	3,125.6	3,720.
Current Subscription Billings (Total Subscription ACV   539.5   886.9   1,410.7   1,926.2   445.2   581.1   596.9   842.3   2,465.5   515.1   687.8   768.7   1,019.0   2,990.6   3   3   3   3   3   3   3   3   3	% difference (above consensus)	0.0%	6.4%	3.7%	2.9%	3.3%	3.8%	7.5%	1.9%	0.6%	0.7%	-0.8%	3.6%	-2.6%	-0.1%	-0.2
y/y growth q/q growth 42.3% 64.4% 59.1% 36.5% 33.2% 25.5% 28.4% 26.9% 28.0% 15.7% 18.4% 28.8% 21.0% 21.3% 23.3% 20.5% 2.7% 41.1% 28.0% 15.7% 18.4% 28.8% 21.0% 21.3% 21.3% 23.5% 23.5% 23.	y/y growth										10.3%	15.2%	23.9%	23.0%	19.2%	19.0
y/y growth q/q growth         42.3%         64.4%         59.1%         36.5%         33.2%         25.5%         28.4%         26.9%         28.0%         15.7%         18.4%         28.8%         21.0%         21.3%           Renewal Rate         98.0%         98.																
Page   Page				, .	/					,				,	,	3,596.
Renewal Rate Subscription ACV Renewals Subscription ACV Renewals Subscription ACV (Caclulated from reported numbers) 168.0 358.3 541.5 543.8 117.6 127.2 141.4 191.6 577.8 78.8 118.3 183.8 193.5 574.4 9/4 growth  Subscription Billings Adjustments: Total Adjustments:  Total Adjustments:  0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 4.3 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0		42.3%	64.4%	59.1%	36.5%					28.0%					21.3%	20.2
Subscription ACV Renewals y/y growth 55.7% 42.3% 64.4% 59.1% 41.2% 31.8% 43.4% 32.7% 36.5% 32.7% 36.5% 33.2% 25.5% 28.49% 26.9% 26.0% 21.382.5 24.16.2 2 24.9% 26.9% 26.0% 27.44.1.4 29.6% 21.41.4 21.16 27.2 21.41.4 21.16 27.2 21.41.4 21.16 27.2 21.41.4 21.16 27.2 21.41.4 21.16 27.2 21.41.4 21.16 27.2 21.41.4 21.16 27.2 27.4 27.4 27.4 27.4 27.4 27.4 27.4	q/q growth					-33.0%	30.5%	2.7%	41.1%		-38.8%	33.5%	11.8%	32.6%		
Subscription ACV Renewals y/y growth 55.7% 42.3% 64.4% 59.1% 41.2% 31.8% 43.4% 31.8% 43.4% 32.7% 36.5% 33.2% 36.6% 33.2% 36.6% 33.2% 36.6% 33.2% 36.6% 33.2% 36.6% 33.2% 36.6% 33.2% 36.6% 36.7% 36.5% 36.5% 36.5% 36.5% 36.5% 36.5% 36.5% 36.5% 36.5% 36.5% 36.5% 36.5% 36.5% 36.5% 36.5% 36.5% 36.5% 36.5% 36.6%	5 (5)															
y/y growth q/q growth         55.7%         42.3%         64.4%         59.1%         41.2%         31.8%         44.3%         32.7%         36.5%         33.2%         25.5%         28.4%         26.9%         28.0%           New Subscription ACV (Caclulated from reported numbers) y/y growth q/q growth         168.0         358.3         541.5         543.8         117.6         127.2         141.4         191.6         577.8         78.8         118.3         183.8         193.5         574.4           y/y growth q/q growth         19.6%         113.3%         51.1%         0.4%         15.0%         7.1%         -5.1%         10.3%         6.3%         -33.0%         -7.0%         30.0%         1.0%         -0.6%           Subscription Billings Adjustments:         0.0         0		074.5	500.7	200.0	4 000 5					4 007 7					0.440.0	0.000
33.2%   38.6%   0.3%   42.9%   -33.0%   30.5%   2.7%   41.1%																2,930. 21.3
New Subscription ACV (Caclulated from reported numbers   168.0   358.3   541.5   543.8   117.6   127.2   141.4   191.6   577.8   78.8   118.3   183.8   193.5   574.4   y/y growth   19.6%   113.3%   51.1%   0.4%   15.0%   7.1%   -5.1%   10.3%   6.3%   -33.0%   -7.0%   30.0%   1.0%   -0.6%   y/g growth   19.6%   113.3%   51.1%   0.4%   15.0%   7.1%   -5.1%   10.3%   6.3%   -33.0%   -7.0%   30.0%   1.0%   -0.6%   y/g growth   19.6%   113.3%   51.1%   0.4%   15.0%   7.1%   -5.1%   10.3%   55.5%   26.9%   27.8%   15.75   15.1   687.8   768.7   1,019.0   2,990.6   3   y/g growth   42.3%   64.4%   59.1%   36.5%   33.2%   25.5%   27.5%   26.9%   27.8%   15.7%   18.4%   28.8%   21.0%   21.3%   y/g growth   42.3%   64.4%   59.1%   36.5%   33.2%   25.5%   27.5%   26.9%   27.8%   15.7%   18.4%   28.8%   21.0%   21.3%   y/g growth   42.3%   64.4%   59.1%   358.3   541.5   543.8   117.6   127.2   137.0   191.6   573.5   78.8   118.3   183.8   193.5   574.4   y/g growth   19.6%   113.3%   51.1%   0.4%   15.0%   7.1%   -8.1%   10.3%   5.5%   -38.0%   -7.0%   30.0%   1.0%   -0.6%   y/g growth   19.6%   113.3%   51.1%   0.4%   15.0%   7.1%   -8.1%   10.3%   5.5%   -38.0%   -7.0%   30.0%   1.0%   -0.6%   y/g growth   19.6%   113.3%   51.1%   0.4%   15.0%   7.1%   -8.1%   10.3%   5.5%   -38.0%   -7.0%   30.0%   1.0%   -0.6%   y/g growth   19.6%   113.3%   51.1%   0.4%   15.0%   7.1%   -8.1%   10.3%   5.5%   -38.0%   -7.0%   30.0%   1.0%   -0.6%   y/g growth   19.6%   113.3%   51.1%   0.4%   15.0%   7.1%   -8.1%   10.3%   5.5%   -38.0%   -7.0%   30.0%   1.0%   -0.6%   y/g growth   19.6%   113.3%   51.1%   0.4%   15.0%   7.1%   -8.1%   10.3%   5.5%   -38.0%   -7.0%   30.0%   1.0%   -0.6%   y/g growth   19.6%   113.3%   51.1%   0.4%   15.0%   7.1%   -8.1%   10.3%   5.5%   -38.0%   -7.0%   30.0%   1.0%   -0.6%   y/g growth   19.6%   113.3%   51.1%   0.4%   15.0%   7.1%   -8.1%   10.3%   5.5%   -38.0%   -7.0%   30.0%   -0.6%   -38.0%   -3.0%   -3.0%   -3.0%   -3.0%   -3.0%   -3.0%   -3.0%   -3.0%   -3.0%   -3.0%   -3.0%   -3.0%   -3.0%	,,,	55.7%	42.3%	04.4%	59.1%					30.5%					26.0%	21.3
y/y growth	q/q grown					-33.2 //	30.0%	0.3%	42.970		-33.0%	30.5%	2.170	41.170		
y/y growth	New Subscription ACV (Caclulated from reported numbers)	168.0	358 3	5/15	5/3 8	117.6	127.2	1/11/	101 6	577.8	79.9	118 3	193.9	103 5	574.4	665
q'q growth         -32.3%         8.1%         11.2%         35.5%         -58.9%         50.1%         55.4%         5.3%           Subscription Billings Adjustments:         Total Adjustments         0.0																15.8
Subscription Billings Adjustments:  Total Adjustments:  0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	,,,	13.070	113.376	31.170	0.478					0.378					-0.078	10.0
Total Adjustments 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	g g grown					02.070	0.170	11.270	50.070		00.070	00.170	00.470	0.070		
Total Adjustments 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.	Subscription Billings Adjustments:															
Adjusted Current Subsciption Billings (Subs ACV) 539.5 886.9 1,410.7 1,926.2 445.2 581.1 592.5 842.3 2,461.2 515.1 687.8 768.7 1,019.0 2,990.6 3  y/y growth 42.3% 64.4% 59.1% 36.5% 33.2% 25.5% 27.5% 26.9% 27.8% 15.7% 18.4% 28.8% 21.0% 21.3%  adj New Current Subs Billings (New Subs ACV) 168.0 358.3 541.5 543.8 117.6 127.2 137.0 191.6 573.5 78.8 118.3 183.8 193.5 574.4  y/y growth 19.6% 113.3% 51.1% 0.4% 15.0% 7.1% -8.1% 10.3% 5.5% -38.9% 50.1% 55.4% 5.3%		0.0	0.0	0.0	0.0	0.0	0.0	4.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.
y/y growth 42.3% 64.4% 59.1% 36.5% 33.2% 25.5% 27.5% 26.9% 27.8% 15.7% 18.4% 28.8% 21.0% 21.3% q/q growth 30.5% 20.0% 42.2% 30.5% 20.0% 42.2% 30.5% 33.5% 11.8% 32.6% 21.0% 21.3% Adj New Current Subs Billings (New Subs ACV) 168.0 358.3 541.5 543.8 117.6 127.2 137.0 191.6 573.5 78.8 118.3 183.8 193.5 574.4 y/y growth 19.6% 113.3% 51.1% 0.4% 15.0% 7.1% -8.1% 10.3% 5.5% -33.0% -7.0% 30.0% 1.0% -0.6% q/q growth -32.3% 8.1% 7.8% 39.8% 55.9% 50.1% 55.4% 5.3%	•															
q/q growth     -33.0%     30.5%     2.0%     42.2%     -38.8%     33.5%     11.8%     32.6%       Adj New Current Subs Billings (New Subs ACV)     168.0     358.3     541.5     543.8     117.6     127.2     137.0     191.6     573.5     78.8     118.3     183.8     193.5     574.4       y/y growth     19.6%     113.3%     51.1%     0.4%     15.0%     7.1%     -8.1%     10.3%     5.5%     -33.0%     -7.0%     30.0%     1.0%     -0.6%       q/q growth     -32.3%     8.1%     7.8%     39.8%     -58.9%     50.1%     55.4%     5.3%	Adjusted Current Subsciption Billings (Subs ACV)	539.5	886.9	1,410.7	1,926.2	445.2	581.1	592.5	842.3	2,461.2	515.1	687.8	768.7	1,019.0	2,990.6	3,596.
q/q growth     -33.0%     30.5%     2.0%     42.2%     -38.8%     33.5%     11.8%     32.6%       Adj New Current Subs Billings (New Subs ACV)     168.0     358.3     541.5     543.8     117.6     127.2     137.0     191.6     573.5     78.8     118.3     183.8     193.5     574.4       y/y growth     19.6%     113.3%     51.1%     0.4%     15.0%     7.1%     -8.1%     10.3%     5.5%     -33.0%     -7.0%     30.0%     1.0%     -0.6%       q/q growth     -32.3%     8.1%     7.8%     39.8%     -58.9%     50.1%     55.4%     5.3%	y/y growth	42.3%	64.4%	59.1%	36.5%	33.2%	25.5%	27.5%	26.9%	27.8%	15.7%	18.4%	28.8%	21.0%	21.3%	20.2
Adj New Current Subs Billings (New Subs ACV)   168.0   358.3   541.5   543.8   117.6   127.2   137.0   191.6   573.5   78.8   118.3   183.8   193.5   574.4																
y/y growth 19.6% 113.3% 51.1% 0.4% 15.0% 7.1% -8.1% 10.3% 5.5% -33.0% -7.0% 30.0% 1.0% -0.6% q/q growth -32.3% 8.1% 7.8% 39.8% -58.9% 50.1% 55.4% 5.3%	4.4.8.0					55.078	50.078	2.070	72.2/0		50.070	55.578	11.070	JZ. J/8		
y/y growth 19.6% 113.3% 51.1% 0.4% 15.0% 7.1% -8.1% 10.3% 5.5% -33.0% -7.0% 30.0% 1.0% -0.6% 4/q growth -32.3% 8.1% 7.8% 39.8% -58.9% 50.1% 55.4% 5.3%	Adj New Current Subs Billings (New Subs ACV)	168.0	358.3	541.5	543.8	117.6	127.2	137.0	191.6	573.5	78.8	118.3	183.8	193.5	574.4	665
q/q growth -32.3% 8.1% 7.8% 39.8% -58.9% 50.1% 55.4% 5.3%	, , , , , , , , , , , , , , , , , , , ,		113.3%	51.1%	0.4%										-0.6%	15.8
779		.0.070	1.0.070	070	0.770					0.070					0.070	.5.0
	2-year stack					19.0%	-6.5%	20.8%	1.7%		-18.0%	0.1%	21.9%	11.3%		

**Exhibit 77: ZS Plausible Case** 

	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Oct-23 1Q24	Jan-24 2 <u>Q24</u>	Apr-24 3Q24	Jul-24 4Q24	2024 Full Year	Oct-24 1Q25E	Jan-25 2025E	Apr-25 3Q25E	Jul-25 4Q25E	2025 (E) Full Year	2026 (E) Full Year
Revenue															
Subscription revenue	423.6	652.9	1,058.2	1,568.8	481.8	509.2	536.6	575.1	2,102.7	619.3	643.4	673.8	713.7	2,650.3	3,224.4
y/y growth	42.0%	54.1%	62.1%	48.3%	39.7%	35.4%	32.1%	30.2%	34.0%	28.5%	26.3%	25.6%	24.1%	26.0%	21.7%
q/q growth					9.1%	5.7%	5.4%	7.2%		7.7%	3.9%	4.7%	5.9%		
% of total	98.2%	97.0%	97.0%	97.0%	97.0%	97.0%	97.0%	97.0%	97.0%	97.1%	97.1%	97.1%	97.1%	97.1%	97.1%
Other revenue	7.7	20.2	32.7	48.1	14.9	15.7	16.6	17.8	65.0	18.6	19.3	20.2	21.4	79.5	96.7
y/y growth	70.3%	162.6%	62.1%	47.0%	39.7%	35.4%	32.1%	34.2%	35.2%	24.7%	22.6%	21.8%	20.4%	22.3%	21.7%
q/q growth					12.4%	5.7%	5.4%	7.2%		4.5%	3.9%	4.7%	5.9%		
% of total	1.8%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	2.9%	2.9%	2.9%	2.9%	2.9%	2.9%
Total Revenue	431.3	673.1	1,090.9	1,617.0	496.7	525.0	553.2	592.9	2,167.8	637.9	662.7	694.1	735.2	2,729.8	3,321.1
y/y growth	42.4%	56.1%	62.1%	48.2%	39.7%	35.4%	32.1%	30.3%	34.1%	28.4%	26.2%	25.5%	24.0%	25.9%	21.7%
q/q growth					9.2%	5.7%	5.4%	7.2%		7.6%	3.9%	4.7%	5.9%	0.040.0	0.400.4
Consensus Estimate (VA)	0.00/	4.70/	4.407	1.5%	4.8%	4.3%	3.4%	4.50/	4.007	605.9	633.9 4.6%	665.4	707.4	2,612.6	3,139.4
% difference (above consensus)	0.0%	1.7%	1.1%	1.5%	4.8%	4.3%	3.4%	4.5%	1.2%	5.3% 22.0%	4.6% 20.7%	4.3%	3.9%	4.5% 20.5%	5.8% 20.2%
y/y growth Billings and Bookings Analysis										22.0%	20.7%	20.3%	19.3%	20.5%	20.2%
Total Billings (BS)	549.8	933.9	1.481.5	2.035.5	456.6	627.6	628.0	910.8	2 622 4	542.6	724.1	787.2	4 000 0	3.149.9	3.782.4
	41.0%	69.9%	1,481.5 58.6%	37.4%	34.2%	27.1%	30.2%	26.6%	2,623.1 28.9%	18.8%	15.4%	25.3%	1,096.0 20.3%	20.1%	20.1%
y/y growth	41.0%	69.9%	58.6%	37.4%	-36.5%	27.1% 37.5%	30.2% 0.1%	45.0%	28.9%	18.8% -40.4%	15.4% 33.5%	25.3% 8.7%	20.3% 39.2%	20.1%	20.1%
q/q growth  Consensus Estimate (VA)					-30.5%	37.5%	0.1%	45.0%		-40.4% <b>503.7</b>	723.2	778.2	1,120.5	3,125.6	3,720.2
% difference (above consensus)	0.0%	6.4%	3.7%	2.9%	3.3%	3.8%	7.5%	1.9%	0.6%	7.7%	0.1%	1.2%	-2.2%	0.8%	1.7%
y/y growth	0.0%	0.4%	3.7%	2.9%	3.3%	3.6%	7.5%	1.9%	0.6%	10.3%	15.2%	23.9%	23.0%	19.2%	19.0%
y/y growur										10.3%	13.2%	23.9/0	23.0/0	19.276	19.0%
Current Subscription Billings (Total Subscription AC	539.5	886.9	1.410.7	1,926.2	445.2	581.1	596.9	842.3	2,465.5	536.3	696.7	754.6	1.026.7	3.014.2	3,616.1
y/y growth	42.3%	64.4%	59.1%	36.5%	33.2%	25.5%	28.4%	26.9%	28.0%	20.5%	19.9%	26.4%	21.9%	22.3%	20.0%
g/g growth	12.070	01.170	00.770	00.070	-33.0%	30.5%	2.7%	41.1%	20.070	-36.3%	29.9%	8.3%	36.1%	22.070	20.070
q q gromin					00.070	00.070	2.770	,		00.070	20.070	0.070	00.170		
Renewal Rate					98.0%	98.0%	98.0%	98.0%		98.0%	98.0%	98.0%	98.0%		
Subscription ACV Renewals	371.5	528.7	869.2	1.382.5	327.6	454.0	455.5	650.7	1.887.7	436.3	569.5	584.9	825.5	2,416,2	2.953.9
y/y growth	55.7%	42.3%	64.4%	59.1%	41.2%	31.8%	44.3%	32.7%	36.5%	33.2%	25.5%	28.4%	26.9%	28.0%	22.3%
g/g growth					-33.2%	38.6%	0.3%	42.9%		-33.0%	30.5%	2.7%	41.1%		
7 1 3															
New Subscription ACV (Caclulated from reported numbe	168.0	358.3	541.5	543.8	117.6	127.2	141.4	191.6	577.8	100.0	127.2	169.7	201.2	598.0	662.2
y/y growth	19.6%	113.3%	51.1%	0.4%	15.0%	7.1%	-5.1%	10.3%	6.3%	-15.0%	0.0%	20.0%	5.0%	3.5%	10.7%
g/g growth					-32.3%	8.1%	11.2%	35.5%		-47.8%	27.2%	33.4%	18.6%		
Subscription Billings Adjustments:															
Total Adjustments	0.0	0.0	0.0	0.0	0.0	0.0	4.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Adjusted Current Subsciption Billings (Subs ACV)	539.5	886.9	1,410.7	1,926.2	445.2	581.1	592.5	842.3	2,461.2	536.3	696.7	754.6	1,026.7	3,014.2	3,616.1
	42.3%	64.4%	59.1%	36.5%	33.2%	25.5%	27.5%		27.8%	20.5%	19.9%	26.4%	21.9%	22.3%	20.0%
y/y growth	42.3%	04.4%	59.1%	30.5%				26.9%	27.8%					22.3%	20.0%
q/q growth					-33.0%	30.5%	2.0%	42.2%		-36.3%	29.9%	8.3%	36.1%		
Adj New Current Subs Billings (New Subs ACV)	168.0	358.3	541.5	543.8	117.6	127.2	137.0	191.6	573.5	100.0	127.2	169.7	201.2	598.0	662.2
Auj New Cultelli Subs billings (New Subs ACV)															
y/y growth	19.6%	113.3%	51.1%	0.4%	15.0%	7.1%	-8.1%	10.3%	5.5%	-15.0%	0.0%	20.0%	5.0%	3.5%	10.7%
	19.6%	113.3%	51.1%	0.4%	<b>15.0%</b> -32.3%	<b>7.1%</b> 8.1%	<b>-8.1%</b> 7.8%	<b>10.3%</b> 39.8%	5.5%	<b>-15.0%</b> -47.8%	<b>0.0%</b> 27.2%	<b>20.0%</b> 33.4%	<b>5.0%</b> 18.6%	3.5%	10.7%

# **Appendix A: Stock Valuation and Risks**

### **AKAM**

**Valuation**. At current prices, AKAM is trading at 5.1x EV/NTM recurring revenue and 18.8x EV/NTM uFCF. Our DCF-based price target of \$133 implies 6.7x EV/NTM recurring revenue, a discount to the average 11.6x EV/NTM recurring revenue for a group of edge/security/CDN software peers that have higher average consensus NTM revenue growth of 16% (vs. AKAM's 8%).

**Risks**. (1) Extra capacity from data center expansions take longer to generate incremental revenue; (2) Momentum in Akamai's Security business slows and growth proves unsustainable; and (3) Capital intensity to support Linode going forward is greater than we expect for longer.

#### ARM

**Valuation**. We know of no better way to value a company than a rigorous, academic approach to a three-stage DCF. We also consider relative multiples to inform our valuation, such as EV/Revenue. Note that the hyper growth period in our DCF is 10 years versus our typical DCF for a software company with 5 years. We believe this change is warranted by the lifecycle of companies' revenue with inception in License revenue, translating to Royalty revenue in several years. We are maintaining our price target of \$169, which implies EV/NTM Revenue (our estimates) of 42x versus 35x at the current price (\$143.01).

**Risks** include 1) high customer (Arm China, Qualcomm (QCOM)) and end market (smartphone) concentration, 2) competition from alternative architecture such as x86 and RISC-V, and 3) outsized ownership by one entity.

## BASE

**Valuation.** Our \$30 price target is based on a 3-stage DCF analysis and implies 6.1x EV/NTM recurring revenue, slightly below what we calculate as the intrinsic value of a Software company that is run hyper-efficiently at scale and with no growth (6.2x for onpremise software and 5.4x for SaaS companies), vs. 2.9x currently.

**Risks include:** 1) Capella execution, 2) hyperscaler competition, 3) potential long path to profitability, and 4) prolonged macro uncertainty

#### **CFLT**

**Valuation.** Our \$32 price target is based on a three-stage DCF analysis; it implies 9.9x EV/NTM recurring revenue and 8.5x EV/2025E total revenue. This compares to current multiples of 6.2x and 5.2x, respectively.

**Downside risks include:** 1) risk of consumption models, 2) prolonged macro uncertainty, 3) fragmented and emerging market, and 4) lack of profit support for valuation.

## **CHKP**

**Valuation.** At its current price, CHKP trades at 17x our NTM FCF and 9.5x EV/NTM recurring revenue, which is below the average of 12x EV/ NTM recurring revenue for seven large cap security peers. We maintain our Neutral rating.

**Upside risks:** (1) Our product revenue estimates prove too conservative in 2023 given an improvement in the macro environment; and (2) an increase in investments drives a greater acceleration in revenue growth.

**Downside risks:** (1) Significant investments lead to margin compression while growth decelerates faster than expected; and (2) product growth rolls over at a more rapid pace than expected.

#### **CRM**

**Valuation**. We know of no better way to value a Software company (or any company, for that matter) than a rigorous, academic approach to a 3-stage DCF analysis. We also consider relative multiples to inform our valuation, such as EV/Recurring Revenue (since recurring revenue is where all the FCF comes from for a typical Software company). CRM's current price of \$273.71, implies 7.1x EV/Subscription (on our plausible estimates). We calculate that the intrinsic value of Software Rec Rev that is run highly-efficiently at scale is approximately 5.4x EV/Rec Rev for a SaaS vendor assuming no growth (or decline).

**Upside and Downside Risks** Include: 1) significant improvement or deterioration in the macro backdrop, 2) potentially significant margin expansion or contraction, and 3) New ACV (organic cc) significantly outperforms or underperforms our estimates.

## **CRWD**

**Valuation.** CRWD is currently trading at 16.7x EV/NTM recurring revenue at the market close price, which is above the average of 11x EV/NTM recurring revenue for seven large cap security peers. We maintain our Neutral rating.

**Upside risks:** 1) Global IT outage proves to be less of a headwind than guidance suggests; 2) macro backdrop improves; and 3) competitive pricing as the company rolls out new pricing packages.

**Downside risks:** 1) Global IT outage is a greater headwind than guidance suggests; 2) competition from hybrid approaches in enterprise endpoint protection; 3) a larger negative impact to New Business than we expect from a longer and deeper recession; 4) competition; and 5) competitive pricing issues.

## **CVLT**

**Valuation.** Our price target of \$160 is based on a three stage DCF analysis and equates to 8.0x EV/NTM recurring, 6.5x EV/2025 Revenue, and 29.5x EV/2025 FCF, which accounts for SBC, vs. the current trading multiple of 7.9x, 6.5x, and 29.4x.

**Potential downside risks include:** 1) inherent volatility in the license model, 2) share losses due to competitive pressures, and 3) potential macro softness leading to downside in new business growth vs. our assumptions.

## **CYBR**

**Valuation**: We are raising our DCF-based price target to \$323 from \$300 due to a lower risk-free rate and higher revenue estimates in the outer years. Our new price target implies 14.1x EV/NTM Recurring Revenue vs. CYBR currently trading at 12.6x. Our price target represents a premium to the average of 11.4x EV/NTM Recurring Revenue for ten cybersecurity peers that have lower average consensus NTM Revenue growth of 15%, but higher average FCF margin of 24%.

**Risks**: 1) PAM is more saturated than we expect; 2) Moving into adjacent areas of IAM proves more difficult than we anticipate; 3) Persistently soft macroeconomic environment catches up to CyberArk and hinders margin expansion and cash flow generation.

#### **DDOG**

**Valuation.** DDOG is currently trading at 13.2x EV/NTM Recurring Revenue, a premium to the average of 8.2x for a group of eight DevOps peers. We maintain our Neutral rating.

**Upside risks:** (1) cloud optimization trends stabilize faster than we expect; and (2) enterprise AI workloads drive more near-term spending on observability solutions than we expect.

**Downside risks:** (1) focus on costs in a weak macro environment drives both new and existing workloads to first party cloud solutions or open-source alternatives; and (2) cloud optimization and a weak macro environment proves to be more persistent than we expect.

### DT

**Valuation.** We're maintaining our Buy rating and \$64 price target. Our DCF based price target implies 11x EV/NTM Recurring Revenue vs. the stock currently trading at 9x.

**Downside risks:** (1) macro environment weakens further; (2) competition proves more intense than we expect.

### **ESTC**

**Valuation.** Our \$100 price target is based on a 3-stage DCF analysis using our plausible revenue scenario, and implies EV/NTM Rec Rev of 7.8x and EV/FY26E Total Rev of 6.1x (vs. 6.2x and 5.3x currently), still materially below peers with similar financial profiles.

**Risks include:** 1) competition in the GenAl search, observability, and SIEM markets, and 2) prolonged GTM challenges, which could pressure revenue growth and margins.

#### **FTNT**

**Valuation.** At its current price, FTNT trades at 28.6x our NTM FCF and 12.3x EV/NTM recurring revenue, which is above the average of 11.4x EV/NTM recurring revenue for seven large cap security peers. We maintain our Neutral rating.

**Risks include:** (1) New Product Workload declines more or less than we anticipate; (2) A prolonged weak macro environment has a larger or smaller impact than we anticipate.

## **INFA**

**Valuation.** Our price target of \$37 is based on a 3-stage DCF. Our price target implies 7.5x EV/NTM Recurring Revenue, 6.8x EV/2025E Total Revenue, and 23.1x EV/2025E FCF, vs. the current share price implying 5.3x, 4.8x, and 16.4x, respectively.

**Downside risks include:** 1) potential recession impact, 2) increased cloud and hyperscaler competition, and 3) subscription license volatility.

#### **MDB**

**Valuation:** MDB shares trade at 10.1x EV/NTM recurring revenue and 9.5x EV/2025E total revenue based on consensus estimates (or 8.9x using our plausible scenario). We maintain our Neutral rating.

**Upside risks:** 1) Significant improvement in IT spending environment / macro conditions; 2) MongoDB's new products contribute meaningfully to revenue acceleration; 3) Profitability improves significantly, without sacrificing growth.

**Downside risks:** 1) IT spending environment / macro conditions deteriorate; 2) MongoDB's new products fail to gain traction; 3) MongoDB has to significantly reinvest for growth.

#### MSFT

**Valuation**. We know of no better way to value a Software company than a rigorous, academic approach to a three-stage DCF. We also consider relative multiples to inform our valuation, such as EV/recurring revenue (since recurring revenue is where all the FCF comes from for a typical Software company). That said, we have no price target on MSFT as we believe the stock is around a fair valuation. MSFT's current price implies 49x EV/NTM FCF our estimate (66x including finance leases) and compares to 37x for the average megacap software company.

**Risks**. 1) Azure growth is more or less durable than we anticipate; 2) Windows OEM revenue outperforms or underperforms industry analyst expectations for developed market PC shipments; 3) MSFT is able to generate revenue growth above or below investor expectations for the next couple of years.

## NET

**Valuation**. Our DCF based price target of \$57 implies 10.6x EV/ NTM Recurring Revenue (vs. NET currently trading at 15.2x) and represents a premium to average 6.3x EV/NTM Recurring Revenue for a group of Edge Security/CDN providers.

**Upside Risks** include 1) easing of elongated sales cycles, 2) cross-selling other Cloudflare products and solutions to the existing customer base, and 3) success moving upmarket.

## NOW

**Valuation**. We know of no better way to value a Software company than a rigorous, academic approach to a 3-stage DCF. We also consider relative multiples, such as EV/ recurring revenue (since recurring revenue is where all the FCF typically comes from). We are raising our price target to \$716, from \$640. Our \$716 price target implies EV/NTM recurring revenue of 12.4x our plausible estimates, versus a current multiple of 15.6x consensus. **Risks** include 1) unexpected macro trajectory could present upside risk versus

our estimates, 2) significant increase in federal spend could result in upside compared to our estimates, and 3) higher revenue contribution from Gen Al solutions than we anticipate

#### **OKTA**

**Valuation**. Our DCF-based price target of \$130 implies 8.2x EV/our NTM recurring revenue (vs. OKTA currently trading at 4.5x at after-hour prices). Additionally, our price target represents a discount to CYBR, which is currently trading at 13.2x EV/NTM recurring revenue and has higher consensus NTM revenue growth of 20% (vs. OKTA's 10%), but lower consensus NTM FCF margin of 14% (vs. OKTA's 24%).

**Risks**. 1) Improvements in execution and sales force attrition do not hold throughout the rest of the year; 2) a worsening macro environment impacting security spending more than it has thus far, and 3) breaches impact the business more than expected.

#### **ORCL**

**Valuation**. Our \$200 price target is based on a 3-stage DCF which implies 10.7x EV/NTM Revenue and 14.1x EV/NTM Recurring Revenue vs. 9.4x and 12.3x currently. These implied multiples would be lower if Oracle outperforms consensus revenue expectations.

**Risks** include: 1) potential decreased reliance of business applications on relational databases over time, 2) potential slower-than-expected support to cloud transition, and 3) debt burden.

#### OS

**Valuation**. Based on our 3-stage DCF, and assuming a Plausible scenario where growth sustains in the 20s% longer than consensus likely assumes, we come to a price target of \$35. This represents EV/NTM recurring revenue of 16.2x vs. the current value of 15.9x.

**Risks** include intense competition from well-established software vendors (i.e., ORCL, WDAY, SAP, IBM); benefits from end-of-life from legacy Hyperion were greater than we estimate up to now and that benefit diminishes materially; dual-class equity structure limits shareholder influence.

#### PANW

**Valuation**. We rate PANW Neutral with no price target. At current levels, PANW trades at 16.5x EV/NTM recurring revenue, a premium to the average 11.8x for a peer group of seven large cap security vendors with higher consensus NTM revenue growth of 19% (vs. PANW's 13%) but lower consensus NTM FCF margin of 23% (vs. PANW's 38%). At 34.2x EV/our NTM uFCF, PANW trades at a premium to FTNT, currently trading at 29.7x EV/NTM uFCF.

**Upside Risks**: 1) Product proves more durable than guidance suggests; and 2) NGS grows fast enough to offset declines in current-gen subscription and is enough to drive billings growth faster than we expect.

**Downside Risks**: 1) The macro backdrop deteriorates and large deals get delayed more than we expect; and 2) NGS revenue is not enough to offset declines in current-gen subscription, driving lower billings growth than expected.

## **PRGS**

**Valuation**. PRGS currently trades at 5.7x EV/NTM Recurring Revenue. We are raising our DCF-based price target to \$78 from \$70 due to a lower risk-free rate and slightly higher FCF growth in the outer years. Our new PT implies 6.5x EV/NTM Recurring Revenue, a premium to an average EV/NTM Rec Rev 5.6x for three acquisitive software peers, but a discount to a peer group of 14 infrastructure software vendors trading at 8.8x EV/NTM Rec Rev with average NTM consensus revenue growth of 13% (vs. PRGS' 5%).

**Risks**. 1) Acquisition integration risk; 2) lack of stock catalysts; and 3) a weaker macro environment beginning to impact renewals.

#### **PSTG**

**Valuation.** Our \$72 price target is based on a 3-stage DCF analysis and implies 6.2x EV/CY25E revenue, 13.9x EV/NTM recurring revenue, and 36.0x EV/CY25E FCF (vs. 4.3x, 9.5x, and 24.5x currently), in line with large-cap peers with similar financial profiles. Outperformance relative to estimates could result in lower multiples.

**Downside risks include:** 1) enterprise customer inertia to change, 2) heightened hyperscaler competition, and 3) competitors copy Pure's design approach.

#### **RBRK**

**Valuation.** Our \$48 price target is based on a three-stage DCF and implies 8.5x EV/NTM recurring revenue and 7.1x EV/2025E total revenue (our plausible scenario estimates), vs. 5.9x and 5.0x currently.

**Downside Risks:** 1) potential worsening of macro conditions; 2) potential heightened competitive threats; and 3) lack of profit support.

#### S

**Valuation**. We're maintaining our Buy rating and \$27 price target. Our DCF-based price target implies 8.2x EV/our NTM revenue vs. S currently trading at 6.9x.

**Downside risks:** 1) a continued prolonged period of macro weakness has an outsized impact on New Business; 2) the company's move upmarket stalls while competition down market becomes more intense; and 3) the company is unable to scale margins as we expect.

### **SMAR**

**Valuation**. We know of no better way to value a Software company (or any company, for that matter) than a rigorous, academic approach to a three-stage DCF. We also consider relative multiples to inform our valuation, such as EV/recurring revenue (since recurring revenue is where all the FCF comes from for a typical Software company). Our DCF-based price target of \$62 implies 7.5x EV/NTM Subscription revenue, vs. a current multiple of 6.6x (on our estimates, and 149M share count as accounted for in this transaction), which is what we believe is about the intrinsic value of the future FCF from the current recurring revenue if it was run hyper-efficiently.

**Risks** include: 1) potential recession impact resulting in IT spending reduction, and 2) potential competitive pressure from pure-play work management software providers.

#### SNOW

**Valuation**. SNOW currently trades at 10.4x EV/NTM Subscription revenue and 35x NTM FCF.

**Risks** include: 1) significant increases/decreases in consumption, 2) technological differentiation vs. competition, 3) becoming a one-stop shop for data management, and 4) better/worse profitability than modeled.

#### **TDC**

**Valuation.** Our DCF-based PT of \$50 implies 3.6x EV/NTM recurring revenue (and 10.6x EV/NTM FCF), which is below what we calculate to be the intrinsic value of Software recurring revenue that is run highly efficiently at scale, assuming the recurring revenue never grows (or declines) again, or 6.2x for on-premise and 5.4x for SaaS vendors. TDC shares currently trade at 2.3x EV/ NTM recurring revenue (and 10.7x EV/2025E FCF).

**Key Risks include:** 1) Teradata is unable to improve customer retention, and instead continues to lose share to cloud competitors at the same, or even higher rate, than it has been; 2) VantageCloud (both the Enterprise and Lake editions) fails to be a viable alternative to competitive cloud-native solutions; and 3) economic conditions significantly improve later this year, resulting in IT budgets and prioritization of cloud transformation initiatives rebounding back to 2021-2022 levels, resulting in increased migration away from Teradata deployments.

## **WDAY**

**Valuation.** Our price target of \$200 is based on a DCF analysis and implies 6.1x EV/NTM Subscription revenue (vs. WDAY currently trading at 7.5x).

**Risks** include: 1) significant outperformance in large enterprise deals, 2) success in international markets, and 3) significant outperformance in FINS+ portfolio.

## ZS

**Valuation**. We rate ZS Neutral with no PT. At current prices, ZS shares trade at 10.3x EV/NTM recurring revenue, a discount to the average of 11.5x EV/NTM recurring revenue for seven large cap security peers that have lower consensus NTM revenue growth of 16% (vs. ZS's 21%), but higher NTM FCF margin of 25% (vs. ZS's 23%).

**Downside Risks**: 1) competition from emerging and legacy vendors intensifying, 2) macro concerns further impacting security spend, as well as elongating sales cycles.

**Upside Risks**: 1) GTM efforts result in increased upsell/platform expansion, 2) stronger-than expected signings in the Fed vertical.

# **Appendix B: Detailed View of Numerical Setups**

Exhibit 78: Detailed View of Numerical Setup for Our Coverage Universe, Next Q, Current FY, Next FY

Company		Cı	ırrent Q				Upo	coming Q				Curre	ent FY				Next	FY	
Ticker	Guidance Growth	Consensus Growth	Plausible Growth	Plausible in Excess of Consensus	Setup	Implied Guidance	Consensus	Plausible	Plausible in Excess of Consensus	Setup	Guidance Growth	Consensus Growth	Plausible Growth	Plausible in Excess of Consensus	Setup	Consensus Growth	Plausible Growth	Plausible In Excess of Consensus	Setup
AKAM (Total Rev)	+2.3% - 4.4%	3.6%	5.0%	1.4%		+0.0% - 6.1%	3.4%	3.5%	0.2%		+4.1% - 5.2%	4.8%	5.2%	0.4%		7.1%	7.4%	0.6%	
AKAM (Compute Rev)	N/A	23.0%	21.8%	-0.9%	_	N/A	24.0%	22.5%	-1.2%	_	+23% - 25%	23.7%	23.0%	-0.6%	_	20.8%	19.9%	-1.4%	_
AKAM (Security Rev)	N/A	13.9%	14.4%	0.4%		N/A	14.6%	15.3%	0.7%		+15% - 17%	15.7%	16.4%	0.5%		14.2%	17.0%	3.0%	
ARM (Total Rev)	-3.2%-3.0%	0.5%	-0.1%	-0.8%		N/A	14.6%	11.6%	-2.6%		17.5%-26.8%	22.8%	22.8%	0.1%		25.0%	23.2%	-1.4%	
BASE (Total Rev)	+9.8-11.5%	10.8%	13.6%	2.6%	_	2.0%-11.6%	7.6%	10.9%	3.1%	_	+13.9-16.1%	15.3%	16.9%	1.4%	_	13.7%	17.3%	3.2%	_
BASE (ARR) CFLT (Subscription Rev)	+16-17% +23.1-23.6%	16.6% 23.5%	18.6% 25.2%	1.7%		N/A +20.5-21.0%	16.4% 21.0%	18.1% 23.7%	1.5% 2.2%	<u> </u>	+15-18% +24.8%	16.4% 25.0%	18.1% 26.1%	1.5% 0.9%		15.9% 21.6%	21.1%	4.5% 2.3%	
CHKP (Total Billings)	+23.1-23.6% NA	7.9%	12.1%	3.9%		+20.5-21.0% NA	5.3%	10.1%	4.6%		+24.6% NA	7.1%	9.7%	2.4%		5.1%	4.0%	1.3%	
CHKP (Total Rev)	+3.1%-9.0%	6.5%	6.9%	0.4%		-9.8%-18.1%	5.7%	6.9%	1.1%		+2.5%-8.7%	6.1%	6.6%	0.4%		5.4%	6.5%	1.4%	
CRM (Total Rev)	+7.0%	7.3%	6.8%	-0.5%	_	6.4-10.2%	8.3%	6.2%	-1.9%		+8.0%-9.0%	8.6%	8.1%	-0.6%	_	9.1%	7.2%	-2.3%	
CRWD (Total Rev)	+24.6%-25.3%	25.0%	28.5%	2.8%		20.7-22.8%	21.7%	21.7%	0.0%	Ť	+27.3%-27.7%	27.5%	28.4%	0.7%	Ť	21.6%	12.8%	-6.6%	Ť
CRWD (ARR)	NA	26.8%	24.9%	-1.5%	=	NA	23.0%	17.7%	-4.3%	Ť	NA	23.0%	17.7%	-4.3%	_	20.9%	14.8%	-9.1%	Ť
CVLT (Total Rev)	+8.5-10.4%	9.8%	10.6%	0.6%	Ť	N/A	7.4%	10.8%	3.2%		+9.0-10.2%	9.7%	12.1%	2.1%		7.5%	15.1%	7.0%	
CVLT (ARR)	N/A	12.3%	16.0%	2.9%		N/A	12.0%	17.0%	4.5%		+15%	12.1%	17.4%	4.7%		9.8%	17.0%	6.6%	
CYBR (Total Rev)	+20% - 23%	22.3%	27.4%	4.1%	_	+11.9% - 19.1%	16.1%	26.8%	9.2%		+24% - 25%	24.9%	29.4%	3.5%		21.8%	23.0%	4.6%	
CYBR (ARR)	N/A	30.7%	31.7%	0.7%		N/A	28.1%	29.7%	1.2%		+27% - 29%	28.1%	29.7%	1.2%		22.2%	26.6%	4.9%	
DDOG (Total Rev)	+20.5%-21.3%	21.4%	25.1%	3.1%	_	+18.6%-21%	20.5%	21.9%	1.1%	_	+23.1%-23.6%	23.8%	25.0%	1.0%	_	22.4%	18.8%	-2.0%	_
DT (Total Rev)	+14.9%-15.7%	15.5%	17.4%	1.7%		NA	13.9%	19.2%	4.6%		+15.0%-16.0%	15.6%	18.9%	2.9%		15.6%	17.5%	4.6%	
DT (Subscription Rev)	+16%-16.6%	16.2%	18.3%	1.8%		NA	14.4%	19.4%	4.4%		+15.6%-16.6%	16.3%	19.6%	2.9%		16.0%	18.0%	4.7%	
DT (ARR)	NA	18.1%	20.0%	1.6%		NA	15.9%	19.4%	3.1%		+14.4%-15.4%	14.9%	18.9%	3.5%		16.0%	17.5%	4.8%	
ESTC (Total Rev)	+13.6-14.3%	14.1%	16.3%	1.9%		N/A	11.5%	14.7%	2.8%	_	+13.3-13.9%	13.7%	15.5%	1.5%		12.4%	14.8%	2.2%	_
FTNT (Total Billings)	+2.6%-7.3%	5.2%	13.7%	8.1%		-1%-14%	6.6%	7.2%	0.5%		+0%-3.1%	1.7%	3.8%	2.1%		11.7%	12.8%	3.1%	
FTNT (Total Rev)	+8.3%-12.8%	10.7%	12.1%	1.2%		+6.5%-17.8%	12.1%	14.8%	2.4%		+9.3%-11.2%	10.3%	11.4%	1.0%		12.2%	14.6%	3.1%	
INFA (Total Rev)	+0.8%-4.8%	3.2%	4.1%	0.8%		(1%)-8%	3.4%	5.0%	1.5%		+4.1%-5.3%	4.8%	5.4%	1.5%		6.1%	8.7%	2.7%	
INFA (ARR)	+5.3-7.2%	6.5%	7.5%	1.0%		N/A	7.5%	8.7%	1.1%		+5.6-9.0%	7.5%	8.7%	1.1%		6.6%	10.9%	4.1%	
INFA (Cloud ARR)	+34.3-36.1%	35.5%	36.3%	0.6%		N/A	35.7%	36.6%	0.6%	_	+34.4-36.7%	35.7%	36.6%	0.6%		30.3%	34.1%	3.0%	_
MDB (Total Rev)	+14-15%	14.8%	18.5%	3.2%		8-11%	10.8%	19.0%	7.4%		+14%-15%	14.9%	18.0%	2.8%		15.2%	23.5%	7.2%	
MSFT (Total Rev) <sup>2</sup>	+12.0-14.7%	14.3%	13.8%	-0.5%	_	N/A	12.5%	10.4%	-1.9%	_	+ Double digits	13.7%	12.0%	-1.5%	_	12.4%	14.4%	-3.2%	~
NET (Total Rev)	+26%	26.2%	28.7%	1.9%		+25.1% - 25.9%	25.5%	27.6%	1.6%	_	+28%	27.8%	29.1%	1.0%	_	26.3%	25.4%	0.3%	
NOW (Subscription Rev)	+20%-20.5%	20.3%	22.0%	1.4%		20.3-20.9%	20.8%	22.2%	1.1%		+22.0%	22.0%	22.8%	0.7%		21.1%	21.3%	0.8%	_
OKTA (Total Rev)	+11%	11.2%	14.7%	3.2%		+6.1% - 8.1%	7.4%	15.2%	7.3%		+13%	13.2%	16.2%	2.7%		10.0%	13.5%	6.0%	
ORCL (Total Rev)	+7%-9%	8.7%	8.7%	0.0%	_	N/A	10.4%	9.9%	-0.7%		+ Double digits	9.3%	10.0%	0.1%	_	9.4%	12.7%	1.4%	
OS (Total Rev)	+15-17% +12% - 13%	16.1% 12.8%	25.2% 13.5%	7.8%		+22%-24% +11.1% - 15.1%	23.6% 12.8%	28.4% 15.6%	4.1% 2.5%		+27-28% +13% - 14%	27.6% 13.6%	31.6% 16.0%	3.1% 2.1%		14.8%	4.4.20/	7.2%	
PANW (Noc. APP)1	+34% - 36%	34.9%	39.4%	3.3%	_	N/A	32.7%	37.4%	3.5%		+13% - 14%	29.0%	32.9%	3.0%		24.9%	14.2% 24.4%	1.5% 2.6%	
PANW (NGS ARR) <sup>1</sup> PRGS (Total Rev)	+34% - 36%	19.2%	19.7%	0.4%	_=	NM	32.7% NM	37.4% NM	3.5% NM	NM	+6.7% - 8.1%	7.4%	7.6%	0.1%		24.9% NM	24.4% NM	2.0% NM	NM
PSTG (Total Rev)	+9.60%	9.8%	11.7%	2.1%	_	+8.3%	8.6%	14.2%	5.1%	A	+10.5%	10.7%	14.4%	1.9%	_	13.7%	18.0%	8.4%	A
RBRK (Total Rev)	+30.7-31.9%	31.3%	34.1%	2.1%		+25%-31%	28.7%	36.8%	6.3%		+32-34%	33.0%	36.0%	2.2%		25.3%	37.8%	10.0%	
RBRK (Subscription ARR)	NA	33.9%	36.8%	2.1%		N/A	30.8%	35.8%	3.8%	_	+31-32%	31.3%	35.8%	3.5%		18.5%	26.7%	7.0%	_
S (Total Rev)	+27.6%	27.6%	27.9%	0.2%		+26.4%	26.4%	26.1%	-0.2%		+31.2%	31.2%	31.2%	0.0%	_	25.6%	25.1%	-0.4%	_
S (ARR)	NA	29.1%	28.5%	-0.5%	_	NA	26.9%	25.8%	-0.9%	-	NA	26.9%	25.8%	-0.9%	<b>—</b>	23.1%	23.1%	-0.9%	_
SMAR (Total Rev)	+15%-16%	15.1%	15.1%	0.0%		13.5-16.6%	14.8%	14.4%	-0.3%	_	+16%-17%	16.4%	16.5%	0.1%		15.5%	17.8%	2.6%	_
SMAR (Total ARR)	+15.7%	15.3%	16.0%	0.6%		NM	14.4%	15.4%	0.9%	_	+14.2-14.5%	14.4%	15.4%	0.9%		15.2%	19.4%	4.6%	
SNOW (Product Rev)	+22%	22.9%	24.9%	1.6%		+19.5%-20.2%	20.9%	23.4%	2.1%	_	26%	27.0%	27.6%	1.0%	_	24.6%	27.0%	-0.4%	_
TDC (Total Rev)	NA	-4.9%	-5.0%	-0.1%	_	(11%)-(3%)	-4.9%	-5.0%	-0.7%	_	(4%)-(2%)	-4.6%	-4.8%	-0.2%	_	-0.7%	-1.9%	-0.9%	_
TDC (ARR)	NA	-4.1%	-4.7%	-0.6%	_	N/A	-4.0%	-4.0%	0.0%	_	(4%)-(2%)	-4.0%	-4.0%	-4.0%		3.5%	3.4%	0.1%	
TDC (Cloud ARR)	NA	27.8%	28.4%	0.4%	_	N/A	28.2%	29.2%	0.8%	_	+28-32%	28.2%	29.8%	0.8%	_	26.4%	29.3%	2.2%	_
WDAY (Subscription Rev)	+15.6%	15.7%	15.4%	-0.2%	_	+15.2%-16.6%	15.8%	14.9%	-0.7%	_	+16.6%-17.0%	16.8%	16.5%	-0.2%	_	15.1%	14.5%	-0.8%	_
ZS (Total Rev) <sup>1</sup>	+22%	22.0%	28.4%	5.3%		+18.3% - 22.5%	20.7%	26.2%	4.6%		+20% - 21%	20.5%	25.9%	4.5%		20.2%	21.7%	5.8%	_
ZS (Total Billings) <sup>1</sup>	N/A	10.3%	18.8%	7.7%		N/A	15.2%	15.4%	0.1%		+19% - 20%	19.2%	20.1%	0.8%		19.0%	20.1%	1.7%	

# **Appendix C: Financial Models**

**AKAM** 

Exhibit 79: Akamai GAAP Income Statement

\$ in millions, except per share data

\$ III Tillinone, except per cruire data	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024E Full Year	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	2025E Full Year
GAAP Income Statement														
Total Revenue	3,198.1	3,461.2	3,616.7	3,811.9	987.0	979.6	998.0	1,025.5	3,990.0	1,058.1	1,057.6	1,046.4	1,113.4	4,275.4
Cost of Revenue	1,132.7	1,269.0	1,383.8	1,511.1	394.7	402.9	404.7	420.0	1,622.3	429.3	434.8	427.3	447.6	1,739.0
Gross Profit	2,065.5	2,192.3	2,232.8	2,300.9	592.2	576.7	593.3	605.5	2,367.7	628.8	622.8	619.0	665.8	2,536.5
Gross Margin	64.6%	63.3%	61.7%	60.4%	60.0%	58.9%	59.4%	59.0%	59.3%	59.4%	58.9%	59.2%	59.8%	59.3%
Operating expenses														
Research and development	269.3	335.4	391.4	406.0	116.9	113.4	111.3	120.7	462.3	125.4	121.3	114.6	124.9	486.2
Sales and marketing	510.4	462.0	502.4	533.2	134.6	139.0	140.6	142.8	557.0	150.3	150.1	147.4	153.9	601.8
General and administrative	547.9	553.0	584.2	600.9	152.4	153.9	152.6	159.1	618.0	162.3	163.0	160.7	169.3	655.4
Amort. of acquired intangible assets	42.0	48.0	65.0	66.8	21.0	21.1	21.1	21.1	84.3	21.1	21.1	21.1	21.1	84.3
Restructuring charges	37.3	10.7	13.5	56.6	0.5	1.4			1.9					0.0
Total Operating Expenses	1,406.9	1,409.1	1,556.6	1,663.5	425.5	428.7	425.6	443.6	1,723.5	459.0	455.5	443.9	469.2	1,827.7
Operating Income	658.5	783.1	676.3	637.3	166.7	148.0	167.6	161.9	644.2	169.8	167.2	175.1	196.6	708.8
Operating margin	20.6%	22.6%	18.7%	16.7%	16.9%	15.1%	16.8%	15.8%	16.1%	16.0%	15.8%	16.7%	17.7%	16.6%
Interest income (net)	(40.0)	(56.7)	(7.8)	27.5	21.0	19.8	13.2	13.3	67.3	13.4	14.1	13.6	14.5	55.6
Interest & marketable securities (loss) incor	, ,	15.6	3.3	45.2	27.8	26.6	20.1	20.2	94.7	20.3	21.0	20.5	21.4	83.2
Interest expense	(69.1)	(72.3)	(11.1)	(17.7)	(6.8)	(6.8)	(6.9)	(6.9)	(27.4)	(6.9)	(6.9)	(6.9)	(6.9)	(27.6)
Other (expense) income, net	(2.5)	1.8	(10.4)	(12.3)	0.5	(0.9)	(0.9)	(0.9)	(2.3)	(0.9)	(0.9)	(0.9)	(0.9)	(3.8)
Pre-tax Income	616.1	728.2	658.0	652.5	188.3	166.8	179.9	174.2	709.2	182.3	180.4	187.8	210.2	760.6
Provision for income taxes	45.9	62.6	126.7	106.4	12.8	35.1	36.0	34.8	118.8	36.5	36.1	37.6	42.0	152.1
Tax Rate	7.5%	8.6%	19.3%	16.3%	6.8%	21.1%	20.0%	20.0%		20.0%	20.0%	20.0%	20.0%	
GAAP Net income	557.1	651.6	523.7	547.6	175.4	131.7	143.9	139.3	590.4	145.8	144.3	150.2	168.1	608.5
GAAP Net Income Margin	17.4%	18.8%	14.5%	14.4%	17.8%	13.4%	14.4%	13.6%	14.8%	13.8%	13.6%	14.4%	15.1%	14.2%
GAAP EPS	\$3.37	\$3.93	\$3.26	\$3.52	\$1.11	\$0.86	\$0.94	\$0.91	\$3.82	\$0.94	\$0.93	\$0.96	\$1.07	\$3.91
Shares Outstanding						<u> </u>							<u> </u>	
Basic	162.5	162.7	159.1	152.5	151.6	152.3	153.0	153.8	152.7	154.6	155.3	156.1	156.9	155.7
y/y growth	-0.1%	0.1%	-2.2%	-4.1%	-2.6%	0.1%	1.1%	1.9%	0.1%	1.9%	2.0%	2.0%	2.0%	2.0%
q/q growth					0.4%	0.4%	0.5%	0.5%		0.5%	0.5%	0.5%	0.5%	
Diluted	165.2	165.8	160.5	155.4	157.5	153.6	153.0	153.8	154.5	154.6	155.3	156.1	156.9	155.7
y/y growth	0.4%	0.4%	-3.2%	-3.2%	0.9%	0.1%	-1.3%	-2.1%	-0.6%	-1.8%	1.1%	2.0%	2.0%	0.8%
q/q growth					0.3%	-2.5%	-0.4%	0.5%		0.5%	0.5%	0.5%	0.5%	
% of basic	101.7%	101.9%	100.9%	101.9%	103.9%	100.9%	100.0%	100.0%	101.2%	100.0%	100.0%	100.0%	100.0%	100.0%

Exhibit 80: Akamai Non-GAAP Income Statement

y III IIIIIIOIIS, except per Share data	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024E Full Year	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	2025E Full Year
Non-GAAP Income Statement														
Total Revenue	3,198.1	3,461.2	3,616.7	3,811.9	987.0	979.6	998.0	1,025.5	3,990.0	1,058.1	1,057.6	1,046.4	1,113.4	4,275.4
y/y growth	10.5%	8.2%	4.5%	5.4%	7.8%	4.7%	3.4%	3.1%	4.7%	7.2%	8.0%	4.8%	8.6%	7.2%
q/q growth					-0.8%	-0.7%	1.9%	2.8%		3.2%	-0.1%	-1.1%	6.4%	
Cost of Revenue	754.4	821.0	896.5	1,025.5	263.4	266.0	269.5	282.0	1,080.9	291.0	290.8	287.7	306.2	1,175.7
% of revenue	23.6%	23.7%	24.8%	26.9%	26.7%	27.2%	27.0%	27.5%	27.1%	27.5%	27.5%	27.5%	27.5%	27.5%
Gross Profit	2,443.8	2,640.2	2,720.1	2,786.4	723.5	713.6	728.5	743.5	2,909.1	767.1	766.7	758.6	807.2	3,099.7
Gross Margin	76.4%	76.3%	75.2%	73.1%	73.3%	72.8%	73.0%	72.5%	72.9%	72.5%	72.5%	72.5%	72.5%	72.5%
Operating Expenses														
Research and development	220.5	269.4	310.5	281.4	78.9	76.4	76.8	82.6	314.7	84.6	81.4	78.5	83.5	328.0
% of revenue	6.9%	7.8%	8.6%	7.4%	8.0%	7.8%	7.7%	8.1%	7.9%	8.0%	7.7%	7.5%	7.5%	7.7%
Sales and marketing	445.1	415.6	452.5	465.4	115.8	120.1	122.8	124.1	482.7	130.2	129.6	128.7	133.6	522.1
% of revenue	13.9%	12.0%	12.5%	12.2%	11.7%	12.3%	12.3%	12.1%	12.1%	12.3%	12.3%	12.3%	12.0%	12.2%
General and administrative	380.7	394.2	427.5	432.0	111.7	108.3	109.8	114.9	444.6	119.8	116.9	116.1	122.5	475.3
% of revenue	11.9%	11.4%	11.8%	11.3%	11.3%	11.1%	11.0%	11.2%	11.1%	11.3%	11.1%	11.1%	11.0%	11.1%
Total Operating Expenses	1.046.3	1.079.3	1,190.4	1.178.9	306.3	304.8	309.4	321.5	1.242.0	334.5	328.0	323.3	339.6	1,325.4
% of revenue	32.7%	31.2%	32.9%	30.9%	31.0%	31.1%	31.0%	31.4%	31.1%	31.6%	31.0%	30.9%	30.5%	31.0%
70 or revenue	02.770	01.270	02.070	00.070	01.070	01.170	01.070	01.170	01.170	07.070	01.070	00.070	00.070	01.070
Adj. EBITDA	1,397.5	1,560.9	1,529.7	1,607.6	417.2	408.9	419.2	422.0	1,667.2	432.7	438.8	435.3	467.6	1,774.3
EBITDA Margin	43.7%	45.1%	42.3%	42.2%	42.3%	41.7%	42.0%	41.2%	41.8%	40.9%	41.5%	41.6%	42.0%	41.5%
Depreciation	403.1	467.0	496.9	472.0	125.3	127.3	130.0	131.8	514.5	130.3	132.2	132.7	133.1	528.3
% of total D&A	84.3%	84.8%	83.8%	82.7%	80.3%	80.3%	80.5%	80.5%	80.4%	80.0%	80.0%	80.0%	80.0%	80.0%
	0.1107.0													33.07.0
EBIT	994.3	1,093.9	1,032.8	1,135.5	291.9	281.5	289.2	290.2	1,152.7	302.4	306.6	302.6	334.5	1,246.1
EBIT Margin	31.1%	31.6%	28.6%	29.8%	29.6%	28.7%	29.0%	28.3%	28.9%	28.6%	29.0%	28.9%	30.0%	29.1%
Interest income (expense)	22.8	9.3	(3.4)	32.8	22.7	21.5	15.1	15.2	74.4	15.3	16.0	15.5	16.4	63.2
Other income	(9.7)	(1.9)	(2.2)	(12.6)	0.5	(0.9)	(0.9)	(0.9)	(2.3)	(0.9)	(0.9)	(0.9)	(0.9)	(3.8)
Pretax income	1,007.5	1,101.3	1,027.2	1,155.7	315.1	302.1	303.3	304.4	1,224.8	316.7	321.6	317.1	350.0	1,305.5
Pro forma taxes	149.2	158.7	169.5	195.7	59.6	59.5	59.1	59.4	237.5	61.8	62.7	61.8	68.2	254.6
Effective tax rate	14.8%	14.4%	16.5%	17.5%	18.9%	19.7%	19.5%	19.5%	19.4%	19.5%	19.5%	19.5%	19.5%	19.5%
Non-GAAP Net income	858.3	942.6	857.7	960.0	255.5	242.6	244.2	245.0	987.3	255.0	258.9	255.3	281.7	1,050.9
Net income margin	26.8%	27.2%	23.7%	25.2%	25.9%	24.8%	24.5%	23.9%	24.7%	24.1%	24.5%	24.4%	25.3%	24.6%
Non-GAAP Diluted EPS	\$5.22	\$5.74	\$5.37	\$6.20	\$1.64	\$1.58	\$1.59	\$1.60	\$6.41	\$1.65	\$1.67	\$1.64	\$1.80	\$6.75
y/y growth	16.3%	9.9%	-6.5%	15.5%	17.6%	6.5%	-2.5%	-5.6%	3.4%	0.3%	5.4%	3.2%	12.4%	5.3%
Shares Outstanding														
Basic	162.5	162.7	159.1	152.5	151.6	152.3	153.0	153.8	152.7	154.6	155.3	156.1	156.9	155.7
y/y growth	-0.1%	0.1%	-2.2%	-4.1%	-2.6%	0.1%	1.1%	1.9%	0.1%	1.9%	2.0%	2.0%	2.0%	2.0%
q/q growth					0.4%	0.4%	0.5%	0.5%		0.5%	0.5%	0.5%	0.5%	
Diluted	164.3	164.2	159.7	154.8	155.4	153.4	154.0	153.4	154.0	154.6	155.3	156.1	156.9	155.7
y/y growth	-0.2%	-0.1%	-2.7%	-3.1%	-0.5%	0.0%	-0.3%	-1.2%	-0.5%	-0.5%	1.3%	1.4%	2.3%	1.1%
q/q growth					0.1%	-1.3%	0.4%	-0.4%		0.8%	0.5%	0.5%	0.5%	
% of basic					102.5%	100.7%	100.7%	99.8%		100.0%	100.0%	100.0%	100.0%	

**Exhibit 81: Akamai Balance Sheet** 

	2020	2021	2022 Full Year	2023	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024E Full Year	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	2025E Full Year
Balance Sheet	Full Year	Full Year	Full Year	Full Year	1Q24	<u> 2Q24</u>	3Q24E	4Q24E	Full Year	1Q25E	<u>2Q25E</u>	3Q25E	4Q25E	Full Year
Current assets														
Cash and cash equivalents	352.9	536.7	542.3	489.5	467.7	448.0	500.7	566.8	566.8	633.5	717.8	816.1	911.5	911.5
•			563.0	375.0			1,189.2	1,189.2	1,189.2					
Marketable securities	745.2 660.1	541.5 675.9	679.2	724.3	1,207.0 716.6	1,189.2 699.3	743.7	786.7	786.7	1,189.2 834.9	1,189.2 822.9	1,189.2 779.8	1,189.2 866.3	1,189.2 866.3
Account receivables, net				-										
Prepaid expenses and other current assets  Total current assets	171.4 <b>1,929.5</b>	166.3 <b>1.920.4</b>	185.0 <b>1,969.6</b>	216.1 <b>1.804.9</b>	233.9 2,625.2	233.9 2,570.5	239.5 <b>2,673.2</b>	246.1 <b>2,788.8</b>	246.1 <b>2,788.8</b>	254.0 <b>2,911.6</b>	253.8 <b>2,983.7</b>	251.1 3.036.2	267.2 <b>3.234.2</b>	267.2 <b>3,234.2</b>
Total current assets	1,929.5	1,920.4	1,909.0	1,004.9	2,023.2	2,370.3	2,073.2	2,700.0	2,700.0	2,911.0	2,903.7	3,030.2	3,234.2	3,234.2
Non-current assets														
Property and equipment, net	1,478.3	1,534.3	1,540.2	1,825.9	1,864.3	1,911.0	1,940.2	1,948.8	1,948.8	1,960.4	1,968.9	1,975.9	1,992.0	1,992.0
Marketable securities	1,398.8	1,088.0	320.5	1,431.4	582.0	276.9	276.9	276.9	276.9	276.9	276.9	276.9	276.9	276.9
Operating lease right-of-use assets	793.9	815.8	813.4	908.6	947.0	988.5	988.5	988.5	988.5	988.5	988.5	988.5	988.5	988.5
Goodwill	1,674.4	2,156.3	2,763.8	2,850.5	2,846.5	3,146.4	3,146.4	3,146.4	3,146.4	3,146.4	3,146.4	3,146.4	3,146.4	3,146.4
Acquired intangible assets, net	234.7	313.2	441.7	536.1	512.6	633.0	611.9	590.8	590.8	569.8	548.7	527.6	506.5	506.5
Deferred income tax assets	106.9	168.3	337.7	418.3	430.4	428.2	428.2	428.2	428.2	428.2	428.2	428.2	428.2	428.2
Other assets	147.6	142.3	116.5	124.3	127.5	133.0	147.7	143.6	143.6	148.1	160.8	188.3	147.0	147.0
Total assets	7,764.1	8,138.7	8,303.4	9,900.0	9,935.6	10,087.5	10,213.1	10,312.1	10,312.1	10,430.0	10,502.1	10,568.1	10,719.8	10,719.8
Current liabilities														
Accounts payable	118.5	109.9	145.4	146.9	134.7	124.5	159.5	179.2	179.2	223.2	159.4	157.7	161.1	161.1
Accrued expenses	380.5	411.6	367.0	352.2	292.0	283.9	299.4	307.6	307.6	254.0	287.7	259.5	311.7	311.7
Deferred revenue	76.6	86.5	105.1	107.5	142.5	139.9	119.8	102.5	102.5	148.1	148.1	125.6	111.3	111.3
Revolving credit facility	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Convertible senior notes	0.0	0.0	0.0	0.0	0.0	1,147.8	1,148.5	1,149.1	1,149.1	1,149.8	0.0	0.0	0.0	0.0
Operating lease liabilities	154.8	175.7	196.1	222.9	232.7	242.2	242.2	242.2	242.2	242.2	242.2	242.2	242.2	242.2
Other current liabilities	27.8	6.6	5.2	6.4	7.0	7.5	10.0	6.6	6.6	7.5	8.1	10.5	22.3	22.3
Total current liabilities	758.2	790.3	818.9	836.0	808.9	1,945.9	1,979.3	1,987.4	1,987.4	2,024.8	845.4	795.4	848.6	848.6
Non-current liabilitiies														
Deferred revenue	5.3	25.3	22.1	23.0	20.9	28.5	29.1	29.9	29.9	30.8	30.8	30.5	32.4	32.4
Deferred income tax liabilities	37.5	41.0	18.4	24.6	25.0	26.4	26.4	26.4	26.4	26.4	26.4	26.4	26.4	26.4
Convertible senior notes	1,906.7	1,976.2	2,285.3	3,538.2	3,540.1	2,394.2	2,395.4	2,396.7	2,396.7	2,397.9	3,548.9	3,550.8	3,552.1	3,552.1
Operating lease liabilities	715.4	707.1	693.3	774.8	800.1	831.3	831.3	831.3	831.3	831.3	831.3	831.3	831.3	831.3
Other liabilities	89.8	68.7	105.3	106.2	106.8	106.6	111.8	114.9	114.9	97.3	97.3	117.2	89.1	89.1
Total liabilities	3,512.8	3,608.7	3,943.2	5,302.9	5,301.8	5,332.9	5,373.3	5,386.5	5,386.5	5,408.6	5,380.2	5,351.6	5,379.9	5,379.9
	.,.	.,	.,	.,			- /	-,	.,	,			-,	- ,
Total stockholders' equity	4,251.3	4,530.0	4,360.2	4,597.2	4,633.8	4,754.7	4,839.8	4,925.5	4,925.5	5,021.4	5,122.0	5,216.5	5,339.9	5,339.9
Total liabilities and stockholders' equity	7,764.1	8,138.7	8,303.4	9,900.0	9,935.6	10,087.5	10,213.1	10,312.1	10,312.1	10,430.0	10,502.1	10,568.1	10,719.9	10,719.9

**Exhibit 82: Akamai Cash Flow Statement** 

Cash flows from operating activities  Net income  Depreciation and amortization Stock-based compensation (Benefit) Provision for deferred income taxes Amortization of debt discount and issuance costs (Gain) loss on investments Other non-cash reconciling items, net  Changes in op. assets and liabilities, net of effects of acquisit Accounts receivable Prepaid expenses and other current assets Accounts payable and accrued expenses	557.1 478.4 197.4 (33.8) 62.8 0.0 23.0 (69.9) (90.4) (25.4) 39.2 (1.3)	651.6 550.6 202.8 (47.8) 66.0 0.0 21.8 (40.5) (24.1) 4.0 31.5	523.7 592.8 217.2 (56.9) 4.4 15.9 31.1 (5.3) (21.2)	547.6 570.8 328.5 (23.0) 5.3 (0.3) 50.2 (130.7)	1024 175.4 156.2 93.3 (10.5) 1.7	131.7 158.5 98.5 13.9 1.7 0.1	143.9 161.6 89.9	139.3 163.7 96.4	590.4 640.1 378.1 3.5 7.1	145.8 162.9 100.0	144.3 165.2 106.3	150.2 165.9 94.3	168.1 166.4 104.7	608.5 660.3 405.3 0.0
Net income  Depreciation and amortization Stock-based compensation (Benefit) Provision for deferred income taxes Amortization of debt discount and issuance costs (Gain) loss on investments Other non-cash reconciling items, net Changes in op. assets and liabilities, net of effects of acquisit Accounts receivable Prepaid expenses and other current assets	478.4 197.4 (33.8) 62.8 0.0 23.0 (69.9) (90.4) (25.4) 39.2 (1.3)	550.6 202.8 (47.8) 66.0 0.0 21.8 (40.5) (24.1) 4.0	592.8 217.2 (56.9) 4.4 15.9 31.1 <b>(5.3)</b> (21.2)	570.8 328.5 (23.0) 5.3 (0.3) 50.2	156.2 93.3 (10.5) 1.7	158.5 98.5 13.9 1.7	161.6 89.9	163.7 96.4	640.1 378.1 3.5 7.1	162.9 100.0	165.2 106.3	165.9 94.3	166.4 104.7	660.3 405.3 0.0
Depreciation and amortization Stock-based compensation (Benefit) Provision for deferred income taxes Amortization of debt discount and issuance costs (Gain) loss on investments Other non-cash reconciling items, net Changes in op. assets and liabilities, net of effects of acquisit Accounts receivable Prepaid expenses and other current assets	478.4 197.4 (33.8) 62.8 0.0 23.0 (69.9) (90.4) (25.4) 39.2 (1.3)	550.6 202.8 (47.8) 66.0 0.0 21.8 (40.5) (24.1) 4.0	592.8 217.2 (56.9) 4.4 15.9 31.1 <b>(5.3)</b> (21.2)	570.8 328.5 (23.0) 5.3 (0.3) 50.2	156.2 93.3 (10.5) 1.7	158.5 98.5 13.9 1.7	161.6 89.9	163.7 96.4	640.1 378.1 3.5 7.1	162.9 100.0	165.2 106.3	165.9 94.3	166.4 104.7	660.3 405.3 0.0
Stock-based compensation (Benefit) Provision for deferred income taxes Amortization of debt discount and issuance costs (Gain) loss on investments Other non-cash reconciling items, net Changes in op. assets and liabilities, net of effects of acquisit Accounts receivable Prepaid expenses and other current assets	197.4 (33.8) 62.8 0.0 23.0 (69.9) (90.4) (25.4) 39.2 (1.3)	202.8 (47.8) 66.0 0.0 21.8 (40.5) (24.1) 4.0	217.2 (56.9) 4.4 15.9 31.1 <b>(5.3)</b> (21.2)	328.5 (23.0) 5.3 (0.3) 50.2	93.3 (10.5) 1.7	98.5 13.9 1.7	89.9	96.4	378.1 3.5 7.1	100.0	106.3	94.3	104.7	405.3 0.0
(Benefit) Provision for deferred income taxes Amortization of debt discount and issuance costs (Gain) loss on investments Other non-cash reconciling items, net Changes in op. assets and liabilities, net of effects of acquisit Accounts receivable Prepaid expenses and other current assets	(33.8) 62.8 0.0 23.0 (69.9) (90.4) (25.4) 39.2 (1.3)	(47.8) 66.0 0.0 21.8 <b>(40.5)</b> (24.1) 4.0	(56.9) 4.4 15.9 31.1 <b>(5.3)</b> (21.2)	(23.0) 5.3 (0.3) 50.2	(10.5) 1.7	13.9 1.7			3.5 7.1					0.0
Amortization of debt discount and issuance costs (Gain) loss on investments Other non-cash reconciling items, net Changes in op. assets and liabilities, net of effects of acquisit Accounts receivable Prepaid expenses and other current assets	62.8 0.0 23.0 (69.9) (90.4) (25.4) 39.2 (1.3)	66.0 0.0 21.8 (40.5) (24.1) 4.0	4.4 15.9 31.1 <b>(5.3)</b> (21.2)	5.3 (0.3) 50.2	1.7	1.7	1.9	1.9	7.1	1.9	1.9	1.9	1.9	
(Gain) loss on investments Other non-cash reconciling items, net Changes in op. assets and liabilities, net of effects of acquisit Accounts receivable Prepaid expenses and other current assets	0.0 23.0 <b>(69.9)</b> (90.4) (25.4) 39.2 (1.3)	0.0 21.8 <b>(40.5)</b> (24.1) 4.0	15.9 31.1 <b>(5.3)</b> (21.2)	(0.3) 50.2			1.9	1.9		1.9	1.9	1.9	1.9	7.0
Other non-cash reconciling items, net  Changes in op. assets and liabilities, net of effects of acquisit  Accounts receivable  Prepaid expenses and other current assets	23.0 ( <b>69.9</b> ) (90.4) (25.4) 39.2 (1.3)	21.8 ( <b>40.5</b> ) (24.1) 4.0	31.1 <b>(5.3)</b> (21.2)	50.2	2.1	0.1								7.6
Changes in op. assets and liabilities, net of effects of acquisit Accounts receivable Prepaid expenses and other current assets	(69.9) (90.4) (25.4) 39.2 (1.3)	<b>(40.5)</b> (24.1) 4.0	<b>(5.3)</b> (21.2)		2.1				0.1					0.0
Accounts receivable Prepaid expenses and other current assets	(90.4) (25.4) 39.2 (1.3)	(24.1) 4.0	(21.2)	(130.7)		1.9			4.0					0.0
Prepaid expenses and other current assets	(25.4) 39.2 (1.3)	4.0	. /		(66.3)	24.7	(26.2)	(34.1)	(101.9)	(40.4)	(30.1)	(12.2)	(34.2)	(117.0)
· ·	39.2 (1.3)			(49.2)	(0.7)	17.5	(44.4)	(43.0)	(70.6)	(48.2)	12.0	43.1	(86.6)	(79.6)
Accounts payable and accrued expenses	(1.3)	31.5	(20.1)	(18.7)	(26.0)	1.3	(5.6)	(6.6)	(36.9)	(7.8)	0.1	2.7	(16.1)	(21.1)
7 toodanto payable ana acoraca expenses	` '	31.3	(26.5)	(39.8)	(66.9)	19.5	50.5	28.0	31.1	(9.7)	(30.2)	(29.9)	55.6	(14.1)
Deferred revenue	18 1	(2.9)	16.7	0.0	34.3	(11.6)	(19.6)	(16.4)	(13.4)	46.5	(0.1)	(22.8)	(12.3)	11.4
Other current liabilities	10.1	(20.4)	(5.3)	1.5	0.4	0.6	2.5	(3.3)	0.1	0.9	0.6	2.3	11.8	15.6
Other non-current assets and liabilities	(10.1)	(28.7)	51.1	(24.5)	(7.2)	(2.6)	(9.5)	7.2	(12.2)	(22.1)	(12.7)	(7.7)	13.3	(29.2)
Net cash provided by operating activities	1,215.0	1,404.6	1,274.7	1,348.4	351.9	431.0	371.1	367.3	1,521.2	370.1	387.6	400.0	406.8	1,564.6
y/y growth	15.2%	15.6%	-9.2%	5.8%	50.7%	17.6%	3.2%	-5.6%	12.8%	5.2%	-10.1%	7.8%	10.8%	2.9%
% of revenue	38.0%	40.6%	35.2%	35.4%	35.7%	44.0%	37.2%	35.8%	38.1%	35.0%	36.6%	38.2%	36.5%	36.6%
Cash flow from investing activities						_								
Cash paid for acquired businesses, net of cash required	(128.0)	(598.8)	(872.1)	(106.2)		(434.1)			(434.1)					0.0
Cash paid for asset acquisition	(36.4)	0.0	0.0	(121.0)		(4.8)			(4.8)					0.0
Cash paid for equity method investment	0.0	0.0	0.0	1.5					0.0					0.0
Purchases of PP&E and capitalization of internal-use software d	(731.9)	(545.2)	(458.3)	(730.0)	(173.8)	(163.5)	(169.7)	(151.3)	(658.2)	(153.4)	(153.3)	(151.7)	(161.4)	(619.9)
Purchases of short and long term marketable securities	(1,782.8)	(932.6)	(18.0)	(1,846.9)	(170.0)	(16.1)			(186.1)					0.0
Proceeds from sales and maturities of short and long term mark	1,628.0	1,434.1	732.2	961.9	182.3	337.2			519.5					0.0
Other non-current assets and liabilities	8.1	(4.3)	(6.1)	(7.5)	9.9	(5.4)			4.5					0.0
Net cash (used in) provided by investing activities	(1,043.0)	(646.9)	(622.3)	(1,848.2)	(151.6)	(286.7)	(169.7)	(151.3)	(759.2)	(153.4)	(153.3)	(151.7)	(161.4)	(619.9)
Cash flow from financing activities														
Proceeds from borrowings under revolving credit facility, Net	0.0	0.0	0.0	0.0					0.0					0.0
Proceeds from the issuance of common stock under stock plans	59.8	59.6	56.5	63.0	20.3	8.0			28.3					0.0
Employee taxes paid related to net share settlement of stock-ba	(89.8)	(99.1)	(82.2)	(66.2)	(109.3)	(31.9)			(141.2)					0.0
Repurchases of common stock	(193.6)	(522.3)	(608.0)	(654.0)	(125.4)	(127.8)	(150.0)	(150.0)	(553.3)	(150.0)	(150.0)	(150.0)	(150.0)	(600.0)
Other non-current assets and liabilities	0.0	(0.3)	(0.4)	(0.4)	(1.5)	(8.7)			(10.2)					0.0
Net cash used in financing activities	(223.6)	(562.0)	(634.2)	443.4	(216.0)	(160.4)	(150.0)	(150.0)	(676.4)	(150.0)	(150.0)	(150.0)	(150.0)	(600.0)
Effects of exchange rates on cash and cash equivalents					(4.0)	(5.3)								
Cash and cash equivalents at beginning of period					490.5	470.8	449.3	500.7		566.8	633.5	717.8	816.1	
Net change in cash					(19.7)	(21.5)	51.4	66.0		66.7	84.2	98.3	95.4	
Cash and cash equivalents at end of period					470.8	449.3	500.7	566.8		633.5	717.8	816.1	911.5	

## **Exhibit 83: Akamai Discounted Cash Flow**

\$ in millions, except per share data

Assumptions and Inputs	
Current risk-free rate	3.8%
Beta	0.8
Historical equity risk premium	6.5%
Terminal growth rate	5.0%
Market Value (\$M)	\$ 15,485
Debt Value (\$M)	\$ 3,540
Cost of equity	8.8%
Cost of debt	7.5%
Tax rate	20.0%
WACC	8.3%

Last earnings period end 6/30/2024 Next Fiscal Year End 12/31/2024

Scenario: Plausible Case															
														Tauminal	
		=												Terminal	
Fiscal year	F2021	F2022	F2023	F2024E	F2025E	F2026E	F2027E	F2028E	F2029E	F2030E	F2031E	F2032E	F2033E		
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	
Period				1.0	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9.5	10.5	
Risk free rate			3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	
Beta			0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.9	0.9	1.0	1.0	
Equity risk premium			6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity			8.8%	8.8%	8.8%	8.8%	8.8%	8.8%	9.1%	9.3%	9.6%	9.8%	10.1%	10.3%	
Cost of debt			7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	
Debt/Total Value			18.6%	18.6%	18.6%	18.6%	18.6%	18.6%	18.8%	19.1%	19.3%	19.5%	19.8%	20.0%	
WACC			8.3%	8.3%	8.3%	8.3%	8.3%	8.3%	8.5%	8.7%	8.9%	9.1%	9.3%	9.4%	
Discount factor				0.92	0.89	0.82	0.76	0.70	0.64	0.58	0.53	0.48	0.43	0.39	
Total Revenue	3,461	3,617	3,812	4,010	4,305	4,668	5,018	5,344	5,678	6,019	6,365	6,715	7,068	7,421	
y/y growth	-	4.5%	5.4%	5.2%	7.4%	8.4%	7.5%	6.5%	6.3%	6.0%	5.8%	5.5%	5.3%	5.0%	
Free Cash Flow to Firm (FCFF)	50	(270)	194	(9)	89	233	301	374	615	883	1,178	1,500	1,849	2,226	
FCF margin	1.4%	-7.5%	5.1%	-0.2%	2.1%	5.0%	6.0%	7.0%	10.8%	14.7%	18.5%	22.3%	26.2%	30.0%	
y/y change		642.5%	-171.8%	-104.7%	1074.3%	161.8%	29.0%	24.3%	64.4%	43.5%	33.4%	27.4%	23.3%	20.4%	5.0
Diluted Shares Outstanding	164	160	155	154	156	157	159	160	162	163	164	166	167	167	
y/y change		-2.7%	-3.1%	-0.5%	1.1%	1.0%	1.0%	1.0%	0.9%	0.8%	0.8%	0.7%	0.6%	0.5%	
FCFF per share				(0.06)	0.57	1.48	1.90	2.33	3.80	5.41	7.16	9.06	11.10	13.30	299.5
NPV of FCF per share				(0.05)	0.51	1.22	1.43	1.63	2.43	3.15	3.79	4.33	4.79	5.16	116.1

NPV of FCF/Share, F2024-F2034E	\$28.38
Terminal Value FCF/Share	\$116.19
Total NPV of FCF/Share	\$144.57
Net Cash per share	\$ (11.85)
Net cash balance	(1,628)
Working Capital - 5% of revenue	190.6
Shares outstanding	153
Implied Total NPV/Share	\$133
Current Price	\$ 100.95
Upside/(Downside) Potential	31%

ARM

## Exhibit 84 - Arm GAAP Income Statement

\$ in millions, except per share data

	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast
	2021	2022	2023	Jun-23	Sep-23	Dec-23	Mar-24	2024	Jun-24	Sep-24	Dec-24	Mar-25	2025E	Jun-25	Sep-25	Dec-25	Mar-26	2026E
CAAD Income Statement	Full Year	Full Year	Full Year	F1Q24	F2Q24	F3Q24	F4Q24	Full Year	<u>F1Q25</u>	F2Q25E	F3Q25E	F4Q25E	Full Year	F1Q26	F2Q26	F3Q26	F4Q26	Full Year
GAAP Income Statement	4 242	4.500	4.075	400	440	470	F44	4 000	407	E4.4	FCF	C04	0.400	645	COF	704	705	2 000
Royalty revenue	1,313	1,562	1,675	400	418	470 10.6%	514	1,802	467	514	565	621	2,168		685	764	795	
y/y growth	NA	NA	7.2%	-7.9%	-5.4%		37.4%	7.6%	16.8%	22.9%	20.3%	20.9%	20.3%	38.2%	33.3%	35.1%	28.0%	33.3%
% of total revenue	64.8%	57.8%	62.5%	59.2%	51.9%	57.0%	55.4%	55.7%	49.7%	63.8%	61.5%	47.5%	54.6%	54.3%	60.3%	62.4%	59.1%	
License and other revenue	714	1,141	1,004	275	388	354	414	1,431	472	291	354	687	1,804	543	451	460	550	
y/y growth	NA	NA	-12.0%	6.7%	106.4%	18.4%	59.8%	42.6%	71.4%	-25.0%	0.0%	66.0%	26.0%	15.0%	55.0%	30.0%	-20.0%	11.1%
% of total revenue	35.2%	42.2%	37.5%	40.8%	48.1%	43.0%	44.6%	44.3%	50.3%	36.2%	38.5%	52.5%	45.4%	45.7%	39.7%	37.6%	40.9%	40.9%
Total Revenue	2,027	2,703	2,679	675	806	824	928	3,233	939	805	919	1,309	3,972	1,188	1,136	1,224	1,345	4,894
y/y growth	NA	NA	-0.9%	-2.4%	27.9%	13.8%	46.6%	20.7%	39.1%	-0.1%	11.6%	41.0%	22.8%	26.5%	41.2%	33.2%	2.8%	23.2%
Cost of sales	-145	-131	-106	-31	-46	-36	-41	-154	-33	-31	-36	-43	-143	-46	-43	-45	-47	
Gross profit	1,882	2,572	2,573	644	760	788	887	3,079	906	774	884	1,265	3,829	1,143	1,094	1,179	1,298	
Gross margin	92.8%	95.2%	96.0%	95.4%	94.3%	95.6%	95.6%	95.2%	96.5%	96.1%	96.1%	96.7%	96.4%	96.2%	96.3%	96.3%	96.5%	96.3%
Operating Expenses:																		
Research and development	-814	-995	-1,133	-337	-626	-432	-584	-1,979	-485	-446	-462	-516	-1,909	-538	-611	-584	-503	-2,236
% of total revenue	40%	37%	42%	50%	78%	52%	63%	61%	52%	55%	50%	39%	48%	45%	54%	48%	37%	46%
	4078	22%		55%	152%	51%	53%	75%	44%	-29%	7%	-12%	-4%	11%	37%	26%	-3%	
y/y growth			14%															
Selling, general and administrative	-826	-897	-762	-196	-290	-216	-281	-983	-239	-229	-265	-252	-984	-295	-308	-330	-238	
% of total revenue	41%	33%	28%	29%	36%	26%	30%	30%	25%	28%	29%	19%	25%	25%	27%	27%	18%	24%
y/y growth		9%	-15%	28%	69%	33%	3%	29%	22%	-21%	23%	-10%	0%	23%	35%	25%	-6%	19%
Impairment of long-lived assets	-3	-21	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
% of total revenue	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
y/y growth		600%	-100%	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Restructuring and related costs	0	-26	-7	0	0	-6	0	-6	0	0	0	0	0	0	0	0	0	0
% of total revenue	0%	1%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
y/y growth	0,0	NM	-73%	-100%	-100%	200%	-100%	-14%	NM	NM	-100%	NM	-100%	NM	NM	NM	NM	
	4 640			-533	-916	-654	-865		-724	-674	-700%	-768		-833	-919	-914		
Total operating expense	-1,643	-1,939	-1,902					-2,968					-2,893				-741	-3,407
Opex ratio	81%	72%	71%	79%	114%	79%	93%	92%	77%	84%	79%	59%	73%	70%	81%	75%	55%	70%
y/y growth		18%	-2%	43%	117%	45%	32%	56%	36%	-26%	11%	-11%	-3%	15%	36%	26%	-4%	18%
Operating Income	239	633	671	111	-156	134	22	111	182	99	157	497	935	309	175	265	557	1,306
Operating Profit Margin	11.8%	23.4%	25.0%	16.5%	-19.4%	16.3%	2.4%	3.4%	19.4%	12.4%	17.0%	38.0%	23.5%	26.0%	15.4%	21.7%	41.4%	26.7%
Non-operating items:																		
Income from equity investments, net	476	141	-45	-7	-5	-1	-7	-20	24	0	0	0	24	0	0	0	0	0
Interest income, net	2	2	42	24	28	28	30	110	32	31	35	35	132	41	40	44	46	170
Other non-operating income (loss), net	-20	10	3	-1	14	-15	13	11	6	0	0	0	6	0	0	0	0	0
to a second seco		700	074	407	440	440		040		400	404	500	4 007	050			000	4 470
Income from continuing operations before income taxes	697	786	671	127	-119	146	58	212	244	130		532	1,097	350	214	309	603	
Income tax expense	-153	-110	-147	-22	9	-59	166	94	-21	-28	-42	-88	-179	-63	-39	-56	-108	
GAAP effective tax rate	22%	14%	22%	17%	8%	40%	-286%	-44%	9%	21%	22%	16%	16%	18%	18%	18%	18%	18%
Net income from continuing operations	544	676	524	105	-110	87	224	306	223	103	149	444	919	287	176	253	494	1,210
NI margin	26.8%	25.0%	19.6%	15.6%	-13.6%	10.6%	24.1%	9.5%	23.7%	12.8%	16.2%	33.9%	23.1%	24.1%	15.5%	20.7%	36.7%	
							, ,							,,				
Discontinued operations:																		
Loss from discontinued operations before income taxes	-194	-99	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Income tax (expense) benefit from discontinued operations	38	-28	0	0	0	0	n	0	0	0	0	n	0	0	0	0	n	0
Net loss from discontinued operations	-156	-127	0	0	0	0	n	0	0	0	0	0	0	0	0	0	n	0
Net income	388	549	524	105	-110	87	224	306	223	103	149	444	919	287	176	253	494	1,210
	300	343	324	100	-110	- 37	224	300	223	103	143	744	313	201	.70	200	-134	1,210
GAAP EPS	\$0.38	\$ 0.54	\$ 0.51	\$ 0.10	\$ (0.11)	\$ 0.08	\$ 0.21	\$ 0.29	\$ 0.21	\$ 0.10	\$ 0.14	\$ 0.40	\$ 0.85	\$ 0.26	\$ 0.16	\$ 0.22	\$ 0.43	\$ 1.07

Exhibit 85 - Arm Non-GAAP Income Statement

2021   Full Yei	13 1,56 N/ % 57.8% 14 1,14 N/ % 42.2%	2 1,675 A 7.2% 6 62.5% 1 1,004 A -12.0% 6 37.5%	400 -7.9% 59.2% 275	\$ep-23 F2Q24 418 -5.4% 51.9%	Pec-23 F3Q24 470 10.6%	Mar-24 F4Q24	2024 Full Year	Jun-24 F1Q25	Sep-24 F2Q25E	Dec-24 F3Q25E	Mar-25 F4Q25E	2025E Full Year	Jun-25 <u>F1Q26</u>	Sep-25 <u>F2Q26</u>	Dec-25 <u>F3Q26</u>	Mar-26 <u>F4Q26</u>	2026E Full Year
Non-GAAP Income Statement   1,3	13 1,56 N/ % 57.89 14 1,14 N/ % 42.29 27 2,70	2 1,675 A 7.2% 6 62.5% 1 1,004 A -12.0% 6 37.5%	400 -7.9% 59.2% 275	418 -5.4%	470	514						Tun rear	11020	12020	1 30220	14020	Tull lear
Royalty revenue	N/2% 57.8% 14 1,14 N/2% 42.2% 27 2,70	7.2% 6 62.5% 1 1,004 4 -12.0% 6 37.5%	-7.9% 59.2% 275	-5.4%			1,802	467	E1.4	50-							
y/y growth % of total revenue License and other revenue y/y growth % of total revenue 35.2  Total Revenue y/y growth	N/2% 57.8% 14 1,14 N/2% 42.2% 27 2,70	7.2% 6 62.5% 1 1,004 4 -12.0% 6 37.5%	-7.9% 59.2% 275	-5.4%			1.802	467	E4.4								
% of total revenue       64.8         License and other revenue       7         y/y growth       35.2         Total Revenue       2,0         y/y growth       2,0	57.8% 14 1,14 <i>N</i> / % 42.2% 27 2,70	62.5% 1 1,004 4 -12.0% 6 37.5%	59.2% 275		10.6%	07.40		407	514	565	621	2,168	645	685	764	795	2,890
% of total revenue         64.8           License and other revenue         7           y/y growth         35.2           Total Revenue         2,0           y/y growth         2,0	14 1,14 <i>N</i> /% 42.2% <b>2,70</b>	1 1,004 4 -12.0% 6 37.5%	275	51.9%		37.4%	7.6%	16.8%	22.9%	20.3%	20.9%	20.3%	38.2%	33.3%	35.1%	28.0%	33.3%
License and other revenue   77   77   77   77   77   77   77	14 1,14 <i>N</i> /% 42.2% <b>2,70</b>	1 1,004 4 -12.0% 6 37.5%	275		57.0%	55.4%	55.7%	49.7%	63.8%	61.5%	47.5%	54.6%	54.3%	60.3%	62.4%	59.1%	59.1%
% of total revenue         35.2           Total Revenue         2,0           y/y growth	% 42.2% 27 2,70	4 -12.0% 6 37.5%		388	354	414	1,431	472	291	354	687	1,804	543	451	460	550	2,004
% of total revenue         35.2           Total Revenue         2,0           y/y growth	% 42.2% 27 2,70	6 37.5%	6.7%	106.4%	18.4%	59.8%	42.6%	71.4%	-25.0%	0.0%	66.0%	26.0%	15.0%	55.0%	30.0%	-20.0%	11.1%
Total Revenue  y/y growth	27 2,70		40.8%	48.1%	43.0%	44.6%	44.3%	50.3%	36.2%	38.5%	52.5%	45.4%	45.7%	39.7%	37.6%	40.9%	40.9%
	N	3 2,679	675	806	824	928	3,233	939	805	919	1,309	3,972	1,188	1,136	1,224	1,345	4,894
Cost of colors		4 -0.9%	-2.4%	27.9%	13.8%	46.6%	20.7%	39.1%	-0.1%	11.6%	41.0%	22.8%	26.5%	41.2%	33.2%	2.8%	23.2%
	33 -12	1 -100	-24	-26	-26	-26	-102	-24	-24	-28	-34	-110	-34	-33	-36	-39	-142
Gross profit 1,8			651	780	798	902	3,131	915	781	892	1,275	3,862	1,154	1,103	1,189	1,306	4,752
Gross margin 93.4			96.4%	96.8%	96.8%	97.2%	96.8%	97.4%	97.0%	97.0%	97.4%	97.2%	97.1%	97.1%	97.1%	97.1%	97.1%
Gross margin	33.37	30.378	30.476	30.078	30.078	31.270	30.078	37.470	31.076	37.078	37.476	31.270	31.170	31.176	37.176	37.176	31.170
Operating Expenses:																	
Research and development -7	90 -97	6 -1,094	-242	-281	-280	-326	-1,129	-298	-335	-334	-375	-1,341	-365	-461	-432	-372	-1,630
% of revenue 39.0	36.19	6 40.8%	35.8%	34.9%	34.0%	35.1%	34.9%	31.7%	41.6%	36.3%	28.6%	33.8%	30.7%	40.6%	35.3%	27.6%	33.3%
y/y growth	249	6 12%	11%	12%	4%	-9%	3%	23%	19%	19%	15%	19%	23%	38%	29%	-1%	22%
Selling, general and administrative -8	00 -87	7 -701	-136	-115	-157	-185	-593	-169	-169	-196	-176	-710	-202	-227	-249	-167	-846
% of revenue 39.5	% 32.49	6 26.2%	20.1%	14.3%	19.1%	19.9%	18.3%	18.0%	21.0%	21.4%	13.4%	17.9%	17.0%	20.0%	20.4%	12.4%	17.3%
y/y growth	10%	6 -20%	-11%	-28%	14%	-26%	-15%	24%	47%	25%	-5%	20%	19%	34%	27%	-5%	19%
Impairment of long-lived assets	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
% of revenue 0.0	% 0.0%	6 0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
y/y growth	M	л NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Restructuring and related costs	0	2 -1	0	0	0	o	0	0	0	0	0	0	0	0	0	0	0
% of revenue 0.0	-0.19	6 0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
y/y growth	M	A -150%	-100%	-100%	NM	NM	-100%	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Total operating expense -1,5	90 -1,85	1 -1,796	-378	-396	-437	-511	-1,722	-467	-504	-530	-550	-2,051	-567	-689	-681	-539	-2,476
Opex ratio 78.4	% 68.5%	67.0%	55.9%	49.1%	53.0%	55.1%	53.2%	49.7%	62.6%	57.6%	42.1%	51.6%	47.7%	60.6%	55.6%	40.1%	50.6%
y/y growth	16%		2%	-3%	7%	-16%	-4%	24%	27%	21%	8%	19%	21%	37%	29%	-2%	21%
Operating Income 3	04 73	1 783	273	384	361	391	1,409	448	277	362	724	1,811	587	414	508	767	2,276
OP Margin 15.0	% 27.09	6 29.2%	40.4%	47.6%	43.8%	42.1%	43.6%	47.7%	34.4%	39.4%	55.3%	45.6%	49.4%	36.5%	41.5%	57.0%	46.5%
y/y growth	140%		-8%	95%	25%	NM	80%	64%	-28%	0%	85%	28%	31%	50%	40%	6%	26%
Non-operating items:																	
Income from equity investments, net	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	C
Interest income, net	2	2 42	24	28	28	30	110	32	31	35	35	132	41	40	44	46	170
	20 1	0 -1	-1	14	-15	13	11	6	0	0	0	6	0	0	0	0	0
Income from continuing operations before income taxes 2	86 74	3 824	296	426	374	434	1,530	486	307	397	759	1,949	627	454	551	813	2,445
	79 -8	-	-49	-43	-46	-58	-196	-67	-43	-56	-106	-272	-94	-68	-83	-122	-367
GAAP effective tax rate 27.6			16.5%	10.1%	12.3%	13.4%	12.8%	13.8%	14.0%	14.0%	14.0%	13.9%	15.0%	15.0%	15.0%	15.0%	15.0%
Z. I. S.	.5.07	20.570	.0.0,0	.0,0	.2.075	/ 0	.2.070	.0.070				70.070	.0.070	.0.070	.0.070	.0.070	.0.070
Net income from continuing operations 2	07 66	3 657	247	383	328	376	1,334	419	264	341	652	1,677	533	386	469	691	2,079
NI margin 10.2			36.6%	47.5%	39.8%	40.5%	41.3%	44.6%	32.8%	37.1%	49.9%	42.2%	44.9%	34.0%	38.3%	51.4%	42.5%
Non-GAAP EPS \$0.	20 \$0.6	5 \$0.64	\$ 0.24	\$ 0.37	\$ 0.31 \$	0.36	\$1.28	\$ 0.40	\$ 0.25	\$ 0.31	\$ 0.59	\$1.55	\$ 0.48	\$ 0.34	\$ 0.41	\$ 0.60	\$1.84

# **Exhibit 86 - Arm Balance Sheet**

\$ in millions, except per share data

\$ In millions, except per snare data	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast
	2021	2022	2023	Jun-23	Sep-23	Dec-23	Mar-24	2024	Jun-24	Sep-24	Dec-24	Mar-25	2025E	Jun-25	Sep-25	Dec-25	Mar-26	2026E
<u> </u>	Full Year	Full Year	Full Year	F1Q24	F2Q24	F3Q24	F4Q24	Full Year	F1Q25	F2Q25E	F3Q25E	F4Q25E	Full Year	F1Q26	F2Q26	F3Q26	F4Q26	Full Year
Assets:																		
Current assets:																		
Cash and cash equivalents	1,171	1,004	1,554	1,248	1,406	1,551	1,923	1,923	1,465	1,465	1,465	1,465	1,465	1,465	1,465	1,465	1,465	1,465
Short-term investments	126	631	661	801	800	850	1,000	1,000	1,000	1,305	1,296	1,658	1,658	1,575	1,894	2,068	2,244	2,244
Accounts receivable, net (including receivables from related parties		1,124	999	897	864	799	781	781	804	1,235	1,511	1,391	1,391	1,953	1,868	2,012	1,769	1,769
Contract assets	81	166	154	158	235	280	336	336	455	261	282	489	489	386	426	457	682	682
Prepaid expenses and other current assets	126	167	169	133	137	148	157	157	116	116	116	116	116	116	116	116	116	116
Assets held for sale	0	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0
Current assets related to discontinued operations	77	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	0
Total current assets	2,491	3,092	3,537	3,237	3,442	3,628	4,197	4,197	3,840	4,382	4,671	5,118	5,118	5,494	5,769	6,119	6,276	6,276
Non-Current assets																		
Property and equipment, net	219	188	185	197	205	221	215	215	231	217	209	175	175	166	140	125	93	93
Operating lease right-of-use assets	266	229	206	206	205	204	205	205	233	233	233	233	233		233		233	233
Equity investments (including investments held at fair value)	1,560	736	723	727	725	748	741	741	800	798	821	814	814	873	871	894	897	897
Goodwill	1,651	1,636	1,620	1.626	1.615	1.628	1.625	1,625	1.625	1.625	1.625	1,625	1,625		1,625		1,625	1,625
Intangible assets, net	259	205	138	169	147	163	152	152	159	148	177	178	178	238	227	245	296	296
Deferred tax assets	90	135	139	147	139	140	282	282	324	324	324	324	324	324	324	324	324	324
Non-current portion of contract assets	26	100	116	143	121	143	240	240	363	106	144	349	349	308	174		395	395
Other non-current assets	145	189	202	248	211	240	270	270	305	305	305	305	305		305		305	305
Non-current assets related to discontinued operations	172	109	202	240	0	240	2/0	270	305	0	303	303 0	303	0	303	0	303 0	303
Total non-current assets	4,388	3,418	3,329	3,463	3,368	3,487	3,730	3,730	4,040	3,756	3,838	4,003	4,003	•	3,899	3,985	4,168	4,168
Total Holl-duffelit dissets	4,000	3,410	0,020	0,400	3,300	0,401	0,700	0,700	4,040	5,750	0,000	4,000	4,000	7,012	0,000	0,300	4,100	4,100
Total Assets	6,879	6,510	6,866	6,700	6,810	7,115	7,927	7,927	7,880	8,138	8,508	9,121	9,121	9,566	9,668	10,104	10,443	10,443
Liabilites																		
Current liabilities:																		
Accrued compensation and benefits	426	642	589	134	159	211	298	298	97	116	169	209	209	76	118	176	161	161
Tax liabilities	420	129	162	184	107	127	147	147	182	182	182	182	182		182		182	182
	424		293	342	288	223	198		209	277	260	249	249		316		215	215
Contract liabilities (including contract liabilities from related parties)		334			288		198	198										
Operating lease liabilities	35 151	31 259	26	26		26	835	27 835	28 549	28 549	28 549	28 549	28		28 549	28 549	28 549	28 549
Other current liabilities (including payables to related parties)	151	259	293	260 0	217	279	830	835	549	549 0	549 0	549	549	549 0	0	0	549	549
Liabilities held for sale	111	0	0	0	0	•	U	0	0	ŭ	0	0	0	•	•	•	0	0
Current liabilities related to discontinued operations	111	0	0	-		0	U	0	U	0		0	0	0	0	0	U	0
A/P	0	0	0	0	0	0	U	0	0	0	0	0	0	0	0	0	0	0
Payables to related parties	0	0	0	946	0	0	1,505	0	1.005	0	0	4 040	0	0	0	0	1 100	0
Total current liabilities	1,151	1,395	1,363	946	795	866	1,505	1,505	1,065	1,152	1,188	1,218	1,218	1,142	1,193	1,206	1,136	1,136
Non-Current liabilities:																		
Non-current portion of accrued compensation and share-based con	196	158	152	241	19	18	20	20	20	20	20	20	20	20	20	20	20	20
Deferred tax liabilities	317	279	262	257	241	237	135	135	142	142	142	142	142	142	142	142	142	142
Non-current portion of contract liabilities	754	792	807	783	740	734	717	717	715	711	855	902	902	1,052	811	890	780	780
Non-current portion of operating lease liabilities	274	230	193	197	190	195	194	194	221	221	221	221	221	221	221	221	221	221
Other non-current liabilities	107	108	38	55	52	61	61	61	54	54	54	54	54	54	54	54	54	54
Non-current liabilities related to discontinued operations	30	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Related party contract liabilities	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Liability for stock based payments	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total non-current liabilities	1,678	1,567	1,452	1,533	1,242	1,245	1,127	1,127	1,152	1,148	1,292	1,339	1,339	1,489	1,248	1,327	1,217	1,217
Total liabilities	2,829	2,962	2,815	2,479	2,037	2,111	2,632	2,632	2,217	2,300	2,479	2,557	2,557	2,631	2,441	2,533	2,353	2,353
	2,020	2,002	2,0.0	2,	2,00.	-,	2,002	2,002	_,	2,000	2,	2,001	2,001	2,001	-,	2,000	2,000	2,000
Commitments and contingencies																		
Shareholders' equity:																		
Common shares	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Additional paid-in capital	1,214	1,214	1,216	1,275	1,979	2,087	2,171	2,171	2,316	2,388	2,431	2,522	2,522	2,606	2,721	2,812	2,838	2,838
Accumulated other comprehensive income	430	399	376	382	352	388	371	371	371	371	371	371	371	371	371	371	371	371
Retained earnings	2,404	1,933	2,457	2,562	2,440	2,527	2,751	2,751	2,974	3,077	3,225	3,670	3,670	3,956	4,132	4,385	4,880	4,880
Total shareholders' equity	4,050	3,548	4,051	4,221	4,773	5,004	5,295	5,295	5,663	5,837	6,029	6,565	6,565		7,227	7,571	8,090	8,090
						7.415										40.404		40.440
Total liabilities and shareholders' equity	6,879	6,510	6,866	6,700	6,810	7,115	7,927	7,927	7,880	8,138	8,508	9,121	9,121	9,566	9,668	10,104	10,443	10,443

# Exhibit 87 - Arm Cash Flow

\$ in millions, except per share data

| 2021   2022   2023   Jun-23   Sep-23   Dec-23   Mar-24   2024   Full Year   |---|
| Net income Adjustments to reconcile net income to net cash provided by (used for) operating activities:  Depreciation and amortization  201 185 170 41 41 42 38 162 43 39 44 47 173 50 43 45 39 177  Deferred income taxes 33 -76 -34 -13 -4 -9 -247 -273 2 0 0 0 0 2 0 0 0 0 0 0 0 0 0 0 0 0 0   |
| Net income Adjustments to reconcile net income to net cash provided by (used for) operating activities:  Depreciation and amortization  201 185 170 41 41 42 38 162 43 39 44 47 173 50 43 45 39 177  Deferred income taxes 33 -76 -34 -13 -4 -9 -247 -273 2 0 0 0 0 2 0 0 0 0 0 0 0 0 0 0 0 0 0   |
| Adjustments to reconcile net income to net cash provided by (used for) operating activities:  Depreciation and amortization  201 185 170  41 41 42 38 162 43 39 44 47 173 50 43 45 39 177  Deferred income taxes  |
| Depreciation and amortization 201 185 170 41 41 42 38 162 43 39 44 47 173 50 43 45 39 177 Deferred income taxes -33 -76 -34 -13 -4 -9 -247 -273 2 0 0 0 0 0 2 0 0 0 0 0 0 0 1 0 0 0 0 0   |
| Deferred income taxes 3 -33 -76 -34 -13 -4 -9 -247 -273 2 0 0 0 0 2 0 0 0 0 0 0 0 0 0 0 0 0 0   |
| Income from equity investments, net 476 -141 45 7 5 1 7 20 -24 -24 -24 -24 -24 -96 -24 -24 -24 -24 -96 Impairment losses on long-lived assets and loans receivable 26 43 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0  |
| Impairment losses on long-lived assets and loans receivable 26 43 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0   |
| Share-based compensation expense 54 26 136 140 513 199 185 1,037 182 177 205 227 791 277 239 243 211 970  |
|   |
|   |
| Operating lease expense 47 41 34 8 9 9 9 35 9 0 0 0 9 0 0 0 0 0 0   |
| Other non-cash operating activities, net 16 19 -6 0 -3 1 0 -2 1 2 -23 7 -13 -59 2 -23 -3 -83  |
| Changes in assets and liabilities:  |
| Accounts receivable, net (including receivables from related part 19 -219 125 102 33 65 18 218 -23 -431 -276 120 -610 -562 85 -145 243 -378   |
| Contract assets -31 -158 -2 -32 -55 -67 -153 -307 -242 451 -60 -411 -261 144 94 -91 -386 -239   |
| Prepaid expenses and other assets -53 -41 -1 1 12 -32 -42 -61 6 0 0 0 6 0 0 0 0 0 0   |
| Accrued compensation and benefits* 144 127 -195 -447 5 59 91 -292 -201 19 53 40 -89 -133 42 58 -15 -48  |
| Contract liabilities (including contract liabilities from related parti 950 -51 -37 24 -96 -76 -42 -190 9 64 126 37 237 208 -232 34 -165 -156   |
| Tax liabilities -50 112 35 12 -76 18 16 -30 -4 0 0 0 -4 0 0 0 0 0   |
| Operating lease liabilities 40 -59 -58 -4 -13 -1 -10 -28 -11 0 0 0 -11 0 0 0 0 0  |
| Other current liabilities (including payables to related parties) -9 101 3 -58 -34 14 573 495 -260 0 0 0 -260 0 0 0 0 0   |
| Net cash provided by operating activities 1,233 458 739 -114 227 310 667 1,090 -290 400 194 488 792 187 426 350 394 1,357   |
| yly growth -63% 61% -51% 199% -25% 38% 48% 155% 76% -37% -27% -27% -164% 6% 80% -19% 71%  |
| Cash flows used for investing activities  |
| Purchase of short-term investments -235 -750 -1,111 -260 -125 -155 -225 -765 -50 -50 -50  |
| Proceeds from maturities of ST investments 110 245 1,081 120 126 105 74 425 50 0 0 0 50 0 0 0 0   |
| Purchases of equity investments -50 -8 -15 -11 0 -21 0 -32 -36 -36 -36 -36 -36 -36 -36 -36 -36 -36  |
| Purchases of intangible assets -61 -41 -29 0 -13 -30 -8 -51 -9 11 -28 -1 -28 -60 10 -18 -51 -118  |
| Purchases of property and equipment -104 -34 -64 -26 -34 -21 -11 -92 -29 -24 -37 -13 -103 -41 -17 -31 -7 -95  |
| Investments in convertible loans and other 0 31 0 0 0 -1 0 -1 0 0 0 0 0 0 0 0 0 0 0   |
| Net cash used for investing activities 340 -619 -138 -177 -46 -123 -170 -516 -74 -49 -101 -51 -275 -137 -43 -84 -94 -357  |
|   |
| Cash flows provided by (used for) financing activities  |
| Share repurchase 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0  |
| Cash dividends declared and paid to shareholders -750 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0   |
| Payment of intangible asset obligations -38 -37 -40 -10 -11 -8 -11 -40 -20 11 -28 -1 -39 -60 10 -18 -51 -118  |
| Cash transfers associated with distribution and sale of Treasure 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0  |
| Proceeds from equity offering 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0   |
| Proceeds from short-term debt borrowing 0 50 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0  |
| Other financing activities, net -1 -2 -2 -5 -13 -40 -110 -168 -76 -76 -76 -76 -304 -76 -76 -76 -76 -304   |
| Net cash provided by (used for) financing activities -789 -32 -42 -15 -24 -48 -121 -208 -96 -65 -104 -77 -343 -136 -66 -94 -127 -422  |
| Effect of foreign exchange rate changes on cash and cash equiva 1 -17 -9 0 1 6 -4 3 2 2 2 2 8 2 2 2 8   |
| Net (decrease) increase in cash and cash equivalents 105 -210 550 -306 158 145 372 369 -458 288 -9 362 182 -83 320 174 175 586  |
|   |
| Cash and cash equivalents at the beginning of the Period 1,109 1,214 1,004 1,554 1,248 1,406 1,551 1,554 1,923 1,465 1,753 1,744 1,923 2,105 2,022 2,342 2,516 2,105  |
| Cash and cash equivalents at the end of the Period 1,214 1,004 1,554 1,248 1,406 1,551 1,923 1,923 1,465 1,753 1,744 2,105 2,105 2,022 2,342 2,516 2,692 2,692  |
| Less cash from discontinued operations, end of the Period 43 0  |
| Cash and cash equivalents from continuing operations, end of the 1,171 1,004 1,554 1,248 1,406 1,551 1,923 1,923 1,465 1,753 1,744 2,105 2,105 2,022 2,342 2,516 2,692 2,692  |
| Short-term investments  |
| Beginning Balance 801 959 1,104 1,476 1,018 1,305 1,296 1,476 1,658 1,575 1,894 2,068 1,658   |
| Ending Balance 801 959 1,104 1,476 1,476 1,018 1,305 1,296 1,658 1,658 1,575 1,894 2,068 2,244 2,244  |

## **Exhibit 88 - Arm Discounted Cash Flow**

Assumptions and Inputs										
Current risk-free rate		3.80%								
Beta		3.14								
Historical equity risk premium	6.5%									
Terminal growth rate		5.0%								
Market Value (SM)	s	151,238								
Debt Value (\$M)	S	-								
Cost of equity		24.2%								
Cast of debt		6.3%								
Tax rate		19.0%								
WACC		24.2%								
Last earnings period end		6/30/2024								
Next Fiscal Year End		3/31/2025								

Scenario 1: Base Case																				
	Historicals							Hyper Grow	th Period						Trans	Itionary Perio	d	Т	erminal	
Flecal year	F20 22	F2023	F2024	F2025E	F20 26E	F2027E	F2028E	F20 29 E	F2030E	F2031E	F2032E	F2033E	F2034E	F2035E	F2036E	F2037E	F2038E	F2039E	F2040E	Perpe
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038		
Period				0.8	1.8	2.8	3.8	4.8	5.8	6.8	7.8	8.8	9.8	10.8	11.8	12.8	13.8	14.8	15.8	
Risk free rate	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	
Beta	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14	2.78	2.43	2.07	1.71	1.36	1.00	
Equity risk premium	6.5%	6.5%	0.5%	0.5%	0.5%	đ. 5%	0.5%	0.5%	6.5%	0.5%	6.5%	6.5%	6.5%	0.5%	0.5%	0.5%	6.5%	Ø.5%	0.5%	
Cost of equity	24.2%	24.2%	24. 296	24.2%	24.2%	24. 2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	21.0%	19.0%	17.3%	14.9%	12.0%	10.3%	
Cast of debt	6.3%	6.3%	Ø. 3%	đ.3%	6.3%	6.3%	Ø.3%	6.3%	đ.3%	5.3%	5.3%	đ.3%	6.3%	6.3%	6.3%	6.3%	6.3%	đ.3%	6.3%	
Debt/Total Value			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	2.5%	5.0%	7.5%	10.0%	12.5%	15.0%	
WACC			24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	21.5%	18.8%	16.3%	14.0%	11.7%	9.5%	
Discount factor				0.850	0.684	0.551	0.444	0.357	0.287	0.231	0.186	0.150	0.121	0.124	0.131	0.145	0.166	0.196	0.239	
Total Revenue	2,703	2,679	3,233	3,972	4,894	6,117	7,646	9,558	11,947	14,934	18,668	23,335	29,169	35,488	41,995	48,294	53,928	58,422	61,343	
y/y change		-0.9%	20.7%	22.8%	23.2%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	21.7%	18.3%	15.0%	11.7%	8.3%	5.0%	
Free Cash Flow to Firm (FCFF) ex share repurchases to offset SBC	344	572	818	515	889															
FCF margin	12.7%	21.4%	25.3%	13.0%	18.2%								- 1							
y/y change		00.1%	43.0%	-37.0%	72.4%															
Free Cash Flow to Firm (FCFF)	344	572	818	515	889	1,157	1,503	1,951	2,528	3,272	4,230	5,462	7,047	10,693	15, 162	20,322	25,914	31,563	36,806	
FCF margin	12.7%	21.4%	25.3%	13.0%	18.2%	18.0%	10.7%	20.4%	21.2%	21.0%	22.7%	23.4%	24.2%	30.1%	35.1%	42.1%	48.1%	54.0%	60%	
y/y change		0 0.1 %	43.0%	-37.0%	72.4%	30.2%	30.0%	29.8%	29.0%	29.4%	29.3%	29.1%	29.0%	51.8%	41.8%	34.0%	27.5%	21.8%		8
Diluted Shares Outstanding	1,025	1,029	1,058	1,101	1,152	1,169	1,187	1,204	1,222	1,241	1,259	1,278	1,298	1,315	1,330	1,343	1,355	1,364	1,370	
y/y change			2.8%	4.1%	4.0%	2%	2%	2%	2%	2%	2%	2%	2%	1.3%	1.2%	1.0%	0.8%	0.7%	1%	
FCFF per a hare				0.47	0.77	0.99	1.27	1.62	2.07	2.64	3.36	4.27	5.43	8.13	11.40	15.13	19.13	23.15	26.86	59
NPV of FCF per share				0.40	0.53	0.55	0.56	0.58	0.59	0.61	0.63	0.64	93.0	1.00	1.50	2.20	3.17	4.54	6.41	14

NPV of FCF/Share, F2025-F2038		\$24.56
Terminal Value FC F/Share		\$141.84
Total NPV of FC F/\$hare		\$166.40
Net Cash per share	\$	2.17
Net cash balance		2,465
Working Capital - 5% of revenue		161.7
Shares outstanding		1,060
Total Implied NPV/Share		169
Current Price	S	143.01
Upside/(Downside) Potential		18%

**BASE** 

## **Exhibit 89: Couchbase GAAP Income Statement**

\$ in millions, except per share data	Jan-21	Jan-22	Apr-22	Jul-22	Oct-22	Jan-23	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
	FY21	FY22	1Q23	2Q23	3Q23	4Q23	FY23	1Q24	2Q24	3Q24	4Q24	FY24	1Q25	2Q25	3Q25E	4Q25E	FY25E	1Q26E	2Q26E	3Q26E	4Q26E	FY26E
GAAP Income Statement License	14.0	19.0	5.0	6.4	3.5	5.0	19.9	4.9	4.8	4.6	7.2	21.5	6.9	5.2	4.0	8.9	25.0	6.6	6.4	4.0	8.7	25.7
q/q growth	14.0	19.0	-23%	27%	-45%	41%	19.9	-1%	-3%	-5%	57%	21.5	-5%	-24%	-24%	122%	25.0	-25%	-3%	-38%	119%	23.1
y/y growth	26%	35%	17%	45%	-7%	-24%	5%	-1%	-25%	30%	45%	8%	39%	9%	-13%	24%	16%	-3%	22%	-1%	-2%	3%
% of total revenue	14%	15%	14%	16%	9%	12%	13%	12%	11%	10%	14%	12%	13%	10%	8%	16%	12%	11%	11%	7%	13%	11%
Support and other	82.9	97.3	27.0	30.7	32.2	33.2	123.0	33.6	36.2	39.4	40.9	150.0	42.2	44.1	44.4	43.1	173.7	48.5	49.9	51.6	55.8	205.8
g/g growth			3%	14%	5%	3%		1%	8%	9%	4%		3%	4%	1%	-3%		12%	3%	3%	8%	
y/y growth	27%	17%	22%	30%	28%	26%	26%	25%	18%	22%	23%	22%	26%	22%	13%	5%	16%	15%	13%	16%	30%	18%
% of total revenue	80%	79%	77%	77%	84%	80%	79%	82%	84%	86%	82%	83%	82%	85%	88%	79%	83%	84%	84%	88%	82%	85%
Total Subscription	96.9	116.3	32.0	37.1	35.7	38.1	142.9	38.5	41.0	44.0	48.1	171.6	49.0	49.3	48.4	52.0	198.7	55.1	56.3	55.6	64.5	231.5
g/g growth			-2%	16%	-4%	7%		1%	6%	7%	9%		2%	1%	-2%	7%		6%	2%	-1%	16%	
y/y growth	27%	20%	21%	32%	23%	16%	23%	21%	11%	23%	26%	20%	27%	20%	10%	8%	16%	12%	14%	15%	24%	17%
% of total revenue	94%	94%	92%	93%	93%	92%	92%	94%	95%	96%	96%	95%	96%	96%	95%	95%	95%	95%	95%	95%	95%	95%
Services	6.3	7.3	2.9	2.7	2.8	3.5	11.9	2.5	2.2	1.8	2.0	8.5	2.3	2.3	2.3	2.5	9.4	2.8	2.8	2.8	3.2	11.6
q/q growth			26%	-5%	4%	23%		-30%	-11%	-17%	12%		13%	0%	1%	7%		10%	2%	-1%	16%	
y/y growth	7%	14%	93%	64%	56%	53%	64%	-15%	-20%	-36%	-42%	-29%	-7%	5%	28%	23%	11%	20%	23%	20%	29%	23%
% of total revenue	6%	6%	8%	7%	7%	8%	8%	6%	5%	4%	4%	5%	4%	4%	5%	5%	5%	5%	5%	5%	5%	5%
Total Revenue	103.3	123.5	34.9	39.8	38.6	41.6	154.8	41.0	43.1	45.8	50.1	180.0	51.3	51.6	50.7	54.5	208.1	57.9	59.1	58.4	67.7	243.1
q/q growth			-1%	14%	-3%	8%		-2%	5%	6%	9%		2%	1%	-2%	7%		6%	2%	-1%	16%	
y/y growth	25%	20%	25%	34%	25%	19%	25%	18%	8%	19%	20%	16%	25%	20%	11%	9%	16%	13%	15%	15%	24%	17%
,,,,,																						
Cost of Subscription	6.1	8.5	2.4	2.5	2.6	3.2	10.8	3.7	3.8	3.5	3.6	14.6	4.0	4.5	4.9	5.3	18.7	4.8	5.5	6.2	7.2	23.8
Cost of Services	5.5	6.3	2.3	2.3	2.2	2.7	9.5	2.2	2.1	1.6	1.6	7.4	1.7	2.0	2.0	2.1	7.8	2.3	2.3	2.3	2.7	9.7
Total Cost of Revenue	11.6	14.8	4.7	4.8	4.9	6.0	20.3	5.9	5.9	5.1	5.1	22.1	5.7	6.5	6.9	7.4	26.5	7.1	7.8	8.6	9.9	33.4
% of total revenue	11.2%	12.0%	13.3%	12.0%	12.6%	14.3%	13.1%	14.4%	13.7%	11.2%	10.3%	12.3%	11.1%	12.5%	13.6%	13.6%	12.7%	12.3%	13.2%	14.7%	14.7%	13.7%
Gross Profit																						
Subscription	90.9	107.8	29.6	34.5	33.1	34.9	132.1	34.9	37.1	40.4	44.5	156.9	45.1	44.8	43.4	46.7	180.0	50.3	50.8	49.4	57.3	207.8
Subscription gross margin	93.7%	92.7%	92.5%	93.2%	92.6%	91.6%	92.5%	90.5%	90.6%	91.9%	92.6%	91.5%	91.9%	91.0%	89.8%	89.8%	90.6%	91.3%	90.3%	88.8%	88.8%	89.7%
Services	0.8	1.0	0.6	0.5	0.6	0.8	2.4	0.2	0.1	0.3	0.5	1.0	0.6	0.3	0.4	0.4	1.6	0.5	0.5	0.4	0.5	1.9
Services gross margin	12.7%	13.8%	21.5%	17.3%	20.9%	21.5%	20.4%	8.4%	5.5%	14.0%	23.1%	12.4%	24.6%	12.5%	15.6%	16.0%	17.2%	16.4%	17.4%	16.2%	16.5%	16.6%
Total Gross Profit	91.7	108.8	30.2	35.0	33.7	35.7	134.6	35.1	37.2	40.7	44.9	158.0	45.6	45.1	43.8	47.1	181.6	50.7	51.3	49.8	57.8	209.7
Gross Margin	88.8%	88.0%	86.7%	88.0%	87.4%	85.7%	86.9%	85.6%	86.3%	88.8%	89.7%	87.7%	88.9%	87.5%	86.4%	86.4%	87.3%	87.7%	86.8%	85.3%	85.3%	86.3%
y/y growth	22.7%	18.6%	23.0%	33.8%	24.3%	15.3%	23.7%	16.1%	6.3%	20.8%	26.0%	17.4%	30.1%	21.2%	7.6%	4.7%	15.0%	11.2%	13.7%	13.7%	22.8%	15.4%
Operating Expenses																						
Research and Development	39.0	51.6	14.4	14.3	14.0	15.0	57.8	15.4	16.3	15.9	16.5	64.1	17.8	17.4	14.8	16.9	67.0	16.4	15.9	15.0	18.6	65.9
y/y growth	23.1%	32.4%	15.0%	13.6%	6.8%	12.2%	11.9%	6.7%	13.6%	13.6%	9.9%	10.9%	16.0%	6.6%	-6.7%	2.6%	4.5%	-8.2%	-8.6%	1.2%	10.1%	-1.6%
% of total revenue	37.8%	41.8%	41.4%	36.0%	36.3%	36.0%	37.3%	37.5%	37.8%	34.7%	32.9%	35.6%	34.8%	33.7%	29.3%	31.1%	32.2%	28.3%	26.9%	25.7%	27.5%	27.1%
Sales and Marketing	70.2	89.4	26.8	27.5	27.4	29.3	111.1	32.6	32.3	31.6	34.1	130.6	37.8	36.2	33.3	35.5	142.7	36.7	35.0	35.0	40.2	147.0
y/y growth	21.5%	27.2%	30.1%	23.4%	20.3%	23.9%	24.3%	21.3%	17.7%	15.1%	16.2%	17.5%	16.0%	11.8%	5.5%	4.1%	9.3%	-2.7%	-3.2%	5.1%	13.5%	3.0%
% of total revenue	68.0%	72.3%	77.0%	69.0%	71.2%	70.4%	71.7%	79.4%	75.0%	69.0%	68.0%	72.5%	73.6%	70.1%	65.8%	65.1%	68.6%	63.5%	59.2%	60.0%	59.4%	60.5%
General and Administrative	15.5	24.0	7.9	8.4	8.8	8.2	33.4	9.6	10.5	10.7	11.8	42.7	12.6	12.6	10.7	11.6	47.6	10.5	10.6	10.8	12.6	44.5
y/y growth	-0.4%	54.9%	44.2%	59.7%	32.6%	24.8%	39.1%	21.4%	24.1%	21.6%	44.3%	27.8%	30.7%	20.8%	-0.2%	-1.8%	11.5%	-16.5%	-15.9%	0.3%	8.4%	-6.5%
% of total revenue	15.0%	19.4%	22.7%	21.2%	22.9%	19.7%	21.6%	23.5%	24.1%	23.4%	23.6%	23.7%	24.5%	24.5%	21.1%	21.3%	22.9%	18.2%	18.0%	18.4%	18.6%	18.3%
Impairment of capitalized internal-use software	13.0%	19.476	22.176	21.270	22.9%	19.776	21.0%	23.3%	24.270	23.476	5.2	23.776	24.3%	24.3%	21.176	21.3%	22.9%	10.270	10.0%	10.470	10.0%	10.3%
% of total revenue																						
Restructuring						1.7		0.0	0.0	0.0	10.3%											
% of total revenue						4.0%		0.1%	0.0	0.0	0.0%											
% or total revenue						4.0%		0.1%			0.0%											
Total Operating Expenses	124.7	165.0	49.2	50.2	50.3	54.2	202.2	57.6	59.1	58.2	67.5	237.3	68.2	66.2	58.9	64.0	257.3	63.6	61.5	60.8	71.5	257.4
	18.7%	32.3%	27.2%	25.1%	18.1%	24.2%	202.2	17.0%	17.6%	15.9%	24.7%	17.3%	18.5%	12.0%	1.1%	-5.2%	8.4%	-6.7%	-7.0%	3.3%	11.7%	0.1%
y/y growth % of total revenue	120.8%	133.6%	141.1%	25.1% 126.3%	18.1%	130.2%	130.6%	17.0%	17.6%	127.1%	134.8%	17.3%	132.8%	12.0%	1.1%	117.4%	123.6%	-6.7% 109.9%	-7.0% 104.1%	3.3% 104.2%	105.5%	105.9%
% or total revenue	120.8%	133.6%	141.1%	120.3%	130.4%	130.2%	130.6%	140.4%	137.0%	127.1%	134.8%	131.8%	132.8%	128.3%	110.2%	117.4%	123.6%	109.9%	104.1%	104.2%	105.5%	105.9%
Operating Income (Loss)	(33.1)	(56.3)	(19.0)	(15.2)	(16.6)	(18.5)	(67.7)	(22.5)	(21.9)	(17.5)	(22.6)	(79.3)	(22.5)	(21.0)	(15.1)	(16.9)	(75.6)	(12.9)	(10.2)	(11.0)	(13.6)	(47.7)
	-32.0%	-45.5%	-54.5%	-38.3%	-43.0%	-44.5%	-43.7%	-54.9%	-50.7%	-38.3%	-45.1%	-44.1%	-43.9%	-40.8%	-29.8%	-31.1%	-36.3%	-22.2%	-17.3%	-18.9%	-20.1%	-19.6%
% operating margin	9.0%	70.1%	-34.5% 34.6%	-38.3% 8.9%	-43.0% 7.1%	-44.5% 46.1%	20.3%	-54.9% 18.4%	-50.7% 43.6%	-38.3% 5.7%	-45.1% 22.1%	- <b>44.1</b> % 17.3%	-43.9% 0.2%	-40.8%	-29.8% -13.8%	-25.1%	-36.3% -4.7%	-22.2% -42.9%	-17.3% -51.5%	-18.9% -27.1%	-20.1%	-19.6% -36.9%
y/y growth	9.0%	70.1%	34.0%	8.9%	7.1%	40.1%	20.3%	18.4%	43.6%	5.7%	22.1%	17.3%	0.2%	-3.8%	-13.8%	-25.1%	-4.7%	-42.9%	-51.5%	-27.1%	-19.4%	-30.9%
Interest expense	(7.0)	(0.7)	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	(0.0)	(0.0)	0.0	0.0	(0.0)	0.0	(0.0)	0.0	0.0	(0.0)	0.0	0.0	0.0	0.0	0.0
Other incomes (expense), net	1.1	(0.3)	(0.6)	0.3	0.3	1.9	2.0	1.4	1.3	1.3	1.8	5.8	1.5	1.7	0.4	0.4	4.0	0.4	0.4	0.4	0.4	1.5
Land before transmitteness	(00.0)	(57.0)	(40.0)	(45.0)	(40.0)	(40.0)	(07.5)	(04.4)	(00.0)	(40.0)	(00.0)	(70.0)	(04.0)	(40.0)	(44.7)	(40.0)	(74.0)	(40.5)	(0.0)	(40.0)	(40.0)	(40.0)
Loss before income taxes	(38.9)	(57.2)	(19.6)	(15.0)	(16.3)	(16.6)	(67.5)	(21.1)	(20.6)	(16.2)	(20.8)	(78.8)	(21.0)	(19.3)	(14.7)	(16.6)	(71.6)	(12.5)	(9.8)	(10.6)	(13.3)	(46.2)
Provision for income taxes	4.0	4.0	0.3	0.4	0.4	0.0	4.0	0.8	0.0	0.0	0.6		(0.0)	0.6	0.0	0.0	0.5		0.0	0.0		
Tax Rate	1.0	1.0	NM	NM	NM	NM	1.0	NM	NM	NM	NM	1.4	(0.0) NM	NM		0.0%	0.5	0.0 0.0%	0.0%	0.0%	0.0	0.0
I DA FAIR			ININ	IWM	rvivi	NM		IVIVI	NIVI	ININ	INIV		NIVI	NIVI	0.0%	0.0%		0.0%	0.0%	0.0%	0.0%	
Not be a second	(40.0)	(50.0)	(40.0)	(45.4)	(40.7)	(40.0)	(00.5)	(04.0)	(00.7)	(40.0)	(04.4)	(00.4)	(04.0)	(40.0)	(44.7)	(40.0)	(70.0)	(40.5)	(0.0)	(40.0)	(40.0)	(40.0
Net Income	(40.0)	(58.2)	(19.8)	(15.4)	(16.7)	(16.6)	(68.5)	(21.8)	(20.7)	(16.3)	(21.4)	(80.1)	(21.0)	(19.9)	(14.7)	(16.6)	(72.2)	(12.5)	(9.8)	(10.6)	(13.3)	(46.2
Cumulative dividends on Series G preferred sto	(4.1)	(2.9)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cumulative dividends on Series G preferred sto Net loss attributable to common stockholders	(4.1) (44.1)		(19.8)	(15.4)	(16.7)	(16.6)	(68.5)	(21.8)	(20.7)	(16.3)		(80.1)	(21.0)	(19.9)	(14.7)	(16.6)	(72.2)	(12.5)	(9.8)	(10.6)	(13.3)	
Net loss attributable to common stockholders	(44.1)	(61.1)	(19.8)	(15.4)	(16.7)	(16.6)	(68.5)	(∠1.8)	(20.7)	(16.3)	(21.4)	(80.1)	(21.0)	(19.9)	(14.7)	(16.6)	(72.2)	(12.5)	(9.8)	(10.6)	(13.3)	(46.2)
GAAP EPS	\$ (7.71)	\$ (2.37)	\$ (0.45)	\$ (0.34)	\$ (0.37)	\$ (0.37)	\$ (1.53)	S (0.48)	\$ (0.44)	\$ (0.34)	\$ (0.44)	\$ (4.70)	(0.42)	(0.39)	(0.29)	(0.32)	\$ (1.42)	(0.24)	(0.19)	(0.20)	(0.25)	\$ (0.88)
Shares Outstanding, Basic and Diluted	5.7	\$ (2.37) 25.8	\$ (0.45) 44.3	\$ (U.34) 44.6	44.6	45.3	\$ (1.53) 44.7	45.8	\$ (U.44) 46.7	\$ (0.34) 47.6	48.5	47.2	49.8	50.8	51.3	51.8	50.9	51.5	52.0	52.5	53.0	52.2
	3.7	20.0	1%	1%	0%	1%	/	1%	2%	2%	2%	47.2	3%	8%	1%	1%	30.9	1%	1%	1%	1%	32.2
q/q growth		350.9%	602.4%	393.6%	2.8%	3.6%	73.5%	3.6%	4.6%	6.6%	7.1%	5.5%	3% 8.6%	8.8%	7.9%	6.9%	8.0%	3.3%	2.3%	2.3%	2.3%	2.5%
y/y growth		350.9%	DU2.4%	393.0%	2.8%	3.0%	73.5%	3.0%	4.0%	0.0%	7.1%	5.5%	8.0%	8.8%	7.9%	0.9%	8.0%	3.3%	2.5%	2.5%	2.3%	2.5%

**Exhibit 90: Couchbase Non-GAAP Income Statement** 

\$ in millions, except per share data											-					-					-	
	Jan-21	Jan-22	Apr-22	Jul-22	Oct-22	Jan-23	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
	FY21	FY22	1Q23	2Q23	3Q23	4Q23	FY23	<u>1Q24</u>	2Q24	3Q24	4Q24	FY24	1Q25	2Q25	3Q25E	4Q25E	FY25E	1Q26E	2026E	3Q26E	4Q26E	FY26E
Non-GAAP Income Statement	440	19.0	5.0	6.4	3.5	5.0	19.9	4.9	4.8	4.6	7.0	21.5	6.9	5.2	4.0	8.9	25.0	6,6	6.4	4.0	8.7	25.7
q/q growth	14.0	19.0	-23%	27%	-45%	41%	19.9	-1%	-3%	-5%	7.2 57%	21.5	-5%	-24%	-24%	122%	25.0	-25%	-3%	-38%	119%	25.7
y/y growth	26%	35%	17%	45%	-7%	-24%	5%	-1%	-25%	30%	45%	8%	39%	9%	-13%	24%	16%	-23%	22%	-1%	-2%	3%
% of total revenue	14%	15%	14%	16%	9%	12%	13%	12%	11%	10%	14%	12%	13%	10%	8%	16%	12%	11%	11%	7%	13%	119
Support and other	82.9	97.3	27.0	30.7	32.2	33.2	123.0	33.6	36.2	39.4	40.9	150.0	42.2	44.1	44.4	43.1	173.7	48.5	49.9	51.6	55.8	205.8
q/q growth	02.3	37.5	3%	14%	5%	3%	123.0	1%	8%	9%	4%	130.0	3%	4%	1%	-3%	175.7	12%	3%	3%	8%	203.0
y/y growth	27%	17%	22%	30%	28%	26%	26%	25%	18%	22%	23%	22%	26%	22%	13%	5%	16%	15%	13%	16%	30%	189
% of total revenue	80%	79%	77%	77%	84%	80%	79%	82%	84%	86%	82%	83%	82%	85%	88%	79%	83%	84%	84%	88%	82%	859
Total Subscription	96.9	116.3	32.0	37.1	35.7	38.1	142.9	38.5	41.0	44.0	48.1	171.6	49.0	49.3	48.4	52.0	198.7	55.1	56.3	55.6	64.5	231.5
q/q growth			-2%	16%	-4%	7%	-	1%	6%	7%	9%		2%	1%	-2%	7%		6%	2%	-1%	16%	
y/y growth	27%	20%	21%	32%	23%	16%	23%	21%	11%	23%	26%	20%	27%	20%	10%	8%	16%	12%	14%	15%	24%	179
% of total revenue	94%	94%	92%	93%	93%	92%	92%	94%	95%	96%	96%	95%	96%	96%	95%	95%	95%	95%	95%	95%	95%	95%
Services	6.3	7.3	2.9	2.7	2.8	3.5	11.9	2.5	2.2	1.8	2.0	8.5	2.3	2.3	2.3	2.5	9.4	2.8	2.8	2.8	3.2	11.6
q/q growth			26%	-5%	4%	23%		-30%	-11%	-17%	12%		13%	0%	1%	7%		10%	2%	-1%	16%	
y/y growth	7%	14%	93%	64%	56%	53%	64%	-15%	-20%	-36%	-42%	-29%	-7%	5%	28%	23%	11%	20%	23%	20%	29%	239
% of total revenue	6%	6%	8%	7%	7%	8%	8%	6%	5%	4%	4%	5%	4%	4%	5%	5%	5%	5%	5%	5%	5%	59
Total Revenue	103.3	123.5	34.9	39.8	38.6	41.6	154.8	41.0	43.1	45.8	50.1	180.0	51.3	51.6	50.7	54.5	208.1	57.9	59.1	58.4	67.7	243.1
q/q growth			-1%	14%	-3%	8%		-2%	5%	6%	9%		2%	1%	-2%	7%		6%	2%	-1%	16%	
y/y growth	25%	20%	25%	34%	25%	19%	25%	18%	8%	19%	20%	16%	25%	20%	11%	9%	16%	13%	15%	15%	24%	179
Cost of Subscription	6.0	8.3	2.3	2.4	2.5	3.1	10.2	3.5	3.6	3.4	3.4	13.8	3.6	4.1	4.8	5.2	17.8	4.6	5.3	6.1	7.1	23.1
Cost of Services	5.5	6.1	2.2	2.1	2.1	2.6	9.1	2.1	1.9	1.4	1.4	6.9	1.6	1.9	1.9	2.0	7.3	2.2	2.3	2.2	2.6	9.3
Total Cost of Revenue	11.5	14.4	4.4	4.5	4.6	5.7	19.2	5.6	5.5	4.8	4.8	20.7	5.1	6.0	6.7	7.2	25.0	6.8	7.5	8.3	9.7	32.4
% of total revenue	11.1%	11.6%	12.7%	11.3%	12.0%	13.7%	12.4%	13.6%	12.8%	10.5%	9.6%	11.5%	10.0%	11.6%	13.2%	13.2%	12.0%	11.8%	12.7%	14.3%	14.3%	13.39
y/y growth	48.8%	25.2%	32.5%	29.0%	28.6%	43.1%	33.6%	26.0%	23.3%	3.8%	-15.3%	7.8%	-8.0%	8.6%	39.3%	49.5%	20.7%	32.9%	25.5%	24.5%	34.5%	29.3%
Gross Profit																						
Subscription	90.9	108.0	29.7	34.7	33.2	35.1	132.7	35.1	37.3	40.6	44.690	157.7	45.4	45.2	43.5	46.8	180.9	50.5	51.0	49.5	57.4	208.4
Subscription gross margin	93.8%	92.8%	92.9%	93.6%	93.0%	92.0%	92.9%	91.0%	91.2%	92.4%	93.0%	91.9%	92.6%	91.6%	90.0%	90.0%	91.0%	91.6%	90.6%	89.0%	89.0%	90.0%
Services	0.9	1.2	0.7	0.6	0.7	0.9	2.9	0.4	0.3	0.4	0.6	1.6	0.7	0.4	0.5	0.5	2.1	0.6	0.6	0.6	0.6	2.3
Services gross margin	13.5% 91.8	16.5%	24.8%	21.6%	24.6%	24.8%	24.0%	14.3% 35.4	12.4%	20.5%	28.8%	18.6%	30.8% 46.1	17.3% 45.6	20.0%	20.0%	22.0%	20.0% 51.0	20.0%	20.0%	20.0%	20.0%
Gross Profit	91.8 88.9%	109.2 88.4%	30.4 87.3%	35.3 88.7%	88.0%	35.9 86.3%	135.6 87.6%	35.4 86.4%	37.6 87.2%	41.0 89.5%	45.3 90.4%	159.3 88.5%	46.1 89.9%	45.6 88.3%	44.0 86.8%	47.3 86.8%	183.0 87.9%	51.0 88.2%	51.6 87.3%	50.0 85.7%	58.1 85.7%	210.7 86.7%
Gross margin			87.3% 23.6%	88.7% 34.6%	88.0% 24.6%		24.2%	86.4% 16.4%	6.6%		26.0%	88.5% 17.5%	89.9% 30.2%	88.3% 21.1%	7.3%	4.5%	87.9% 14.9%	88.2% 10.7%				
y/y growth	22.7%	18.9%	23.0%	34.0%	24.0%	15.6%	24.2%	10.4%	0.0%	20.9%	20.0%	17.5%	30.2%	21.1%	7.3%	4.5%	14.9%	10.7%	13.2%	13.7%	22.8%	15.2%
Research and Development	37.7	48.3	12.5	12.2	12.0	12.9	49.7	12.5	12.6	12.6	12.9	50.5	13.5	13.0	12.2	14.0	52.7	13.5	13.1	12.2	15.3	54.2
y/y growth	23.2%	28.2%	4.4%	1.3%	0.0%	5.5%	2.8%	0.1%	2.8%	4.7%	-0.3%	1.8%	8.3%	3.4%	-3.4%	8.4%	4.2%	-0.1%	0.9%	0.7%	9.8%	3.09
% of total revenue	36.5%	39.1%	35.9%	30.7%	31.2%	31.1%	32.1%	30.5%	29.1%	27.5%	25.7%	28.1%	26.4%	25.2%	24.0%	25.6%	25.3%	23.4%	22.2%	21.0%	22.6%	22.39
Sales and Marketing	68.7	85.4	24.8	24.9	24.9	26.7	101.3	29.2	28.0	27.1	29.4	113.6	31.9	29.6	29.7	31.7	122.9	33.0	30.9	31.3	36.1	131.
y/y growth	20.7%	24.3%	23.5%	15.6%	15.8%	20.0%	18.7%	17.6%	12.2%	8.7%	10.1%	12.1%	9.1%	5.7%	9.7%	8.1%	8.1%	3.6%	4.6%	5.3%	13.6%	6.99
% of total revenue	66.5%	69.1%	71.2%	62.7%	64.6%	64.1%	65.5%	71.2%	64.9%	59.1%	58.6%	63.1%	62.1%	57.3%	58.6%	58.2%	59.1%	57.1%	52.3%	53.6%	53.2%	54.09
General and Administrative	13.8	21.0	6.5	6.5	6.6	6.3	25.9	6.7	6.3	6.4	7.1	26.5	7.4	7.1	7.1	7.6	29.2	6.9	7.1	7.0	8.1	29.
y/y growth	-2.9%	51.8%	34.8%	41.0%	13.6%	10.0%	23.5%	2.5%	-2.8%	-3.8%	13.6%	2.2%	11.3%	12.4%	11.6%	7.0%	10.5%	-6.5%	0.0%	-1.3%	6.6%	-0.39
% of total revenue	13.4%	17.0%	18.7%	16.3%	17.2%	15.1%	16.7%	16.3%	14.6%	13.9%	14.2%	14.7%	14.5%	13.8%	14.0%	14.0%	14.1%	12.0%	12.0%	12.0%	12.0%	12.09
	10.170						, .					, .										
Total Operating Expenses	120.0	154.7	43.8	43.6	43.6	45.9	176.9	48.4	46.9	46.0	49.4	190.6	52.8	49.7	49.0	53.3	204.8	53.5	51.1	50.5	59.5	214.7
y/y growth	23.0%	28.9%	18.8%	14.2%	10.7%	14.2%	14.4%	10.4%	7.3%	5.7%	7.7%	7.8%	9.2%	6.0%	6.4%	8.0%	7.4%	1.3%	3.0%	3.2%	11.6%	4.89
% of total revenue	116.2%	125.2%	125.7%	109.7%	113.0%	110.2%	114.3%	118.0%	108.6%	100.5%	98.6%	105.9%	102.9%	96.3%	96.6%	97.9%	98.4%	92.4%	86.5%	86.6%	87.9%	88.39
Operating Income (Loss)	(28.2)	(45.5)	(13.4)	(8.4)	(9.6)	(9.9)	(41.3)	(13.0)	(9.2)	(5.0)	(4.1)	(31.3)	(6.7)	(4.1)	(5.0)	(6.0)	(21.8)	(2.5)	0.4	(0.5)	(1.5)	(4.0
% operating margin	-27.3%	-36.8%	-38.5%	-21.0%	-25.0%	-23.9%	-26.7%	-31.6%	-21.4%	-11.0%	-8.2%	-17.4%	-13.0%	-7.9%	-9.8%	-11.1%	-10.5%	-4.2%	0.7%	-0.9%	-2.1%	-1.69
y/y growth	23.7%	61.4%	9.2%	-30.4%	-20.7%	9.4%	-9.2%	-3.4%	10.5%	-47.8%	-58.6%	-24.2%	-48.3%	-55.6%	-1.1%	46.6%	-30.4%	-63.4%	-110.8%	-89.6%	-75.9%	-81.79
Interest expense	(7.0)	(0.7)	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	(0.0)	(0.0)	0.0	0.0	(0.0)	0.0	(0.0)	0.0	0.0	(0.0)	0.0	0.0	0.0	0.0	0.0
Other incomes (expense), net	1.1	(0.3)	(0.6)	0.3	0.3	1.9	2.0	1.4	1.3	1.3	1.8	5.8	1.5	1.7	0.0	0.0	3.3	0.0	0.0	0.0	0.0	0.0
Loss before income taxes	(34.1)	(46.5)	(14.0)	(8.1)	(9.3)	(8.0)	(39.5)	(11.5)	(8.0)	(3.7)	(2.3)	(25.6)	(5.2)	(2.4)	(5.0)	(6.0)	(18.6)	(2.5)	0.4	(0.5)	(1.5)	(4.0
Provision for income taxes	1.0	1.0	0.3	0.4	0.4	0.0	1.0	0.8	0.0	0.0	0.6	1.4	(0.0)	0.6	0.2	0.2	1.0	0.1	(0.0)	0.0	0.1	0.2
Tax Rate	-3.1%	-2.2%	-1.9%	-4.6%	-4.0%	-0.3%	-2.6%	-6.5%	-0.2%	-0.3%	-24.5%	-5.3%	0.3%	-23.4%	-4.0%	-4.0%	-5.3%	-4.0%	-4.0%	-4.0%	-4.0%	-4.09
Net Income	(35.1)	(47.5)	(14.3)	(8.5)	(9.7)	(8.0)	(40.5)	(12.3)	(8.0)	(3.7)	(2.9)	(27.0)	(5.2)	(2.9)	(5.2)	(6.3)	(19.5)	(2.5)	0.5	(0.5)	(1.5)	(4.1
Cumulative dividends on Series G preferred stock	(4.1)	(2.9)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net loss attributable to common stockholders	(39.2)	(50.4)	(14.3)	(8.5)	(9.7)	(8.0)	(40.5)	(12.3)	(8.0)	(3.7)	(2.9)	(27.0)	(5.2)	(2.9)	(5.2)	(6.3)	(19.5)	(2.5)	0.5	(0.5)	(1.5)	(4.1
New CAAR ERG	\$ (6.85)	£ (4.00)	£ (0.0%)	£ (0.40)	¢ (0.00	c (0.48)	£ (0.00)	£ (0.07)	¢ (0.47)	¢ (0.00	¢ (0.00)	C (0.5T)	£ (0.40)	¢ (0.00)	t (0.40)	¢ (0.48)	£ (0.20)	\$ (0.05)	c 0.04	£ (0.04)	£ (0.0%)	£ (0.00
Non-GAAP EPS Shares Outstanding, Basic and Diluted	\$ (6.85) 5.7	\$ (1.96) 25.8	\$ (0.32) 44.3	\$ (0.19) 44.6	\$ (0.22) : 44.6	\$ (0.18) 45.3	\$ (0.91) 44.7	\$ (0.27) 45.8	\$ (0.17) = 46.7	\$ (0.08) 47.6	\$ (0.06) 48.5	\$ (0.57) 47.2	\$ (0.10) : 49.8	\$ (0.06) \$ 50.8	\$ (0.10) : 51.3	\$ (0.12) 51.8	\$ (0.38) 50.9	\$ (0.05) 51.5	\$ 0.01 52.0	\$ (0.01) 52.5	\$ (0.03) 53.0	\$ (0.08 52.2
	5.7	25.8 350.9%	602.4%	44.6 393.6%	2.8%	45.3 3.6%	73.5%	45.8 3.6%	46.7	6.6%	48.5 7.1%	47.2 5.5%	49.8 8.6%	50.8 8.8%	51.3 7.9%	6.9%	8.0%	51.5 3.3%	2.3%	2.3%	2.3%	2.5%
y/y growth		330.9%	002.4%	393.0%	2.0%	3.0%	13.5%	3.0%	4.0%	0.0%	1.170	5.5%	0.0%	0.070	1.9%	0.9%	0.0%	3.3%	2.3%	2.3%	2.3/0	2.0%

**Exhibit 91: Couchbase Balance Sheet** 

# III IIIIIIIIIIII	Jan-21 FY21	Jan-22 FY22	Apr-22 1Q23	Jul-22 2Q23	Oct-22 3Q23	Jan-23 4Q23	Jan-23 FY23	Apr-23 1Q24	Jul-23 2Q24	Oct-23 3Q24	Jan-24 4Q24	Jan-24 FY24	Apr-24 1Q25	Jul-24 2Q25	Oct-24 3Q25E	Jan-25 4Q25E	Jan-25 FY25E	Apr-25 1Q26E	Jul-25 2Q26E	Oct-25 3Q26E	Jan-26 4Q26E	Jan-26 FY26E
Assets																						
Current Assets																						
Cash and cash equivalents	37.3	95.7	47.7	46.3	38.8	40.4	40.4	46.2	41.4	46.9	41.4	41.4	52.0	62.6	49.9	54.8	54.8	61.4	65.5	55.0	64.8	64.8
Short-term investments	19.5	110.3	153.4	145.8	138.5	127.9	127.9	117.4	124.4	109.7	112.3	112.3	108.2	93.5	93.5	93.5	93.5	93.5	93.5	93.5	93.5	93.5
Accounts receivable, net	35.9	36.7	24.6	29.0	22.5	39.8	39.8	42.2	32.5	30.5	44.8	44.8	34.6	31.3	28.2	42.8	42.8	39.0	35.8	32.4	46.8	46.8
Deferred commissions	8.4	11.8	11.5	11.5	12.2	13.1	13.1	12.8	12.8	12.9	15.4	15.4	13.2	13.2	16.0	18.8	18.8	18.1	19.0	19.2	22.2	22.2
Prepaid expenses and other	2.4	8.6	8.0	9.7	7.8	8.2	8.2	6.8	8.0	7.5	10.4	10.4	10.3	10.1	10.1	10.9	10.9	11.6	11.8	11.7	13.5	13.5
Total Current Assets	103.5	263.0	245.3	242.3	219.7	229.5	229.5	225.5	219.1	207.4	224.3	224.3	218.3	210.7	197.7	220.8	220.8	223.5	225.8	211.8	240.9	240.9
Non-Current Assets																						
Property and equipment, net	6.5	4.3	4.3	5.6	6.7	7.4	7.4	8.0	8.6	9.6	5.3	5.3	6.1	7.1	7.2	7.4	7.4	7.6	7.8	8.0	8.4	8.4
Operating lease right-of-use assets	0.0	0.0	7.7	7.7	7.0	6.9	6.9	6.2	5.6	5.3	4.8	4.8	4.1	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5
Deferred commissions, noncurrent	4.9	8.2	8.3	7.8	7.6	7.5	7.5	8.1	7.7	7.9	11.4	11.4	12.6	13.6	10.6	12.6	12.6	12.1	12.7	12.8	14.8	14.8
Other assets	2.2	1.2	1.5	1.3	1.2	1.7	1.7	1.6	2.6	1.8	1.9	1.9	1.4	1.1	1.8	2.1	2.1	1.9	2.5	2.2	2.6	2.6
Total Assets	117.2	276.7	267.0	264.8	242.3	253.0	253.0	249.5	243.7	232.0	247.8	247.8	242.6	235.9	220.8	246.4	246.4	248.6	252.2	238.3	270.2	270.2
Current Liabilities																						
Accounts payable	2.4	1.9	2.6	5.6	3.5	1.4	1.4	6.9	3.2	3.2	4.9	4.9	4.1	5.0	5.4	4.2	4.2	6.0	6.7	6.2	5.9	5.9
Accrued compensation and benefits	9.1	16.1	8.0	10.5	9.0	12.6	12.6	8.5	10.9	9.1	18.1	18.1	8.9	14.1	11.0	18.1	18.1	11.0	15.6	12.1	23.5	23.5
Other accrued expenses	0.0	0.0	2.9	4.1	0.0	6.1	6.1	4.8	4.9	3.4	4.6	4.6	3.8	3.4	1.9	6.5	6.5	5.5	5.3	3.2	7.1	7.1
Other accrued liabilities	4.2	3.2	0.0	3.1	3.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.2	0.0	0.0	0.0	0.0	1.3	0.0	0.0
Operating lease liabilities	0.0	0.0	2.7	0.0	3.0	3.1	3.1	3.1	3.0	3.0	3.2	3.2	3.1	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7
Deferred revenue	57.2	69.0	68.5	67.1	58.0	71.7	71.7	78.5	79.7	71.5	81.7	81.7	89.6	81.9	72.1	93.8	93.8	102.8	99.1	88.1	105.8	105.8
q/q growth			-0.8%	-1.9%	-13.6%	23.6%		9.5%	1.5%	-10.3%	14.3%		9.6%	-8.6%	-11.9%	30.0%		9.6%	-3.6%	-11.1%	20.0%	
y/y growth			34.3%	37.1%	20.3%	3.9%		14.7%	18.7%	23.2%	14.0%		14.1%	2.7%	0.9%	14.7%		14.7%	21.0%	22.2%	12.8%	
Total Current Liabilities	72.9	90.3	84.8	90.4	77.0	95.0	95.0	101.8	101.6	90.2	112.5	112.5	109.5	107.1	95.2	125.2	125.2	128.0	129.3	113.6	145.0	145.0
Non-Current Liabilities																						
Long-term debt	24.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Operating lease liabilities, noncurrent	0.0	0.0	5.6	5.5	4.7	4.5	4.5	3.9	3.3	2.7	2.1	2.1	1.4	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2
Deferred revenue, noncurrent	4.5	2.7	2.3	2.5	2.6	3.3	3.3	2.9	3.2	3.8	2.7	2.7	2.6	1.0	1.1	1.1	1.1	1.0	0.8	0.9	0.8	0.8
	-		-15.6%	7.8%	4.5%	27.1%		-12.2%	12.0%	17.3%	-27.2%		-6.4%	-59.9%	10.9%	-0.1%		-9.3%	-24.0%	14.1%	-13.7%	
			-59.5%	-53.9%	-5.5%	20.7%		25.6%	30.5%	46.5%	-16.1%		-10.5%	-68.0%	-69.7%	-58.4%		-59.7%	-23.6%	-21.4%	-32.1%	
Other liabilities	1.4	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Liabilities	103.7	93.5	92.7	98.4	84.2	102.8	102.8	108.5	108.1	96.7	117.3	117.3	113.5	109.3	97.5	127.6	127.6	130.2	131.2	115.7	146.9	146.9
Redeemable convertible preferred stock	259.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0					0.0					0.0
Preferred stock	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0					0.0					0.0
Common stock	0.0		0.0	0.0	0.0	0.0		0.0	0.0	0.0		0.0										
	37.4	0.0 525.4	537.0	0.0 544.6	553.3	561.5	0.0 561.5	573.8	588.8	604.6	0.0 621.0	0.0	640.9	658.2			0.0					0.0
Additional paid-in capital Accumulated other comprehensive incom	0.0	(0.2)	(0.9)	(1.0)	(1.4)	(0.8)	(0.8)	(0.5)	(0.3)	(0.1)	0.1	621.0 0.1	(0.2)	0.0			0.0					0.0
Accumulated other comprehensive incom Accumulated deficit	(283.8)	(342.0)	(361.8)	(377.2)	(393.9)	(410.5)	(410.5)	(432.4)	(453.0)	(469.3)	(490.7)	(490.7)	(511.7)	(531.5)			0.0					0.0
Accountation denote	(200.0)	(042.0)	(501.0)	(011.2)	(000.0)	(+10.5)	(+10.5)	(402.4)	(400.0)	(403.0)	(450.7)	(+30.7)	(511.7)	(001.0)			0.0					0.0
Stockholder's Equity	(246.3)	183.2	174.3	166.4	158.1	150.3	150.3	141.0	135.5	135.3	130.4	130.4	129.1	126.6	123.3	118.8	118.8	118.5	121.0	122.6	123.2	123.2
Total liabilities, Redeemable conertible	117.2	276.7	267.0	264.8	242.3	253.0	253.0	249.5	243.7	232.0	247.8	247.8	242.6	235.9	220.8	246.4	246.4	248.6	252.2	238.3	270.2	270.2

**Exhibit 92: Couchbase Cash Flow Statement** 

\$ in millions, except per share data Jan-23 Jul-23 Oct-23 Jan-24 Jan-24 Jan-25 Apr-22 Jul-22 Oct-22 Jan-23 Apr-23 Apr-24 Jul-24 Oct-24 Jan-25 Apr-25 Jul-25 Oct-25 Jan-26 FY22 FY24 CASH FLOW STATEMENT **OPERATING ACTIVITIES** (58.2) (16.6 (68.5)(21.9) (16.3)(21.4)(80.2) (14.7) (16.6) (72.2)(12.5)(9.8) (10.6) (13.3)(46.2 Adjustments to reconcile net loss to net cash used in operating activities Depreciation and Amortization 0.4 0.4 0.9 0.9 2.5 0.9 1.0 1.0 1.0 Amortization of debt issuance costs 0.0 0.0 Debt prepayment costs 0.0 0.0 0.0 0.0 6.8 0.0 0.0 0.0 0.0 0.0 0.0 0.0 Stock-based compensation 10.8 5.5 6.7 6.9 25.8 9.3 12.1 11.8 12.6 45.8 14.6 16.2 10.1 10.9 51.8 10.4 10.6 10.5 12.2 43.8 10.4 Amortization of deferred commissions 13.8 4.0 4.4 0.8 17.0 18.6 4.2 4.6 4.9 17.8 5.4 22.2 5.2 5.4 6.1 0.8 Non-cash lease expense 0.0 0.6 0.8 0.8 2.9 0.8 0.8 0.8 3.1 0.8 8.0 0.0 Impairment of capitalized internal-use software 5.2 Foreign currency transaction losses 0.0 (0.8)0.1 0.8 0.3 0.2 0.1 (0.1) (0.6 (1.0) (0.8) (1.0) (3.6) (0.8) (0.6) 0.0 Changes in operating assets and liabilities Accounts receivable (14.6)Deferred commissions (13.5 (20.5) (3.8) (3.9) (4.6) (17.6) (4.3) (4.7) (10.9) (24.8) (3.1) (4.4) (22.4)(5.6) (11.2) (27.8) Prepaid expenses and other assets 0.1 0.3 (1.5) 1 9 (0.9 (0.2) (1.5) 1.0 (3.1 (2.3) ักก (0.7) (1.1) (0.5) (0.8) 0.5 (3.1) (0.5)2.8 (2.1)(2.0 (0.5) (3.7) (0.0) 3.4 (0.8)(0.7 (0.2) (0.5)Accounts payable Accrued compensation and benefits 0.3 2.5 (3.5) 2.3 (9.2) 5.2 (3.1) 4.5 5.4 Accrued expenses and other liabilities 0.0 (0.5)(0.1) 1.1 (0.7) (0.8) 2. 3 1 (0.6) (0.9) (1.1) 1.5 (1.5)(0.8) (0.8) (0.3) (0.8) 0.7 24 2.0 (0.9)(0.3)(0.8) 2.6 0.6 (0.8 (0.8) 0.0 Operating lease liabilities (0.7) (0.8)(0.8)(0.8)(0.8)(0.8) (0.8)(0.8)(0.8)(0.8)(0.8)(0.8)(0.8)Deferred revenue (9.6) (3.9) (10.9) Net cash used in operating activities (39.2) (41.6) (8.6) (7.7) (14.7) (10.2) (41.2) (7.2) (0.5) (12.7) (6.5) 1.6 (4.9) (13.7) 3.9 (13.0)5.3 2.9 (11.9) 8.7 4.9 80% 170% -52% -25% 2859 -13% -37% -35% -122% 834% 8% -161% -52% 237% -159% 120% -138% OCF margin -38% -34% -25% -19% -38% -259 -27% -18% -1% -28% -13% -15% 3% -9% -27% 7% -6% 9% 5% -20% 13% 2% INVESTING ACTIVITIES Purchases of short-term investments (112.5) (53.6) (15.8) (41.2) (34.0 (144.6) (7.8)(56.5) (26.1) (131.2) (19.5) (18.4)(37.8)0.0 Maturities of short-term investments 0.9 21.3 9.6 23.2 48.3 45.8 126.9 19.4 50.7 41.9 39.3 151.3 24.1 34.0 58.1 0.0 (1.0) (1.2)Additions to property and equipment (0.8 (5.6) (1.3 (1.1) (22.4) (92.0) (44.8) 10.2 (23.4) 10.3 (6.9) (1.0) (1.1) 16.2 (1.2) (1.2) (4.9) Net cash used in investing activities (1.2) FINANCING ACTIVITIES 0.0 Payments of debt (25.0) 0.0 0.0 0.0 0.0 0.0 Proceeds from issuance of debt, net of issuance costs 0.0 Proceeds from issuance of Series G redeemable convertible preferred stock 104.3 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 Proceeds from exercise of stock options 7.5 2.6 0.8 0.7 1.2 5.2 1.9 27 2.7 3.6 10.9 3.3 0.8 2.0 2.0 2.5 2.5 2.5 2.5 10.0 Proceeds from issuance of common stock under ESPP 0.0 3.5 0.0 0.0 1.0 0.0 0.0 4.5 0.8 0.0 1.2 0.0 2.0 1.8 1.8 0.0 Proceeds from IPO, net of underwriting discounts and commissions 214.9 0.0 0.0 0.0 0.0 Payment of fractional shares in reverse stock split (0.0)0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 Payments of deferred offering costs Net cash provided by financing activities 80.5 0.8 1.6 1.2 2.8 3.9 3.6 12.9 5.1 0.8 2.0 2.0 2.5 2.5 2.5 2.5 10.0 192.4 6.1 9.7 2.7 9.9 FX Impact on cash and equivalents (0.3) 0.0 0.2 (0.4)(0.7)(0.1)(0.0)0.5 (0.4)(0.1)(0.1)(0.0) (0.6 (0.3)0.1 (0.2)Cash balance, beginning of period 37.3 95.7 47.7 46.3 46.2 41.4 46.9 41.4 52.0 62.6 49.9 61.4 65.5

38.8

95.7

40.4

40.4

(4.8)

40.4

10.1

10.6

(12.7)

Source: Company reports, Guggenheim Securities, LLC estimates and analysis

19.1

58.4

95.7

(48.0)

Net change in cash

Cash balance, end of period

41.4

54.8

55.0

(10.5)

54.8

10.1

Exhibit 93: Couchbase Discounted Cash Flow Analysis (DCF) - Base Case

Assumptions and inputs		
Current risk-free rate		4.30%
Beta		1.50
Historical equity risk premium		6.5%
Terminal growth rate		5.0%
Market Value (SM)	5	767
Diebt Value (\$M)	\$	-
Cost of equity		14.1%
Cost of debt		
Tax rate		21.0%
WACC		14.1%
Last earnings period end		7/31/2024
NextFiscal Year End		1/31/2025

Scenario 1: Base Case															
	-	Historicals			Нуре	r G row th Per	lod			Trans	itionary Peri	od		Terminal	
Fisoalyear	F2022	F 2023	F2024	F2026E	F2028E	F2027E	F2028E	F2029E	F2030E	F2031E	F2082E	F2033E	F2034E	F 2086E	Perp
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033		
Period				0.5	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9.5	10.5	
tisk free rate	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	
leta	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.42	1.33	1.25	1.17	1.08	1.00	
Equity risk premium	đ.5%	d.8%	0.5%	6.696	6.5%	0.5%	0.5%	0.5%	6.5%	6.5%	6.6%	6.5%	6.5%	£ 5%	
Cost of equity	14.196	14.196	14.196	14.196	14.1%	14.196	14.1%	14.1%	13.5%	13.0%	12.4%	11.9%	11.3%	10.5%	
Cost of debt	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Odbt/Total Value			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
WACC			14.196	14.1%	14.1%	14.1%	14.1%	14.196	13.5%	13.0%	12496	11.9%	11.396	10.8%	
Discountfactor		540	0010300	0.986	0.821	0.720	0.631	0.553	0.498	0.453	0.415	0.385	0.360	0.341	
otal Revenue	124	166	180	208	243	293	382	461	647	846	741	826	894	939	
y/y change		25.3%	15.3%	15.0%	16.0%	20.6%	23.6%	24.5%	21,3%	15.0%	14.0%	11.5%	5.3%	5.0%	
me Cash Flow to Firm (FCFF)	(43)	(47)	(32)	(17)	0	6	22	38	68	110	169	216	273	329	
FC F margh	00	-30.3%	-17.0%	-5.3%	0.0%	1.7%	6.0%	0.0%	12.5%	17.0%	21.5%	26.0%	30.5%	36%	
y/y change		9.4%	-32,0%	-45.5%	-100,4%	7292.3%	345.5%	55.0%	89.5%	60,5%	45.196	34.0%	27.0%		
luted Shares Outstanding	28	45	47	51	62	82	68	72	76	79	82	85	87	89	
yly change			5.5%	5.0%	2.5%	17.0%	10.0%	0.0%	5.3%	4.796	4.0%	3.3%	2,7%	2.0%	
FCFF per chare			- 0	(0.34)	0.00	0.08	0.32	0.60	0.90	1.39	1.93	2.52	312	3.69	
NPV of FCF per share			- 3	(0.32)	0.00	0.08	0.20	0.28	0.45	0.63	0.80	0.87	1.13	1.28	

U pside/(D ownside) Potential		87%
Current Price	5	16.12
Total NPV/Share		30.20
Shares outstanding	11/12/00	48
Working Capital - 5% of revenue		10.4
Not cash belance		157
Net Cash pershare		3.07
Total NPV of FC F/Share		\$27.13
Terminal Value FCF/Share		\$21.67
NPV of FCF/Share, F2023-F2033		\$5.46

**CFLT** Exhibit 94: Confluent GAAP Income Statement s in millions, except per share amounts

	Dec-21	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Dec-23	Mar-24	Jun-24	Sep-24 3Q24E	Dec-24	Dec-24	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	Dec-25 2025E
OAAD Inner Olympia	2021	2022	1Q23	2Q23	3Q23	4Q23	2023	1Q24	2Q24	3Q24E	4Q24E	2024E	1Q25E	2Q25E	3Q25E	4Q25E	2025E
GAAP Income Statement Subscription	347.1	535.0	160.6	176.5	189.3	202.8	729.1	206.9	224.7	233.4	245.8	910.8	256.8	278.7	283.7	298.4	1117.6
q/q change	347.1	333.0	3.4%	9.9%	7.2%	7.1%	125.1	2.0%	8.6%	3.9%	5.3%	910.0	4.5%	8.5%	1.8%	5.2%	1117.0
y/y change	66.4%	54.1%	40.9%	38.9%	36.4%	30.5%	36.3%	28.9%	27.3%	23.3%	21.2%	24.9%	24.1%	24.0%	21.6%	21.4%	22.7%
y/y change	00.478	34.170	40.370	30.370	30.470	30.070	30.370	20.370	27.570	25.570	21.270	24.370	24.170	24.070	21.070	21.470	22.770
Services	40.8	50.9	13.7	12.8	10.9	10.4	47.8	10.3	10.3	11.8	12.3	44.7	13.6	15.0	14.2	14.7	57.5
q/q change	10.0	00.0	3.1%	-6.8%	-14.7%	-4.7%	41.0	-0.6%	-0.5%	15.1%	3.6%		11.3%	9.8%	-5.3%	3.5%	00
y/y change	45.9%	24.9%	12.4%	3.3%	-16.1%	-22.0%	-6.1%	-24.8%	-19.6%	8.5%	17.9%	-6.5%	32.0%	45.7%	19.8%	19.8%	28.6%
y/y change	70.070	2 1.070	12.170	0.070	10.170	22.070	0.770	2 1.070	10.070	0.070	17.070	0.070	02.070	10.770	10.070	10.070	20.070
Total Revenue	387.9	585.9	174.3	189.3	200.2	213.2	777.0	217.2	235.0	245.2	258.0	955.5	270.4	293.6	297.9	313.1	1175.1
q/q change			3.3%	8.6%	5.8%	6.5%	-	1.9%	8.2%	4.4%	5.2%		4.8%	8.6%	1.4%	5.1%	
y/y change	63.9%	51.1%	38.2%	35.8%	31.9%	26.4%	32.6%	24.6%	24.1%	22.5%	21.0%	23.0%	24.5%	25.0%	21.5%	21.3%	23.0%
,,,																	
Cost of Subscription	94.9	146.3	42.9	44.2	44.1	44.8	176.0	48.4	52.9	59.2	62.3	222.8	64.0	69.4	70.6	74.3	278.3
% subscription gross margin	72.7%	72.7%	73.3%	75.0%	76.7%	77.9%	75.9%	76.6%	76.5%	74.6%	74.6%	75.5%	75.1%	75.1%	75.1%	75.1%	75.1%
Cost of Services	42.4	56.1	15.2	13.7	12.4	12.3	53.7	12.9	12.1	12.8	13.3	51.1	14.4	15.7	15.0	15.6	60.8
% service gross margin	-4.1%	-10.1%	-11.0%	-7.3%	-14.1%	-17.8%	-12.2%	-24.5%	-17.8%	-8.2%	-8.5%	-14.2%	-5.3%	-5.1%	-6.1%	-6.3%	-5.7%
Total cost of revenue	137.3	202.4	58.1	57.9	56.5	57.1	229.7	61.2	65.0	72.0	75.6	273.9	78.3	85.2	85.7	89.9	339.1
% of total revenue	35.4%	34.5%	33.4%	30.6%	28.2%	26.8%	29.6%	28.2%	27.7%	29.4%	29.3%	28.7%	29.0%	29.0%	28.8%	28.7%	28.9%
						. = -			:	.== :							
Gross Profit	250.6	383.5	116.2	131.4	143.6	156.1	547.3	156.0	170.0	173.2	182.4	681.6	192.1	208.5	212.2	223.2	836.0
% gross margin	64.6%	65.5%	66.6%	69.4%	71.8%	73.2%	70.4%	71.8%	72.3%	70.6%	70.7%	71.3%	71.0%	71.0%	71.2%	71.3%	71.1%
y/y change	55.5%	53.1%	44.5%	46.1%	45.7%	36.1%	42.7%	34.3%	29.4%	20.6%	16.8%	24.5%	23.1%	22.6%	22.5%	22.4%	22.6%
December of december of	404.0	0040	04.0	05.7	04.0	00.0	040.0	07.0	400.4	05.4	407.0	400.0	07.0	405.4	400.0	440.4	404.0
Research and development	161.9 53.6%	264.0 63.1%	84.9 47.2%	85.7 32.9%	91.2 30.2%	86.9 21.1%	348.8 32.1%	97.6 14.9%	106.1 23.8%	95.4 4.5%	107.6 23.7%	406.6 16.6%	97.0 -0.6%	105.4 -0.7%	106.9 12.1%	112.4	421.6 3.7%
y/y change						40.8%				4.5% 38.9%				-0.7% 35.9%		4.4%	3.7%
% of total revenue	41.7%	45.1%	48.7%	45.3%	45.6%		44.9%	44.9%	45.1%		41.7%	42.6%	35.9%		35.9%	35.9%	
Sales and Marketing	319.3	456.5	128.6	127.8	128.6	119.9	504.9	131.4	132.9	134.4	128.5	527.2	132.8	136.9	143.4	135.0	548.1
y/y change	92.0% 82.3%	42.9%	20.5% 73.8%	13.3% 67.5%	12.5%	-2.3% 56.2%	10.6%	2.1%	4.0% 56.5%	4.5% 54.8%	7.2% 49.8%	4.4% 55.2%	1.1% 49.1%	3.1% 46.6%	6.7% 48.1%	5.1%	4.0% 46.6%
% of total revenue General and administrative	108.9	77.9% 124.6	73.8% 35.4	36.3	64.3% 31.9	33.9	65.0% 111.8	60.5% 38.4	39.4	54.8% 32.6	49.8% 34.3	144.8	49.1% 34.0	46.6% 36.9	48.1% 37.4	43.1% 39.3	46.6% 147.6
y/y change	-11.1%	14.4%	28.7%	21.2%	-3.5%	-3.6%	-10.3%	8.7%	8.5%	2.4%	1.1%	29.5%	-11.6%	-6.4%	14.7%	14.6%	1.9%
% of total revenue	28.1%	21.3%	20.7%	19.2%	-3.5% 15.9%	15.9%	14.4%	17.7%	16.8%	13.3%	13.3%	15.2%	12.6%	12.6%	12.6%	12.6%	12.6%
Restructuring	20.1%	21.3%	33.4	0.9	0.5	0.0	14.4%	0.0	0.0	13.3%	13.3%	15.2%	12.0%	12.0%	12.0%	12.0%	12.0%
Restructuring			33.4	0.5	0.5	0.0		0.0	0.0								
Total operating expenses	590.2	845.1	282.3	250.7	251.7	240.8	965.5	267.4	278.4	262.4	270.5	1078.6	263.8	279.2	287.7	286.7	1117.4
y/y change	49.7%	43.2%	47.1%	21.0%	15.8%	4.8%	14.2%	-5.3%	11.0%	4.2%	12.3%	11.7%	-1.3%	0.3%	9.6%	6.0%	3.6%
% total revenue	152.2%	144.2%	161.9%	132.5%	125.8%	113.0%	124.3%	123.1%	118.5%	107.0%	104.8%	112.9%	97.6%	95.1%	96.6%	91.6%	95.1%
70 total revenue	102.270	177.270	101.570	132.070	120.070	113.070	124.570	123.170	110.070	107.070	104.070	112.370	37.070	30.170	30.070	31.070	30.170
Operating income (loss)	(339.6)	(461.6)	(166.1)	(119.4)	(108.1)	(84.7)	(418.2)	(111.4)	(108.3)	(89.2)	(88.1)	(397.0)	(71.7)	(70.7)	(75.5)	(63.5)	(281.4)
y/y change	-45.7%	-35.9%	-49.0%	-1.8%	9.1%	26.4%	9.4%	33.0%	9.2%	17.5%	-4.0%	5.1%	35.6%	34.7%	15.4%	27.9%	29.1%
% operating margin	-87.6%	-78.8%	-95.3%	-63.1%	-54.0%	-39.7%	-53.8%	-51.3%	-46.1%	-36.4%	-34.1%	-41.5%	-26.5%	-24.1%	-25.3%	-20.3%	-23.9%
Interest income	2.0	6.3					0.0			2.6	2.6	5.2	2.6	2.6	2.6	2.6	10.5
Other income (expense), net	(2.0)	10.1	15.2	17.6	17.5	21.8	72.1	20.9	21.9	18.4	18.1	79.1	18.6	18.4	18.5	19.0	74.5
Loss before income taxes	(339.6)	(445.2)	(150.9)	(101.8)	(90.6)	(62.9)	(346.1)	(90.5)	(86.5)	(68.2)	(67.4)	(312.6)	(50.5)	(49.7)	(54.4)	(41.9)	(196.5)
						. 1					. 1					1	
Provision for (benefit from) income taxes	3.2	6.3	1.6	1.7	1.6	31.2	36.1	2.5	3.4	1.0	1.0	7.9	0.8	0.7	0.8	0.6	2.9
Income tax rate	-0.9%	-1.4%	-1.1%	-1.6%	-1.7%	-49.6%	-10.4%	-2.7%	-3.9%	-1.5%	-1.5%	-2.5%	-1.5%	-1.5%	-1.5%	-1.5%	-1.5%
Net loss	(342.8)	(451.4)	(152.6)	(103.4)	(92.1)	(94.1)	(382.2)	(93.0)	(89.9)	(69.3)	(68.4)	(320.5)	(51.3)	(50.4)	(55.2)	(42.5)	(199.4)
GAAP EPS	(\$1.82)	(\$1.61)	(\$0.52)	(\$0.35)	(\$0.30)	(\$0.30)	(\$1.27)	(\$0.30)	(\$0.28)	(\$0.21)	(\$0.21)	(\$1.00)	(\$0.16)	(\$0.15)	(\$0.17)	(\$0.13)	(\$0.61)
y/y change	17.6%	11.3%	-26.2%	17.9%	26.3%	17.6%	21.2%	43.4%	19.0%	29.2%	31.1%	21.3%	46.5%	45.2%	22.1%	39.2%	39.3%
Shares Outstanding																	
Basic	188.6	280.0	291.9	297.8	303.9	309.1	300.7	314.2	319.4	322.6	325.8	320.5	323.7	327.0	330.2	333.5	328.6
y/y growth	81.0%	48.5%	7.0%	7.0%	7.7%	7.8%	7.4%	7.7%	7.2%	6.2%	5.4%	6.6%	3.0%	2.4%	2.4%	2.4%	2.5%
q/q growth			1.8%	2.0%	2.0%	1.7%		1.7%	6.2%	1.0%	1.0%		1.0%	1.0%	1.0%	1.0%	
Diluted	188.6	280.0	291.9	297.8	303.9	309.1	300.7	314.2	319.4	322.6	325.8	320.5	323.7	327.0	330.2	333.5	328.6
y/y growth	81.0%	48.5%	7.0%	7.0%	7.7%	7.8%	7.4%	7.7%	7.2%	6.2%	5.4%	6.6%	3.0%	2.4%	2.4%	2.4%	2.5%
q/q growth			1.8%	2.0%	2.0%	1.7%		1.7%	1.7%	1.0%	1.0%		-0.6%	1.0%	1.0%	1.0%	

**Exhibit 95: Confluent Non-GAAP Income Statement** 

	Dec-21 2021	Dec-22 2022	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	Dec-23 2023	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	Dec-24 2024E	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	Dec-25 2025E
Non-GAAP Income Statement	2021	2022	1023	2023	3Q23	4023	2023	IQ24	2Q24	3QZ4E	4Q24E	2024E	TQZSE	2Q25E	3Q23E	4Q25E	2023E
Subscription	347.1	535.0	160.6	176.5	189.3	202.8	729.1	206.9	224.7	233.4	245.8	910.8	256.8	278.7	283.7	298.4	1117.6
q/q change			-70.0%	9.9%	7.2%	7.1%		-71.6%	8.6%	3.9%	5.3%		4.5%	8.5%	1.8%	5.2%	
y/y change	66.4%	50.0%	40.9%	38.9%	36.4%	30.5%	50.0%	28.9%	27.3%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%
% of total revenue	89.5%	91.3%	92.1%	93.2%	94.5%	95.1%	93.8%	95.2%	95.6%	95.2%	95.3%	95.3%	95.0%	94.9%	95.2%	95.3%	95.1%
Services	40.8	50.9	13.7	12.8	10.9	10.4	47.8	10.3	10.3	11.8	12.3	44.7	13.6	15.0	14.2	14.7	57.5
q/q change			-73.0%	-6.8%	-14.7%	-4.7%		-78.4%	-0.5%	15.1%	3.6%		11.3%	9.8%	-5.3%	3.5%	
y/y change	45.9%	25.0%	12.4%	3.3%	-16.1%	-22.0%	25.0%	-24.8%	-19.6%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
% of total revenue	10.5%	8.7%	7.9%	6.8%	5.5%	4.9%	6.2%	4.8%	4.4%	4.8%	4.7%	4.7%	5.0%	5.1%	4.8%	4.7%	4.9%
Total Revenue	387.9	585.9	174.3	189.3	200.2	213.2	777.0	217.2	235.0	245.2	258.0	955.5	270.4	293.6	297.9	313.1	1175.1
g/g change			-70.3%	8.6%	5.8%	6.5%		-72.0%	8.2%	4.4%	5.2%		4.8%	8.6%	1.4%	5.1%	
y/y change	63.9%	51.1%	38.2%	35.8%	31.9%	26.4%	32.6%	24.6%	24.1%	22.5%	21.0%	23.0%	24.5%	25.0%	21.5%	21.3%	23.0%
-																	
Cost of Subscription	81.7	122.6	36.3	37.0	37.8	38.5	149.5	39.9	43.1	51.3	54.1	188.4	56.5	61.3	62.4	65.7	245.9
% subscription gross margin	76.5%	77.1%	77.4%	79.0%	80.1%	81.0%	79.5%	80.7%	80.8%	78.0%	78.0%	79.3%	78.0%	78.0%	78.0%	78.0%	78.0%
Cost of Services	36.6	46.2	12.4	10.5	9.7	9.6	42.2	10.1	9.8	10.9	11.3	42.1	12.6	13.8	13.0	13.5	52.9
% service gross margin	10.1%	9.2%	9.9%	18.1% <b>47.5</b>	11.1%	7.4%	11.8%	1.8%	4.9%	8.0%	8.0%	5.9%	8.0%	8.0%	8.0%	8.0%	8.0%
Total cost of revenue	118.3	168.9	48.6		47.5	48.1	191.7	50.1	52.9	62.2	65.3	230.5	69.0	75.1	75.5	79.2	298.8
% of total revenue	30.5%	28.8%	27.9%	25.1%	23.7%	22.6%	24.7%	23.1%	22.5%	25.4%	25.3%	24.1%	25.5%	25.6%	25.3%	25.3%	25.4%
Gross Profit	269.6	417.1	125.7	141.8	152.7	165.1	585.3	167.1	182.1	183.0	192.7	725.0	201.4	218.6	222.4	234.0	876.3
% gross margin	69.5%	71.2%	72.1%	74.9%	76.3%	77.4%	75.3%	76.9%	77.5%	74.6%	74.7%	75.9%	74.5%	74.4%	74.7%	74.7%	74.6%
y/y change	62.9%	54.7%	42.9%	44.1%	41.8%	34.1%	40.3%	33.0%	28.4%	19.8%	16.7%	23.9%	20.5%	20.0%	21.5%	21.4%	20.9%
Research and development	110.6	159.9	53.2	49.0	52.8	50.0	204.9	51.8	59.7	58.9	69.2	239.5	62.2	67.5	68.5	72.0	270.3
y/y change	54.5%	44.6%	45.6%	26.2%	25.9%	17.1%	28.1%	-2.7%	22.0%	11.5%	38.4%	16.9%	20.1%	13.1%	16.4%	4.1%	12.8%
% of total revenue	28.5%	27.3%	30.5%	25.9%	27.0%	27.0%	26.4%	23.8%	25.4%	24.0%	26.8%	25.1%	23.0%	23.0%	23.0%	23.0%	23.0%
Sales and marketing	259.6	354.6	99.1	93.4	95.5	88.5	376.5	95.6	97.5	105.4	98.1	396.6	105.5	107.2	113.2	103.3	429.2
y/y change	71.5%	36.6%	16.6%	7.4%	9.8%	-7.5%	6.2%	-3.5%	4.4%	10.4%	10.8%	5.3%	10.3%	9.9%	7.3%	5.4%	8.2%
% of total revenue	66.9%	60.5%	56.8%	49.3%	65.0%	65.0%	48.5%	44.0%	41.5%	43.0%	38.0%	41.5%	39.0%	36.5%	38.0%	33.0%	36.5%
General and administrative	60.0	79.5	13.7	16.8	15.3	15.3	61.2	23.1	23.6	19.6	20.6	86.9	21.6	23.5	23.8	25.1	94.0
y/y change	88.6%	32.4%	-24.2%	-13.5%	-26.6%	-27.2%	-23.0%	67.8%	40.2%	27.8%	34.7%	41.9%	-6.2%	-0.3%	21.5%	21.3%	8.2%
% of total revenue	15.5%	13.6%	14.0%	8.9%	14.0%	14.0%	7.9%	14.0%	10.0%	8.0%	8.0%	9.1%	8.0%	8.0%	8.0%	8.0%	8.0%
T. 4.1	400.0	504.0	400.0	450.4	400.0	450.0	040.0	470.4	400.0	400.0	407.0	700.0	400.0	400.0		200.4	700 5
Total operating expenses	<b>430.2</b> 68.9%	<b>594.0</b> 38.1%	166.0 18.9%	159.1 9.6%	163.6 9.2%	153.8 -3.5%	642.6 8.2%	170.4 2.7%	180.8 13.6%	183.9 12.4%	187.9 22.1%	<b>723.0</b> 12.5%	189.3 11.1%	198.2 9.6%	205.5 11.8%	200.4 6.7%	<b>793.5</b> 9.7%
y/y change	08.9%	38.1%	18.9%	9.0%	9.2%	-3.5%	8.2%	2.7%	13.0%	12.4%	22.1%	12.5%	11.1%	9.0%	11.6%	0.7%	9.7%
% of total revenue																	
Operating income (loss)	(160.6)	(176.9)	(40.3)	(17.3)	(10.9)	11.2	(57.3)	(3.3)	1.3	(0.9)	4.8	2.0	12.1	20.3	16.9	33.6	82.9
y/y change	-79.8%	-10.1%	22.0%	62.9%	74.1%	131.0%	67.6%	91.9%	107.7%	91.5%	-57.0%	103.4%	469.2%		1918.9%	593.5%	4119.5%
% operating margin	-41.4%	-30.2%	-23.1%	-9.2%	-5.5%	5.3%	-7.4%	-1.5%	0.6%	-0.4%	1.9%	0.2%	4.5%	6.9%	5.7%	10.7%	7.1%
Interest increase	2.0																
Interest income Other income (expense), net	2.0 (1.8)	6.3 13.9	16.1	18.6	18.5	0.0 22.7	75.9	21.8	22.8	19.3	19.0	82.9	19.6	19.4	19.4	19.9	78.3
Other income (expense), net	(1.0)	13.9	10.1	10.0	10.0	22.1	75.9	21.0	22.0	19.5	19.0	02.9	19.0	19.4	19.4	19.9	76.3
Loss before income taxes	(160.4)	(156.7)	(24.2)	1.2	7.6	34.0	18.6	18.5	24.1	18.4	23.9	84.9	31.7	39.7	36.3	53.5	161.1
Provision for (benefit from) income taxes	2.3	4.7	1.3	1.2	1.2	1.8	5.5	2.7	3.6	1.8	4.3	12.4	7.3	9.1	8.3	12.3	37.1
Income tax rate	-1.5%	-3.0%	-5.3%	95.2%	16.4%	5.3%	29.6%	14.7%	14.8%	10.0%	18.0%	14.6%	23.0%	23.0%	23.0%	23.0%	23.0%
Net income (loss)	(162.8)	(161.4)	(25.5)	0.1	6.3	32.2	13.1	15.8	20.6	16.5	19.6	72.5	24.4	30.6	27.9	41.2	124.1
Non-GAAP EPS (Diluted)	(\$0.86)	(\$0.58)	(\$0.09)	\$0.00	\$0.02	\$0.09	\$0.04	\$0.05	\$0.06	\$0.05	\$0.05	\$0.20	\$0.07	\$0.08	\$0.08	\$0.11	\$0.34
Shares Outstanding																	
Basic	188.6	280.0	291.9	297.8	303.9	309.1	300.7	314.2	319.4	322.6	325.8	320.5	323.7	327.0	330.2	333.5	328.6
y/y growth	81.0%	48.5%	7.0%	7.0%	7.7%	7.8%	7.4%	7.7%	7.2%	6.2%	5.4%	6.6%	3.0%	2.4%	2.4%	2.4%	2.5%
q/q growth			4.2%	2.0%	2.0%	1.7%		1.7%	1.7%	1.0%	1.0%		-0.6%	1.0%	1.0%	1.0%	
Diluted	188.6	280.0	291.9	339.3	346.2	342.3	329.9	345.6	354.2	356.5	358.4	353.7	356.1	359.7	363.3	366.9	361.5
y/y growth	81.0%	48.5%	7.0%	21.9%	22.6%	19.4%	17.8%	18.4%	4.4%	3.0%	4.7%	7.2%	3.0%	1.5%	1.9%	2.4%	2.2%
q/q growth			4.2%	16.2%	2.0%	-1.1%		1.0%	2.5%	0.6%	0.5%		-0.6%	1.0%	1.0%	1.0%	
Source: Company reports	C	l :		:4: 1	10												

Exhibit 96: Confluent Balance Sheet

	Dec-21 2021	Dec-22 2022	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	Dec-23 2023	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	Dec-24 2024E	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	Dec-25 2025E
Assets	202.	2022	. 420	1410	0 4 2 0	. 420	2020	. 42.							04202	14202	20202
Current Assets																	
Cash and cash equivalents	1,375.9	435.8	343.5	312.6	317.0	349.8	349.8	336.4	311.3	282.5	337.3	337.3	316.8	320.7	374.2	445.1	445.1
Marketable securities	640.1	1,491.0	1,506.4	1,534.9	1,555.7	1,551.0	1,551.0	1,570.6	1,619.9	1,619.9	1,619.9	1,619.9	1,619.9	1,619.9	1,619.9	1,619.9	1,619.9
Accounts receivable, net of allowance	137.5	178.2	169.7	188.7	183.2	230.0	230.0	199.8	257.5	228.4	229.1	229.1	248.8	321.8	277.5	295.1	295.1
Deferred contract acquisition costs	27.6	35.9	36.8	39.2	41.2	43.9	43.9	43.2	44.4	51.9	65.9	65.9	76.3	90.3	106.1	126.7	126.7
Prepaid expenses and other current ass	44.9	57.2	58.7	64.2	70.9	77.0	77.0	76.1	74.1	98.1	103.2	103.2	108.2	117.5	119.2	125.3	125.3
Total Current Assets	2,226.1	2,198.1	2,115.0	2,139.7	2,168.1	2,251.7	2,251.7	2,226.1	2,307.2	2,280.7	2,355.3	2,355.3	2,369.9	2,470.0	2,496.8	2,612.0	2,612.0
Long-term assets																	
Property and equipment, net	14.4	29.1	35.5	43.6	48.0	54.0	54.0	61.6	66.8	66.2	66.1	66.1	66.2	66.9	67.7	68.8	68.8
Operating lease right-ofuse assets	37.3	29.5	12.6	11.9	10.9	10.1	10.1	9.2	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0
Goodwill and intangible assets, net	57.5	23.5	45.9	45.8	45.7	55.5	55.5	55.0	54.5	10.0	10.0	0.0	10.0	10.0	10.0	10.0	0.0
Deferred contract acquisition costs, non-	51.2	68.4	67.1	67.5	69.2	75.8	75.8	73.5	74.3	96.4	122.3	122.3	141.7	167.6	197.1	235.2	235.2
Other assets, non-current	13.8	19.8	16.6	19.2	19.8	13.8	13.8	14.2	15.7	34.3	36.1	36.1	37.9	41.1	41.7	43.8	43.8
Total long-term assets	116.7	146.7	177.8	188.0	193.6	209.2	209.2	213.5	221.2	206.9	234.5	234.5	255.8	285.7	316.5	357.8	357.8
Total Assets	2,342.7	2,344.8	2,292.8	2,327.6	2,361.7	2,460.8	2,460.8	2,439.6	2,528.5	2,487.7	2,589.8	2,589.8	2,625.7	2,755.7	2,813.3	2,969.8	2,969.8
	2,0 .2	_,0 :0	_,	_,0	_,	2, 10010	2, 10010	2, .00.0	_,0_0.0	_,	2,000.0	2,000.0	_,0_0	2,	2,0.0.0	2,000.0	2,000.0
Current Liabilities																	
Accounts payable	7.6	21.4	10.4	2.5	2.0	6.7	6.7	1.9	14.0	2.6	13.6	13.6	2.6	19.9	3.2	16.5	16.5
Accrued expenses and other liabilities	99.0	102.8	87.7	112.5	125.1	141.8	141.8	96.7	166.8	147.1	154.8	154.8	135.2	176.2	178.7	187.9	187.9
Operating lease liabilities	9.2	7.4	7.3	7.6	7.7	7.9	7.9	10.1	10.6	9.8	10.3	10.3	10.8	11.7	11.9	12.5	12.5
Deferred revenue	220.9	290.2	295.7	300.8	300.6	330.6	330.6	330.5	328.8	335.4	369.0	369.0	376.3	376.3	376.3	414.0	414.0
Liability for early exercise of unvested st	11.5	2.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total current liabilities	348.2	424.3	401.2	423.4	435.5	487.0	487.0	439.2	520.2	495.0	547.7	547.7	525.0	584.1	570.2	630.9	630.9
Long term liabilities																	
Operating lease liabilities, non-current	31.6	25.1	23.2	21.4	19.5	17.4	17.4	13.3	12.6	12.6	12.6	12.6	12.6	12.6	12.6	12.6	12.6
Deferred revenue, non-current	25.6	32.6	28.9	27.2	23.2	22.4	22.4	17.1	19.6	19.6	21.6	21.6	20.5	20.5	20.5	22.5	22.5
Other liabilities, non-current	6.4	8.8	9.2	7.9	7.2	35.2	35.2	35.5	12.0	12.0	12.0	12.0	12.0	12.0	12.0	12.0	12.0
Convertible senior notes, net	1,080.7	1,084.5	1,085.4	1,086.4	1,087.4	1,088.3	1,088.3	1,089.3	1,090.2	1,070.3	1,069.3	1,069.3	1,068.4	1,067.5	1,066.5	1,065.6	1,065.6
Total long term liabilities	1,144.3	1,151.0	1,146.8	1,142.9	1,137.2	1,163.4	1,163.4	1,155.2	1,134.4	1,114.5	1,115.5	1,115.5	1,113.5	1,112.5	1,111.6	1,112.7	1,112.7
Total Liabilities	1,492.4	1,575.4	1,548.0	1,566.3	1,572.6	1,650.4	1,650.4	1,594.4	1,654.6	1,609.5	1,663.2	1,663.2	1,638.5	1,696.7	1,681.8	1,743.6	1,743.6
. C.U. EMBILLIO	1,432.4	1,575.4	1,040.0	1,000.0	1,072.0	1,000.4	1,000.4	.,004.4	1,004.0	1,000.0	1,000.2	1,000.2	1,000.0	1,000.1	1,001.0	.,. 45.0	1,7 40.0
Redeemable covertible preferred stock	0.0	0.0	0.0	0.0	0.0	0.0											
Preferred stock	0.0	0.0	0.0	0.0	0.0	0.0											
Common stock	0.0	0.0	0.0	0.0	0.0	0.0											
Convertible founder stock	0.0	0.0	0.0	0.0	0.0	0.0											
Class A common stock	0.0	0.0	0.0	0.0	0.0	0.0		0.0	0.0								
Class B common stock	0.0	0.0	0.0	0.0	0.0	0.0		0.0	0.0								
Additional paid-in capital	1,600.0	1,980.3	2,103.3	2,228.6	2,348.9	2,453.3		2,584.7	2,703.0								
Accumulated other comprehensive (loss) in		-9.5	-4.5	-9.8	-9.8	1.3		-2.3	-2.1								
Accumulated deficit	-748.9	-1,201.4	-1,354.0	-1,457.4	-1,550.1	-1,644.2		-1,737.1	-1,827.0								
Shareholder's equity	850.3	769.5	744.9	761.4	789.1	810.4	810.4	845.2	873.9	878.2	926.6	926.6	987.3	1,059.0	1,131.5	1,226.2	1,226.2
Total liabilities and shareholder's equity	2,342.7	2,344.8	2,292.8	2,327.6	2,361.7	2,460.8	2,460.8	2,439.6	2,528.5	2,487.7	2,589.8	2,589.8	2,625.7	2,755.7	2,813.3	2,969.8	2,969.8

## **Exhibit 97: Confluent Cash Flow Statement**

\$ in millions, except per share data

	Dec-21 2021	Dec-22 2022	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	Dec-23 2023	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	Dec-24 2024E	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	Dec-25 2025E	Mar-26 1Q26E	Jun-26 2Q26E	Sep-26 3Q26E	Dec-26 4Q26E	Dec-26 2026E
CASH FLOW STATEMENT																						
OPERATING ACTIVITIES																						
Net Loss	(342.8)	(451.4)	(152.6)	(103.4)	(92.1)	(94.1)	(382.2)	(93.0)	(89.9)	(69.3)	(68.4)	(320.5)	(51.3)	(50.4)	(55.2)	(42.5)	(199.4)	(38.2)	(38.8)	(44.5)	(28.1)	(149.5)
Adjustments to reconcile net loss to cash used in o	perating acti	ivities:																				
Depreciation and amortization	3.6	7.6	3.1	3.3	3.6	3.9	13.9	4.3	5.8	6.7	6.6	23.5	6.6	6.6	6.7	6.8	26.7	6.9	6.2	5.6	5.0	23.6
Net amortization of premiums on marketable se	2.3	-8.9	(9.1)	(10.6)	(11.3)	(11.5)	-42.5	(10.4)	(9.9)	(0.5)	(0.5)	-21.2	(0.5)	(0.5)	(0.5)	(0.5)	-1.9	(0.5)	(0.5)	(0.5)	(0.5)	-1.9
Amortization of debt issuance costs	0.2	3.8	0.9	1.0	1.0	1.0	3.8	1.0	1.0	1.0	1.0	3.8	1.0	1.0	1.0	1.0	3.8	1.0	1.0	1.0	1.0	3.8
Amortization of deferred contract acquisition of	26.7	37.3	10.5	11.1	11.9	12.4	45.9	12.8	13.3	8.9	8.9	43.9	8.9	8.9	8.9	8.9	35.7	8.9	8.9	8.9	8.9	35.7
Non-cash operating lease costs	11.0	8.6	1.2	1.0	0.9	0.9	4.0	0.9	1.0	0.0	0.0	1.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Common stock charitable donation expense	13.3	0.0	15.7	0.0	0.0	0.0	15.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Stock-based compensation	155.6	277.7	79.3	92.2	89.5	88.9	349.8	95.3	99.1	85.8	90.3	383.8	81.1	88.1	89.4	93.9	352.5	82.2	88.8	90.5	94.8	356.3
Deferred income taxes	1.3	(0.2)	0.0	0.0	0.0	1.9	1.9	0.6	(0.3)			0.3					0.0					0.0
Other	1.8	1.4	0.3	0.6	2.3	(0.8)	2.4	0.8	0.4			1.2					0.0					0.0
Changes in operating assets and liabilities:																						
Accounts receivable	(32.5)	(42.1)	8.1	(19.4)	5.2	(47.5)	(53.6)	29.4	(58.0)	29.1	(0.6)	(0.2)	(19.7)	(73.0)	44.3	(17.6)	(66.1)	(7.4)	(86.7)	52.1	(20.3)	(62.2)
Deferred contract acquisition costs	(57.9)	(62.8)	(10.2)	(13.8)	(15.6)	(21.8)	(61.4)	(9.7)	(15.3)	(16.7)	(23.8)	(65.5)	(9.4)	(16.2)	(17.3)	(25.7)	(68.6)	(8.2)	(16.0)	(17.4)	(27.4)	(68.9)
Prepaid expenses and other assets	(31.4)	(17.9)	3.1	(9.2)	(7.8)	3.4	(10.4)	(1.9)	3.7	(42.6)	(6.9)	(47.7)	(6.7)	(12.5)	(2.3)	(8.2)	(29.7)	(8.5)	(14.2)	(3.6)	(9.4)	(35.7)
Accounts payable	6.1	13.6	(11.3)	(7.4)	(0.5)	4.8	(14.5)	(4.9)	12.0	(11.4)	11.0	6.7	(11.0)	17.3	(16.7)	13.3	2.9	(13.4)	20.6	(20.0)	15.9	3.3
Accrued expenses and other liabilities	61.1	9.9	(16.6)	24.1	10.4	43.4	61.3	(43.8)	46.9	(19.6)	7.7	(8.8)	(19.6)	41.0	2.5	9.1	33.1	(23.5)	48.7	4.0	10.4	39.6
Operating lease liabilities	(10.9)	(9.2)	(2.0)	(1.8)	(1.8)	(1.9)	(7.5)	(1.9)	(2.0)	(0.8)	0.5	(4.2)	0.5	0.9	0.2	0.6	2.2	0.6	1.1	0.3	0.7	2.6
Deferred revenue	87.3	76.4	1.8	3.4	(4.2)	29.2	30.2	(5.4)	0.8	6.6	35.5	37.5	6.3	0.0	0.0	39.7	46.0	7.2	0.0	0.0	44.4	51.5
Net cash used in operating activities	(105.1)	(157.3)	(77.8)	(29.1)	(8.5)	12.2	(103.1)	(26.0)	8.6	(22.7)	61.3	21.2	(13.8)	11.2	61.0	78.7	137.2	7.2	19.1	76.4	95.5	198.2
y/y growth	-28.0%	-49.8%	-41.3%	13.2%	79.6%	145.2%	34.5%	66.6%	129.6%	-166.5%	401.4%	120.6%	47.0%	30.4%	368.2%	28.4%	545.8%	152.4%	70.6%	25.3%	21.3%	44.5%
Operating cash flow margin	-27.1%	-26.9%	-44.6%	-15.4%	-4.3%	5.7%	-13.3%	-11.9%	3.7%	-9.3%	23.8%	2.2%	-5.1%	3.8%	20.5%	25.1%	11.7%	2.2%	5.4%	21.1%	25.2%	13.9%
INVESTING ACTIVITIES																						
Capitalization of internal-use software costs	(5.3)	(10.3)	(4.6)	(5.3)	(3.7)	(4.3)	(17.8)	(5.5)	(4.8)	(4.9)	(5.2)	(20.4)	(5.4)	(5.9)	(6.0)	(6.3)	(23.5)	(6.6)	(7.1)	(7.2)	(7.6)	(28.5)
Purchase of marketable securities	(663.6)	(2051.9)	(453.4)	(546.4)	(235.8)	(351.1)	(1586.7)	(443.3)	(455.9)			(899.2)					0.0					0.0
Sales of marketable securities	0.0	0.0	451.8	0.0	0.0		451.8	0.0	12.7	0.0	0.0	12.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Maturities of marketable securities	271.9	1200.6	(0.5)	523.6	228.3	374.6	1126.0	432.3	403.5			835.8					0.0					0.0
Purchases of property and equipment	(3.6)	(4.1)	0.0_	(0.8)	(0.4)	(1.1)	(2.3)	(0.2)	(1.1)	(1.2)	(1.3)	(3.8)	(1.4)	(1.5)	(1.5)	(1.6)	(5.9)	(1.6)	(1.8)	(1.8)	(1.9)	(7.1)
Other	0.0	0.0	(45.8)	0.0	0.0	(10.0)	(55.8)	0.0	(1.0)	0.0	0.0	(1.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net cash used in investing activities	(400.6)	(865.8)	(52.5)	(28.9)	(11.5)	8.1	(84.9)	(16.8)	(46.5)	(6.1)	(6.5)	(75.9)	(6.8)	(7.3)	(7.4)	(7.8)	(29.4)	(8.2)	(8.9)	(9.0)	(9.5)	(35.6)
FINANCING ACTIVITIES																						
Proceeds from IPO, net of underwriting discounts a	786.6	0.0	0.0	0.0	0.0	0.0	0.0					0.0					0.0					0.0
Proceeds from issuance of common stock upon ex	51.7	42.5	20.8	27.5	14.7	11.0	73.9	14.4	13.1			27.5					0.0					0.0
Proceeds from issuance of common stock upon ea		0.4	0.0	0.0	0.0	0.0	0.0					0.0					0.0					0.0
Repurchases of unvested options	0.0	(0.8)	(0.2)	0.0	(0.0)	0.0	(0.3)					0.0					0.0					0.0
Proceeds from issuance of redeemable convertible		0.0	0.0	0.0	0.0	0.0	0.0					0.0					0.0					0.0
Payments of deferred offering costs	(3.1)	0.0	0.0	0.0	0.0	0.0	0.0					0.0					0.0					0.0
Proceeds from convertible senior notes, net of issu		(0.8)	0.0	0.0	0.0	0.0	0.0					0.0					0.0					0.0
Payment for purchase of capped calls	(91.0)	0.0	0.0	0.0	0.0	0.0	0.0					0.0					0.0					0.0
Proceeds from issuance of common stock under e	0.0	40.9	17.2	0.0	11.5	0.0	28.7	15.6	0.0			15.6					0.0					0.0
Net cash provided by financing activities	1844.5	82.2	37.7	27.5	26.2	11.0	102.4	30.0	13.1	0.0	0.0	43.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Effect of exchange rate changes on cash & cash e	0.0	0.0	0.2	(0.3)	(1.2)	1.4	0.1	(0.7)	(0.2)			(0.9)					0.0					0.0
Net (decrease) increase in cash & cash equival	1,338.9	(940.9)	(92.3)	(30.8)	4.9	32.7	(85.5)	(13.4)	(25.0)	(28.9)	54.9	(12.4)	(20.5)	3.9	53.5	70.9	107.8	(1.0)	10.2	67.4	86.0	162.6
Cash & cash equivalents and restricted cash at be	37.8	1,376.7	435.8	343.5	312.7	317.6	1,409.5	349.8	336.4	311.3	282.5	1,279.9	337.3	316.8	320.7	374.2	1,349.1	445.1	444.1	454.3	521.7	1,865.3
Cash & cash equivalents and restricted cash at	1,376.7	435.8	343.5	312.7	317.6	350.3	1,324.0	336.4	311.3	282.5	337.3	1,267.5	316.8	320.7	374.2	445.1	1,456.8	444.1	454.3	521.7	607.7	2,027.9

Exhibit 98: Confluent Discounted Cash Flow Analysis (DCF) - Plausible Case

Current risk-free rate		4.00%
Beta		2.40
Historical equity risk premium		6.5%
Terminal growth rate		5%
Market Value (SM)	S	5,707
Debt Value (SM)	S	1,100
Cost of equity		19.6%
Cost of debt		0.0%
Tax rate		21.0%
WACC		16.4%
Last earnings period end		8/30/2024
Next Fiscal Year End		2/31/2024

Scenario 2 ; Plausible Case															
	H	etoricale			Hyper (	Grow th Pe	rlod			Trans	itionary Pe	nod		Te	mira!
Fiscal year	2021	2022	2023	2024E	2025E	20 26E	2027E	2028E	2029 E	2030E	2031E	2032 E	20 33E	2034E	Perpetuity
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	
Period			10015004	0.5	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9,5	10.5	
Risk free rate	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	
Besta	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.17	1.93	1.70	1.47	1.23	1.00	
Equity risk premium	0.5%	0.5%	0.5%	0.5%	0.5%	6.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	
Cost of equity	19.0%	10.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.5%	18.1%	10.0%	15.1%	13.5%	12.0%	10.5%	
Cost of debt	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Debt/Total Value			16.2%	16.2%	16.2%	16.2%	16.2%	16.2%	15.1%	14, 1%	13.1%	12.1%	11.0%	10.0%	
WACC			16.4%	16.4%	16.4%	16.4%	16.4%	16.4%	15.3%	14.2%	13.1%	11.9%		9.5%	
Discount factor				0.93	0.80	88.0	0.59	0.50	0.46	0.42	0.40	0.38	0.38	0.39	
Total Revenue	388	586	777	965	1,204	1,476	1,799	2,155	2,111	2,425	2,726	2,997	3,221	3,382	
y/y change	96000	51.1%	32.0%	24.2%	24.8%	22.5%	21.0%	19.8%	17.3%	14.0%	12.4%	0.0%	7.5%	5%	
Free Cash Flow to Firm (FCFF)	(114)	(172)	(123)	(3)	110	168	180	259	334	477	641	819	1,004	1,184	
FCF margin	-29.4%	-20.3%	-15.0%	-0.3%	0.2%	11.4%	10.0%	12.0%	15.8%	19.7%	23.5%	27.3%	31, 2%	35%	
y/y change		-50.7%	28.2%	-97.0%	-3808.4%	52.5%	0.8%	43.8%	29.2%	42.7%	34.3%	27.0%	22.5%	5%	
Diluted Shares Outstanding	189	280	330	330	354	361	371	380	389	399	409	419	430	440	
y/y change	2000000	48.5%	17.8%	0.0%	7.2%	2.2%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	00000
FCFF per share	(0.60)	(0.61)	(0.37)	(0.01)	0.31	0.47	0.49	0.68	98.0	1.20	1.57	1.95	2.34	2.69	63.2
NPV of FCF per share	100000			(0.01)	0.25	0.32	0.29	0.34	0.39	0.50	0.62	0.75	0.89	1.04	24.5

Upside/(Downside) Potential		57%
Current Price	S	20.38
Total NPV/Share		31.58
Shares outstanding		342.3
Working Capital (10% of revenue)		96.5
Net cash & equivalents balance		812.5
NetCash pershare	S	2.09
Total NPV of FCF/share	S	29.89
Terminal Value FCF/Share	S	24.50
NPV of FCF/share, F2023-2033	S	5.39

# **CHKP**

**Exhibit 99: Check Point GAAP Income Statement** 

EXHIBIT OU. OHOOK I OHIT OFTEN II	1001110	Otatom	0111														
\$ in millions, except per share data	2017	2018	2019	2020	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	2025 (E)
GAAP Income Statement	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	<u>1Q23</u>	<u>2Q23</u>	<u>3Q23</u>	4Q23	Full Year	<u>1Q24</u>	<u>2Q24</u>	3Q24E	4Q24E	Full Year	Full Year
Products and Licenses	559.0	525.6	510.8	513.6	513.9	554.9	108.0	116.9	114.2	158.3	497.4	100.3	118.1	116.6	164.2	499.2	499.6
											-						
Security Subscriptions	480.4 815.3	542.3 848.6	610.2 873.6	671.1 880.2	755.2 897.7	858.0 917.0	228.2 230.0	238.9 232.9	248.3 233.8	265.8 239.4	981.2 936.1	263.4 235.1	271.7 237.6	279.5 238.7	296.0 245.3	1,110.6 956.6	1,239.9 975.1
Software Updates and Maintenance Total Revenue	1,854.7	1,916.5	1,994.7	2,064.9	2,166.8	2,329.9	566.2	588.7	596.3	663.5	2,414.7	598.8	627.4	634.7	705.5	2,566.5	2,714.6
Total Nevertue	1,034.7	1,910.3	1,334.7	2,004.5	2,100.0	2,323.3	300.2	300.7	330.3	003.3	2,414.7	330.0	027.4	034.7	103.3	2,300.3	2,7 14.0
Cost of Revenue																	
Product and Licenses	104.2	91.9	90.8	96.8	110.7	145.6	26.2	22.6	22.5	28.0	99.3	19.9	24.0	22.8	31.3	98.0	95.4
Security Subscriptions	18.9	17.7	24.5	26.4	35.9	41.4	12.3	13.6	13.9	17.2	57.0	16.5	16.8	15.1	17.8	66.2	64.9
Software Updates and Maintenance	87.7	88.9	94.5	96.7	103.0	105.5	26.8	27.3	27.7	30.5	112.3	28.7	31.6	28.9	31.3	120.5	119.4
Amortization of Technology	2.2	2.8	5.6	6.6	8.5	11.9	2.8	2.4	3.0	5.8	14.0	5.8	5.8	6.5	6.1	24.2	27.1
Total Cost of Revenue	213.0	201.4	215.4	226.5	258.1	304.4	68.1	65.9	67.1	81.5	282.6	70.9	78.2	73.4	86.4	308.9	306.8
% of revenue	11.5%	10.5%	10.8%	11.0%	11.9%	13.1%	12.0%	11.2%	11.3%	12.3%	11.7%	11.8%	12.5%	11.6%	12.2%	12.0%	11.3%
Gross Profit																	
	454.8	433.6	420.0	416.8	403.2	409.3	04.0	94.3	04.7	130.3	000.4	00.4	94.1	93.7	132.9	404.0	404.3
Product and Licenses							81.8		91.7		398.1	80.4				401.2	
Security Subscriptions	461.5	524.6	585.7	644.7	719.3	816.6	215.9	225.3	234.4	248.6	924.2	246.9	254.9	264.4	278.2	1,044.5	1,175.0
Software Updates and Maintenance	727.6	759.7	779.1	783.5	794.7	811.5	203.2	205.6	206.1	208.9	823.8	206.4	206.0	209.7	214.0	836.1	855.7
Total Gross Profit	1,641.7	1,715.1	1,779.2	1,838.4	1,908.7	2,025.5	498.1	522.8	529.2	582.0	2,132.1	527.9	549.2	561.3	619.2	2,257.6	2,407.8
Gross Margin	88.5%	89.5%	89.2%	89.0%	88.1%	86.9%	88.0%	88.8%	88.7%	87.7%	88.3%	88.2%	87.5%	88.4%	87.8%	88.0%	88.7%
Operating Expenses																	
Research and Development	192.4	211.5	239.3	252.8	292.7	349.9	91.5	87.4	90.0	100.0	368.9	99.2	97.1	103.8	112.4	412.6	447.9
% of revenue	10.4%		12.0%	12.2%	13.5%	15.0%	16.2%	14.8%	15.1%	15.1%	15.3%	16.6%	15.5%	16.4%	15.9%	16.1%	16.5%
Sales and Marketing	433.4		552.1	569.9		675.2	177.7	185.6	183.3	200.5	747.1	206.2	215.7	209.3	226.0	857.2	908.1
% of revenue	23.4%		27.7%	27.6%	27.6%	29.0%	31.4%	31.5%	30.7%	30.2%	30.9%	34.4%	34.4%	33.0%	32.0%	33.4%	33.5%
General and Administrative	92.0			111.5		116.1	29.1	28.4	29.8	29.7	117.0	28.6	27.1	28.6	31.8	116.1	134.0
% of revenue	5.0%		5.3%	5.4%	5.1%	5.0%	5.1%	4.8%	5.0%	4.5%	4.8%	4.8%	4.3%	4.5%	4.5%	4.5%	4.9%
Total Operating Expenses	717.8		897.5	934.2	1001.2	1141.2	298.3	301.4	303.1	330.2	1233.0	334.0	339.9	341.8	370.3	1385.9	1490.0
% of revenue	38.7%	41.8%	45.0%	45.2%	46.2%	49.0%	52.7%	51.2%	50.8%	49.8%	51.1%	55.8%	54.2%	53.8%	52.5%	54.0%	54.9%
Operating Income	923.9	913.8 47.7%	881.7 44.2%	904.2 43.8%	907.5 41.9%	884.3	199.8 35.3%	221.4	226.1 37.9%	251.8 38.0%	899.1	193.9 <b>32.4</b> %	209.3 33.4%	219.6 <i>34.6%</i>	248.9	871.7 34.0%	917.8
Operating Margin	49.8%					38.0%		37.6%			37.2%				35.3%		33.8%
Financial Income	47.0	65.1	80.6	66.6	42.1	44.0	19.1	21.3	17.7	18.4	76.5	22.6	23.7	25.8	26.9	98.9	105.7
Total Interest and Other Income	47.0	65.1	80.6	66.6	42.1	44.0	19.1	21.3	17.7	18.4	76.5	22.6	23.7	25.8	26.9	98.9	105.7
Income Before Taxes	970.9	978.8	962.3	970.8	949.6	928.3	218.9	242.7	243.8	270.2	975.6	216.5	233.0	245.3	275.8	970.6	1023.5
Income Tax Expense (Benefit)		157.5	136.7	124.2	134.0	131.4	34.8	40.7	38.8	21.0	135.3	32.6	35.6	39.0	21.4	128.7	135.5
										7.8%	13.9%	15.1%	15.3%	15.9%	7.8%	13.3%	
	168.0 17.3%		1/1 2%	12 8%	1/1 10/2	1/1 20%	15 0%	16 8%									13 2%
Tax Rate	168.0	16.1%	14.2%	12.8%	14.1%	14.2%	15.9%	16.8%	15.9%	7.8%	13.9%	13.1%	10.070	10.070	7.8%	13.3%	13.2%
Net Income			14.2% 825.6	12.8% <b>846.6</b>	14.1% 815.6	796.9	15.9% 184.1	16.8% <b>202.0</b>	15.9% <b>205.0</b>	249.2	840.3	183.9	197.4	206.3	254.3	841.9	13.2% <b>888.0</b>
Net Income	17.3%	16.1% <b>821.3</b>	825.6	846.6	815.6	796.9	184.1	202.0	205.0	249.2	840.3	183.9	197.4	206.3	254.3	841.9	888.0
Net Income GAAP EPS	17.3% 802.9 \$4.82	16.1% <b>821.3</b> \$5.15	825.6 \$5.43	846.6 \$5.96	815.6 \$6.08	796.9 \$6.31	184.1 \$1.52	202.0	205.0 \$1.75	249.2 \$2.15	840.3 \$7.10	183.9	197.4 \$1.74	206.3 \$1.84	254.3 \$2.29	841.9 \$7.44	888.0 \$8.21
Net Income  GAAP EPS  y/y growth	17.3% <b>802.9</b>	16.1% <b>821.3</b> \$5.15	825.6	846.6	815.6	796.9	184.1 \$1.52 16.5%	202.0 \$1.70 24.7%	205.0 \$1.75 18.7%	249.2 \$2.15 -2.1%	840.3	183.9 \$1.60 5.0%	197.4 \$1.74 2.5%	206.3 \$1.84 5.0%	254.3 \$2.29 6.3%	841.9	888.0
Net Income  GAAP EPS  y/y growth q/q growth	17.3% 802.9 \$4.82	16.1% <b>821.3</b> \$5.15	825.6 \$5.43	846.6 \$5.96	815.6 \$6.08	796.9 \$6.31	184.1 \$1.52	202.0	205.0 \$1.75	249.2 \$2.15	840.3 \$7.10	183.9	197.4 \$1.74	206.3 \$1.84	254.3 \$2.29	841.9 \$7.44	888.0 \$8.21
Net Income  GAAP EPS  y/y growth q/q growth Shares Outstanding	17.3% 802.9 \$4.82 15.1%	16.1% 821.3 \$5.15 6.8%	\$5.43 5.4%	\$5.96 9.8%	\$6.08 2.0%	796.9 \$6.31 3.7%	184.1 \$1.52 16.5% -30.8%	\$1.70 24.7% 11.5%	205.0 \$1.75 18.7% 3.1%	\$2.15 -2.1% 23.0%	\$7.10 12.6%	\$1.60 \$.0% -25.8%	\$1.74 2.5% 8.9%	\$1.84 5.0% 5.6%	\$2.29 6.3% 24.5%	\$7.44 4.8%	\$8.21 10.3%
Net Income   GAAP EPS   y/y growth   q/q growth   Shares Outstanding   Basic	17.3% 802.9 \$4.82 15.1%	16.1% 821.3 \$5.15 6.8%	\$5.43 5.4%	\$5.96 9.8%	\$6.08 2.0%	796.9 \$6.31 3.7%	184.1 \$1.52 16.5% -30.8% 119.8	202.0 \$1.70 24.7% 11.5% 118.0	205.0 \$1.75 18.7% 3.1% 116.0	249.2 \$2.15 -2.1% 23.0%	\$7.10 12.6%	\$1.60 5.0% -25.8%	197.4 \$1.74 2.5% 8.9%	206.3 \$1.84 5.0% 5.6% 109.9	254.3 \$2.29 6.3% 24.5% 108.8	\$7.44 4.8%	\$88.0 \$8.21 10.3%
Net Income  GAAP EPS  y/y growth q/q growth Shares Outstanding	17.3% 802.9 \$4.82 15.1%	16.1% 821.3 \$5.15 6.8% 156.6 -3.7%	\$5.43 5.4% 150.6 -3.9%	\$5.96 9.8%	\$6.08 2.0% 133.2 -5.2%	796.9 \$6.31 3.7%	184.1 \$1.52 16.5% -30.8%	\$1.70 24.7% 11.5%	205.0 \$1.75 18.7% 3.1%	\$2.15 -2.1% 23.0%	\$7.10 12.6%	\$1.60 \$.0% -25.8%	\$1.74 2.5% 8.9%	\$1.84 5.0% 5.6%	\$2.29 6.3% 24.5%	\$7.44 4.8%	\$8.21 10.3%

**Exhibit 100: Check Point Non-GAAP Income Statement** 

© in millions, expect per chara data		2010			2024	2022	Mor 22	lun 22	Con 22	Dec 22	2023	Mor 24	lum 24	Con 24	Doc 24	2024 (E)	2025 (5)
\$ in millions, except per share data	2017 Full Year	2018 Full Year	2019 Full Year	2020 Full Year	2021 Full Year	Full Year	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024 (E) Full Year	2025 (E) Full Year
Non-GAAP Income Statement																	
Product and Licenses	559.0	525.6	510.8	513.6	513.9	554.9	108.0	116.9	114.2	158.3	497.4	100.3	118.1	116.6	164.2	499.2	499.6
y/y growth	-2.4%	-6.0%	-2.8%	0.6%	0.1%	8.0%	-6.8%	-12.2%	-13.7%	-8.7%	-10.4%	-7.1%	1.0%	2.1%	3.8%	0.4%	0.1%
Security Subscriptions	480.4	542.3	610.2	671.1	755.2	858.0	228.2	238.9	248.3	265.8	981.2	263.4	271.7	279.5	296.0	1.110.6	1,239.9
y/y growth	23.2%	12.9%	12.5%	10.0%	12.5%	13.6%	13.2%	13.8%	15.2%	15.1%	14.4%	15.4%	13.7%	12.6%	11.4%	13.2%	11.6%
Software Updates and Maintenance	815.3	848.6		880.2		917.0	230.0	232.9	233.8	239.4	936.1	235.1	237.6	238.7	245.3	956.6	975.1
y/y growth	4.7%	4.1%	3.0%	0.8%	2.0%	2.1%	2.1%	2.1%	1.8%	2.3%	2.1%	2.2%	2.0%	2.1%	2.5%	2.2%	1.9%
Total Revenue	1,854.7	1,916.5	1,994.7	2,064.9	2,166.8	2,329.9	566.2	588.7	596.3	663.5	2,414.7	598.8	627.4	634.7	705.5	2,566.5	2,714.6
y/y growth	6.5%	3.3%	4.1%	3.5%	4.9%	7.5%	4.3%	3.1%	3.2%	3.9%	3.6%	5.8%	6.6%	6.4%	6.3%	6.3%	5.8%
Cost of Revenue																	
Product and Licenses	104.1	91.8	90.6	96.4	110.3	145.2	26.1	22.5	22.4	27.9	98.9	19.8	23.9	22.7	31.2	97.6	94.9
Security Subscriptions	18.9	17.7	24.5	26.4	35.9	41.4	12.3	13.6	13.9	17.2	57.0	16.5	16.8	15.1	17.8	66.2	64.9
Software Updates and Maintenance	85.1	85.5	90.4	92.6	98.6	100.5	25.6	25.5	25.8	28.1	105.0	26.5	29.4	27.0	28.7	111.6	110.0
Amortization of Technology	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cost of Revenue	208.0	195.0	205.5	215.4	244.8	287.1	64.0	61.6	62.1	73.2	260.9	62.8	70.1	64.8	77.7	275.4	269.8
% of revenue	11.2%	10.2%	10.3%	10.4%	11.3%	12.3%	11.3%	10.5%	10.4%	11.0%	10.8%	10.5%	11.2%	10.2%	11.0%	10.7%	9.9%
Gross Profit																	
Product and Licenses	454.9	433.8	420.2	417.2	403.6	409.7	81.9	94.4	91.8	130.4	398.5	80.5	94.2	93.8	133.0	401.6	404.7
Gross Margin	81.4%	82.5%	82.3%	81.2%	78.5%	73.8%	75.8%	80.8%	80.4%	82.4%	80.1%	80.3%	79.8%	80.5%	81.0%	80.4%	81.0%
Security Subscriptions	461.5	524.6	585.7	644.7	719.3	816.6	215.9	225.3	234.4	248.6	924.2	246.9	254.9	264.4	278.2	1,044.5	1,175.0
Gross Margin	96.1%	96.7%	96.0%	96.1%	95.2%	95.2%	94.6%	94.3%	94.4%	93.5%	94.2%	93.7%	93.8%	94.6%	94.0%	94.0%	94.8%
Software Updates and Maintenance	730.2	763.1	783.3	787.6	799.1	816.5	204.4	207.4	208.0	211.3	831.1	208.6	208.2	211.7	216.6	845.1	865.2
Gross Margin	89.6%	89.9%	89.7%	89.5%	89.0%	89.0%	88.9%	89.1%	89.0%	88.3%	88.8%	88.7%	87.6%	88.7%	88.3%	88.3%	88.7%
Total Gross Profit	1,646.6	1,721.5	1,789.2	1,849.5	1,922.0	2,042.8	502.2	527.1	534.2	590.3	2,153.8	536.0	557.3	569.9	627.9	2,291.1	2,444.8
Gross Margin	88.8%	89.8%	89.7%	89.6%	88.7%	87.7%	88.7%	89.5%	89.6%	89.0%	89.2%	89.5%	88.8%	89.8%	89.0%	89.3%	90.1%
Operating Expenses																	
Research and Development	168.6	188.0	213.4	225.2	255.3	300.8	79.0	73.6	76.8	83.8	313.2	82.9	81.9	88.9	95.2	348.9	380.0
% of revenue	9.1%	9.8%	10.7%	10.9%	11.8%	12.9%	14.0%	12.5%	12.9%	12.6%	13.0%	13.8%	13.1%	14.0%	13.5%	13.6%	14.0%
Sales and Marketing	411.9	476.8		525.8	547.7	627.8	165.2	169.7	164.0	176.2	675.1	181.2	191.7	186.6	200.4	759.9	803.8
% of revenue	22.2%	24.9%	26.2%	25.5%	25.3%	26.9%	29.2%	28.8%	27.5%	26.6%	28.0%	30.3%	30.6%	29.4%	28.4%	29.6%	29.6%
General and Administrative	41.8	41.6		63.8	69.8	75.3	19.6	20.7	22.4	21.7	84.4	19.9	18.6	20.9	23.3	82.7	98.7
% of revenue	2.3%	2.2%	2.5%	3.1%	3.2%	3.2%	3.5%	3.5%	3.8%	3.3%	3.5%	3.3%	3.0%	3.3%	3.3%	3.2%	3.6%
Total Operating Expenses	622.2	706.4	786.4	814.8	872.8	1,003.9	263.8	264.0	263.2	281.7	1,072.7	284.0	292.2	296.4	318.9	1,191.5	1,282.5
% of revenue	33.5%	36.9%	39.4%	39.5%	40.3%	43.1%	46.6%	44.8%	44.1%	42.5%	44.4%	47.4%	46.6%	46.7%	45.2%	46.4%	47.2%
Operating Income	1,024.4	1,015.0	1.002.8	1.034.7	1.049.2	1,038.9	238.4	263.1	271.0	308.6	1,081.1	252.0	265.1	273.5	309.0	1.099.6	1.162.3
Operating Margin	55.2%	53.0%	50.3%	50.1%	48.4%	44.6%	42.1%	44.7%	45.4%	46.5%	44.8%	42.1%	42.3%	43.1%	43.8%	42.8%	42.8%
	00.270	00,0,0	00.070	001170	101170	111070	,0	2.6%	0.8%	1.1%	111070	,0	0.2%	0.8%	0.7%	.2.070	121070
Financial Income	47.0	65.1	80.6	66.6	42.1	44.0	19.1	21.3	17.7	18.4	76.5	22.6	23.7	25.8	26.9	98.9	105.7
T marota moone	47.0	00.1	00.0	00.0	72.1	44.0	10.1	21.0		10.4	70.0	22.0	20.7	20.0	20.0	55.5	100.7
Total Interest and Other Income	47.0	65.1	80.6	66.6	42.1	44.0	19.1	21.3	17.7	18.4	76.5	22.6	23.7	25.8	26.9	98.9	105.7
Income Before Taxes	1071.4	1080.1	1083.4	1101.3	1091.3	1082.9	257.5	284.4	288.7	327.0	1157.6	274.6	288.8	299.3	335.8	1198.5	1268.0
Income Tax Expense (Benefit)	183.4	169.0	150.4	138.6	149.3	148.0	39.6	46.1	44.3	28.5	158.5	40.1	42.8	44.3	40.3	167.5	177.2
Tax Rate	17.1%	15.6%	13.9%	12.6%	13.7%	13.7%	15.4%	16.2%	15.3%	8.7%	13.7%	14.6%	14.8%	14.8%	12.0%	14.0%	14.0%
	888.0	911.0	933.0	962.7	942.0	934.9	217.9	238.3	242.4	298.5	997.1	234.5	246.0	255.0	295.5	1,031.0	1,090.8
Net Income																	
Non-GAAP EPS	\$5.33	\$5.71	\$6.13	\$6.78	\$7.02	\$7.40	\$1.80	\$2.00	\$2.07	\$2.58	\$8.42	\$2.04	\$2.17	\$2.27	\$2.66	\$9.11	\$10.08
y/y growth	12.8%	7.2%	7.3%	10.5%	3.6%	5.3%	14.7%	22.0%	16.9%	5.2%	13.8%	13.1%	8.3%	9.8%	3.1%	8.2%	10.6%
Shares Outstanding	105 -	455 -	455		405 -	405		440 -	440 -					400 -	405 -		400
Basic	162.7	156.6		140.5		125.2	119.8	118.0	116.0	114.0	117.0	112.3	111.1	109.9	108.8	110.5	106.1
y/y growth	-4.4%	-3.7%	-3.9%	-6.7%	-5.2%	-6.0%	-6.6%	-6.7%	-6.7%	-6.4%	-6.6%	-6.3%	-5.8%	-5.3%	-4.6%	-5.5%	-4.0%
Diluted y/y growth	166.7 -3.8%	159.5 -4.3%	152.1 -4.6%	142.0 -6.7%		126.4 -5.8%	121.1 -6.7%	119.2 -6.7%	117.3 -6.2%	115.9 - <i>5.7</i> %	118.4 -6.3%	115.2 - <i>4</i> .9%	113.6 <i>-4</i> .7%	112.4 <i>-4</i> .2%	111.3 <i>-4.0%</i>	113.1 - <i>4.4</i> %	108.2 -4.3%

**Exhibit 101: Check Point Balance Sheet** 

\$ in millions, except per share data	2017	2018	2019	2020	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	2025 (E)
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	<u>1Q23</u>	2Q23	3Q23	4Q23	Full Year	<u>1Q24</u>	2Q24	3Q24E	4Q24E	Full Year	Full Year
Balance Sheet																	
Current assets	0.45.0	000.0	070.0	055.7	074.0	400.0					507.7					444.5	- 4
Cash and Cash Equivalents	245.0	303.6	279.2	255.7	271.9	196.0	275.7	286.0	294.4	537.7	537.7	536.6	572.5	482.9	411.5	411.5	-5.4
Marketable Securities and Short-Term Deposits	1,165.8	1,448.2	1,300.8	1,432.0	1,421.8	1,441.6	1,410.7	1,299.4	1,162.1	992.3	992.3	1,065.8	1,087.6	1,087.6	1,087.6	1,087.6	1,087.6
Trade Receivables, net	472.2	495.4	495.8	540.8	597.8	644.2	355.5	413.4	355.0	657.7	657.7	386.3	456.7	420.8	726.8	726.8	784.1
Other Receivables and Prepaid Expenses	81.4	74.7	58.4	50.1	46.4	50.0	54.8	55.1	53.4	70.0	70.0	79.1	75.5	56.8	74.4	74.4	78.6
Total current assets	1,964.4	2,321.9	2,134.2	2,278.6	2,337.9	2,331.8	2,096.7	2,053.9	1,864.9	2,257.7	2,257.7	2,067.8	2,192.3	2,048.2	2,300.3	2,300.3	1,944.9
Non-current assets																	
Long-Term Investments	2,437.3	2,287.3	2,368.8	2,311.9	2,089.7	1,865.6	1,933.0	1,930.1	1,532.2	1,429.7	1,429.7	1,432.9	1,397.8	1,397.8	1,397.8	1,397.8	1,397.8
Property, Plant and Equipment, net	77.8	78.5	87.7	88.1	83.4	82.8	80.1	78.4	81.5	80.4	80.4	79.6	80.8	89.8	88.7	88.7	89.1
Goodwill and Intangible Assets, net	830.4	991.6	1,024.7	1,040.7	1,257.2	1,295.5	1,292.2	1,289.3	1,760.8	1,748.5	1,748.5	1,735.0	1,721.5	1,717.5	1,709.9	1,709.9	1,678.1
Deferred Income Taxes, net	119.4	84.7	55.3	34.4	51.7	77.6	71.5	68.1	63.5	81.8	81.8	91.4	88.8	88.8	88.8	88.8	88.8
Other assets	33.6	64.2	94.2	85.5	80.3	71.5	70.7	71.5	99.0	97.4	97.4	99.9	100.2	123.2	123.3	123.3	151.1
Total assets	5,462.9	5,828.2	5,764.9	5,839.2	5,900.2	5,724.8	5,544.2	5,491.3	5,401.9	5,695.5	5,695.5	5,506.6	5,581.4	5,465.3	5,708.8	5,708.8	5,349.9
Current liabilities																	
Deferred Revenue, current	878.3	980.2	1,011.9	1,108.6	1,257.4	1,363.4	1,315.1	1,307.2	1,246.3	1,413.8	1,413.8	1,347.0	1,341.9	1,293.4	1,472.9	1,472.9	1,500.4
Trade Payables and Other Accrued Liabilities	328.6	351.7	384.8	435.2	454.7	475.8	438.1	453.7	475.2	502.3	502.3	433.9	445.0	505.8	534.1	534.1	564.2
Total current liabilities	1,206.9	1,331.9	1,396.7	1,543.8	1,712.1	1,839.2	1,753.2	1,760.9	1,721.5	1,916.1	1,916.1	1,780.9	1,786.9	1,799.3	2,007.0	2,007.0	2,064.6
Long term liabilities																	
Deferred Revenue, non-current	308.3	357.8	374.8	373.3	449.7	514.4	481.8	467.1	462.6	493.9	493.9	478.9	476.5	480.1	514.5	514.5	524.2
Income Tax Accrual	337.5	356.7	393.3	422.8	454.9	419.7	416.7	416.2	407.1	436.1	436.1	446.0	453.5	408.0	435.5	435.5	451.1
Other long-term liabilities	10.1	9.4	31.3	33.1	26.4	22.2	21.0	20.7	26.5	28.4	28.4	34.0	36.0	28.2	30.2	30.2	31.9
Total Liabilities	1,862.8	2,055.8	2,196.1	2,373.0	2,643.1	2,795.5	2,672.7	2,664.9	2,617.7	2,874.5	2,874.5	2,739.8	2,752.9	2,715.5	2,987.3	2,987.3	3,071.8
Stockholders' equity	3,600.1	3,772.4	3,568.8	3,466.2	3,257.1	2,929.3	2,871.5	2,826.4	2,784.2	2,821.0	2,821.0	2,766.8	2,828.5	2,749.8	2,721.5	2,721.5	2,278.1
Total liabilities and shareholders' equity	5,462.9	5,828.2	5,764.9	5,839.2	5,900.2	5,724.8	5,544.2	5,491.3	5,401.9	5,695.5	5,695.5	5,506.6	5,581.4	5,465.3	5,708.8	5,708.8	5,349.9

**Exhibit 102: Check Point Cash Flow Statement** 

\$ in millions, except per share data	2017	2018	2019	2020	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24		
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	1Q23	2Q23	3Q23	4Q23	Full Year	1Q24	<u>2Q24</u>	3Q24E	4Q24E	Full Year	Full Year
Cash Flow Statement																	
Cash from Operating Activities																	
Net income (loss)	802.9	821.3	825.6	846.6	815.6	796.9	184.1	202.0	205.0	249.2	840.3	183.9	197.4	206.3	254.3	841.9	888.0
Depreciation of Property and Equipment	12.9	16.4	16.7	18.9	20.6	22.7	6.9	5.3	5.2	5.7	23.1	7.3	5.2	7.5	7.5	27.5	29.5
Amortization of Intangible Assets	3.8	4.4	7.1	8.2	10.1	13.5	3.3	2.9	4.6	13.5	24.3	13.5	13.5	14.0	17.6	58.6	71.8
Stock-based compensation	87.5	89.3	106.8	112.5	120.3	131.4	32.7	36.2	36.5	39.9	145.3	41.6	39.3	40.0	42.4	163.3	172.7
Realized Gain on Marketable Securities	0.2	1.8	(0.5)	(4.5)	(1.4)	0.0		0.7	6.0	0.0	6.7					0.0	0.0
Working Capital:	182.4	196.9	146.6	169.9	217.8	115.5	158.6	(56.1)	(35.0)	(72.5)	(5.0)	114.7	(55.5)	(5.8)	(51.9)	1.4	(4.8)
Decrease (Increase) in Trade and Other Receivables,	11.9	(20.4)	21.0	(17.1)	(49.4)	(44.8)	285.1	(59.9)	38.1	(324.3)	(61.0)	265.4	(75.0)	54.5	(323.5)	(78.6)	(61.5)
Increase (Decrease) in Def Rev, Trade Payables and	105.9	174.5	112.8	172.3	266.0	160.8	(127.1)	(2.2)	(75.8)	270.6	65.5	(140.6)	18.9	15.9	242.2	136.5	67.2
Deferred Income Taxes, net	64.6	42.8	12.8	14.7	1.2	(0.5)	0.6	6.0	2.7	(18.8)	(9.5)	(10.1)	0.6	(45.5)	27.5	(27.5)	15.6
Other	0.0	0.0	0.0	0.0	0.0	0.0					0.0			(30.7)	1.8	(28.9)	(26.1)
Net cash provided by operating activities	1,089.6	1,130.1	1,102.3	1,151.6	1,183.0	1,080.0	385.6	191.0	222.3	235.8	1,034.7	361.0	199.9	261.9	269.9	1,092.7	1,157.2
y/y growth	18.1%	3.7%	-2.5%	4.5%	2.7%	-8.7%	-3.1%	-9.8%	-7.5%	2.5%	-4.2%	-6.4%	4.7%	17.8%	14.5%	5.6%	5.9%
g/g growth							67.7%	-50.5%	16.4%	6.1%		53.1%	-44.6%	31.0%	3.1%		
% of revenue	58.7%	59.0%	55.3%	55.8%	54.6%	46.4%	68.1%	32.4%	37.3%	35.5%	42.9%	60.3%	31.9%	41.3%	38.3%	42.6%	42.6%
Cash from investing activities																	
Acquisitions, net of Acquired Cash	0.0	(154.9)	(37.6)	(23.1)	(219.7)	(48.3)	0.0	0.0	(455.0)	(3.8)	(458.8)	0.0	0.0	(10.0)	(10.0)	(20.0)	(40.0)
Investment in Property and Equipment	(28.8)	(17.1)	(26.0)	(19.3)	(15.9)	(22.1)	(4.2)	(3.6)	(6.1)	(4.7)	(18.6)	(6.5)	(6.4)	(16.5)	(6.3)	(35.8)	(29.9)
Other	0.0	0.0	0.0	0.0	0.0	0.0	, ,	, ,	, ,	` '	0.0	, ,	, ,	, ,	, ,	0.0	0.0
Net cash used in investing activities	(28.8)	(172.1)	(63.6)	(42.4)	(235.6)	(70.4)	(4.2)	(3.6)	(461.1)	(8.5)	(477.4)	(6.5)	(6.4)	(26.5)	(16.3)	(55.8)	(69.9)
Cash from financing activities																	
Proceeds from Issuance of Shares Upon Exercise of	127.5	182.4	95.3	217.5	194.0	141.1	34.1	51.0	32.6	16.0	133.7	45.6	158.6				
Purchase of Treasury Shares	(995.3)	(1,103.9)	(1,277.9)	(1,297.7)	(1,299.5)	(1,299.9)	(324.9)	(324.9)	(324.6)	(313.2)	(1,287.6)	(325.0)	(325.0)	(325.0)	(325.0)	(1,300.0)	(1,300.0)
Payments Related to Shares Withheld for Taxes	(5.4)	(4.6)	(6.1)	(6.1)	(6.9)	(9.2)	(1.0)	(6.7)	(2.1)	(1.2)	(11.0)	(1.1)	(12.1)	` '	` ′	(13.2)	0.0
Exercise of Stock Options Plan	0.0	171.1	0.0	0.0	0.0	0.0	, ,		, ,	` ′	0.0		, ,			0.0	0.0
Net cash provided by financing activities	(873.2)	(755.0)	(1,188.7)	(1,086.3)	(1,112.4)	(1,168.0)	(291.8)	(280.6)	(294.1)	(298.4)	(1,164.9)	(280.5)	(178.5)	(325.0)	(325.0)	(1,313.2)	(1,300.0)
Unrealized Gain (loss) on Marketable Securities, net	(8.6)	(12.0)	59.6	28.0	(51.2)	(121.8)	26.6	(10.7)	6.1	42.1	64.1	1.6	7.6			9.2	0.0
• •	, ,	, ,			, ,	, ,											
Cash balance, beginning of period	3,669.0	3,848.0	4,039.1	3,948.7	3,999.6	3,783.4	3,503.2	3,619.4	3,515.5	2,988.7	3,503.2	2,959.7	3,035.3	3,057.9	2,968.3	2,959.7	2,692.7
Net change in cash	179.0	191.1	(90.4)	50.9	(216.2)	(280.2)	116.2	(103.9)	(526.8)	(29.0)	(543.5)	75.6	22.6	(89.6)	(71.4)	(267.0)	(212.7)
Cash balance, end of period	3.848.0	4.039.1	3.948.7	3.999.6	3.783.4	3,503.2	3.619.4	3.515.5	2.988.7	2.959.7	2.959.7	3.035.3	3.057.9	2.968.3	2.896.9	2.692.7	2.480.0

**CRM** 

Exhibit 103 - Salesforce GAAP Income Statement

	Jan-20 F2020	Jan-21 F2021	Jan-22 F2022	Jan-23 F2023	Apr-23 F1Q24	Jul-23 F2Q24	Oct-23 F3Q24	Jan-24 F4Q24	Jan-24 F2024	Apr-24 F1Q25	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	Jan-25 F2025E	Jan-26 F2026E
GAAP Income Statement	10.010														
Subscriptions and support	16,043	19,976	24,657	29,021	7,642	8,006	8,141	8,748	32,537	8,585	8,764	8,821	9,536	35,707	38,517
y/y change	29.2%	24.5%	23.4%	17.7%	11.5%	12.1%	12.6%	12.3%	12.1%	12.3%	9.5%	8.4%	9.0%	9.7%	7.9%
Professional services	1,055	1,276	1,835	2,331	605	597	579	539	2,320	548	561	529	524	2,163	2,080
y/y change	21.4%	20.9%	43.8%	27.0%	9.0%	3.5%	-4.1%	-9.4%	-0.5%	-9.4%	-6.0%	-8.6%	-2.7%	-6.8%	-3.8%
Total revenue	17,098	21,252	26,492	31,352	8,247	8,603	8,720	9,287	34,857	9,133	9,325	9,351	10,061	37,869	40,596
y/y change	28.7%	24.3%	24.7%	18.3%	11.3%	11.4%	11.3%	10.8%	11.2%	10.7%	8.4%	7.2%	8.3%	8.6%	7.2%
Cost of subscription & support	3,198	4,154	5,059	5,821	1,510	1,515	1,571	1,581	6,177	1,560	1,556	1,671	1,699	6,487	7,052
Cost of services	1,037	1,284	1,967	2,539	615	598	584	567	2,364	602	603	545	556	2,306	2,276
Total cost of revenue	4,235	5,438	7,026	8,360	2,125	2,113	2,155	2,148	8,541	2,162	2,159	2,216	2,256	8,793	9,328
% of total revenue	24.8%	25.6%	26.5%	26.7%	25.8%	24.6%	24.7%	23.1%	24.5%	23.7%	23.2%	23.7%	22.4%	23.2%	23.0%
Gross profit	12,863	15,814	19,466	22,992	6,122	6,490	6,565	7,139	26,316	6,971	7,166	7,134	7,805	29,076	31,268
% gross margin	75.2%	74.4%	73.5%	73.3%	74.2%	75.4%	75.3%	76.9%	75.5%	76.3%	76.8%	76.3%	77.6%	76.8%	77.0%
Research and development	2,766	3,598	4,465	5,055	1,207	1,220	1,204	1,275	4,906	1,368	1,349	1,269	1,352	5,338	5,659
% of total revenue	16.2%	16.9%	16.9%	16.1%	14.6%	14.2%	13.8%	13.7%	14.1%	15.0%	14.5%	13.6%	13.4%	14.1%	13.9%
Sales and marketing	7,930	9,674	11,855	13,526	3,154	3,113	3,173	3,437	12,877	3,239	3,224	3,337	3,682	13,482	14,428
% of total revenue	46.4%	45.5%	44.7%	43.1%	38.2%	36.2%	36.4%	37.0%	36.9%	35.5%	34.6%	35.7%	36.6%	35.6%	35.5%
General and administrative	1,704	2,087	2,598	2,553	638	632	632	632	2,534	647	711	676	673	2,707	2,901
% of total revenue	10.0%	9.8%	9.8%	8.1%	7.7%	7.3%	7.2%	6.8%	7.3%	7.1%	7.6%	7.2%	6.7%	7.1%	7.1%
Total Operating Expenses	12,566	15,359	18,918	21,962	5,710	5,014	5,064	5,517	21,305	5,262	5,383	5,301	5,722	21,668	22,988
% of total revenue	73.5%	72.3%	71.4%	70.0%	69.2%	58.3%	58.1%	59.4%	61.1%	57.6%	57.7%	56.7%	56.9%	57.2%	56.6%
Operating Income	297	455	548	1,030	412	1,476	1,501	1,622	5,011	1,709	1,783	1,833	2,083	7,408	8,280
% operating margin	1.7%	2.1%	2.1%	3.3%	5.0%	17.2%	17.2%	17.5%	14.4%	18.7%	19.1%	19.6%	20.7%	19.6%	20.4%
Investment gains (losses)	427	2,170	1,211	(239)	(141)	(29)	(72)	(35)	(277)	37	(37)	30	40	70	160
Other income (expense)	(18)	(64)	(227)	(131)	55	45	58	58	216	121	91	(67)	(67)	79	(266)
Interest, net	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pretax income (loss)	706	2,561	1,532	660	326	1,492	1,487	1,645	4,950	1,867	1,837	1,797	2,056	7,557	8,174
Income tax (expense) benefit	(580)	<u>1,511</u>	(88)	(452)	(127)	(225)	(263)	(199)	(814)	(334)	(408)	(422)	(452)	(1,617)	(1,839)
% tax rate	82.2%	-59.0%	5.7%	68.5%	39.0%	15.1%	17.7%	12.1%	16.4%	17.9%	22.2%	23.5%	22.0%	21.4%	22.5%
Net income (loss)	126	4,072	1,444	208	199	1,267	1,224	1,446	4,136	1,533	1,429	1,375	1,604	5,941	6,335
Income (loss) to noncontrolling in	0	0	0			-	•			•	•	•	·		
Net income to CRM shareholder	126	4,072	1,444	208	199	1,267	1,224	1,446	4,136	1,533	1,429	1,375	1,604	5,941	6,335
EPS	0.15	4.38	1.48	0.21	0.20	1.28	1.25	1.47	4.20	1.56	1.47	1.41	1.64	6.08	6.38
y/y change	-89.7%	2853.7%	-66.1%	-85.9%	620.1%	1791.6%	494.1%	-1577.0%	1913.2%	672.7%	14.3%	13.3%	11.7%	44.9%	4.9%
Share count, basic	829	908	955	992	980	975	972	970	974	970	964	960	962	964	960
y/y change	10.4%	9.5%	5.2%	3.9%	-1.1%	-2.2%	-2.5%	-1.4%	-1.8%	-1.0%	-1.1%	-1.3%	-0.8%	-1.1%	-0.4%
Share count, diluted	850	930	974	997	988	986	981	983	985	985	973	972	976	977	993
y/y change	9.7%	9.4%	4.7%	2.4%	-1.3%	-1.5%	-1.9%	-0.1%	-1.2%	-0.3%	-1.3%	-0.9%	-0.7%	-0.8%	1.7%

**Exhibit 104 - Salesforce Non-GAAP Income Statement** 

	Jan-20 F2020	Jan-21 F2021	Jan-22 F2022	Jan-23 F2023	Apr-23 F1Q24	Jul-23 F2Q24	Oct-23 F3Q24	Jan-24 F4Q24	Jan-24 F2024	Apr-24 F1Q25	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	Jan-25 F2025E	Jan-26 F2026E
Non-GAAP Income Statement															
Subscriptions and support	16,043	19,976	24,657	29,021	7,642	8,006	8,141	8,748	32,537	8,585	8,764	8,821	9,536	35,707	38,517
y/y change	29.2%	24.5%	23.4%	17.7%	11.5%	12.1%	12.6%	12.3%	12.1%	12.3%	9.5%	8.4%	9.0%	9.7%	7.9%
Professional services	1,055	1,276	1,835	2,331	605	597	579	539	2,320	548	561	529	524	2,163	2,080
y/y change	21.4%	20.9%	43.8%	27.0%	9.0%	3.5%	-4.1%	-9.4%	-0.5%	-9.4%	-6.0%	-8.6%	-2.7%	-6.8%	-3.8%
Total revenue	17,098	21,252	26,492	31,352	8,247	8,603	8,720	9,287	34,857	9,133	9,325	9,351	10,061	37,869	40,596
y/y change	28.7%	24.3%	24.7%	18.3%	11.3%	11.4%	11.3%	10.8%	11.2%	10.7%	8.4%	7.2%	8.3%	8.6%	7.2%
Cost of subscription & support	2,848	3,633	4,348	4,995	1,314	1,316	1,376	1,394	5,400	1,370	1,370	1,491	1,520	5,750	6,205
Cost of services	743	902	1,395	1,831	460	435	425	412	1,732	435	426	388	401	1,651	1,587
Total cost of revenue	3,591	4,535	5,743	6,826	1,774	1,751	1,801	1,806	7,132	1,805	1,796	1,880	1,921	7,401	7,792
% of total revenue	21.0%	21.3%	21.7%	21.8%	21.5%	20.4%	20.7%	19.4%	20.5%	19.8%	19.3%	20.1%	19.1%	19.5%	19.2%
Gross profit	13,507	16,717	20,749	24,526	6,473	6,852	6,919	7,481	27,725	7,328	7,529	7,471	8,140	30,468	32,805
% gross margin	79.0%	78.7%	78.3%	78.2%	78.5%	79.6%	79.3%	80.6%	79.5%	80.2%	80.7%	79.9%	80.9%	80.5%	80.8%
Research and development	2,256	2,895	3,547	3.919	966	964	966	1,038	3.934	1.108	1.073	1.003	1,089	4.273	4,541
% of total revenue	13.2%	13.6%	13.4%	12.5%	11.7%	11.2%	11.1%	11.2%	11.3%	12.1%	11.5%	10.7%	10.8%	11.3%	11.2%
Sales and marketing	6,726	8,274	10,024	11,354	2,668	2,614	2,675	2,967	10,924	2,726	2,692	2,836	3,184	11,438	12,219
% of total revenue	39.3%	38.9%	37.8%	36.2%	32.4%	30.4%	30.7%	31.9%	31.3%	29.8%	28.9%	30.3%	31.6%	30.2%	30.1%
General and administrative	1,485	1,782	2,227	2,185	565	553	561	556	2,235	566	620	569	567	2,322	2,449
% of total revenue	8.7%	8.4%	8.4%	7.0%	6.9%	6.4%	6.4%	6.0%	6.4%	6.2%	6.6%	6.1%	5.6%	6.1%	6.0%
Total Operating Expenses	10,633	12,951	15,798	17,458	4,199	4,131	4,202	4,561	17,093	4,400	4,385	4,408	4,840	18,033	19,209
% of total revenue	62.2%	60.9%	59.6%	55.7%	50.9%	48.0%	48.2%	49.1%	49.0%	48.2%	47.0%	47.1%	48.1%	47.6%	47.3%
Operating Income	2,874	3,766	4,951	7,068	2,274	2,721	2,717	2,920	10,632	2,928	3,144	3,063	3,300	12,435	13,595
% operating margin	16.8%	17.7%	18.7%	22.5%	27.6%	31.6%	31.2%	31.4%	30.5%	32.1%	33.7%	32.8%	32.8%	32.8%	33.5%
						29.6%		31.3%			32.9%		32.8%		
Investment gains (losses)	427	2,170	1,211	(239)	(141)	(29)	(72)	(35)	(277)	37	(37)	30	40	70	160
Other income (expense)	(18)	(64)	(227)	(131)	55	45	58	58	216	121	91	(67)	(67)	79	(266)
Interest, net															
Pretax income (loss)	3.283	5.872	5.935	6.698	2.188	2.737	2.703	2.943	10.571	3.086	3.198	3,027	3,273	12.584	13.489
Income tax (expense) benefit	(739)	(1,292)	(1,276)	(1,472)	(514)	(643)	(635)	(692)	(2,484)	(679)	(703)	(666)	(720)	(2,768)	(2,968)
% tax rate	22.5%	22.0%	21.5%	22.0%	23.5%	23.5%	23.5%	23.5%	23.5%	22.0%	22.0%	22.0%	22.0%	22.0%	22.0%
Net income (loss)	2.544	4,580	4,659	5.226	1,674	2.094	2.068	2,251	8,087	2.407	2,495	2,361	2,553	9,816	10,522
EPS	2.99	4.92	4.78	5.24	1.69	2.12	2.11	2,29	8,22	2.44	2.56	2.43	2.61	10.05	10.59
y/y change	8.7%	64.5%	-2.9%	9.6%	72.7%	78.6%	50.8%	36.5%	56.8%	44.2%	20.7%	15.2%	14.2%	22.3%	5.4%
Share count, basic	829	908	955	992	980	975	972	970	974	970	964	960	962	964	960
y/y change	10.4%	9.5%	5.2%	3.9%	-1.1%	-2.2%	-2.5%	-1.4%	-1.8%	-1.0%	-1.1%	-1.3%	-0.8%	-1.1%	-0.4%
Share count, diluted	850	930	974	997	988	986	981	983	984	985	973	972	976	977	993
y/y change	9.7%	9.4%	4.7%	2.4%	-1.3%	-1.5%	-1.9%	-0.4%	-1.3%	-0.3%	-1.3%	-0.9%	-0.7%	-0.7%	1.7%

**Exhibit 105 - Salesforce Balance Sheet** 

	Jan-20	Jan-21	Jan-22	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Jan-26
A(-	F2020	F2021	F2022	F2023	F1Q24	F2Q24	F3Q24	F4Q24	F2024	F1Q25	F2Q25	F3Q25E	F4Q25E	F2025E	F2026E
Assets	4.445.0	0.405.0	F 404.0	7.040.0	0.455.0	0.770.0	0.450.0	0.470.0	0.470.0	0.050.0	7.000.0	0.450.0	40.744.5	40.744.5	44.044.4
Cash and cash equivalents	4,145.0	6,195.0	5,464.0	7,016.0	9,155.0	6,772.0	6,453.0	8,472.0	8,472.0	9,958.0	7,682.0	8,159.6	10,711.5	10,711.5	14,311.1
Marketable securities	3,802.0	5,771.0	5,073.0	5,492.0	4,822.0	5,625.0	5,410.0	5,722.0	5,722.0	7,712.0	4,954.0	4,954.0	4,954.0	4,954.0	4,954.0
Accounts receivable, net	6,174.0	7,786.0	9,739.0	10,755.0	4,632.0	5,400.0	4,850.0	11,414.0	11,414.0	4,273.0	5,391.0	4,721.9	10,985.9	10,985.9	10,086.7
Costs capitalized to obtain revenue contracts, net (De	926.0	1,146.0	1,454.0	1,776.0	1,772.0	1,781.0	1,757.0	1,905.0	1,905.0	1,865.0	1,851.0	1,743.3	1,830.9	1,830.9	1,636.8
Prepaid expenses and other current assets	916.0	991.0	1,120.0	1,356.0	1,600.0	1,560.0	1,732.0	1,561.0	1,561.0	1,796.0	1,984.0	1,984.0	1,984.0	1,984.0	1,984.0
Total current assets	15,963.0	21,889.0	22,850.0	26,395.0	21,981.0	21,138.0	20,202.0	29,074.0	29,074.0	25,604.0	21,862.0	21,562.9	30,466.3	30,466.3	32,972.7
Property and equipment, net	2,375.0	2,459.0	2,815.0	3,702.0	3,695.0	3,876.0	3,807.0	3,689.0	3,689.0	3,506.0	3,580.0	3,578.7	3,592.3	3,592.3	3,626.2
Operating lease right-of-use assets	3,040.0	3,204.0	2,880.0	2,890.0	2,646.0	2,575.0	2,518.0	2,366.0	2,366.0	2,255.0	2,130.0	2,130.0	2,130.0	2,130.0	2,130.0
Noncurrent costs capitalized to obtain revenue contra	1,348.0	1,715.0	2,342.0	2,697.0	2,506.0	2,352.0	2,194.0	2,515.0	2,515.0	2,286.0	2,201.0	2,615.0	2,746.3	2,746.3	2,455.2
Strategic investments	1,963.0	3,909.0	4,784.0	4,672.0	4,633.0	4,778.0	4,774.0	4,848.0	4,848.0	4,978.0	5,017.0	5,017.0	5,017.0	5,017.0	5,017.0
Deferred tax assets and other assets, net	579.0	2,693.0	2,623.0	2,800.0	2,859.0	2,980.0	3,176.0	3,433.0	3,433.0	3,742.0	4,034.0	4,034.0	4,034.0	4,034.0	4,034.0
Goodwill	25,134.0	26,318.0	47,937.0	48,568.0	48,567.0	48,566.0	48,614.0	48,620.0	48,620.0	48,940.0	48,941.0	48,941.0	48,941.0	48,941.0	48,941.0
Intangible assets acquired through business combinat	4,724.0	4,114.0	8,978.0	7,125.0	6,654.0	6,182.0	5,737.0	5,278.0	5,278.0	4,869.0	4,415.0	4,415.0	4,415.0	4,415.0	4,415.0
Total assets	55,126.0	66,301.0	95,209.0	98,849.0	93,541.0	92,447.0	91,022.0	99,823.0	99,823.0	96,180.0	92,180.0	92,293.5	101,341.9	101,341.9	103,591.0
					-					-	-				
Liabilities + Stockholders Equity															
Accounts payable, accrued expenses and other liabili	3,433.0	4,355.0	5,474.0	6,743.0	5,733.0	5,059.0	5,308.0	6,111.0	6,111.0	5,520.0	5,220.0	3,851.1	4,488.1	4,488.1	3,139.2
Operating lease liabilities, current	750.0	766.0	686.0	590.0	591.0	510.0	523.0	518.0	518.0	568.0	559.0	559.0	559.0	559.0	559.0
Deferred revenue	10,662.0	12,607.0	15,628.0	17,376.0	15,121.0	14,237.0	12,564.0	19,003.0	19,003.0	16,061.0	15,222.0	14,913.5	21,470.1	21,470.1	22,164.8
Current debt	-	-	-	1,182.0	181.0	999.0	999.0	999.0	999.0	1,000.0	_	-	-	-	-
Total current liabilities	14,845.0	17,728.0	21,788.0	25,891.0	21,626.0	20,805.0	19,394.0	26,631.0	26,631.0	23,149.0	21,001.0	19,323.6	26,517.1	26,517.1	25,863.0
Noncurrent debt	2,673.0	2,673.0	10,592.0	9,419.0	9,421.0	8,424.0	8,426.0	8,427.0	8,427.0	8,429.0	8.430.0	9,413.0	9,413.0	9.413.0	9,413.0
Noncurrent operating lease liabilities	2,445.0	2.842.0	2.703.0	2.897.0	2.880.0	2.867.0	2.764.0	2.644.0	2.644.0	2.519.0	2,404.0	2.404.0	2.404.0	2,404.0	2,404.0
Other noncurrent liabilities	1,278.0	1,565.0	1,995.0	2,283.0	2,202.0	2,269.0	2,348.0	2,475.0	2,475.0	2,400.0	2.712.0	2,712.0	2,712.0	2,712.0	2,712.0
Total liabilities	21,241.0	24,808.0	37,078.0	40,490.0	36,129.0	34,365.0	32,932.0	40,177.0	40,177.0	36,497.0	34,547.0	33,852.6	41,046.1	41,046.1	40,392.0
Common stock	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Additional paid-in capital	32,116.0	35,601.0	50,919.0	55,047.0	56,026.0	57,345.0	58,149.0	59,841.0	59,841.0	60,946.0	62,143.0	60,913.9	60,502.4	60.502.4	54,153.6
Accumulated other comprehensive loss / income	(93.0)	(42.0)	(166.0)	(4,274.0)	(6,399.0)	(8,315.0)	(10,335.0)	(11,917.0)	(11,917.0)	(14,130.0)	(18,418.0)	(18,418.0)	(18,418.0)	(18,418.0)	(18,418.0)
Accumulated deficit / retained earnings	1,861.0	5,933.0	7,377.0	7,585.0	7,784.0	9,051.0	10,275.0	11,721.0	11,721.0	12,866.0	13,907.0	15,944.0	18,210.3	18,210.3	27,462.4
Noncontrolling interest	1,001.0	3,933.0	7,377.0	7,363.0	1,104.0	3,051.0	10,275.0	11,721.0	11,721.0	12,000.0	13,907.0	13,344.0	10,210.3	10,210.3	21,402.4
Total stockholders' equity	33.885.0	41.493.0	58.131.0	58.359.0	57.412.0	58.082.0	58.090.0	59.646.0	59.646.0	59.683.0	57.633.0	58.440.9	60.295.8	60.295.8	63.199.1
Total liabilities & stockholders' equity	55.126.0	66.301.0	95.209.0	98.849.0	93.541.0	92.447.0	91.022.0	99.823.0	99.823.0	96.180.0	92.180.0	92.293.5	101.341.9	101.341.9	103.591.0
	20,120.0	,	95,209.0	,.	,	32,441.0	31,022.0	33,023.0	33,023.0	30, 100.0	32,100.0	32,233.3	101,341.9	101,341.9	103,381.0

**Exhibit 106 - Salesforce Cash Flow** 

	Jan-20 F2020	Jan-21 F2021	Jan-22 F2022	Jan-23 F2023	Apr-23 F1Q24	Jul-23 F2Q24	Oct-23 F3Q24	Jan-24 F4Q24	Jan-24 F2024	Apr-24 F1Q25	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	Jan-25 F2025E	Jan-26 F2026E
CASH FLOW STATEMENT	F2020	F2021	FZUZZ	F2023	F1Q24	FZQZ4	F3Q24	F4Q24	F2024	FIQZS	FZQZ3	F3QZ3E	F4Q23E	FZUZ3E	F2020E
OPERATING ACTIVITIES															
Net Income	126	4,072	1,444	208	199	1,267	1,224	1,446	4,136	1,533	1,429	1,375	1,604	5,941	6,335
Depreciation & amortization	2,135	2,846	3,298	3,786	1,254	890	862	953	3.959	879	907	860	860	3,506	3,695
Amortization of costs capitalized to obtain r	876	1.058	1,348	1,668	470	476	482	497	1,925	517	526	473	548	2.064	2.090
Stock comp & excess tax benefits	1,785	2,190	2,779	3,279	696	724	693	674	2,787	750	810	804	795	3,159	3,384
Other	(261)	(4,173)	(1,211)	239	141	29	72	35	277	(37)	37			0	0
Changes in operating assets & liabilities		, , , ,	, , ,												
Accounts receivable	(1,000)	(1,556)	(1,824)	(995)	6,123	(768)	550	(6,564)	(659)	7,162	(1,136)	669	(6,264)	431	899
Cost capitalized to obtain revenue contract	(1,130)	(1,645)	(2,283)	(2,345)	(275)	(331)	(300)	(966)	(1,872)	(248)	(427)	(779)	(767)	(2,221)	(1,605)
Prepaid expenses and other current asse	(119)	(133)	114	(302)	(291)	(52)	(407)	(93)	(843)	(514)	(477)	) O	` o´	(991)	0
Other	239	(1,734)	(801)	(699)	(168)	(167)	(139)	(147)	(621)	(85)	(158)	0	0	(243)	0
Accounts payable, accrued expenses & o	15	2,004	507	528	(1,403)	(376)	172	1,129	(478)	(755)	220	(1,369)	637	(1,267)	(1,349)
Deferred revenue	1,665	1,872	2,629	1,744	(2,255)	(884)	(1,677)	6,439	1,623	(2,955)	(839)	(308)	6,557	2,454	695
Net cash provided by operating activitie	4,331	4,801	6,000	7,111	4,491	808	1,532	3,403	10,234	6,247	892	1,724	3,969	12,833	14,145
y/y growth	27.5%	10.9%	25.0%	18.5%	22.2%	141.9%	389.5%	22.1%	43.9%	39.1%	10.4%	12.5%	16.6%	25.4%	10.2%
Operating cash flow margin	25.3%	22.6%	22.6%	22.7%	54.5%	9.4%	17.6%	36.6%	29.4%	68.4%	9.6%	18.4%	39.5%	33.9%	34.8%
INVESTING ACTIVITIES															
Business combinations or acquisition	(369)	(1,281)	(14,876)	(439)	0	0	(82)	0	(82)	(338)	0	0	0	(338)	0
Purchases of securities, net	(1,634)	(1,962)	574	(557)	686	(803)	217	(221)	(121)	(2,000)	2,830			830	0
Strategic investments, net	(334)	(18)	483	(195)	(96)	(169)	(23)	(100)	(388)	(150)	(52)		(= 4.4)	(202)	0
Capital expenditures	(643)	(710)	(717)	(798)	(243)	(180)	(166)	(147)	(736)	(163)	(137)	(196)	(211)	(708)	(812)
Net cash used in investing activities	(2,980)	(3,971)	(14,536)	(1,989)	347	(1,152)	(54)	(468)	(1,327)	(2,651)	2,641	(196)	(211)	(418)	(812)
FINANCING ACTIVITIES															
Proceeds from issuance of debt, net of issu	(150)	(20)	7,906	0											
Proceeds from employee stock plans	840	1,321	1,289	861	449	362	274	869	1,954	533	202	274	869	1,878	1,878
Repurchase of Common Stock				(4,000)	(2,054)	(1,949)	(1,925)	(1,692)	(7,620)	(2,133)	(4,335)	(1,925)	(1,692)	(10,085)	(10,085)
Principal payments on financing obligations	(173)	(103)	(156)	(419)	(110)	(282)	(114)	(123)	(629)	(120)	(285)			(405)	0
Repayments of debt	(353)	(4)	(1,201)	(4)	(1,001)	(181)	0	0	(1,182)	0	(1,000)	983	0	(17)	0
Payment of dividends		4 404		(0.500)	(0.710)	(0.050)	(4 705)	(0.40)	(= 4==)	(388)	(384)	(382)	(383)	(1,537)	(1,526)
Net cash provided by financing activities		1,194	7,838	(3,562)	(2,716)	(2,050)	(1,765)	(946)	(7,477)	(2,108)	(5,802)	(1,050)	(1,206)	(10,166)	(9,733)
Effect of exchange rates	(39)	26	(33)	(8)	17	11	(32)	30		(2)	(7)				
Increase (decrease) in cash & equivalent	1,476	2,050	(731)	1,552	2,139	(2,383)	(319)	2,019	1,430	1,486	(2,276)	478	2,552	2,248	3,600
Cash and equivalents, beginning of period	2,669	4,145	6,195	5,464	7,016	9,155	6,772	6,453	7,016	8,472	9,958	7,682	8,160	8,472	10,711
Cash and equivalents, end of period	4,145	6,195	5,464	7,016	9,155	6,772	6,453	8,472	8,472	9,958	7,682	8,160	10,711	10,711	14,311

## **CRWD**

\$ in millions, except per share data	2021	2022	2023	Apr-23	Jul-23	Oct-23	Jan-24	2024	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	2026 (E)	2027 (E)
y III millions, except per share data		Full Year		1Q24	2Q24	3Q24	4Q24	Full Year	1Q25	2Q25	3Q25E	4Q25E	Full Year		
GAAP Income Statement	T dill Toda	- un roun	· un rou	1421	242.	042.	1421	- un rou	1420	2420		10,000	T dir T dai	- dii Todi	T dir T da
Subscription	804.7	1,359.5	2,111.7	651.2	690.0	733.5	795.9	2,870.6	872.2	918.3	930.9	980.1	3,701.5	4,380.6	5,123.2
Professional Services	69.8	92.1	129.6	41.4	41.7	52.6	49.4	185.0	48.9	45.6	51.2	49.0	194.7	219.5	244.0
Total Revenue	874.4	1,451.6	2,241.2	692.6	731.6	786.0	845.3	3,055.6	921.0	963.9	982.1	1,029.2	3,896.2	4,600.1	5,367.1
Cost of Revenue															
Subscription Services	185.2	321.9	511.7	142.1	153.3	159.8	175.5	630.7	189.7	199.9	197.0	209.5	796.0	908.0	979.2
Professional Services	44.3	61.3	89.5	27.1	29.6	35.2	33.1	125.0	35.3	37.5	37.1	36.3	146.2	163.3	178.2
Total Cost of Revenue	229.5	383.2	601.2	169.2	182.9	195.0	208.6	755.7	225.0	237.4	234.1	245.8	942.3	1,071.3	1,157.4
% of revenue	26.3%	26.4%	26.8%	24.4%	25.0%	24.8%	24.7%	24.7%	24.4%	24.6%	23.8%	23.9%	24.2%	23.3%	21.6%
Gross Profit															
Subscription	619.5	1,037.6	1,600.0	509.1	536.7	573.6	620.4	2,239.8	682.5	718.3	733.9	770.7	2,905.4	3,472.6	4,143.9
Gross Margin	77.0%	76.3%	75.8%	78.2%	77.8%	78.2%	77.9%	78.0%	78.3%	78.2%	78.8%	78.6%	78.5%	79.3%	77.2%
Professional Services	25.4	30.7	40.0	14.3	12.0	17.4	16.3	60.0	13.5	8.1	14.1	12.7	48.5	56.2	65.7
Gross Margin	36.5%	33.4%	30.9%	34.5%	28.9%	33.1%	33.1%	32.4%	27.7%	17.8%	27.6%	25.9%	24.9%	25.6%	1.2%
Total Gross Profit	644.9	1,068.4	1,640.0	523.4	548.7	591.0	636.8	2,299.8	696.0	726.5	748.0	783.4	2,953.9	3,528.9	4,209.7
Gross Margin	73.7%	73.6%	73.2%	75.6%	75.0%	75.2%	75.3%	75.3%	75.6%	75.4%	76.2%	76.1%	75.8%	76.7%	78.4%
Operating Expenses															
Sales and Marketing	401.3	616.5	904.4	281.1	282.9	286.2	290.4	1,140.6	350.1	355.5	343.3	360.2	1,409.1	1,618.2	1,799.8
% of revenue	45.9%	42.5%	40.4%	40.6%	38.7%	36.4%	34.3%	37.3%	38.0%	36.9%	35.0%	35.0%	36.2%	35.2%	33.5%
Research and Development	214.7	371.3	608.4	179.1	179.4	196.1	214.0	768.5	235.2	250.9	265.9	279.4	1,031.4	1,204.5	1,312.6
% of revenue	24.5%	25.6%	27.1%	25.9%	24.5%	24.9%	25.3%	25.2%	25.5%	26.0%	27.1%	27.1%	26.5%	26.2%	24.5%
General and Administrative	121.4	223.1	317.3	82.6	101.8	105.6	102.7	392.8	103.7	106.4	156.8	159.4	526.4	659.7	731.1
% of revenue	13.9%	15.4%	14.2%	11.9%	13.9%	13.4%	12.2%	12.9%	11.3%	11.0%	16.0%	15.5%	13.5%	14.3%	13.6%
Total Operating Expenses	737.4	1,210.9	1,830.1	542.8	564.1	587.8	607.1	2,301.8	689.1	712.8	766.0	799.0	2,966.9	3,482.5	3,843.4
% of revenue	84.3%	83.4%	81.7%	78.4%	77.1%	74.8%	71.8%	75.3%	74.8%	74.0%	78.0%	77.6%	76.1%	75.7%	71.6%
Operating Income	(92.5)	(142.5)	(190.1)	(19.5)	(15.4)	3.2	29.7	(2.0)	6.9	13.7	(17.9)	(15.7)	(13.0)	46.4	366.3
Operating Margin	-10.6%	-9.8%	-8.5%	-2.8%	-2.1%	0.4%	3.5%	-0.1%	0.8%	1.4%	-1.8%	-1.5%	-0.3%	1.0%	6.8%
Interest Expense	(1.6)	(25.2)	(25.3)	(6.4)	(6.4)	(6.5)	(6.4)	(25.8)	(6.5)	(6.5)	(6.5)	(6.5)	(26.0)	(24.3)	(24.3)
Other Income (Expense), Net	6.2	7.8	12.3	0.2	(1.7)	(0.5)	3.6	1.6	7.7	(1.0)	(5.0)	(6.0)	(4.4)	0.0	0.0
Total Interest and Other Income	4.7	(17.5)	30.2	24.4	28.5	33.1	38.9	124.8	47.0	43.9	41.0	41.1	173.1	224.8	291.2
Income Before Taxes	(87.9)	(160.0)	(159.9)	4.9	13.1	36.3	68.6	122.8	53.9	57.6	23.1	25.5	160.1	271.2	657.4
Income Tax Expense (Benefit)	4.8	72.4	22.4	4.4	4.6	9.6	13.6	32.2	7.7	10.9	4.6	5.1	28.3	54.2	6.6
Tax Rate	-5.4%	-45.2%	-14.0%	89.8%	35.2%	26.5%	19.9%	26.2%	14.2%	18.9%	20.0%	20.0%	17.7%	20.0%	1.0%
Net income (loss) attributable to non-controlling interest	0.0	2.4	1.0	0.0	0.0	0.0	1.2	1.3	3.4	-0.3			3.1	0.0	
Net Income	(92.6)	(234.8)	(183.2)	0.5	8.5	26.7	53.7	89.3	42.8	47.0	18.5	20.4	128.7	217.0	650.9
GAAP EPS	(\$0.43)	(\$1.03)	(\$0.79)	\$0.00	\$0.03	\$0.11	\$0.22	\$0.37	\$0.17	\$0.19	\$0.08	\$0.08	\$0.52	\$0.88	\$2.60
Shares Outstanding															
Basic	217.8	227.1	233.1	236.4	237.9	239.3	240.9	238.6	242.4	244.1	244.8	245.6	244.2	247.6	250.8
y/y growth	47.1%	4.3%	2.6%	2.3%	2.3%	2.4%	2.5%	2.4%	2.5%	2.6%	2.3%	2.0%	2.3%	1.4%	1.3%
Diluted	217.8	227.1	233.1	240.6	242.1	243.8	247.9	243.6	250.2	251.3	244.8	245.6	248.0	247.6	
y/y growth	47.1%	4.3%	2.6%	4.1%	4.1%	4.3%	5.5%	4.5%	4.0%	3.8%	0.4%	-0.9%	1.8%	-0.1%	1.3%

Exhibit 108: CrowdStrike Non-GAAP Income Statement

EXHIBIT 100. OTOWGOTHRE HOH-OAAT IIICOING		CIIL													
\$ in millions, except per share data	2021	2022	2023	Apr-23	Jul-23	Oct-23	Jan-24	2024	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	2026 (E)	2027 (E)
Non-GAAP Income Statement	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24</u>	<u>4Q24</u>	Full Year	<u>1Q25</u>	<u>2Q25</u>	3Q25E	4Q25E	Full Year	Full Year	Full Year
Subscription	804.7	1,359.5	2,111.7	651.2	690.0	733.5	795.9	2,870.6	872.2	918.3	930.9	980.1	3,701.5	4,380.6	5,123.2
y/y growth	84.4%	69.0%	55.3%	41.6%	36.3%	34.0%	33.0%	35.9%	33.9%	33.1%	26.9%	23.1%	28.9%	18.3%	17.0%
Professional Services	69.8	92.1	129.6	41.4	41.7	52.6	49.4	185.0	48.9	45.6	51.2	49.0	194.7	219.5	244.0
y/y growth	54.7%	31.9%	40.8%	47.8%	43.9%	56.8%	26.3%	42.8%	18.0%	9.5%	-2.6%	-0.8%	5.2%	12.8%	11.1%
			_	692.6		786.0	_	_	921.0	9.5%	982.1		_		
Total Revenue	874.4	1,451.6	2,241.2		731.6		845.3	3,055.6				1,029.2	3,896.2	4,600.1	5,367.1
y/y growth	81.6%	66.0%	54.4%	42.0%	36.7%	35.3%	32.6%	36.3%	33.0%	31.7%	24.9%	21.7%	27.5%	18.1%	16.7%
Cost of Revenue															
Subscription Services	172.5	289.1	465.7	129.6	139.6	144.8	157.4	571.3	170.7	177.8	179.1	188.9	716.5	826.0	908.2
Professional Services	38.3	51.3	73.9	22.5	23.9	29.5	26.8	102.7	29.1	30.1	30.7	29.4	119.3	134.3	147.5
Total Cost of Revenue	210.8	340.4	539.5	152.1	163.5	174.3	184.2	674.0	199.8	207.9	209.8	218.3	835.8	960.3	1,055.6
% of revenue	24.1%	23.4%	24.1%	22.0%	22.3%	22.2%	21.8%	22.1%	21.7%	21.6%	21.4%	21.2%	21.5%	20.9%	19.7%
Gross Profit															
	632.2	1,070.4	1,646.0	521.6	550.4	588.7	638.6	2,299.3	701.5	740.5	751.8	791.2	2,985.0	3,554.6	4,215.0
Subscription Services	78.6%		77.9%	521.6 80.1%	79.8%	80.3%	80.2%	2,299.3 80.1%	701.5 80.4%	80.6%	80.8%	80.7%	,	3,354.6 81.1%	82.3%
Subscription Gross Margin Professional Services					79.8% 17.8		22.6		80.4% 19.8		20.5		80.6%	81.1% 85.2	
	31.4	40.8	55.7	18.9		23.0	-	82.3		15.5		19.6	75.3		96.5
Professional Services Gross Margin	45.1%	44.3%	43.0%	45.7%	42.7%	43.8%	45.8%	44.5%	40.5%	33.9%	40.0%	40.0%	38.7%	38.8%	39.6%
Total Gross Profit	663.7	1,111.2	1,701.7	540.5	568.2	611.7	661.2	2,381.6	721.3	755.9	772.3	810.8	3,060.4	3,639.8	4,311.5
Gross Margin	75.9%	76.6%	75.9%	78.0%	77.7%	77.8%	78.2%	77.9%	78.3%	78.4%	78.6%	78.8%	78.5%	79.1%	80.3%
Onesetine Frances															1
Operating Expenses	050.4	5040	740.0	0440	004.0	0.40.0	040.5	000.0	007.0	0040	0040	000.7	4 404 0	4 004 4	4 500 7
Sales and Marketing	350.4	524.8	749.9	244.8	231.0	243.2	243.5	962.6	297.2	294.3	294.6	308.7	1,194.9	1,391.1	1,560.7
% of revenue	40.1%	36.2%	33.5%	35.4%	31.6%	30.9%	28.8%	31.5%	32.3%	30.5%	30.0%	30.0%	30.7%	30.2%	29.1%
Research and Development	174.4	269.3	433.7	134.3	132.4	142.9	151.8	561.3	168.0	173.9	206.2	211.0	759.2	912.9	1,003.7
% of revenue	19.9%	18.5%	19.3%	19.4%	18.1%	18.2%	18.0%	18.4%	18.2%	18.0%	21.0%	20.5%	19.5%	19.8%	18.7%
General and Administrative	76.5	121.0	162.5	45.5	49.2	50.0	52.7	197.4	57.3	61.0	103.1	106.0	327.4	448.1	507.3
% of revenue	8.8%	8.3%	7.2%	6.6%	6.7%	6.4%	6.2%	6.5%	6.2%	6.3%	10.5%	10.3%	8.4%	9.7%	9.5%
Total Operating Expenses	601.3	915.1	1,346.1	424.6	412.5	436.1	448.1	1,721.3	522.5	529.1	604.0	625.7	2,281.4	2,752.1	3,071.6
% of revenue	68.8%	63.0%	60.1%	61.3%	56.4%	55.5%	53.0%	56.3%	56.7%	54.9%	61.5%	60.8%	58.6%	59.8%	57.2%
Operating Income	62.4	196.2	355.6	115.9	155.7	175.7	213.1	660.3	198.7	226.8	168.3	185.1	779.0	887.8	1,239.9
Operating Margin	7.1%	13.5%	15.9%	16.7%	21.3%	22.3%	25.2%	21.6%	21.6%	23.5%	17.1%	18.0%	20.0%	19.3%	23.1%
Interest Income	0.0	0.0	40.0	20.5	20.0	40.4	44.7	440.0	45.0	F4 F	50.5	50.0	202 5	040.4	245.4
Interest Income	0.0	0.0	43.3	30.5	36.6	40.1	41.7	148.9	45.9	51.5	52.5	53.6	203.5	249.1	315.4
Interest Expense	(1.2)	(23.0)	(23.1)	(5.8)	(5.9)	(6.0)	(5.9)	(22.5)	(6.0)	(6.0)	(6.0)	(6.0)	(22.5)	(22.5)	(22.5)
Other Income (Expense), Net	6.2	5.1	11.3	0.2	(1.8)	(0.4)	2.1	0.2	4.2	(1.0)	(5.0)	(6.0)	(7.8)	0.0	0.0
Total Interest and Other Income	5.0	(18.0)	31.5	24.9	29.0	33.8	37.9	126.6	44.0	44.6	41.5	41.6	173.2	226.6	292.9
Income Before Taxes	67.4	178.2	387.1	140.8	184.6	209.4	251.1	785.9	242.8	271.4	209.8	226.7	950.6	1114.4	1532.8
Income Tax Expense (Benefit)	4.8	15.1	17.7	4.4	4.6	10.2	13.6	32.8	7.7	10.9	6.5	9.1	34.2	44.6	61.3
Tax Rate	7.1%	8.5%	4.6%	3.1%	2.5%	4.9%	5.4%	4.2%	3.2%	4.0%	3.1%	4.0%	3.6%	4.0%	4.0%
Net income (loss) attributable to non-controlling interest	0.0	2.4	1.0	0.0	0.0	0.0	1.2		3.4	-0.3	0.0	0.0	3.1	0.0	
` '			_	_	_		_	1.3		_			_		i
Net Income	62.6	160.7	368.4	136.4	180.0	199.2	236.2	751.8	231.7	260.8	203.3	217.6	913.3	1,069.8	1,471.5
Non-GAAP EPS	\$0.27	\$0.67	\$1.54	\$0.57	\$0.74	\$0.82	\$0.95	\$3.09	\$0.93	\$1.04	\$0.81	\$0.86	\$3.63	4.20	\$5.71
Shares Outstanding															
Basic	217.8	227.1	233.1	240.6	237.9	239.3	240.9	238.6	250.2	244.1	244.8	245.6	244.2	247.6	250.8
y/y growth	47.1%	4.3%	2.6%	4.1%	2.3%	2.4%	2.5%	2.4%	4.0%	2.6%	2.3%	2.0%	2.3%	1.4%	1.3%
Diluted	234.4	238.1	239.1	240.6	242.1	243.8	247.9		250.2	251.3	252.1	254.2	251.9	254.8	257.9
y/y growth	58.3%	1.6%	0.4%	0.8%	1.4%	1.8%	3.5%	1.9%	4.0%	3.8%	3.4%	2.5%	3.4%	1.1%	1.2%
2				0.0,0	,0		0.070			0.0,0	5 / 0	/0	5 / 0	/0	/0

**Exhibit 109: CrowdStrike Balance Sheet** 

\$ in millions, except per share data	2021	2022	2023	Apr-23	Jul-23	Oct-23	Jan-24	2024	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	2026 (E)	2027 (E)
	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	3Q24	4Q24	Full Year	1Q25	<u>2Q25</u>	<u>3Q25E</u>	4Q25E	Full Year	Full Year	Full Year
Balance Sheet								ĺ							
Current assets	4 040 0	4 000 0	0.455.4					0.075.4					4 500 5	C 7CC 7	7 005 6
Cash and cash equivalents	1,918.6	1,996.6	2,455.4	2,829.7	3,167.2	2,968.9	3,375.1	3,375.1	3,702.4	4,038.5	4,288.7	4,503.5	4,503.5	5,755.7	7,285.6
Marketable securities	0.0		250.0	100.0	0.0	197.5	99.6	99.6	0.0	0.0	0.0	0.0		0.0	0.0
Accounts receivable, net	239.2	368.1	626.2	461.1	539.5	561.9	853.1	853.1	702.9	661.0	764.2	1,060.2		1,295.0	1,663.7
Deferred Costs	80.9	126.8	186.9	186.9	197.1	209.2	246.4	246.4	244.7	251.2	198.4	245.8		221.3	200.1
Prepaid expenses and other current assets	53.6	79.4	121.9	131.1	146.6	141.7	183.2	183.2	191.7	230.8	227.9	271.7	271.7	336.2	388.0
Total current assets	2,292.3	2,571.0	3,640.3	3,708.8	4,050.4	4,079.1	4,757.3	4,757.3	4,841.6	5,181.6	5,479.1	6,081.2	6,081.2	7,608.1	9,537.3
Non-current assets															
Strategic investments	2.5	23.6	47.3	57.9	59.5	59.5	56.2	56.2	58.4	58.2	58.2	58.2	58.2	58.2	58.2
Property and equipment, net	167.0	260.6	492.3	523.7	561.6	581.0	620.2	620.2	627.4	648.5	710.9	774.8	774.8	934.7	1,138.5
Operating lease right-of-use assets	36.5	31.7	39.9	50.5	46.2	50.9	48.2	48.2	48.6	45.9	45.9	45.9	45.9	45.9	45.9
Deferred Costs, non-current	117.9	192.4	260.2	254.4	261.6	273.9	335.9	335.9	330.0	341.5	278.0	350.4	350.4	335.9	324.8
Goodwill	83.6	416.4	430.6	430.8	430.7	637.7	638.0	638.0	722.0	722.0	722.0	722.0	722.0	722.0	722.0
Intangible assets, net	15.7	97.3	86.9	83.2	79.1	109.4	114.5	114.5	122.0	115.7	129.2	142.5	142.5	199.5	274.1
Other assets	17.1	25.3	29.0	28.7	31.4	39.4	76.1	76.1	92.0	89.0	81.6	94.0	94.0	110.1	126.5
Total assets	2,732.5	3,618.4	5,026.5	5,137.9	5,520.5	5,831.1	6,646.5	6,646.5	6,842.0	7,202.5	7,505.0	8,269.0	8,269.0	10,014.4	12,227.3
Current liabilities															
Accounts payable	12.1	47.6	45.4	16.9	37.1	57.0	28.2	28.2	21.3	21.1	27.6	12.0		13.8	14.8
Accrued expenses and other	51.1	83.4	137.9	91.5	122.4	146.1	125.9	125.9	102.1	101.3	157.1	164.7		194.9	179.9
Accrued payroll and benefits	71.9	104.6	168.8	151.1	138.5	169.8	234.6	234.6	216.7	205.4	259.3	312.9		389.8	421.7
Current portion of operating leases	9.0		13.0	16.2	16.1	14.4	14.2	14.2	16.0	17.0	17.0	17.0		17.0	17.0
Deferred revenue, current	702.0	1,136.5	1,727.5	1,788.3	1,894.0	1,942.8	2,270.8	2,270.8	2,309.3	2,348.5	2,348.5	2,721.4		3,231.0	3,750.9
Other current liabilities	17.5	24.9	16.5	16.1	21.4	20.5	23.7	23.7	18.2	35.0	27.0	28.7	28.7	34.7	48.2
Total current liabilities	863.6	1,406.8	2,109.1	2,080.1	2,229.5	2,350.4	2,697.3	2,697.3	2,683.7	2,728.3	2,836.6	3,256.7	3,256.7	3,881.2	4,432.6
Long term liabilities															
Long-term debt, net	738.0	739.5	741.0	741.4	741.8	742.1	742.5	742.5	742.9	743.2	744.3	744.7		746.5	748.3
Deferred revenue, less current	209.9	392.8	627.6	615.5	613.6	600.4	783.3	783.3	760.1	744.7	744.7	870.9		962.8	1,106.5
Operating lease liabilities, less current	32.0	25.4	29.6	36.8	32.7	38.4	36.2	36.2	34.1	31.7	31.7	31.7	31.7	31.7	31.7
Other liabilities	17.2	16.2	31.8	29.8	32.8	38.9	50.1	50.1	52.5	63.9	58.9	61.7		53.6	50.6
Total Liabilities	1,860.7	2,580.7	3,539.1	3,503.5	3,650.4	3,770.2	4,309.4	4,309.4	4,273.2	4,311.9	4,416.2	4,965.7	4,965.7	5,675.9	6,369.7
Ot - Id- Id- Id- Id- Id- Id- Id- Id- Id- I	074.0	4 027 0	4 407 4	4.004.1	4.070.1	0.000.0	0.007.1	0.007.4	0.500.0	0.000.0	0.000.0	0.000.0	2 202 2	4 220 0	E 0E7 /
Stockholders' equity	871.9 2.732.5	1,037.6	1,487.4 5.026.5	1,634.4	1,870.1	2,060.8	2,337.1	2,337.1	2,568.8	2,890.6	3,088.8	3,303.2	3,303.2	4,338.6	5,857.6
Total liabilities and shareholders' equity	,	-,	.,	5,137.9	5,520.5	5,831.1	6,646.5	6,646.5	6,842.0	7,202.5	7,505.0	8,269.0	8,269.0	10,014.4	12,227.3

Exhibit 110: CrowdStrike Cash Flow Statement

\$ in millions, except per share data	2021	2022	2023	Apr-23	Jul-23	Oct-23	Jan-24	2024	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	2026 (E)	2027 (E)
Orah Flow Statement	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24</u>	<u>4Q24</u>	Full Year	<u>1Q25</u>	<u>2Q25</u>	3Q25E	4Q25E	Full Year	Full Year	Full Year
Cash Flow Statement															
Cash from Operating Activities  Net income (loss)	(92.6)	(232.4)	(182.3)	0.5	8.5	26.7	54.9	90.6	46.3	46.7	18.5	20.4	131.8	217.0	650.9
	38.7		,	26.4	29.8	33.8		126.8	46.3	46.7	40.2	43.8	173.0	197.3	207.5
Depreciation and amortization Loss on disposal of fixed assets	0.0	55.9 0.0	77.2 0.0	26.4 0.0	29.8 0.0	0.0	36.9 0.0	0.0	42.7 0.0	46.2 0.0	40.2	43.8	0.0	0.0	207.5
	1.4	12.9	16.6	4.2	4.1	4.6	5.5	18.4	6.0	6.3			12.3	0.0	0.0
Amortization of intangible assets  Amortization of deferred costs	66.4	113.9	170.8	55.3	57.6	60.3	65.7	238.9	74.1	73.7	74.1	59.6	281.5	301.9	288.4
	7.8	9.1	9.4	3.1	3.2	3.4	3.7	13.4	3.4	3.8	74.1	59.6	7.2	0.0	0.0
Non-cash lease expense Provision for bad debt	(0.5)	(14.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0			0.0	0.0	0.0
Stock-based compensation	149.7	310.0	526.5	130.9	164.8	159.6	176.3	631.5	183.1	200.9	179.8	194.0	757.8	818.4	868.2
Deferred income taxes	149.7	310.0	520.5	130.9	104.0	159.0	(1.0)	(1.0)	(0.3)	(1.7)	179.0	134.0	(1.9)	0.0	0.0
Realized gains on strategic investments							(3.9)	(3.9)	(6.9)	0.7			(6.2)	0.0	0.0
Non-cash interest expense							0.8	0.8	0.9	0.9			1.8	0.0	0.0
Other. net	0.1	(2.4)	2.3	0.5	0.7	(1.2)	1.5	1.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accretion of ST investments purchased at discount	0.1	(2.4)	2.5	0.5	0.7	(1.2)	(0.4)	(2.3)	2.3	0.0	0.0	0.0	2.3	0.0	0.0
Working Capital:	185.6	321.7	320.4	80.0	(23.8)	(11.7)	7.0	51.5	31.6	(50.9)	52.7	17.5	51.0	130.0	(0.9)
Accounts receivable	(72.5)	(125.4)	(258.1)	165.1	(23.6) (78.4)	(20.9)	(283.6)	(217.7)	150.2	41.8	(103.1)	(296.0)	(207.1)	(234.8)	(368.8)
Deferred costs	(151.0)	(234.3)	(298.7)	(49.5)	(72.5)	(84.7)	(165.0)	(371.6)	(66.5)	(91.9)	42.3	(179.3)	(207.1)	(262.9)	(256.0)
Prepaid expenses and other assets	1.2	(29.5)	(46.8)	(8.5)	(17.8)	4.4	(80.5)	(102.5)	(28.6)	(34.6)	10.4	(56.2)	(109.1)	(80.6)	(68.2)
Accounts payable	11.3	33.2	(15.5)	(18.6)	15.6	5.3	(21.3)	(18.9)	0.3	(0.3)	6.5	(15.6)	(9.2)	1.8	1.0
Accrued expenses and other current liabilities	23.8	38.5	58.9	(36.6)	41.5	28.7	(19.0)	14.6	(16.6)	24.6	47.9	9.2	65.0	36.3	(1.5)
Accrued payroll and benefits	33.2	32.7	65.2	(17.3)	(12.9)	32.0	63.3	65.1	(17.7)	(11.7)	53.9	53.6	78.0	77.0	31.9
Operating lease liabilities	(8.1)	(9.9)	(10.4)	(3.2)	(3.3)	(9.7)	2.1	(14.0)	(4.5)	(2.6)	0.0	0.0	(7.1)	0.0	0.0
Deferred revenue	338.8	616.4	825.8	48.7	103.9	33.1	511.0	696.6	15.0	23.8	0.0	499.1	537.9	601.5	663.7
Other liabilities	8.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(5.0)	2.8	(2.1)	(8.1)	(3.0)
Net cash provided by operating activities	356.6	574.8	941.0	300.9	244.8	273.5	347.0	1.166.2	383.2	326.6	365.3	335.3	1.410.5	1.664.6	2.014.0
y/y growth	256.8%	61.2%	63.7%	40.0%	16.6%	12.6%	27.0%	23.9%	27.4%	33.4%	33.6%	-3.4%	20.9%	18.0%	21.0%
g/g growth	200.070	0270	00.770	10.1%	-18.6%	11.7%	26.9%	20.070	-67.1%	-14.8%	11.8%	-8.2%	20.070	70.070	21.070
710															
Cash from investing activities															
Purchases of property and equipment	(52.8)	(112.1)	(235.0)	(62.3)	(40.4)	(21.3)	(52.6)	(176.5)	(49.7)	(39.3)	(76.6)	(80.3)	(245.8)	(273.6)	(342.2)
Capitalized internal-use software and website developr	(10.9)	(20.9)	(29.1)	(10.9)	(15.1)	(12.6)	(10.9)	(49.5)	(10.5)	(14.5)	(19.6)	(20.6)	(65.2)	(60.6)	(63.7)
Purchase of strategic investments	(1.5)	(16.3)	(21.8)	(10.5)	(1.7)	0.0	(5.0)	(17.2)	(1.7)	(1.0)			(2.7)	0.0	0.0
Acquisitions, net of cash	(85.5)	(414.5)	(18.3)	0.0	0.0	(238.7)	(0.3)	(239.0)	(96.4)	(0.0)	(20.0)	(20.0)	(136.4)	(80.0)	(80.0)
Purchase of intangibles	(0.2)	(0.7)	(2.3)	0.0	(0.5)	(0.0)	(10.6)	(11.1)	0.0	0.0			0.0	0.0	0.0
Purchase of marketable securities	(84.9)	0.0	(250.0)	0.0	0.0	(195.6)		(195.6)	0.0				0.0	0.0	0.0
Sales of marketable securities	639.6	0.0	0.0	0.0	0.0	0.0		0.0	0.0				0.0	0.0	0.0
Purchase of ST investments							98.3	98.3	0.0				0.0	0.0	0.0
Purchase of deferred compensation investments	0.0	0.0	(0.1)	(0.3)	(0.6)	(0.6)	(0.6)	(2.0)	(0.6)	(0.6)			(1.2)	0.0	0.0
Proceeds of deferred compensation investments										0.0			0.0	0.0	0.0
Proceeds from maturities and sales of ST investments	0.0	0.0	0.0	150.0	100.0	0.0	2.0	252.0	97.3	0.0			97.3	0.0	0.0
Proceeds from sales of strategic investments									10.4	0.5			10.9	0.0	0.0
Maturities of marketable securities	91.6	0.0	0.0	0.0	0.0	0.0		0.0	0.0	0.0			0.0	0.0	0.0
Net cash used in investing activities	495.4	(564.5)	(556.7)	66.0	41.8	(468.8)	20.4	(340.7)	(51.1)	(54.9)	(116.2)	(120.9)	(343.1)	(414.2)	(485.9)
Cash from financing activities															
Debt proceeds (repayments)	736.2	(1.8)	(1.6)	0.0	0.0	0.0		0.0			1.0	0.4	1.5	1.8	1.8
Proceeds from issuance of CS upon exercise of stock	28.8	15.9	8.7	2.7	1.5	2.1	2.5	8.7	0.8	1.6			2.5	0.0	0.0
Distribution to non-controlling interest holders									(3.8)	(0.2)			(4.1)	0.0	0.0
Capital contributions from non-controlling interest hold									0.5	5.0			5.5	0.0	0.0
Proceeds from issuance of CS under the ESPP	34.3	50.3	59.4	0.0	45.4	0.0	30.9	76.4		56.1			56.1	0.0	0.0
Repurchase of common stock	0.0	0.0	0.0	0.0	0.0	0.0		0.0					0.0	0.0	0.0
Other	0.8	8.2	11.0	5.3	2.8	0.0	20.5	8.1	(0.5)		4.0	0.1	0.0	0.0	0.0
Net cash provided by financing activities	800.1 1.7	<b>72.5</b> (4.8)	77.4	7.9	49.7 1.3	(4.5)	33.5 5.4	<b>93.2</b> 2.0	(2.5)	62.5	1.0	0.4	<b>61.5</b> (3.0)	1.8 0.0	1.8 0.0
FX Impact on cash and equivalents	1.7	(4.8)	(1.5)	(0.2)	1.3	(4.5)	5.4	2.0	(1.9)	(1.0)			(3.0)	0.0	0.0
Cash balance, beginning of period	264.8	1,918.6	1.996.6	2.456.9	2,831.6	3,169.1	2,971.4	2.456.9	3,377.6	3,705.3	4,038.5	4,288.6	3,377.6	4,503.5	5,755.6
Net change in cash	1,653.8	78.0	460.3	374.6	337.6	(197.8)	406.2	920.7	3,377.6	3,705.3	250.1	214.9	1,125.9	1,252.2	1,529.9
Cash balance, end of period	1,918.6	1,996.6	2,456.9	2,831.6	3,169.1	2,971.4	3,377.6	3,377.6	3,705.3	4,038.5	4,288.6	4,503.5	4,503.5	5,755.6	7,285.6
Cash balance, end of period					3,103.1	4,011.4	3,311.0	3,311.0	3,703.3	₹,030.3	→,∠00.0	₹,505.5	-,505.5	3,733.0	1,200.0

**CVLT** 

**Exhibit 111: Commvault GAAP Income Statement** 

EXHIBIT 111. COMMING			IIICC	лпе	State		ΠL						i									
\$ in millions, except per share data	2021 FY2021	2022 FY2022	Jun-22 F1Q23	Sep-22 F2Q23	Dec-22 F3Q23	Mar-23 F4Q23	2023 FY2023	Jun-23 F1Q24	Sep-23 F2Q24	Dec-23 F3Q24	Mar-24 F4Q24	2024 FY2024	Jun-24 F1Q25	Sep-24 F2Q25E	Dec-24 F3Q25E	Mar-25 F4Q25E	2025(E) FY2025E	Jun-25 F1Q26E	Sep-25 F2Q26E	Dec-25 F3Q26E	Mar-26 F4Q26E	2026(E FY2026E
GAAP Income Statement																						
Subscription y/y growth		268.4 NA	87.6 67.3%	78.2 50.3%	87.4 13.5%	94.5 8.8%	347.8 29.6%	97.3	24.9%	114.2 30.7%	119.9 26.8%	429.2 23.4%	124.1 27.5%	122.8 25.6%	133.1 16.5%	144.3 20.4%	524.3 22.2%	147.9	149.1 21.4%	154.9 16.4%	166.1 15.1%	617.1 17.9%
y/y growth, CC		NA NA	67.3%	50.3%	13.5%	8.8%	29.6%	11.6%	23.7%	30.7%	26.8%	23.4%	26.8%	25.6%	16.5%	20.4%	22.2%	19.2%	21.4%	16.4%	15.1%	17.99
q/q growth			0.8%	-10.7%	11.7%	8.2%	20.0,0	2.9%	0.5%	16.9%	4.9%		3.5%	-1.0%	8.4%	8.4%		2.5%	0.8%	3.9%	7.2%	
% of total		34.9%	44.3%	41.6%	44.8%	46.5%	44.3%	49.1%	48.6%	52.7%	53.7%	51.1%	55.2%	55.8%	57.9%	59.1%	57.1%	59.1%	58.3%	59.3%	60.9%	59.49
FX adjustment		0.0 268.4	0.0 87.6	0.0 78.2	0.0 87.4	0.0 94.5	0.0 347.8	(0.5)	1.0 96.8	(1.1)	0.0 119.9	(0.6)	0.7 123.4	122.8	133.1	144.3	0.7 523.6	147.9	149.1	154.9	166.1	617.
Revenue, CC Perpetual License	135.5	111.9	17.8	19.8	19.7	17.6	74.9	97.8 13.2	96.8	115.3 14.9	119.9	429.8 57.6	123.4	122.8	11.9	144.3	523.b 51.5	147.9	149.1	154.9	10.9	46.
y/y growth	-16.8%	-17.5%	-45.5%	-28.3%	-30.0%	-24.9%	-33.0%	-26.1%	-27.4%	-24.6%	-13.5%	-23.1%	4.4%	-5.0%	-20.0%	-20.0%	-10.7%	-10.0%	-10.0%	-10.0%	-10.0%	-10.0
y/y growth, CC		-17.5%	-45.5%	-28.3%	-30.0%	-24.9%	-33.0%	-25.1%	-29.1%	-23.5%	-12.9%	-22.9%	4.2%	-5.0%	-20.0%	-20.0%	-10.7%	-10.0%	-10.0%	-10.0%	-10.0%	-10.0
q/q growth	40.707	4.4.507	-23.9%	11.4%	-0.5%	-11.0%	0.507	-25.1%	9.4%	3.4%	2.2%	0.007	-9.6%	-0.5%	-12.9%	2.2%	5.00/	1.7%	-0.5%	-12.9%	2.2%	4.50
% of total FX adjustment	18.7%	14.5%	9.0%	10.5%	10.1%	8.6% 0.0	9.5%	6.6%	7.2% 0.3	6.9%	6.8%	6.9% (0.2)	6.1%	6.2%	5.2%	5.0%	5.6%	4.9%	4.8%	4.1%	4.0%	4.59 0.
Revenue, CC		111.9	17.8	19.8	19.7	17.6	74.9	13.3	14.1	15.1	15.3	57.8	13.7	13.7	11.9	12.2	51.4	12.4	12.3	10.7	10.9	46.
Customer Support	357.8	347.1	81.3	78.0	77.7	77.3	314.3	76.9	77.0	76.8	77.0	307.8	76.3	74.8	73.8	76.0	300.8	80.2	84.7	85.5	85.1	335.
y/y growth	-0.7%	-3.0%	-8.6%	-10.8%	-9.7%	-8.7%	-9.4%	-5.4%	-1.3%	-1.1%	-0.4%	-2.1%	-0.8%	-2.9% -2.9%	-4.0%	-1.3% -1.3%	-2.3%	5.1%	13.3%	16.0% 16.0%	11.9%	11.5
y/y growth, CC q/q growth		-3.0%	-8.6% -4.0%	-10.8% -4.1%	-9.7% -0.4%	-8.7% -0.4%	-9.4%	-4.9% -0.5%	-2.8% 0.1%	0.3%	-0.2% 0.3%	-1.9%	-1.4% -1.0%	-2.9% -2.0%	-4.0% -1.4%	-1.3% 3.1%	-2.4%	5.1% 5.5%	13.3% 5.6%	1 0%	11.9% -0.5%	11.59
% of total	49.5%	45.1%	41.1%	41.5%	39.8%	38.0%	40.1%	38.8%	38.3%	35.4%	34.5%	36.7%	34.0%	34.0%	32.1%	31.1%	32.7%	32.1%	33.1%	32.7%	31.2%	32.39
FX adjustment		0.0	0.0	0.0	0.0	0.0	0.0	(0.4)	1.2	(1.1)	(0.1)	(0.4)	0.5				0.5					0
Revenue, CC		347.1	81.3	78.0	77.7	77.3	314.3	77.4	75.8	77.9	77.2	308.2	75.8	74.8	73.8	76.0	300.3	80.2	84.7	85.5	85.1	335
Other Services		42.3 NA	11.2 19.2%	12.4%	10.3 -8.0%	14.0 28.1%	47.6 12.6%	10.8 -4.0%	-1.3%	10.9 5.6%	-20.3%	44.7 -6.1%	10.6 -2.1%	-25.0%	10.9 0.6%	11.6 3.8%	42.0 -6.0%	9.6	9.8	10.0 -8.1%	10.5 -9.8%	40 -4.8
y/y growth y/y growth, CC		NA NA	19.2%	12.4%	-8.0%	28.1%	12.6%	-3.5%	-1.3%	6.4%	-19.9%	-5.8%	-2.1%	-25.0%	0.6%	3.8%	-6.0%	-9.0%	10.9%	-8.1%	-9.6%	-4.8
q/q growth		70.	2.5%	6.7%	-14.1%	36.3%	12.070	-23.2%	9.7%	-8.1%	3.0%	0.070	-5.6%	-16.0%	23.3%	6.3%	0.070	-17.3%	2.3%	2.1%	4.3%	4.0
% of total		5.5%	5.7%	6.4%	5.3%	6.9%	6.1%	5.4%	5.9%	5.0%	5.0%	5.3%	4.7%	4.0%	4.8%	4.8%	4.6%	3.8%	3.8%	3.8%	3.8%	3.8
FX adjustment		0.0	0.0	0.0	0.0	0.0	0.0	(0.1)	0.1	(0.1)	(0.1)	(0.1)	(0.0)				(0.0)					
Revenue, CC Total Revenue	723.5	42.3 769.6	11.2 198.0	12.0 188.1	10.3 195.1	14.0 203.5	47.6 784.6	10.8 198.2	11.7 201.0	11.0 216.8	223.3	44.8 839.2	10.6 224.7	220.1	10.9 229.7	11.6 244.1	42.0 918.6	9.6 <b>250.0</b>	9.8 <b>255.9</b>	10.0 261.2	10.5 272.5	1,039
y/y growth	7.8%	6.4%	7.9%	5.7%	-3.6%	-1.2%	1.9%	0.1%	6.9%	11.1%	9.7%	7.0%	13.4%	9.5%	5.9%	9.3%	9.5%	11.3%	16.3%	13.7%	11.7%	13.2
y/y growth, CC	5.8%	6.0%	12.7%	11.7%	1.2%	1.6%	6.5%	0.7%	5.5%	12.4%	9.9%	7.1%	12.8%	9.5%	5.9%	9.3%	9.3%	11.3%	16.3%	13.7%	11.7%	13.2
q/q growth			-3.9%	-5.0%	3.7%	4.3%		-2.6%	1.4%	7.9%	3.0%		0.6%	-2.0%	4.3%	6.3%		2.4%	2.3%	2.1%	4.3%	
FX adjustment	13.5	2.6	(8.7)	(10.6)	(9.8)	(5.7)	(34.8)	(1.2)	2.6	(2.4)	(0.3)	(1.3)	1.2	0.0	0.0	0.0	1.2	0.0	0.0	0.0	0.0	0.
Revenue, CC	710.0	767.0	206.7	198.6	204.9	209.2	819.4	199.4	198.4	219.2	223.6	840.6	223.5	220.1	229.7	244.1	917.4	250.0	255.9	261.2	272.5	1,039
Cost of Revenue																						
Subscription		24.6	11.0	8.9	11.7	12.9	44.5	12.4	14.6	15.9	15.5	58.4	17.5	21.5	21.9	22.3	83.1	23.1	28.3	27.8	28.1	107.
Perpetual License		4.6	0.6	0.7	0.6	0.5	2.4	0.4	0.6	0.8	0.3	2.2	0.3	0.6	0.6	0.3	1.8	0.3	0.5	0.6	0.2	1.
Customer Support		54.7	15.0	15.4	14.6	13.2	58.3	15.0	14.9	15.1	15.8	60.8	14.3	14.6	14.6	16.1	59.5	15.1	14.6	14.6	15.7	60.
Other Services		30.0	7.1	7.3	7.6	8.2	30.2	7.8	7.7	7.3	7.5	30.3	7.6	5.8	7.1	7.6	28.1	6.3	6.4	6.5	6.8	26.
Total Cost of Revenue	109.4	113.9	33.8	32.3	34.5	34.8	135.4	35.6	37.9	39.1	39.1	151.6	39.8	42.4	44.2	46.1	172.5	44.8	49.9	49.5	50.8	195.
% of Revenue	15.1%	14.8%	17.1%	17.2%	17.7%	17.1%	17.3%	17.9%	18.8%	18.0%	17.5%	18.1%	17.7%	19.3%	19.3%	18.9%	18.8%	17.9%	19.5%	19.0%	18.6%	18.8%
Gross Profit																						
Subscription		243.8	76.6	69.3	75.7	81.6	303.3	84.9	83.1	98.3	104.4	370.8	106.5	101.3	111.2	122.1	441.2	124.8	120.8	127.1	138.0	510.
Gross Margin %		90.8%	87.5%	88.6%	86.6%	86.3%	87.2%	87.3%	85.0%	86.1%	87.1%	86.4%	85.9%	82.5%	83.6%	84.6%	84.1%	84.4%	81.0%	82.1%	83.1%	82.6
Perpetual License		107.3	17.2	19.2	19.1	17.0	72.5	12.7	13.7	14.1	14.9	55.4	13.4	13.1	11.3	11.9	49.6	12.1	11.8	10.1	10.7	44
Gross Margin %		95.9% 292.4	96.5% 66.3	96.7% 62.6	96.8%	97.0% 64.1	96.7% 256.0	96.9% 62.0	95.5% 62.1	94.6% 61.7	97.9% 61.2	96.2% 247.0	97.5% 62.0	95.5% 60.2	94.6% 59.1	97.9% 60.0	96.4% 241.3	97.5% 65.1	95.5%	94.6%	97.9% 69.4	96.4 275
Customer Support Gross Marain %		292.4 84.2%	66.3 81.5%	62.6 80.2%	63.1 81.2%	64.1 82.9%	256.0 81.5%	62.0 80.6%	62.1 80.7%	61.7 80.4%	61.2 79.5%	247.0 80.3%	62.0 81.3%	60.2 80.5%	59.1 80.2%	78.9%	241.3 80.2%	65.1 81.2%	70.1 82.7%	70.9 82.9%	69.4 81.6%	275 82.1
Other Services		12.3	4.1	4.7	2.7	5.9	17.4	3.0	4.2	3.6	3.7	14.4	2.9	3.1	3.8	4.1	13.9	3.4	3.4	3.5	3.7	14.
Gross Margin %		29.0%	36.7%	38.9%	26.2%	41.9%	36.5%	27.5%	35.2%	33.3%	32.7%	32.2%	27.6%	35.0%	35.0%	35.0%	33.1%	35.0%	35.0%	35.0%	35.0%	35.0
Total Gross Profit	614.1	655.7	164.2	155.8	160.5	168.7	649.2	162.6	163.1	177.7	184.1	687.6	184.9	177.7	185.5	198.0	746.1	205.3	206.0	211.7	221.7	844.
Gross Margin %	84.9%	85.2%	82.9%	82.8%	82.3%	82.9%	82.7%	82.1%	81.2%	82.0%	82.5%	81.9%	82.3%	80.7%	80.7%	81.1%	81.2%	82.1%	80.5%	81.0%	81.4%	81.2
Operating Expenses																						
Sales and Marketing	331.9	341.6	84.9	81.3	87.3	87.2	1.024.1	84.1	84.7	91.7	94.5	355.0	96.0	92.1	96.8	104.5	389.3	103.1	102 1	105.1	111.7	422
Research and Development	133.4	153.6	40.1	37.1	32.5	32.2	449.1	31.4	31.3	34.4	35.2	132.3	33.1	32.5	34.5	37.7	137.8	35.6	36.0	37.4	40.0	149
General and Administrative	92.2	103.0	27.0	25.6	24.0	27.7	310.3	27.0	28.0	29.1	29.9	114.0	30.8	31.7	30.6	34.0	127.2	30.6	31.6	32.3	35.3	129
Restructuring	23.5 14.6	6.2	2.1 2.6	0.0 2.5	9.2 2.5	57.6	81.3 28.6	0.0	0.0	0.0	4.5	4.5	4.7	0.0	0.0	0.0	4.7	0.0	0.0	0.0	0.0	(
Depreciation and Amortization Impairment of Intangible Assets	14.6 40.7	9.7 0.0	2.6 0.0	2.5 0.0	2.5 0.0	1.6	28.6	1.6 0.0	1.5 0.0	1.5 0.0	1.8	6.4 0.0	1.9 0.0	0.8	0.8	0.8	4.3 0.0	0.8	0.9	0.9	0.9	3
Net Change in Contingent Consideration	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Total Operating Expenses	636.4	614.2	156.8	146.4	155.5	206.3	665.1	144.1	145.5	156.7	166.0	612.3	166.5	157.1	162.7	177.0	663.4	170.1	170.5	175.6	187.9	704
% of Revenue	88.0%	79.8%	79.2%	77.9%	79.7%	101.4%	84.8%	72.7%	72.4%	72.3%	74.3%	73.0%	74.1%	71.4%	70.9%	72.5%	72.2%	68.0%	66.6%	67.2%	68.9%	67.7
Income (Loss) from Operations	(22.3)	41.6	7.4	9.3	5.0	(37.7)	(15.9)	18.5	17.6	21.1	18.2	75.4	18.4	20.6	22.7	21.0	82.7	35.1	35.5	36.0	33.8	140
Operating Margin %	-3.1%	5.4%	3.8%	5.0%	2.6%	-18.5%	-2.0%	9.3%	8.8%	9.7%	8.1%	9.0%	8.2%	9.4%	9.9%	8.6%	9.0%	14.0%	13.9%	13.8%	12.4%	13.5
Interest Income	4.0	0.7	0.0	0.3	0.4	0.4	4.2	0.0	1.4	1.4	4.0		4.0	1.8	1.8	1.8	7.0	4.0	4.0	4.0	1.8	7
Interest Income Interest Expense	1.0	(0.1)	(0.1)	(0.1)	(0.1)	(0.2)	1.3	(0.1)	(0.1)	(0.1)	(0.1)	5.4 (0.4)	(0.1)	(0.1)	(0.1)	(0.1)	7.2 (0.4)	1.8	1.8	1.8	(0.1)	(0.
Other Expense, Net	0.0	1.3	(0.4)	0.2	0.1	(0.2)	(0.3)	0.3	(0.2)	(0.0)	3.1	3.3	0.5	0.0	0.0	0.0	0.5	0.0	0.0	0.0	0.0	0.
Total Interest and Other Income (Expense)	1.0	1.8	(0.2)	0.3	0.4	0.0	0.5	1.0	1.1	1.3	4.9	8.3	2.2	1.7	1.7	1.7	7.3	1.7	1.7	1.7	1.7	6.
Income (Loss) Before Income Taxes	(21.2)	43.4	7.2	9.7	5.4	(37.6)	(15.4)	19.5	18.7	22.3	23.1	83.6	20.7	22.3	24.4	22.7	90.0	36.8	37.2	37.7	35.5	147.
Income Tax Expense (Benefit)	9.7	9.8	3.7	5.1	5.7	5.9	20.4	6.9	5.7	5.2	(103.1)	(85.3)	21	4.5	4.9	4.5	16.0	7.4	7.4	7.5	7.1	29
Tax Rate	NM	22.6%	51.3%	53.2%	105.7%	NM	NM	35.3%	30.5%	23.2%	-447.0%	-102.0%	10.3%	20.0%	20.0%	20.0%	17.8%	20.0%	20.0%	20.0%	20.0%	20.09
N	(0.4.0)		3.5	4.5	(0.0)	(40.5)	(0.5.0)	12.6	40.0	17.1	100.1	400.0	18.5	17.8	19.5	40.4	710	00.5				447
Net Income (Loss)	(31.0)	33.6	3.5	4.5	(0.3)	(43.5)	(35.8)	12.6	13.0	17.1	126.1	168.9	18.5	17.8	19.5	18.1	74.0	29.5	29.8	30.2	28.4	117
GAAP EPS	(\$0.66)	\$0.71	\$0.08	\$0.10	(\$0.01)	(\$0.98)	(\$0.80)	\$0.28	\$0.29	\$0.38	\$2.81	\$3.76	\$0.41	\$0.40	\$0.44	\$0.40	\$1.65	\$0.65	\$0.66	\$0.66	\$0.63	\$2.
y/y growth Shares Outstanding	440.1%	-207.5%	-73.5%	172.8%	-103.2%	-661.7%	-212.2%	266.8%	192.2%	-5618.3%	-386.9%	-569.7%	46.7%	36.7%	14.0%	-85.7%	-56.3%	57.0%	66.2%	51.2%	55.9%	57.4
Basic	46.7	45.4	44.7	44.8	44.7	44.4	44.7	44.1	43.9	43.9	43.7	43.9	43.7	44.1	43.9	44.3	44.0	44.5	44.2	44.8	44.4	44
y/y growth	1.6%	-2.6%	-3.1%	-2.2%	-1.2%	-0.4%	-1.7%	-1.5%	-1.8%	-1.9%	-1.7%	-1.7%	-0.9%	0.4%	0.1%	1.5%	0.3%	2.0%	0.3%	2.0%	0.3%	1.1
q/q growth			0.3%	0.0%	-0.1%	-0.6%		-0.9%	-0.2%	-0.2%	-0.4%		0.0%	0.5%	0.5%	0.5%		0.5%	0.5%	0.5%	0.5%	
Diluted	47.6	47.1	45.9	45.5	45.7	44.4	44.7	45.0	44.9	44.8	44.9	44.9	45.0	45.0	44.8	45.2	45.0	45.5	45.2	45.8	45.4	45.
y/y growth	3.6%	-1.0%	-4.8% 0.1%	-4.3% -0.7%	-2.2% 0.3%	-3.1% -2.7%	-5.1%	-1.9% 1.2%	-1.4% -0.2%	-1.9% -0.2%	1.1% 0.3%	0.5%	0.0%	0.2%	-0.1% -0.5%	0.7% 1.0%	0.2%	1.2% 0.7%	0.5% -0.7%	2.2% 1.2%	0.5% -0.7%	1.19
q/q growth			U. 176	-0.7%	0.3%	-2.1%		1.276	-U.2%	-U.2%	0.3%		U.276	0.0%	-0.0%	1.0%		U. 176	-0.7%	1.276	-0.7%	

**Exhibit 112: Commvault Non-GAAP Income Statement** 

\$ in millions, except per share data	2021	2022	Jun-22	Sep-22	Dec-22	Mar-23	2023	Jun-23	Sep-23	Dec-23	Mar-24	2024	Jun-24	Sep-24	Dec-24	Mar-25	2025(E)	Jun-25	Sep-25	Dec-25	Mar-26	2026(8
	FY2021	FY2022	F1Q23	F2Q23	F3Q23	F4Q23	FY2023	F1Q24	F2Q24	F3Q24	F4Q24	FY2024	F1Q25	F2Q25E	F3Q25E	F4Q25E	FY2025E	F1Q26E	F2Q26E	F3Q26E	F4Q26E	FY2026
Income Statement (Non-GAAP)		200.4	07.0	78.2	87.4	94.5	347.8	07.0	97.8	114.2	119.9	400.0	404.4	400.0	400.4	144.3	504.0	147.9	149.1	454.0	166.1	617.
Subscription y/y growth		268.4 NA	87.6 67.3%	78.2 50.3%	13.5%	8.8%	29.6%	97.3 11.0%	24.9%	30.7%	26.8%	429.2 23.4%	124.1 27.5%	122.8 25.6%	133.1 16.5%	20.4%	524.3 22.2%	19.2%	21.4%	154.9 16.4%	15.1%	17.9
y/y growth, CC		NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	
q/q growth			0.8%	-10.7%	11.7%	8.2%		2.9%	0.5%	16.9%	4.9%		3.5%	-1.0%	8.4%	8.4%		2.5%	0.8%	3.9%	7.2%	
% of total		34.9%	44.3%	41.6%	44.8%	46.5%	44.3%	49.1%	48.6%	52.7%	53.7%	51.1%	55.2%	55.8%	57.9%	59.1%	57.1%	59.1%	58.3%	59.3%	60.9%	59.49
Perpetual License		111.9 NA	17.8 -45.5%	19.8 -28.3%	19.7 -30.0%	17.6 -24.9%	74.9 -33.0%	-26.1%	14.4 -27.4%	14.9 -24.6%	15.2 -13.5%	<b>57.6</b> -23.1%	13.7 4.4%	13.7 -5.0%	-20.0%	12.2 -20.0%	51.5 -10.7%	12.4 -10.0%	12.3 -10.0%	10.7 -10.0%	10.9 -10.0%	-10.0
y/y growth y/y growth, CC		NA NA	-40.5% NA	-20.3% NA	-30.0% NA	-24.9% NA	-33.0% NA	-20.1% NA	-27.4% NA	-24.0% NA	-13.5% NA	-23.1% NA	4.4% NA	-5.0% NA	-20.0% NA	-20.0% NA	-10.7% NA	-10.0% NA	-10.0% NA	-10.0% NA	-10.0% NA	-10.0
q/q growth			-23.9%	11.4%	-0.5%	-11.0%		-25.1%	9.4%	3.4%	2.2%		-9.6%	-0.5%	-12.9%	2.2%		1.7%	-0.5%	-12.9%	2.2%	
% of total		14.5%	9.0%	10.5%	10.1%	8.6%	9.5%	6.6%	7.2%	6.9%	6.8%	6.9%	6.1%	6.2%	5.2%	5.0%	5.6%	4.9%	4.8%	4.1%	4.0%	4.59
Customer Support		347.1	81.3	78.0	77.7	77.3	314.3	76.9	77.0	76.8	77.0	307.8	76.3	74.8	73.8	76.0	300.8	80.2	84.7	85.5	85.1	335.
y/y growth y/y growth, CC		NA NA	-8.6% NA	-10.8% NA	-9.7% NA	-8.7% NA	-9.4% NA	-5.4% NA	-1.3% NA	-1.1% NA	-0.4% NA	-2.1% NA	-0.8% NA	-2.9% NA	-4.0% NA	-1.3% NA	-2.3% NA	5.1% NA	13.3% NA	16.0% NA	11.9% NA	11.59 A
a/a arowth		IVA	-4.0%	-4.1%	-0.4%	-0.4%	IVA	-0.5%	0.1%	-0.3%	0.3%	IVA	-1 0%	-2 0%	-1 4%	3.1%	IVA	5.5%	5.6%	1.0%	-0.5%	^
% of total		45.1%	41.1%	41.5%	39.8%	38.0%	40.1%	38.8%	38.3%	35.4%	34.5%	36.7%	34.0%	34.0%	32.1%	31.1%	32.7%	32.1%	33.1%	32.7%	31.2%	32.39
Other Services		42.3	11.2	12.0	10.3	14.0	47.6	10.8	11.8	10.9	11.2	44.7	10.6	8.9	10.9	11.6	42.0	9.6	9.8	10.0	10.5	40.
y/y growth		NA	19.2%	12.4%	-8.0%	28.1%	12.6%	-4.0%	-1.3%	5.6%	-20.3%	-6.1%	-2.1%	-25.0%	0.6%	3.8%	-6.0%	-9.0%	10.9%	-8.1%	-9.8%	-4.8
y/y growth, CC		NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	٨
q/q growth % of total		5.5%	2.5% 5.7%	6.7% 6.4%	-14.1% 5.3%	36.3% 6.9%	6.1%	-23.2% 5.4%	9.7% 5.9%	-8.1% 5.0%	3.0% 5.0%	5.3%	-5.6% 4.7%	-16.0% 4.0%	23.3% 4.8%	6.3% 4.8%	4.6%	-17.3% 3.8%	2.3%	2.1% 3.8%	4.3% 3.8%	3.89
Total Revenue	723.5	769.6	198.0	188.1	195.1	203.5	784.6	198.2	201.0	216.8	223.3	839.2	224.7	220.1	229.7	244.1	918.6	250.0	255.9	261.2	272.5	1.039.
y/y growth	7.8%	6.4%	7.9%	5.7%	-3.6%	-1.2%	1.9%	0.1%	6.9%	11.1%	9.7%	7.0%	13.4%	9.5%	5.9%	9.3%	9.5%	11.3%	16.3%	13.7%	11.7%	13.2
y/y growth, CC	5.8%	6.0%	12.7%	11.7%	1.2%	1.6%	6.5%	0.7%	5.5%	12.4%	9.9%	7.1%	12.8%	9.5%	5.9%	9.3%	9.3%	11.3%	16.3%	13.7%	11.7%	13.29
q/q growth			-3.9%	-5.0%	3.7%	4.3%		-2.6%	1.4%	7.9%	3.0%		0.6%	-2.0%	4.3%	6.3%		2.4%	2.3%	2.1%	4.3%	
Cost of Revenue Subscription		24.6	11.0	8.9	11.7	12.9	44.5	12.4	14.6	15.9	45.5	58.4	17.5	21.5	21.9	22.3	83.1	23.1	28.3	27.8	28.1	407
Perpetual License		4.6	0.6	0.7	0.6	0.5	2.4	0.4	0.6	0.8	15.5 0.3	2.2	0.3	0.6	0.6	0.3	1.8	0.3	28.3 0.5	0.6	0.2	107.3
Customer Support		50.2	13.8	14.2	13.2	12.3	53.5	13.3	13.3	13.2	14.2	53.9	12.7	12.9	12.6	14.0	52.2	13.3	14.6	14.6	15.7	58.
Other Services		30.0	7.1	7.3	7.6	8.2	30.2	7.8	7.7	7.3	7.5	30.3	7.6	5.8	7.1	7.6	28.1	6.3	6.4	6.5	6.8	26.0 193.2
Total Cost of Revenue	106.1	109.4	32.5	31.1	33.2	33.9	130.6	33.9	36.3	37.1	37.5	144.8	38.2	40.8	42.2	44.1	165.3	43.0	49.9	49.5	50.8	
% of Revenue	14.7%	14.2%	16.4%	16.5%	17.0%	16.6%	16.6%	17.1%	18.0%	17.1%	16.8%	17.3%	17.0%	18.5%	18.4%	18.1%	18.0%	17.2%	19.5%	19.0%	18.6%	18.69
Gross Profit																						
Subscription		243.8	76.6	69.3	75.7	81.6	303.3	84.9	83.1	98.3	104.4	370.8	106.5	101.3	111.2	122.1	441.2	124.8	120.8	127.1	138.0	510.6
Gross Margin %		90.8%	87.5%	88.6%	86.6%	86.3%	87.2%	87.3%	85.0%	86.1%	87.1%	86.4%	85.9%	82.5%	83.6%	84.6%	84.1%	84.4%	81.0%	82.1%	83.1%	82.69
Perpetual License		107.3	17.2	19.2	19.1	17.0	72.5	12.7	13.7	14.1	14.9	55.4	13.4	13.1	11.3	11.9	49.6	12.1	11.8	10.1	10.7	44.7
Gross Margin %		95.9%	96.5%	96.7%	96.8%	97.0%	96.7%	96.9%	95.5%	94.6%	97.9%	96.2%	97.5%	95.5%	94.6%	97.9%	96.4%	97.5%	95.5%	94.6%	97.9%	96.49
Customer Support		296.9	67.5	63.8	64.4	65.1	260.8	63.6	63.7	63.7	62.8	253.9	63.6	61.9	61.1	62.0	248.6	66.8	70.1	70.9	69.4	277.2
Gross Margin %		85.5%	83.0%	81.8%	83.0%	84.1%	83.0%	82.8%	82.7%	82.9%	81.6%	82.5%	83.4%	82.7%	82.9%	81.6%	82.6%	83.4%	82.7%	82.9%	81.6%	82.69
Other Services Gross Margin %		12.3 29.0%	4.1 36.7%	4.7 38.9%	2.7 26.2%	5.9 41.9%	17.4 36.5%	3.0 27.5%	4.2 35.2%	3.6 33.3%	32.7%	14.4 32.2%	2.9 27.6%	3.1 35.0%	3.8 35.0%	4.1 35.0%	13.9 33.1%	3.4 35.0%	3.4 35.0%	3.5 35.0%	3.7 35.0%	14.0 35.09
Gross Margin %		29.0%	30.7%	30.9%	20.276	41.9%	30.3%	27.3%	33.2%	33.3%	32.7%	32.2%	27.0%	35.0%	33.0%	33.0%	33.1%	33.0%	33.0%	33.0%	35.0%	30.07
Total Gross Profit	617.4	660.2	165.5	157.0	161.9	169.6	654.0	164.3	164.7	179.7	185.8	694.5	186.5	179.4	187.4	200.0	753.3	207.0	206.0	211.7	221.7	846.
Gross Margin %	85.3%	85.8%	83.6%	83.5%	83.0%	83.4%	83.4%	82.9%	82.0%	82.9%	83.2%	82.7%	83.0%	81.5%	81.6%	81.9%	82.0%	82.8%	80.5%	81.0%	81.4%	81.4%
Operating Expenses																						
Sales and Marketing	296.4	304.2	73.5	71.1	76.9	76.2	297.7	74.4	74.8	81.5	87.7	318.4	86.5	81.9	86.3	95.8	350.5	92.5	91.4	94.3	102.9	381.0
% of Revenue	41.0%	39.5%	37.1%	37.8%	39.4%	37.4%	37.9%	37.6%	37.2%	37.6%	39.3%	37.9%	38.5%	37.2%	37.6%	39.3%	38.2%	37.0%	35.7%	36.1%	37.8%	36.69
Research and Development	108.6	119.7	30.9	29.3	26.5	26.7	113.3	26.1	25.9	28.9	29.8	110.7	27.9	27.0	28.9	30.8	114.7	29.8	30.1	31.6	33.0	124.6
% of Revenue General and Administrative	15.0% 73.8	15.6% 75.4	15.6% 19.0	15.6% 19.4	13.6% 18.2	13.1% 20.8	14.4% 77.5	13.2%	12.9% 21.3	13.3%	13.4%	13.2% 86.0	12.4% 24.6	12.3% 24.9	12.6% 23.4	12.6% 24.8	12.5% 97.7	11.9% 23.8	11.8% 24.3	12.1% 24.8	12.1% 25.9	12.09
% of Revenue	10.2%	9.8%	9.6%	10.3%	9.3%	10.2%	9.9%	10.1%	10.6%	10.2%	10.1%	10.2%	11.0%	11.3%	10.2%	10.1%	10.6%	9.5%	9.5%	9.5%	9.5%	9.59
Depreciation and Amortization	14.6	9.7	2.6	2.5	2.5	1.6	9.3	1.6	1.5	1.5	1.8	6.4	1.9	0.8	0.8	0.8	4.3	0.8	0.9	0.9	0.9	3.5
% of Revenue	2.0%	1.3%	1.3%	1.3%	1.3%	0.8%	1.2%	0.8%	0.8%	0.7%	0.8%	0.8%	0.9%	0.4%	0.3%	0.3%	0.5%	0.3%	0.3%	0.3%	0.3%	0.39
Other Non-GAAP Adjustments	(13.5)	(10.5)	(1.2)	(0.7)	(0.6)	(1.1)	(3.7)	(1.3)	(0.8)	(1.0)	(1.4)	(4.5)	(2.8)	1.3	1.3	1.4	1.2	1.3	1.3	1.3	1.4	5.4
% of Revenue	-1.9% 480.0	-1.4% 498.5	-0.6% 124.9	-0.4% 121.6	-0.3% 123.4	-0.5% 124.2	-0.5% 494.1	-0.7% 120.8	-0.4% 122.7	-0.5% 133.0	-0.6% 140.5	-0.5% 517.0	-1.2% 138.2	0.6%	0.6% 140.8	0.6%	0.1% 568.4	0.5%	0.5% 148.0	0.5% 152.9	0.5% 164.1	0.59 613.3
Total Operating Expenses % of Revenue	480.0 66.3%	498.5 64.8%	124.9 63.1%	121.6 64.7%	63.3%	61.0%	494.1 63.0%	120.8 60.9%	61.1%	133.0 61.3%	62.9%	517.0 61.6%	138.2 61.5%	135.9 61.7%	140.8 61.3%	153.6 62.9%	568.4 61.9%	148.2 59.3%	148.0 57.8%	152.9 58.5%	60.2%	<b>613.</b> 2
% of Revenue	00.3%	04.076	03.176	04.7%	03.3%	61.0%	03.0%	00.976	01.176	01.3%	02.9%	01.0%	01.5%	01.770	01.3%	02.9%	01.9%	39.3%	37.0%	36.3%	00.2 %	39.07
Income (Loss) from Operations	137.5	161.7	40.6	35.4	38.5	45.4	159.9	43.5	42.0	46.7	45.2	177.5	48.3	43.5	46.6	46.5	184.9	58.8	58.0	58.7	57.6	233.2
Income (Loss) from Operations Operating Margin %	137.5 19.0%	161.7 21.0%	40.6 20.5%	35.4 18.8%	38.5 19.7%	45.4 22.3%	159.9 20.4%	43.5 22.0%	42.0 20.9%	46.7 21.5%	45.2 20.2%	177.5 21.1%	48.3 21.5%	43.5 19.8%	46.6 20.3%	46.5 19.0%	184.9 20.1%	58.8 23.5%	58.0 22.7%	58.7 22.5%	57.6 21.1%	233.1 22.4%
Operating Margin %	19.0%	21.0%	20.5%	18.8%	19.7%	22.3%	20.4%	22.0%	20.9%	21.5%	20.2%	21.1%	21.5%	19.8%	20.3%	19.0%	20.1%	23.5%	22.7%	22.5%	21.1%	22.4%
Operating Margin % Interest Income	19.0%	<b>21.0%</b>	<b>20.5%</b>	0.3	19.7% 0.4	<b>22.3%</b>	20.4%	0.8	20.9%	21.5%	<b>20.2%</b>	21.1%	21.5%	19.8%	20.3%	19.0%	<b>20.1%</b> 7.2	23.5%	22.7%	1.8	21.1%	22.4%
Operating Margin %  Interest Income Interest Expense	19.0%	21.0%	20.5%	18.8%	19.7%	0.4 (0.2)	20.4% 1.3 (0.5)	22.0%	20.9% 1.4 (0.1)	21.5% 1.4 (0.1)	20.2%	21.1%	21.5%	19.8%	20.3%	19.0%	20.1%	23.5%	22.7%	22.5%	21.1%	7.2
Operating Margin % Interest Income	19.0% 1.0 0.0	0.7 (0.1)	0.3 (0.1)	0.3 (0.1)	0.4 (0.1)	<b>22.3%</b>	20.4%	0.8 (0.1)	20.9%	21.5%	20.2% 1.9 (0.1)	21.1% 5.4 (0.4)	21.5% 1.8 (0.1)	19.8% 1.8 (0.1)	20.3% 1.8 (0.1)	19.0% 1.8 (0.1)	7.2 (0.4)	23.5% 1.8 (0.1)	1.8 (0.1)	22.5% 1.8 (0.1)	21.1% 1.8 (0.1)	22.4%
Operating Margin %  Interest Income Interest Expense Other Expense, Net Total Interest and Other Income (Expense)	19.0% 1.0 0.0 0.0 1.0	0.7 (0.1) 0.3 0.8	0.3 (0.1) (0.4) (0.2)	0.3 (0.1) 0.2 0.3	0.4 (0.1) 0.1 <b>0.4</b>	0.4 (0.2) (0.2) 0.0	1.3 (0.5) (0.3) 0.5	0.8 (0.1) 0.3 1.0	1.4 (0.1) (0.2)	1.4 (0.1) (0.0) 1.3	1.9 (0.1) 1.4 3.2	5.4 (0.4) 1.6 6.6	1.8 (0.1) 0.5 2.2	19.8% 1.8 (0.1) 0.0 1.7	1.8 (0.1) 0.0 1.7	19.0% 1.8 (0.1) 0.0 1.7	7.2 (0.4) 0.5 7.3	1.8 (0.1) 0.0 1.7	1.8 (0.1) 0.0 1.7	1.8 (0.1) 0.0 1.7	1.8 (0.1) 0.0 1.7	7.3 (0.4 0.6
Operating Margin %  Interest Income Interest Expense Other Expense, Net	19.0% 1.0 0.0 0.0	0.7 (0.1) 0.3	0.3 (0.1) (0.4)	0.3 (0.1) 0.2	0.4 (0.1) 0.1	0.4 (0.2) (0.2)	1.3 (0.5) (0.3)	0.8 (0.1) 0.3	1.4 (0.1) (0.2)	1.4 (0.1) (0.0)	1.9 (0.1) 1.4	5.4 (0.4) 1.6	1.8 (0.1) 0.5	1.8 (0.1) 0.0	1.8 (0.1) 0.0	19.0% 1.8 (0.1) 0.0	7.2 (0.4) 0.5	1.8 (0.1) 0.0	1.8 (0.1) 0.0	1.8 (0.1) 0.0	1.8 (0.1) 0.0	7.1 (0.4 0.0
Operating Margin %  Interest Income Interest Expense Other Expense, Net Total Interest and Other Income (Expense) Income (Loss) Before Income Taxes	19.0% 1.0 0.0 0.0 1.0 138.5	0.7 (0.1) 0.3 0.8 162.5	0.3 (0.1) (0.4) (0.2) 40.4	0.3 (0.1) 0.2 0.3 35.7	0.4 (0.1) 0.1 0.4 38.9	0.4 (0.2) (0.2) 0.0 45.4	1.3 (0.5) (0.3) 0.5	0.8 (0.1) 0.3 1.0	1.4 (0.1) (0.2) 1.1 43.1	1.4 (0.1) (0.0) 1.3 48.0	1.9 (0.1) 1.4 3.2 48.4	5.4 (0.4) 1.6 6.6	1.8 (0.1) 0.5 2.2 50.5	1.8 (0.1) 0.0 1.7 45.2	1.8 (0.1) 0.0 1.7 48.3	19.0% 1.8 (0.1) 0.0 1.7 48.2	7.2 (0.4) 0.5 7.3	1.8 (0.1) 0.0 1.7 60.5	1.8 (0.1) 0.0 1.7 59.7	1.8 (0.1) 0.0 1.7 60.4	1.8 (0.1) 0.0 1.7 59.3	7.3 (0.4 0.0 6.4 240.0
Operating Margin %  Interest Income Interest Expense Other Expense, Net Total Interest and Other Income (Expense) Income (Loss) Before Income Taxes Income Tax Expense (Benefit)	19.0% 1.0 0.0 0.0 1.0 138.5	0.7 (0.1) 0.3 0.8 162.5	0.3 (0.1) (0.4) (0.2) 40.4	0.3 (0.1) 0.2 0.3 35.7	0.4 (0.1) 0.1 0.4 38.9	0.4 (0.2) (0.2) 0.0 45.4	20.4% 1.3 (0.5) (0.3) 0.5 160.4 43.3	0.8 (0.1) 0.3 1.0 44.6	1.4 (0.1) (0.2) 1.1 43.1 11.6	1.4 (0.1) (0.0) 1.3 48.0	1.9 (0.1) 1.4 3.2 48.4	5.4 (0.4) 1.6 6.6 184.1	1.8 (0.1) 0.5 2.2 50.5	1.8 (0.1) 0.0 1.7 45.2	1.8 (0.1) 0.0 1.7 48.3	19.0% 1.8 (0.1) 0.0 1.7 48.2 11.6	7.2 (0.4) 0.5 7.3 192.2	1.8 (0.1) 0.0 1.7 60.5	1.8 (0.1) 0.0 1.7 59.7	1.8 (0.1) 0.0 1.7 60.4	1.8 (0.1) 0.0 1.7 59.3	7.3 (0.4 0.0 6.4 240.0
Operating Margin %  Interest Income Interest Expense Other Expense, Net Total Interest and Other Income (Expense) Income (Loss) Before Income Taxes Income Tax Expense (Benefit) Tax Rate	19.0%  1.0 0.0 0.0 1.0 138.5 37.4 27.0%	0.7 (0.1) 0.3 0.8 162.5 43.9 27.0%	0.3 (0.1) (0.4) (0.2) 40.4 10.9 27.0%	0.3 (0.1) 0.2 0.3 35.7 9.6 27.0%	0.4 (0.1) 0.1 0.4 38.9 10.5 27.0%	0.4 (0.2) (0.2) 0.0 45.4 12.3 27.0%	20.4%  1.3 (0.5) (0.3) 0.5  160.4  43.3 27.0%	0.8 (0.1) 0.3 1.0 44.6 12.0 27.0%	1.4 (0.1) (0.2) 1.1 43.1 11.6 27.0%	1.4 (0.1) (0.0) 1.3 48.0 12.9 27.0%	1.9 (0.1) 1.4 3.2 48.4 13.1 27.0%	21.1%  5.4 (0.4) 1.6 6.6 184.1 49.7 27.0%	21.5%  1.8 (0.1) 0.5 2.2 50.5  12.1 24.0%	1.8 (0.1) 0.0 1.7 45.2 10.9 24.0%	20.3%  1.8 (0.1) 0.0 1.7 48.3 11.6 24.0%	19.0%  1.8 (0.1) 0.0 1.7  48.2 11.6 24.0%	7.2 (0.4) 0.5 7.3 192.2 46.1 24.0%	1.8 (0.1) 0.0 1.7 60.5 16.3 27.0%	22.7%  1.8 (0.1) 0.0 1.7 59.7 16.1 27.0%	22.5%  1.8 (0.1) 0.0 1.7 60.4 16.3 27.0%	21.1%  1.8 (0.1) 0.0 1.7  59.3  16.0 27.0%	7.3 (0.4 0.0 6.3 240.0 64.8 27.05
Operating Margin %  Interest Income Interest Expense Other Expense, Net Total Interest and Other Income (Expense) Income (Loss) Before Income Taxes Income Tax Expense (Benefit) Tax Rate  [Net Income (Loss)	19.0% 1.0 0.0 0.0 1.0 138.5 37.4 27.0%	21.0% 0.7 (0.1) 0.3 0.8 162.5 43.9 27.0%	0.3 (0.1) (0.4) (0.2) 40.4 10.9 27.0%	0.3 (0.1) 0.2 0.3 35.7 9.6 27.0%	0.4 (0.1) 0.1 0.4 38.9 10.5 27.0%	0.4 (0.2) (0.2) 0.0 45.4 12.3 27.0%	20.4%  1.3 (0.5) (0.3) 0.5  160.4  43.3 27.0%	0.8 (0.1) 0.3 1.0 44.6 12.0 27.0%	20.9%  1.4 (0.1) (0.2) 1.1  43.1  11.6 27.0%	21.5%  1.4 (0.1) (0.0) 1.3  48.0  12.9 27.0%  35.0	1.9 (0.1) 1.4 3.2 48.4 13.1 27.0%	21.1%  5.4 (0.4) 1.6 6.6 184.1 49.7 27.0%	21.5%  1.8 (0.1) 0.5 2.2 50.5  12.1 24.0%  38.4	19.8%  1.8 (0.1) 0.0 1.7 45.2 10.9 24.0% 34.4	20.3%  1.8 (0.1) 0.0 1.7 48.3 11.6 24.0%	19.0%  1.8 (0.1) 0.0 1.7 48.2 11.6 24.0% 36.6	7.2 (0.4) 0.5 7.3 192.2 46.1 24.0%	23.5%  1.8 (0.1) 0.0 1.7 60.5 16.3 27.0%	22.7%  1.8 (0.1) 0.0 1.7 59.7 16.1 27.0%	22.5%  1.8 (0.1) 0.0 1.7 60.4 16.3 27.0%	21.1%  1.8 (0.1) 0.0 1.7 59.3 16.0 27.0%	22.4% 7.3 (0.4 0.0 6.4 240.6 64.8 27.05
Operating Margin %  Interest Income Interest Expense Other Expense, Net Total Interest and Other Income (Expense) Income (Loss) Before Income Taxes Income Tax Expense (Benefit) Tax Rate	19.0%  1.0 0.0 0.0 1.0 138.5 37.4 27.0%	0.7 (0.1) 0.3 0.8 162.5 43.9 27.0%	0.3 (0.1) (0.4) (0.2) 40.4 10.9 27.0%	0.3 (0.1) 0.2 0.3 35.7 9.6 27.0%	0.4 (0.1) 0.1 0.4 38.9 10.5 27.0%	0.4 (0.2) (0.2) 0.0 45.4 12.3 27.0%	20.4%  1.3 (0.5) (0.3) 0.5  160.4  43.3 27.0%	0.8 (0.1) 0.3 1.0 44.6 12.0 27.0%	1.4 (0.1) (0.2) 1.1 43.1 11.6 27.0%	1.4 (0.1) (0.0) 1.3 48.0 12.9 27.0%	1.9 (0.1) 1.4 3.2 48.4 13.1 27.0%	21.1%  5.4 (0.4) 1.6 6.6 184.1 49.7 27.0%	21.5%  1.8 (0.1) 0.5 2.2 50.5  12.1 24.0%	1.8 (0.1) 0.0 1.7 45.2 10.9 24.0%	20.3%  1.8 (0.1) 0.0 1.7 48.3 11.6 24.0%	19.0%  1.8 (0.1) 0.0 1.7  48.2 11.6 24.0%	7.2 (0.4) 0.5 7.3 192.2 46.1 24.0%	1.8 (0.1) 0.0 1.7 60.5 16.3 27.0%	22.7%  1.8 (0.1) 0.0 1.7 59.7 16.1 27.0%	22.5%  1.8 (0.1) 0.0 1.7 60.4 16.3 27.0%	21.1%  1.8 (0.1) 0.0 1.7  59.3  16.0 27.0%	22.49 7.3 (0.0 0.1 6.3 240.1 64.3 27.09
Operating Margin %  Interest Income Interest Expense Other Expense, Net Total Interest and Other Income (Expense) Income (Loss) Before Income Taxes Income Tax Expense (Benefit) Tax Rate  Net Income (Loss) y/y growth	19.0% 1.0 0.0 0.0 1.0 138.5 37.4 27.0% 101.1 49.8%	21.0% 0.7 (0.1) 0.3 0.8 162.5 43.9 27.0% 118.7 17.4%	20.5%  0.3 (0.1) (0.4) (0.2)  40.4  10.9 27.0%  29.5  -1.8%	18.8%  0.3 (0.1) 0.2  0.3  35.7  9.6 27.0%  26.1  14.1%	0.4 (0.1) 0.1 0.4 38.9 10.5 27.0% 28.4	22.3% 0.4 (0.2) (0.2) 0.0 45.4 12.3 27.0% 33.2 -4.0%	20.4%  1.3 (0.5) (0.3) 0.5  160.4  43.3 27.0%  117.1  -1.3%	0.8 (0.1) 0.3 1.0 44.6 12.0 27.0% 32.5	20.9%  1.4 (0.1) (0.2)  1.1  43.1  11.6 27.0%  31.5 20.8%	21.5%  1.4 (0.1) (0.0)  1.3  48.0  12.9 27.0%  35.0  23.3%	20.2%  1.9 (0.1) 1.4 3.2 48.4 13.1 27.0% 35.3 6.6%	21.1% 5.4 (0.4) 1.6 6.6 184.1 49.7 27.0% 134.4 14.7%	21.5%  1.8 (0.1) 0.5  2.2  50.5  12.1 24.0%  38.4  18.1%	19.8%  1.8 (0.1) 0.0  1.7  45.2  10.9 24.0%  34.4  9.1%	20.3%  1.8 (0.1) 0.0  1.7  48.3  11.6 24.0%  36.7  5.0%	19.0%  1.8 (0.1) 0.0  1.7  48.2  11.6 24.0%  36.6  3.6%	7.2 (0.4) 0.5 7.3 192.2 46.1 24.0%	23.5%  1.8 (0.1) 0.0  1.7  60.5  16.3 27.0%  44.2  15.0%	22.7%  1.8 (0.1) 0.0 1.7  59.7  16.1 27.0%  43.6 26.9%	22.5%  1.8 (0.1) 0.0 1.7 60.4  16.3 27.0%  44.1 20.1%	21.1%  1.8 (0.1) 0.0 1.7 59.3 16.0 27.0% 43.3 18.3%	7 (0 0 6 240 64: 27.0! 175
Operating Margin %  Interest Income Interest Expense Other Expense, Net Total Interest and Other Income (Expense) Income (Loss) Before Income Taxes Income Tax Expense (Benefit) Tax Rate  [Net Income (Loss)	19.0% 1.0 0.0 0.0 1.0 138.5 37.4 27.0%	21.0% 0.7 (0.1) 0.3 0.8 162.5 43.9 27.0%	0.3 (0.1) (0.4) (0.2) 40.4 10.9 27.0%	0.3 (0.1) 0.2 0.3 35.7 9.6 27.0%	0.4 (0.1) 0.1 0.4 38.9 10.5 27.0%	0.4 (0.2) (0.2) 0.0 45.4 12.3 27.0%	20.4%  1.3 (0.5) (0.3) 0.5  160.4  43.3 27.0%	0.8 (0.1) 0.3 1.0 44.6 12.0 27.0%	20.9%  1.4 (0.1) (0.2) 1.1  43.1  11.6 27.0%	21.5%  1.4 (0.1) (0.0) 1.3  48.0  12.9 27.0%  35.0	1.9 (0.1) 1.4 3.2 48.4 13.1 27.0%	21.1%  5.4 (0.4) 1.6 6.6 184.1 49.7 27.0%	21.5%  1.8 (0.1) 0.5 2.2 50.5  12.1 24.0%  38.4	19.8%  1.8 (0.1) 0.0 1.7 45.2 10.9 24.0% 34.4	20.3%  1.8 (0.1) 0.0 1.7 48.3 11.6 24.0%	19.0%  1.8 (0.1) 0.0 1.7 48.2 11.6 24.0% 36.6	7.2 (0.4) 0.5 7.3 192.2 46.1 24.0%	23.5%  1.8 (0.1) 0.0 1.7 60.5 16.3 27.0%	22.7%  1.8 (0.1) 0.0 1.7 59.7 16.1 27.0%	22.5%  1.8 (0.1) 0.0 1.7 60.4 16.3 27.0%	21.1%  1.8 (0.1) 0.0 1.7 59.3 16.0 27.0%	22.49 7.: (0 0.1 6.: 240.1 64: 27.0! 175.: 19.9!
Operating Margin %  Interest Income Interest Expense Interest Expense Other Expense, Net Total Interest and Other Income (Expense) Income (Loss) Before Income Taxes Income Tax Expense (Benefit) Tax Rate Net Income (Loss) y/y growth  Non-GAAP ERS (Dituted) y/y growth	19.0%  1.0 0.0 0.0 1.0 138.5 37.4 27.0% 101.1 49.8%	21.0% 0.7 (0.1) 0.3 0.8 162.5 43.9 27.0% 118.7 17.4%	20.5%  0.3 (0.1) (0.4) (0.2)  40.4  10.9 27.0%  29.5 -1.8%	0.3 (0.1) 0.2 0.3 35.7 9.6 27.0% 26.1 14.1% \$0.57	0.4 (0.1) 0.1 0.4 38.9 10.5 27.0% 28.4 -9.1%	22.3% 0.4 (0.2) (0.2) 0.0 45.4 12.3 27.0% 33.2 -4.0%	20.4%  1.3 (0.5) (0.3) 0.5  160.4  43.3 27.0%  117.1 -1.3%	22.0%  0.8 (0.1) 0.3 1.0  44.6  12.0 27.0%  32.5 10.3%	20.9%  1.4 (0.1) (0.2) 1.1  43.1  11.6 27.0%  31.5 20.8%	21.5%  1.4 (0.1) (0.0) 1.3  48.0  12.9 27.0%  35.0 23.3%	20.2%  1.9 (0.1) 1.4 3.2  48.4  13.1 27.0%  35.3 6.6%  \$0.79	21.1% 5.4 (0.4) 1.6 6.6 184.1 49.7 27.0% 134.4 14.7% \$2.99	21.5%  1.8 (0.1) 0.5 2.2  50.5  12.1 24.0%  38.4 18.1%	19.8%  1.8 (0.1) 0.0 1.7  45.2  10.9 24.0%  34.4 9.1%	20.3%  1.8 (0.1) 0.0 1.7 48.3 11.6 24.0% 36.7 5.0%	19.0% 1.8 (0.1) 0.0 1.7 48.2 11.6 24.0% 36.6 3.6%	7.2 (0.4) 0.5 7.3 192.2 46.1 24.0% 146.1 8.7%	23.5%  1.8 (0.1) 0.0 1.7 60.5 16.3 27.0% 44.2 15.0%	22.7%  1.8 (0.1) 0.0 1.7  59.7 16.1 27.0% 43.6 26.9%	22.5%  1.8 (0.1) 0.0 1.7 60.4 16.3 27.0% 44.1 20.1% \$0.96	21.1%  1.8 (0.1) 0.0 1.7 59.3 16.0 27.0% 43.3 18.3%	7.3 (0.4 0.0 6.3 240.0 64.8 27.05
Operating Margin %  Interest Income Interest Expense Other Expense, Net Total Interest and Other Income (Expense) Income (Loss) Before Income Taxes Income Tax Expense (Benefit) Tax Patie  Net Income (Loss) y/y growth  Non-GAP EPS (Diluted) y/y growth  Shares Outstanding	19.0%  1.0 0.0 0.0 1.0  138.5 37.4 27.0%  101.1 49.8%	21.0%  0.7 (0.1) 0.3 0.8  162.5 43.9 27.0%  118.7 17.4%  \$2.51	20.5%  0.3 (0.1) (0.4) (0.2)  40.4  10.9 27.0%  29.5 -1.8%  \$0.64 3.1%	0.3 (0.1) 0.2 0.3 35.7 9.6 27.0% 26.1 14.1% \$0.57 19.3%	0.4 (0.1) 0.1 0.4 38.9 10.5 27.0% 28.4 -9.1% \$0.62 -7.0%	22.3% 0.4 (0.2) (0.2) 0.0 45.4 12.3 27.0% 33.2 -4.0% \$0.73 -2.6%	20.4%  1.3 (0.5) (0.3) 0.5  160.4  43.3 27.0%  117.1 -1.3%  \$2.57 2.3%	22.0%  0.8 (0.1) 0.3 1.0  44.6 12.0 27.0% 32.5 10.3% \$0.72 12.5%	20.9%  1.4 (0.1) (0.2) 1.1  43.1  11.6 27.0%  31.5 20.8%  \$0.70 22.5%	21.5%  1.4 (0.1) (0.0) 1.3  48.0  12.9 27.0%  35.0 23.3%  \$0.78 25.7%	20.2%  1.9 (0.1) 1.4 3.2  48.4  13.1 27.0%  35.3 6.6%  \$0.79 7.2%	21.1% 5.4 (0.4) 1.6 6.6 184.1 49.7 27.0% 134.4 14.7% \$2.99	21.5%  1.8 (0.1) 0.5  2.2  50.5  12.1 24.0%  38.4 18.1%  \$0.85 18.0%	19.8%  1.8 (0.1) 0.0 1.7  45.2 10.9 24.0%  34.4 9.1%  \$0.76 8.9%	20.3%  1.8 (0.1) 0.0 1.7 48.3 11.6 24.0% 36.7 5.0% \$0.82 5.0%	19.0%  1.8 (0.1) 0.0 1.7  48.2  11.6 24.0%  36.6 3.6%  \$0.81 2.9%	7.2 (0.4) 0.5 7.3 192.2 46.1 24.0% 146.1 8.7% \$3.25 8.5%	23.5%  1.8 (0.1) 0.0 1.7  60.5  16.3 27.0%  44.2 15.0%  \$0.97 13.6%	22.7%  1.8 (0.1) (0.0) 1.7  59.7  16.1 27.0%  43.6 26.9%  \$0.96 26.3%	22.5%  1.8 (0.1) (0.0) 1.7 60.4  16.3 27.0%  44.1 20.1%  \$0.96 17.5%	21.1%  1.8 (0.1) 0.0 1.7 59.3 16.0 27.0% 43.3 18.3% \$0.95 17.7%	7.3 (0.4 (0.4 (0.4 (0.4 (0.4 (0.4 (0.4 (0.4
Operating Margin %  Interest Income Interest Expense Interest Expense Other Expense, Net Total Interest and Other Income (Expense) Income (Loss) Before Income Taxes Income Tax Expense (Benefit) Tax Rate Net Income (Loss) y/y growth Non-GAAP ERS (Diluted) y/y growth Shares Outstanding Basic	19.0%  1.0 0.0 0.0 1.0 138.5 37.4 27.0%  101.1 49.8%  \$2.11 45.5%	21.0%  0.7 (0.1) 0.3  0.8  162.5  43.9 27.0%  118.7 17.4%  \$22.51 18.9%	20.5%  0.3 (0.1) (0.4) (0.2)  40.4  10.9 27.0%  29.5 -1.8%  \$0.64 3.1%	0.3 (0.1) 0.2 0.3 35.7 9.6 27.0% 26.1 14.1% \$0.57 19.3%	0.4 (0.1) 0.1 0.4 38.9 10.5 27.0% 28.4 -9.1% \$0.62 -7.0%	22.3% 0.4 (0.2) (0.2) 0.0 45.4 12.3 27.0% 33.2 -4.0% \$0.73 -2.6%	20.4%  1.3 (0.5) (0.3) 0.5 160.4  43.3 27.0%  117.1 -1.3%  \$2.57 2.3%	0.8 (0.1) 0.3 1.0 44.6 12.0 27.0% 50.72 12.5% 44.1	20.9%  1.4 (0.1) (0.2) 1.1  43.1  11.6 27.0%  31.5 20.8%  \$0.70 22.5%	21.5%  1.4 (0.1) (0.0) 1.3  48.0  12.9 27.0%  35.0 23.3%  \$0.78 25.7%	20.2%  1.9 (0.1) 1.4 3.2 48.4 13.1 27.0% 35.3 6.6% \$0.79 7.2%	21.1% 5.4 (0.4) 1.6 6.6 184.1 49.7 27.0% 134.4 14.7% \$2.99 16.4% 43.9	21.5%  1.8 (0.1) 0.5 2.2 50.5  12.1 24.0%  38.4 18.1%  \$0.85 18.0%	19.8%  1.8 (0.1) 0.0 1.7 45.2 10.9 24.0% 34.4 9.1% \$0.76 8.9%	20.3%  1.8 (0.1) 0.0 1.7 48.3 11.6 24.0% 36.7 5.0% \$0.82 5.0%	19.0%  1.8 (0.1) 0.0 1.7 48.2 11.6 24.0% 36.6 3.6% \$0.81 2.9%	20.1%  7.2 (0.4) 0.5  7.3  192.2  46.1 24.0%  146.1 8.7%  \$3.25 8.5%	23.5%  1.8 (0.1) 0.0 1.7 60.5 16.3 27.0% 44.2 15.0% \$0.97 13.6%	22.7%  1.8 (0.1) 0.0 1.7  59.7 16.1 27.0%  43.6 26.9%  \$0.96 26.3%	22.5%  1.8 (0.1) 0.0 1.7 60.4 16.3 27.0% 44.1 20.1% \$0.96 17.5%	21.1%  1.8 (0.1) 0.0 1.7 59.3 16.0 27.0% 43.3 18.3% \$0.95 17.7%	22.4% 7.2 (0.4 0.6 6.4 27.09 40.1 175.2 19.99 \$3.88 44.3
Operating Margin %  Interest Income Interest Expense Other Expense, Net Total Interest and Other Income (Expense) Income (Loss) Before Income Taxes Income Tax Expense (Benefit) Tax Patie  Net Income (Loss) y/y growth  Non-GAP EPS (Diluted) y/y growth  Shares Outstanding	19.0%  1.0 0.0 0.0 1.0  138.5 37.4 27.0%  101.1 49.8%	21.0%  0.7 (0.1) 0.3 0.8  162.5 43.9 27.0%  118.7 17.4%  \$2.51	20.5%  0.3 (0.1) (0.4) (0.2)  40.4  10.9 27.0%  29.5 -1.8%  \$0.64 3.1%	0.3 (0.1) 0.2 0.3 35.7 9.6 27.0% 26.1 14.1% \$0.57 19.3%	0.4 (0.1) 0.1 0.4 38.9 10.5 27.0% 28.4 -9.1% \$0.62 -7.0%	22.3% 0.4 (0.2) (0.2) 0.0 45.4 12.3 27.0% 33.2 -4.0% \$0.73 -2.6%	20.4%  1.3 (0.5) (0.3) 0.5  160.4  43.3 27.0%  117.1 -1.3%  \$2.57 2.3%	22.0%  0.8 (0.1) 0.3 1.0  44.6 12.0 27.0% 32.5 10.3% \$0.72 12.5%	20.9%  1.4 (0.1) (0.2) 1.1  43.1  11.6 27.0%  31.5 20.8%  \$0.70 22.5%	21.5%  1.4 (0.1) (0.0) 1.3  48.0  12.9 27.0%  35.0 23.3%  \$0.78 25.7%	20.2%  1.9 (0.1) 1.4 3.2  48.4  13.1 27.0%  35.3 6.6%  \$0.79 7.2%	21.1% 5.4 (0.4) 1.6 6.6 184.1 49.7 27.0% 134.4 14.7% \$2.99	21.5%  1.8 (0.1) 0.5  2.2  50.5  12.1 24.0%  38.4 18.1%  \$0.85 18.0%	19.8%  1.8 (0.1) 0.0 1.7  45.2 10.9 24.0%  34.4 9.1%  \$0.76 8.9%	20.3%  1.8 (0.1) 0.0 1.7 48.3 11.6 24.0% 36.7 5.0% \$0.82 5.0%	19.0%  1.8 (0.1) 0.0 1.7  48.2  11.6 24.0%  36.6 3.6%  \$0.81 2.9%	7.2 (0.4) 0.5 7.3 192.2 46.1 24.0% 146.1 8.7% \$3.25 8.5%	23.5%  1.8 (0.1) 0.0 1.7  60.5  16.3 27.0%  44.2 15.0%  \$0.97 13.6%	22.7%  1.8 (0.1) (0.0) 1.7  59.7  16.1 27.0%  43.6 26.9%  \$0.96 26.3%	22.5%  1.8 (0.1) (0.0) 1.7 60.4  16.3 27.0%  44.1 20.1%  \$0.96 17.5%	21.1%  1.8 (0.1) 0.0 1.7 59.3 16.0 27.0% 43.3 18.3% \$0.95 17.7%	7.3 (0.4 (0.4 (0.4 (0.4 (0.4 (0.4 (0.4 (0.4

**Exhibit 113: Commvault Balance Sheet** 

\$ in millions, except per share data	2021	2022	Jun-22	Sep-22	Dec-22	Mar-23	2023	Jun-23	Sep-23	Dec-23	Mar-24	2024	Jun-24	Sep-24	Dec-24	Mar-25		Jun-25		Dec-25	Mar-26	2026(E)
	FY2021	FY2022	F1Q23	F2Q23	F3Q23	F4Q23	FY2023	F1Q24	F2Q24	F3Q24	F4Q24	FY2024	F1Q25	F2Q25E	F3Q25E	F4Q25E	FY2025E	F1Q26E	F2Q26E	F3Q26E	F4Q26E	FY2026E
Balance Sheet																						
Current Assets																						
Cash and Cash Equivalents	397.2	267.5	258.7	262.5	273.5	287.8	287.8	274.6	283.3	284.3	312.8	312.8	287.9	305.1	322.1	354.4	354.4	347.8	391.1	420.3	462.6	462.6
Short-Term Investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Trade Accounts Receivable, Net	188.1	194.2	181.5	170.2	215.5	210.4	210.4	176.5	196.4	223.7	222.7	222.7	203.2	217.1	237.0	246.1	246.1	271.3	266.4	280.5	295.7	295.7
Other Current Assets	22.2	22.3	24.8	23.2	17.7	14.0	14.0	18.7	21.6	19.8	21.0	21.0	22.4	22.4	22.4	22.4	22.4	22.4	22.4	22.4	22.4	22.4
Assets held for sale	0.0	0.0	0.0	0.0	0.0	38.7	38.7	38.7	38.7	38.7	38.7	38.7	37.7	37.7	37.7	37.7	37.7	37.7	37.7	37.7	37.7	37.7
Total Current Assets	607.6	484.1	465.0	455.9	506.7	550.9	550.9	508.4	540.0	566.5	595.1	595.1	551.1	582.3	619.2	660.5	660.5	679.2	717.6	760.9	818.4	818.4
Non-Current Assets Deferred Tax Assets, Net	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	111.2	444.0	116.0	444.0	116.0	111.2	111.2	111.2	111.2	111.2	111.2	111.2
	0.0	0.0		102.6		8.3		0.0				111.2		111.2								
Property & Equipment, Net	112.8	106.5	104.6		100.9		8.3	8.2	7.5	7.9	8.0	8.0	8.5	9.2	9.8	10.6	10.6	11.6	12.5	13.5	14.6	14.6
Operating Lease Assets Deferred Commissions Cost	20.8 38.4	14.9 53.0	13.1 52.8	11.9 52.3	11.2 57.6	11.8 59.6	11.8 59.6	11.3 58.8	13.0 58.9	11.7 61.1	10.5 62.8	10.5 62.8	10.9 63.6	10.9 66.0	10.9 68.5	10.9 71.2	10.9 71.2	10.9 74.0	10.9 76.8	10.9 79.7	10.9 82.6	10.9 82.6
Intangible Assets, Net	0.0	3.5	3.2	2.9	2.6	2.3	2.3	2.0	1.7	1.4	1.0	1.0	5.8	5.8	5.8	5.8	5.8	74.0 5.8	76.8 5.8	79.7 5.8	5.8	5.8
Goodwill	112.4	127.8	127.8	127.8	127.8	127.8	127.8	127.8	1.7	1.4	1.0	1.0	5.8 150.1	150.1	150.1	150.1	150.1	150.1	150.1	5.8 150.1	150.1	150.1
Equity Method Investment	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other Assets	12.1	26.3	26.2	26.5	23.2	21.9	21.9	25.2	24.0	27.7	27.4	27.4	29.0	29.0	29.0	29.0	29.0	29.0	29.0	29.0	29.0	29.0
Total Assets	904.2	816.1	792.7	779.8	829.9	782.6	782.6	741.7	772.7	804.1	943.9	943.9	934.9	964.4	1.009.3	1.049.3	1.049.3	1,071.7	1,113.8	1.161.1	1.222.5	1.222.5
Total Associa	304.2	010.1	132.1	113.0	023.3	702.0	702.0	741.7	772.7	004.1	343.3	343.3	334.3	304.4	1,000.0	1,043.3	1,043.3	1,071.7	1,110.0	1,101.1	1,222.0	1,222.0
Current Liabilities																						
Accounts Pavable	0.4	0.4	0.9	0.2	0.5	0.1	0.1	0.3	0.1	0.2	0.3	0.3	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Accrued Liabilities	112.1	121.8	86.4	86.3	104.1	97.9	97.9	78.1	93.8	101.9	117.2	117.2	94.3	113.6	118.5	123.6	123.6	120.0	133.6	132.7	136.2	136.2
Current Portion of Operating Lease Liabilities	7.5	4.8	4.1	3.9	4.0	4.5	4.5	4.8	4.8	5.2	4.9	4.9	4.7	4.7	4.7	4.7	4.7	4.7	4.7	4.7	4.7	4.7
Deferred Revenue	253.2	267.0	264.5	259.0	282.6	307.6	307.6	302.6	305.0	325.5	362.5	362.5	347.1	345.5	357.6	371.9	371.9	371.9	371.9	384.9	404.1	404.1
Current Liabilities	373.2	394.1	355.9	349.4	391.2	410.1	410.1	385.8	403.7	432.8	484.9	484.9	446.5	464.2	481.2	500.6	500.6	496.9	510.6	522.7	545.4	545.4
Our on Liabilities	373.2	334.1	555.5	545.4	551.2	410.1	410.1	303.0	400.7	402.0	404.5	404.5	440.0	404.2	401.2	300.0	300.0	430.3	310.0	UZE.I	545.4	343.4
Long Term Liabilities																						
Deferred Revenue, Less Current Portion	119.2	150.2	152.0	152.0	400.4	174.4	174.4	172.2	174.1	184.3	168.5	168.5	192.7	194.3	201.1	209.2	209.2	209.2	209.2	216.5	227.3	227.3
					166.1																	
Deferred Tax Liabilities	0.8	0.8	0.8	0.7	0.7	0.1	0.1	0.5	0.5	0.7	1.7	1.7	3.3	3.3	3.3	3.3	3.3	3.3	3.3	3.3	3.3	3.3
Long-Term Operating Lease Liabilities	15.4	11.3	9.8	8.7	8.2	8.3	8.3	7.6	9.2	7.9	7.2	7.2	7.1	7.1	7.1	7.1	7.1	7.1	7.1	7.1	7.1	7.1
Other Liabilities	1.5	3.9	3.8	3.7	3.8	3.6	3.6	3.6	3.7	3.7	3.6	3.6	3.6	4.4	3.7	3.9	3.9	3.3	4.3	3.7	3.8	3.8
Commitments and Contingencies	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Liabilities	510.1	560.3	522.2	514.5	569.9	596.5	596.5	569.7	591.2	629.5	665.8	665.8	653.1	673.2	696.4	724.0	724.0	719.8	734.4	753.2	786.9	786.9
Equity																						
Preferred Stock	0.0	0.0	0.0	0.0																		
Common Stock	0.5	0.4	0.4	0.4																		
Additional Paid-In Capital	1,069.7	1,165.9	1,194.9	1,220.7																		
Accumulated Deficit	(665.8)	(898.7)	(911.3)	(940.4)																		
Accumulated Other Comprehensive Loss	(10.4)	(11.9)	(13.6)	(15.5)																		
Total Equity	394.0	255.8	270.5	265.3	260.0	186.1	186.1	172.0	181.5	174.6	278.1	278.1	281.8	291.2	312.9	325.3	325.3	351.9	379.4	407.9	435.7	435.7
	550	200.0	2.0.0		200.0							2.0.1			0.2.0	020.0	020.0	555	0.0.4		-100.1	
Total Liabilities and Equity	904.2	816.1	792.7	779.8	829.9	782.6	782.6	741.7	772.7	804.1	943.9	943.9	934.9	964.4	1.009.3	1.049.3	1.049.3	1,071.7	1.113.8	1.161.1	1.222.5	1.222.5
O C C C C C C C C C C C C C C C C C C C	J04.Z	, 0	1 32.1	113.0	023.3	732.0	702.0	7-41.7	112.1	004.1	J-1J.3	J43.3	554.5	304.4	1,003.3	1,043.3	1,043.3	1,0/1./	1,113.0	1,101.1	1,222.3	1,222.3

**Exhibit 114: Commvault Cash Flow Statement** 

Exhibit 114. Committadit Cash i	1011					_					_					_					_	
\$ in millions, except per share data	2021	2022	Jun-22	Sep-22	Dec-22	Mar-23	2023	Jun-23	Sep-23	Dec-23	Mar-24	2024	Jun-24	Sep-24	Dec-24	Mar-25	2025(E)	Jun-25	Sep-25	Dec-25	Mar-26	2026(E)
	FY2021	FY2022	F1Q23	F2Q23	F3Q23	F4Q23	FY2023	F1Q24	F2Q24	F3Q24	F4Q24	FY2024	F1Q25	F2Q25E	F3Q25E	F4Q25E	FY2025E	F1Q26E	F2Q26E	F3Q26E	F4Q26E	FY2026E
Cash Flow Statement (Quarterly)																						
Net Income (Loss)	(31.0)	33.6	3.5	4.5	(0.3)	(43.5)	(35.8)	12.6	13.0	17.1	126.1	168.9	18.5	17.8	19.5	18.1	74.0	29.5	29.8	30.2	28.4	117.8
Depreciation and Amortization	15.9	11.0	3.0	2.9	2.8	1.7	10.3	1.6	1.6	1.5	1.8	6.5	2.0	0.8	0.8	0.8	4.4	0.8	0.9	0.9	0.9	3.5
Noncash Stock-Based Compensation	84.8	105.2	31.1	25.3	24.6	24.7	105.7	23.7	23.6	24.6	22.6	94.6	26.4	24.2	25.3	26.9	102.7	25.0	25.6	26.1	27.3	104.0
Non-Cash Change in Contingent Consideration	0.0	(0.3)	0.4	(0.2)	0.0	0.2	0.4	(0.3)	0.2	0.0	0.0	(0.2)	(0.1)	0.0	0.0	0.0	(0.1)	0.0	0.0	0.0	0.0	0.0
Deferred Income Taxes	(0.1)	0.0	0.0	0.0	(0.1)	(0.7)	(0.8)	0.0	0.0	0.0	(109.6)	(109.6)	(4.8)	0.0	0.0	0.0	(4.8)	0.0	0.0	0.0	0.0	0.0
Amortization of Deferred Commissions Cost	18.3	18.3	5.3	5.4	5.8	6.1	22.6	6.3	6.4	6.8	0.0	19.5	7.5	6.4	6.7	7.1	27.6	7.3	7.4	7.6	7.9	30.2
Impairment of Operating Lease Assets	1.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	7.0	7.0	1.6	1.6	1.6	1.6	6.3	1.6	1.6	1.6	1.6	6.3
Impairment of Intangible Assets	40.7	0.0	0.0	0.0	0.0	53.5	53.5	0.0	0.0	0.0		0.0					0.0					0.0
Equity in Loss of Affiliate	0.0	0.0	0.0	0.0	0.0	0.0	0.0					0.0					0.0					0.0
Excess Tax Benefits from Stock-Based Compensation	0.0	0.0	0.0	0.0	0.0	0.0	0.0					0.0					0.0					0.0
Noncash Change in Fair Value of Equity Securities	0.0	0.0	0.0	0.0	0.0	0.0	0.0			0.0	0.2	0.0					0.0					0.0
Changes in Operating Assets and Liabilities:		9.4	(20.9)	11.8	(2.6)	25.9	14.3	(4.9)	(4.4)	(5.6)	31.9	16.9	(6.4)	(2.7)	(F.O)	8.7	(6.2)	(20.4)	0.2	(F 0)	7.0	(28.3)
Trade Accounts Receivable	(6.4)			6.5		6.2			(4.4)	(28.9)	(1.0)	(21.7)	(6.4)	(2.7)	( <b>5.9)</b> (19.9)	(9.1)	(23.3)	(39.4) (25.2)	<b>9.3</b> 4.9	(5.8) (14.1)	7.6	(49.6)
	(34.6)	(20.4)	9.4		(33.6)		(11.6)	28.1	(19.8)				19.7	(13.9)							(15.2)	
Operating Lease Assets And Liabilities, Net	(1.2)	(0.9)	(0.3)	0.1	0.1	0.0	(0.1)	0.1	(0.0)	0.4	0.1	0.6	(2.3)	0.0	0.0	0.0	(2.3)	0.0	0.0	0.0	0.0	0.0
Prepaid Expenses, Other Current Assets, and Other Assets	11.9	3.7	(2.7)	2.2	3.4	3.2	6.2	(1.4)	(2.4)	5.8	(1.6)	0.3	(2.2)	0.0	0.0	0.0	(2.2)	0.0	0.0	0.0	0.0	0.0
Deferred Commissions Cost	(24.1)	(33.5)	(6.7)	(6.4)	(9.6)	(7.9)	(30.5)	(5.6)	(7.0)	(8.0)	(9.4)	(30.0)	(8.3)	(8.8)	(9.2)	(9.8)	(36.0)	(10.0)	(10.2)	(10.4)	(10.9)	(41.6)
Accounts Payable	0.0	0.1	0.5	(0.7)	0.3	(0.3)	(0.3)	0.2	(0.1)	0.1	0.1	0.2	0.1	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0
Accrued Liabilities	10.7	10.4	(31.4)	2.8	11.5	(7.1)	(24.2)	(19.5)	15.6	4.8	16.1	17.0	(23.0)	19.3	4.9	5.0	6.3	(3.6)	13.6	(0.9)	3.5	12.6
Deferred Revenue	31.7	48.3	10.3	6.2	25.3	31.9	73.8	(7.2)	9.0	20.7	28.0	50.4	9.4	0.0	18.9	22.3	50.7	0.0	0.0	20.3	30.1	50.4
Other Liabilities	(0.9)	1.7	0.0	1.1	0.0	(0.1)	1.0	0.5	0.4	(0.5)	(0.3)	0.1	0.2	0.8	(0.6)	0.2	0.5	(0.6)	1.0	(0.7)	0.1	(0.1)
Net Cash Used in Operating Activities	123.9	177.1	22.4	49.8	30.2	67.8	170.3	39.0	40.3	44.4	80.0	203.8	44.7	48.1	47.9	63.2	204.0	24.7	74.5	60.6	73.6	233.5
y/y growth	40.1%	42.9%	-39.7%	91.3%	12.6%	-22.1%	-3.9%	74.0%	-19.1%	47.3%	17.9%	19.7%	14.5%	19.3%	7.9%	-21.0%	0.1%	-44.7%	54.8%	26.3%	16.5%	14.5%
% of Revenue	17.1%	23.0%	11.3%	26.5%	15.5%	33.3%	21.7%	19.7%	20.1%	20.5%	35.8%	24.3%	19.9%	21.9%	20.9%	25.9%	22.2%	9.9%	29.1%	23.2%	27.0%	22.5%
Cash from Investing Activities																						
Purchase of Short-Term Investments	0.0	0.0	0.0	0.0			0.0					0.0					0.0					0.0
Proceeds from Maturity of Short-Term Investments	43.6	0.0	0.0	0.0			0.0					0.0					0.0					0.0
Purchases of Investments	0.0	(3.9)	0.0	0.0			0.0					0.0					0.0					0.0
Purchase of Property and Equipment	(8.2)	(4.1)	(0.9)	(0.5)	(0.8)	(1.1)	(3.2)	(1.1)	(0.3)	(1.8)	(0.9)	(4.1)	(0.9)	(0.9)	(0.9)	(1.0)	(3.6)	(1.3)	(1.3)	(1.3)	(1.4)	(5.2)
Purchase of Equity Securities	0.0	(16.9)	(1.0)	(0.8)	(0.2)	(0.1)	(2.0)	(0.3)	(0.3)	(0.5)	(0.4)	(1.4)	(0.5)	(0.0)	(0.0)	(1.0)	(0.5)	(1.0)	(1.0)	(1.0)	(,	0.0
Business Combination, Net Of Cash Acquired	0.0	0.0	0.0	0.0	(0.2)	(0.1)	0.0	(0.5)	(0.5)	(0.5)	(0.4)	0.0	(21.0)				(21.0)					0.0
Purchases of Equity Method Investment	0.0	0.5	0.0	0.0			0.0					0.0	(21.0)				0.0					0.0
Purchases or Equity Method Investment  Purchases for Corporate Campus Headquarters												0.0										
	0.0 <b>35.5</b>	0.0 (24.4)	(1.9)	(1.3)	(4.0)	(1.1)	0.0	(4.5)	(0.5)	(0.0)	(4.0)		(00.0)	(0.0)	(0.0)	(4.0)	0.0 (25.1)	(4.0)	(4.0)	(4.0)	(4.4)	0.0
Net Cash Used in Investing Activities	35.5	(24.4)	(1.9)	(1.3)	(1.0)	(1.1)	(5.3)	(1.5)	(0.5)	(2.3)	(1.2)	(5.5)	(22.3)	(0.9)	(0.9)	(1.0)	(25.1)	(1.3)	(1.3)	(1.3)	(1.4)	(5.2)
Cook Flavo From Financina Activities																						
Cash Flows From Financing Activities	(05.5)	(005.0)	(40.00	(00.0)	(04.6)	(00.0)	(450.0)	(54.0)	(04.0	(54.0)	(50.0	(404.0)	(54.0)	(00.0)	(00.0)	(00.0)	(4.44.0)	(00.5)	(00.0)	(00.0)	(00.0)	(400.5)
Repurchase of Common Stock	(95.3)	(305.2)	(18.9)	(39.9)	(31.3)	(60.8)	(150.9)	(51.0)	(31.3)	(51.3)	(50.4)	(184.0)	(51.4)	(30.0)	(30.0)	(30.0)	(141.4)	(30.0)	(30.0)	(30.0)	(30.0)	(120.0)
Proceeds from the Exercise of Stock Options and SBC Plans	20.5	29.8	0.7	6.7	1.9	6.1	15.4	1.2	5.2	1.4	5.7	13.4	5.3				5.3					0.0
Debt Issuance Costs	0.0	(0.6)	(0.1)	0.0	0.0	0.0	(0.1)	0.0				0.0					0.0					0.0
Excess Tax Benefits from Stock-Based Compensation	0.0	0.0	0.0	0.0	0.0	0.0	0.0					0.0					0.0					0.0
Net Cash Provided By (Used in) Financing Activities	(74.7)	(276.1)	(18.3)	(33.2)	(29.4)	(54.7)	(135.6)	(49.8)	(26.2)	(49.9)	(44.7)	(170.6)	(46.1)	(30.0)	(30.0)	(30.0)	(136.1)	(30.0)	(30.0)	(30.0)	(30.0)	(120.0)
Effects of Exchange Rate - Changes in Cash	16.5	(6.4)	(11.0)	(11.6)	11.2	2.3	(9.2)	(0.9)	(5.0)	8.8	(5.6)	(2.7)	(1.2)				(1.2)					0.0
Beginning Period Cash Balance	288.1	397.2	267.5	258.7	262.4	273.4	267.5	287.8	274.6	283.3	284.3	287.8	312.8	287.9	305.1	322.1	312.8	354.4	347.8	391.1	420.3	354.4
Net Increase (Decrease) in Cash and Cash Equivalents	101.1	(129.8)	(8.8)	3.8	11.0	14.3	20.3	(13.2)	8.7	1.0	28.4	25.0	(24.9)	17.3	17.0	32.2	41.6	(6.5)	43.2	29.3	42.3	108.3
Ending Period Cash Balance	397.2	267.5	258.7	262.4	273.4	287.7	287.7	274.6	283.3	284.3	312.8	312.8	287.9	305.1	322.1	354.4	354.4	347.8	391.1	420.3	462.6	462.6
Course Compony reports Custonby								2.4.0	200.0	204.0	0.2.0	012.0	207.0	555.1	V	554.4	304.4	547.0	551.1	-120.5	-32.0	-02.0

Exhibit 115: Commvault Discounted Cash Flow (DCF) – Plausible Case & In millions, except per share data

Assumptions and Inputs		Cu	irrent
Current risk-free rate	20121	4.00%	4.67%
Market Value (\$M)	5	7,036	
Diebit Value (\$M)	5		
Cost of equity		10.5%	
Cost of debt		7.0%	
Taxirate		27.0%	
WACC		10.6%	
Last earnings period end		6/30/2024	
Next Fiscal Year End		3/31/2025	

Soenario 2: Plausible Case														8	
	н	Istoribalis			Hyper	Growth Perio	d			Trant	itionary Peri	od	Ī	erminal	
Fiscal year	F2022	F2023	F 2024	F2026E	F2028E	F2027E	F2028E	F2028E	F2030E	F 2031E	F2032E	F 2033E	F2034E	F2036E	Perpet
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033		
Period			00000	0.8	1.8	2.8	3.8	4.8	5.8	6.8	7.8	8.8	9.8	10.8	
Risk free rate	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	
Beta	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Equity risk premium	Ø.5%	5.6%	0.5%	6.5%	6.6%	0.5%	6.5%	6.6%	6.5%	0.6%	0.5%	6.5%	6.6%	6.6%	
Cost of equity	10.5%	10.5%	10.8%	10,5%	10,5%	10,5%	10.5%	10.5%	10.5%	10.5%	10,5%	10.5%	10.5%	10.5%	
Cost of debt	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.096	7.0%	7.0%	7.0%	
Debt/Total Value			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
WACC			10.6%	10.6%	10.6%	10.6%	10.5%	10.6%	10.6%	10.6%	10.6%	10.5%	10.6%	10.6%	
Discount factor			Š.	0.928	0.840	0.760	0.688	0.622	0.563	0.510	0.461	0.417	0.378	0.342	
Total Revenue	770	786	889	941	1,082	1,237	1,385	1,631	1,877	1,817	1,960	2,071	2,178	2,283	
yrly change	2.536	1.9%	7.0%	12.1%	15.1%	14.3%	11.0%	10.0%	9.5%	0.4%	7.3%	5.2%	5.1%	4%	
Free Cash Flow to Firm (FCFF)	70	76	107	128	130	190	249	308	277	464	638	821	707	792	
FCF margin	9.0%	9.0%	2.0%	13.4%	12.0%	15.3%	15.0%	20.0%	22.5%	25.0%	27.5%	30.0%	32.5%	36%	
y/y change		7.9%	42.4%	17.6%	3.196	46.2%	31,5%	22.0%	23.2%	20,4%	15.0%	15.0%	13.996	( )	
Diluted Shares Outstanding	48	47	48	45	46	45	45	45	45	45	45	45	45	45	
y/y change	1100000	-1.396	-3196	-1.0%	0.2%	1,196	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
FCFF percham				2.80	2.88	4.17	5.48	8.73	8.29	9.99	11.79	13.85	15.66	17.41	31
NPV of FCF per chare	·		1	2.80	2.42	3.17	3.77	4.18	4.87	6.09	6.44	6.70	6.87	6.96	1

Upside/(Downside) Potential		49
Current Price	5	153.85
implied Total NPW Share		160
Shares outstanding		45
Working Capital - 5% of revenue		94.1
Netcash balance		283
Net Cash per share		4.21
Total NPV of FCF/Share		\$168.12
Terminal Value FCF/Share		\$107.26
NPV of FCF/Share, F2023-F2033		\$48.87

**CYBR** 

## Exhibit 116: CyberArk GAAP Income Statement

\$ in millions, except per share data

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	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024E Full Year	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	2025E Full Year
GAAP Income Statement	Full Teal	ruii Teai	ruii Teai	Full Teal	10(24	2024	JQ24L	4Q24L	ruii Teal	IQZJL	ZQZJL	JQZJL	4QZJL	ruii i eai
Revenues														
Subscription	56.4	134.6	280.6	472.0	156.2	158.4	168.5	201.8	684.9	220.9	217.7	219.9	248.0	906.5
Perpetual License	176.1	115.7	50.0	21.0	3.0	3.6	3.2	2.0	11.8	2.3	3.0	2.4	1.5	9.2
Maintenance and professional services	231.9	252.6	261.1	258.8	62.4	62.7	61.1	56.5	242.7	62.4	62.1	60.4	58.4	243.3
Total Revenue	464.4	502.9	591.7	751.9	221.6	224.7	232.8	260.3	939.3	285.6	282.8	282.7	307.9	1,159.0
Cost of revenue														
Subscription	17.5	25.8	46.2	74.6	21.0	22.6	24.8	29.6	98.0	32.4	32.0	31.7	35.6	131.8
Perpetual License	4.9	3.9	2.9	1.9	0.5	0.3	0.3	0.2	1.3	0.2	0.3	0.2	0.2	0.9
Maintenance and professional services	60.1	63.6	76.9	79.6	21.0	22.1	21.4	20.2	84.8	22.1	22.1	21.6	21.1	86.9
Total cost of revenue	82.6	93.3	126.0	156.1	42.4	45.0	46.5	50.0	184.0	54.7	54.4	53.6	56.9	219.6
% of total revenue	17.8%	18.6%	21.3%	20.8%	19.1%	20.0%	20.0%	19.2%	19.6%	19.2%	19.2%	19.0%	18.5%	18.9%
Gross Profit	381.9	409.6	465.7	595.8	179.1	179.7	186.2	210.3	755.3	230.9	228.4	229.2	251.0	939.4
Gross Margin	82.2%	81.4%	78.7%	79.2%	80.9%	80.0%	80.0%	80.8%	80.4%	80.8%	80.8%	81.0%	81.5%	81.1%
Operating Expenses														
Research and development	95.4	142.1	190.3	211.4	53.9	56.6	60.0	61.4	231.8	70.3	68.2	65.5	68.5	272.6
% of revenue	20.5%	28.3%	32.2%	28.1%	24.3%	25.2%	25.8%	23.6%	24.7%	24.6%	24.1%	23.2%	22.3%	23.5%
Sales and marketing	220.0	274.4	345.3	406.0	105.0	115.3	116.9	125.8	463.0	136.2	134.6	133.4	142.1	546.4
% of revenue	47.4%	54.6%	58.4%	54.0%	47.4%	51.3%	50.2%	48.3%	49.3%	47.7%	47.6%	47.2%	46.2%	47.1%
General and administrative	60.4	71.4	82.5	94.8	26.6	31.8	27.3	30.7	116.4	33.2	31.5	31.9	35.0	131.6
% of revenue	13.0%	14.2%	13.9%	12.6%	12.0%	14.1%	11.7%	11.8%	12.4%	11.6%	11.1%	11.3%	11.4%	11.4%
Total Operating Expenses	375.9	487.9	618.1	712.2	185.5	203.7	204.1	217.8	811.1	239.8	234.4	230.8	245.7	950.6
% of revenue	80.9%	97.0%	104.5%	94.7%	83.7%	90.6%	87.7%	83.7%	86.4%	84.0%	82.9%	81.6%	79.8%	82.0%
Operating Income (loss)	6.0	(78.3)	(152.5)	(116.5)	(6.4)	(24.0)	(17.9)	(7.5)	(55.8)	(8.9)	(6.0)	(1.7)	5.3	(11.2)
Operating Margin	1.3%	-15.6%	-25.8%	-15.5%	-2.9%	-10.7%	-7.7%	-2.9%	-5.9%	-3.1%	-2.1%	-0.6%	1.7%	-1.0%
Financial income, net	(6.4)	(13.0)	15.4	53.2	14.1	13.3	9.7	8.1	45.1	6.1	6.5	6.7	6.9	26.2
Income before taxes on income	(0.4)	(91.3)	(137.0)	(63.3)	7.7	(10.6)	(8.3)	0.6	(10.7)	(2.8)	0.5	5.0	12.2	15.0
Tax benefit (expense)	(5.4)	7.4	6.7	(3.2)	(2.2)	(2.3)	(4.7)	(9.2)	(18.4)	(3.9)	(4.0)	(4.0)	(3.3)	(15.1)
GAAP Net Income	(5.8)	(83.9)	(130.4)	(66.5)	5.5	(12.9)	(13.0)	(8.6)	(29.1)	(6.7)	(3.5)	1.0	8.9	(0.2)
GAAP EPS	(\$0.15)	(\$2.12)	(\$3.21)	(\$1.60)	\$0.13	(\$0.30)	(\$0.30)	(\$0.20)	(\$0.68)	(\$0.15)	(\$0.08)	\$0.02	\$0.20	(\$0.00)
Shares Outstanding	,,,,,,		, ,			,, ,	,	,, ,	,,	,, ,	,, ,	· ·		
Basic	38.6	39.6	40.6	41.7	42.4	42.9	43.2	43.4	43.0	43.6	43.8	44.0	44.3	43.9
y/y growth	2.8%	2.6%	2.4%	2.6%	3.1%	3.2%	3.0%	3.1%	3.2%	2.7%	2.0%	2.0%	2.0%	2.2%
q/q growth					0.9%	1.2%	0.5%	0.5%		0.5%	0.5%	0.5%	0.5%	
Diluted	38.6	39.6	40.6	41.7	47.7	42.9	43.2	43.4	44.3	43.6	43.8	44.0	44.3	43.9
y/y growth	-0.7%	2.6%	2.4%		16.0%	3.2%	3.0%	-7.9%	6.4%	-8.7%	2.0%	2.0%	2.0%	-0.9%
q/q growth					1.3%	-10.0%	0.5%	0.5%		0.5%	0.5%	0.5%	0.5%	

Exhibit 117: CyberArk Non-GAAP Income Statement

\$ in millions, except per share data	0000	0004	0000	0000	M 04	l 04	0 04	D 04	00045	M 05	l 05	0 05	D 05	00055
	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024E Full Year	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	2025E Full Year
Non-GAAP Income Statement														
Revenue														
Subscription	56.4	134.6	280.6	472.0	156.2	158.4	168.5	201.8	684.9	220.9	217.7	219.9	248.0	906.5
Perpetual License	176.1	115.7	50.0	21.0	3.0	3.6	3.2	2.0	11.8	2.3	3.0	2.4	1.5	9.2
Maintenance and professional services	231.9	252.6	261.1	258.8	62.4	62.7	61.1	56.5	242.7	62.4	62.1	60.4	58.4	243.3
Total Revenue	464.4	502.9	591.7	751.9	221.6	224.7	232.8	260.3	939.3	285.6	282.8	282.7	307.9	1,159.0
y/y growth	7.0%	8.3%	17.7%	27.1%	37.0%	27.8%	21.7%	16.7%	24.9%	28.9%	25.8%	21.5%	18.3%	23.4%
q/q growth					-0.7%	1.4%	3.6%	11.8%		9.7%	-1.0%	0.0%	8.9%	
Total cost of revenue	65.6	77.0	104.9	131.7	35.9	37.8	39.9	42.8	156.4	47.0	46.6	46.3	49.3	189.2
% of revenue	14.1%	15.3%	17.7%	17.5%	16.2%	16.8%	17.1%	16.4%	16.7%	16.5%	16.5%	16.4%	16.0%	16.3%
Total Gross Profit	398.8	426.1	487.1	622.6	185.7	186.9	192.9	217.5	782.9	238.6	236.2	236.4	258.6	969.8
Gross Margin	85.9%	84.7%	82.3%	82.8%	83.8%	83.2%	82.9%	83.6%	83.3%	83.5%	83.5%	83.6%	84.0%	83.7%
Operating Expenses														
Research and development	80.7	121.6	163.2	182.0	46.4	48.4	51.9	52.3	199.0	61.4	59.4	56.5	58.8	236.1
% of revenue	17.4%	24.2%	27.6%	24.2%	20.9%	21.5%	22.3%	20.1%	21.2%	21.5%	21.0%	20.0%	19.1%	20.4%
Sales and marketing	191.1	235.2	293.6	346.6	90.0	98.3	100.6	108.2	397.0	118.5	116.2	115.4	123.2	473.2
% of revenue	41.1%	46.8%	49.6%	46.1%	40.6%	43.7%	43.2%	41.6%	42.3%	41.5%	41.1%	40.8%	40.0%	40.8%
General and administrative	40.2	46.2	55.0	60.6	16.4	21.7	16.9	18.2	73.2	21.1	20.6	20.4	21.6	83.7
% of revenue	8.7%	9.2%	9.3%	8.1%	7.4%	9.7%	7.3%	7.0%	7.8%	7.4%	7.3%	7.2%	7.0%	7.2%
Total Operating Expenses	307.4	403.0	509.5	589.2	152.7	163.1	169.3	178.7	669.2	201.1	196.2	192.3	203.5	793.1
% of revenue	66.2%	80.1%	86.1%	78.4%	68.9%	72.6%	72.8%	68.7%	71.2%	70.4%	69.4%	68.0%	66.1%	68.4%
Non-GAAP Operating Income	91.4	23.2	(22.4)	33.5	33.0	23.7	23.5	38.8	113.7	37.5	40.0	44.1	55.1	176.7
Operating Margin	19.7%	4.6%	-3.8%	4.4%	14.9%	10.6%	10.1%	14.9%	12.1%	13.1%	14.1%	15.6%	17.9%	15.2%
Financial income, net	15.8	4.8	18.1	53.5	14.8	14.1	10.4	8.1	47.4	6.1	6.5	6.7	6.9	26.2
Income before taxes on income	107.3	28.7	(4.3)	86.9	47.8	37.8	33.9	46.9	166.5	43.6	46.4	50.8	62.0	202.8
Tax benefit (expense)	(26.2)	(15.3)	(13.5)	(34.9)	(12.0)	(11.8)	(12.0)	(17.3)	(53.0)	(12.0)	(12.0)	(12.0)	(12.0)	(48.0)
Non-GAAP Net Income	81.1	13.4	(17.8)	52.0	35.9	26.1	21.9	29.6	113.5	31.6	34.4	38.8	50.0	154.8
Net Income Margin	17.5%	2.7%	-3.0%		16.2%	11.6%	9.4%	11.4%	12.1%	11.1%	12.2%	13.7%	16.2%	13.4%
Non-GAAP EPS	\$ 2.05	\$ 0.33	\$ (0.44)	\$ 1.12	\$ 0.75	\$ 0.54	\$ 0.45	\$ 0.61	\$ 2.36	\$ 0.65	\$ 0.71	\$ 0.79	\$ 1.02	\$ 3.18
Shares Outstanding														
Basic	38.6	39.6	40.6	41.7	42.4	42.9	43.2	43.4	43.0	43.6	43.8	44.0	44.3	43.9
y/y growth	2.8%	2.6%	2.4%	2.6%	3.1%	3.2%	3.0%	3.1%	3.2%	2.7%	2.0%	2.0%	2.0%	2.2%
q/q growth					0.9%	1.2%	0.5%	0.5%		0.5%	0.5%	0.5%	0.5%	
Diluted	39.6	40.8	40.6	46.4	47.7	47.9	48.2	48.8	48.2	48.4	48.6	48.9	49.1	48.8
y/y growth	1.7%	3.2%	-0.5%	14.3%	16.0%	4.0%	3.4%	3.6%	3.9%	1.4%	1.5%	1.4%	0.7%	1.2%
g/g growth					1.3%	0.3%	0.7%	1.2%		-0.8%	0.5%	0.5%	0.5%	
% of basic					112.5%	111.5%	111.7%	112.5%		111.0%	111.0%	111.0%	111.0%	
70 OI NOOIO					112.070	111.070	111.170	112.070		111.070	111.070	711.070	111.070	

Exhibit 118: CyberArk Balance Sheet

\$ in millions, except per snare data	2020	2021	2022	2023	M 04	l 04	0 04	D 04	2024E	M 05	l 05	0 05	D 05	00055
	Full Year	_		2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024E Full Year	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	2025E Full Year
Balance Sheet	Full fear	ruii fear	Full Tear	Full fear	<u>1Q24</u>	<u> 2Q24</u>	<u>3Q24E</u>	4Q24E	Full Year	<u>TQ25E</u>	<u>ZŲZJE</u>	<u>3Q23E</u>	4 <u>Q23E</u>	Full Year
Current assets														
	500.0	356.9	347.3	355.9	440.5	044.0	040.0	00.7	00.7	4544	404.0	040.0	278.7	278.7
Cash and cash equivalents	500.0				440.5	641.0	648.2	98.7	98.7	154.1	181.9	210.9	-	-
Short-term bank deposits	256.1	369.6	305.8	354.5	344.8	231.0	231.0	231.0	231.0	231.0	231.0	231.0	231.0	231.0
Marketable securities	196.9	199.9	301.1	283.0	293.2	528.1	528.1	528.1	528.1	528.1	528.1	528.1	528.1	528.1
Trade receivables	93.1	113.2	120.8	186.5	139.3	156.0	165.5	219.7	219.7	165.9	185.9	192.1	242.6	242.6
Prepaid expenses and other current assets	15.3	22.2	22.5	31.6	33.9	35.0	37.2	39.6	39.6	37.1	39.6	45.2	49.3	49.3
Total current assets	1,061.4	1,061.9	1,097.6	1,211.4	1,251.7	1,591.2	1,610.2	1,117.1	1,117.1	1,116.2	1,166.5	1,207.3	1,329.7	1,329.7
Long-term assets														
Marketable securities	202.2	300.7	227.7	324.5	304.6	30.9	30.9	30.9	30.9	30.9	30.9	30.9	30.9	30.9
Property and equipment, net	18.5	20.2	23.5	16.5	16.1	16.5	18.8	21.4	21.4	22.7	23.8	24.8	25.9	25.9
Intangible assets, net	23.7	17.9	27.5	20.2	18.4	16.7	14.8	12.7	12.7	10.6	8.5	6.5	4.5	4.5
Goodwill	123.7	123.7	153.2	153.2	153.2	153.2	158.2	163.2	163.2	168.2	173.2	178.2	183.2	183.2
Other long-term assets	100.0	121.7	217.0	214.8	218.3	227.1	232.8	261.4	261.4	276.5	280.5	265.8	296.8	296.8
Deferred tax asset	32.8	47.2	72.8	81.5	84.5	85.0	85.0	85.0	85.0	85.0	85.0	85.0	85.0	85.0
Total assets	500.9	631.3	721.8	810.8	795.2	529.4	540.5	574.6	574.6	593.9	601.9	591.1	626.4	626.4
Total assets	1,562.4	1,693.2	1,819.4	2,022.2	2,046.9	2,120.6	2,150.7	1,691.8	1,691.8	1,710.1	1,768.4	1,798.5	1,956.1	1,956.1
O 15-1-1145														
Current liabilities		40.4	40.0	44.0	0.5		40.4	445	44.5	4.0	0.4	40.7	40.4	40.4
Trade payables	8.3	10.1	13.6	11.0	3.5	6.2	13.1	14.5	14.5	4.9	6.1	13.7	16.1	16.1
Employees and payroll accruals	52.2	75.4	77.3	95.5	66.1	75.9	82.9	102.1	102.1	91.4	101.8	101.8	123.2	123.2
Accrued expenses and other current liabilities	24.9	23.6	33.6	36.6	33.9	38.0	36.3	41.7	41.7	45.7	45.2	45.2	49.3	49.3
Convertible senior notes,net				572.3	573.1	573.8	573.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred revenues	161.7	230.9	327.9	409.2	425.0	442.2	430.2	471.0	471.0	465.1	472.3	454.1	519.1	519.1
Total current liabilities	247.0	340.0	452.5	1,124.6	1,101.6	1,136.1	1,136.3	629.4	629.4	607.1	625.4	614.8	707.6	707.6
Long-term liabilities														
Convertible senior notes, net	502.3	520.1	569.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred revenues	80.8	86.4	80.5	71.4	76.3	75.9	73.8	80.8	80.8	79.8	81.0	77.9	89.1	89.1
Other long-term liabilities	24.9	20.2	38.9	33.8	32.1	31.6	36.3	41.7	41.7	45.7	44.1	43.0	40.0	40.0
Total LT liabilities	608.1	626.7	688.8	105.3	108.4	107.5	110.1	122.5	122.5	125.5	125.2	120.9	129.1	129.1
Total liabilities	855.1	966.7	1,141.3	1,229.9	1,210.0	1,243.6	1,246.4	751.8	751.8	732.6	750.6	735.7	836.7	836.7
Shareholders' equity	707.3	726.5	678.1	792.3	837.0	877.0	904.3	940.0	940.0	977.6	1,017.9	1,062.8	1,119.4	1,119.4
Total liabilities and stockholders' equity	1.562.4	1.693.2	1,819.4	2.022.2	2.046.9	2,120.6	2,150.7	1.691.8	1.691.8	1,710.2	1,768.5	1,798.5	1,956.1	1,956.1

Exhibit 119: CyberArk Cash Flow Statement

\$ in millions, except per share data	2020	2021	2022	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024E	Mar-25	Jun-25	Sep-25	Dec-25	2025E
\$ 11 mmone, except per enare data	Full Year	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24E	4Q24E	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year
Quarterly Cash Flow Statement														
Cash flows from operating activities														
Net Income	(5.8)	(83.9)	(130.4)	(66.5)	5.5	(12.9)	(13.0)	(8.6)	(29.1)	(6.7)	(3.5)	1.0	8.9	(0.2)
Depreciation and Amortization	15.5	14.2	16.2	19.3	4.0	4.0	4.2	4.7	16.9	5.1	5.3	5.3	5.4	21.1
Amortization of premium and accretion on marketable securitie	3.1	7.5	3.9	(4.6)	(1.9)	(1.8)			(3.6)					0.0
Impairment of available for sale marketable securities	0.0	0.0	0.0	0.0	0.0	2.7			2.7					0.0
Share-based compensation	71.8	95.4	120.8	140.1	37.5	40.5	39.6	44.3	161.9	44.3	43.8	43.8	47.7	179.6
Deferred incomes taxes, net	(2.0)	(12.0)	(15.6)	(7.9)	(1.1)	0.7			(0.3)					0.0
Change in Working Capital	24.1	53.5	54.8	(24.2)	24.6	11.1	(13.8)	(5.8)	16.0	21.9	(8.6)	(12.0)	15.4	16.7
Trade receivables	(17.3)	(20.1)	(7.6)	(65.7)	47.2	(16.7)	(9.5)	(54.1)	(33.2)	53.8	(20.0)	(6.2)	(50.5)	(22.9)
Amortization of debt discount and issuance costs	17.2	17.8	3.0	3.0	0.8	0.8	0.8	0.0	2.3	0.0	0.0	0.0	0.0	0.0
Prepaid expenses and other current and LT assets	(20.5)	(44.4)	(37.1)	(45.0)	(5.8)	(10.8)	(7.9)	(30.9)	(55.4)	(12.6)	(6.5)	9.1	(35.1)	(45.1)
Changes in operating lease right-of-use assets		6.2	4.6	6.6	1.9	1.4			3.3					0.0
Trade payables	0.6	1.5	4.1	(2.7)	(7.3)	2.7	6.9	1.4	3.7	(9.6)	1.2	7.6	2.4	1.6
Short term and long term deferred revenues	45.4	74.8	91.2	72.2	20.7	16.8	(14.1)	47.9	71.2	(6.9)	8.4	(21.3)	76.1	56.3
Employees and payroll accruals	7.8	23.8	0.7	7.0	(28.0)	15.6	7.0	19.3	13.8	(10.8)	10.4	(0.0)	21.4	21.0
Accrued expenses and other current & LT liabilities	(9.1)	(0.1)	4.8	7.5	(2.4)	3.1	3.0	10.7	14.4	8.1	(2.0)	(1.1)	1.1	6.0
Changes in operating lease liabilities	0.0	(6.0)	(8.7)	(7.1)	(2.4)	(1.8)			(4.2)					0.0
Net cash provided by operating activities	106.8	74.7	49.7	56.2	68.6	44.3	16.9	34.5	164.4	64.6	37.1	38.2	77.5	217.4
y/y growth	-24.7%	-30.0%	-33.5%	13.1%	1079.1%	-508.0%	17.7%	-26.4%	192.5%	-5.9%	-16.4%	126.2%	124.4%	32.2%
Operating Cash Flow Margin	23.0%	14.9%	8.4%	7.5%	31.0%	19.7%	7.3%	13.3%	17.5%	22.6%	13.1%	13.5%	25.2%	18.8%
Cash flow from investing activities														
Proceeds from (Investment in) short and long term deposits	(123.1)	(105.1)	35.7	(337.8)	(156.4)	(335.6)			(492.0)					0.0
Proceeds (Investment) in short and long term deposits	0.0	0.0	0.0	319.5	164.8	449.1			613.9					0.0
Investment in marketable securities	(403.3)	(357.2)	(375.7)	(406.6)	(92.3)	(37.1)			(129.5)					0.0
Proceeds from maturities of marketable securities	189.7	243.0	325.5	344.0	102.7	78.8			181.5					0.0
Purchase of property and equipment	(7.2)	(8.9)	(12.5)	(4.9)	(1.9)	(2.6)	(4.7)	(5.2)	(14.3)	(4.3)	(4.2)	(4.2)	(4.6)	(17.4)
Payments for business acquisitions, net of cash acquired	(68.6)	0.0	(41.3)	0.0	0.0	0.0	(5.0)	(5.0)	(10.0)	(5.0)	(5.0)	(5.0)	(5.0)	(20.0)
Net cash provided by investing activities	(412.4)	(228.2)	(68.4)	(85.8)	16.9	152.5	(9.7)	(10.2)	149.5	(9.3)	(9.2)	(9.2)	(9.6)	(37.4)
Cook flow from financing activities														
Cash flow from financing activities		(0.0)	(0.2)	44.0	(6.2)	(4.0)			(7.4)					0.0
Proceeds from withholding tax related to employee stock plans		(0.8)	(0.2)	11.2	(6.3)	(1.0) 0.0		(E70.0)	(7.4)					0.0
Proceeds from the issuance of convertible senior notes, net of		0.0	0.0	0.0	0.0			(573.8)	(573.8)					0.0
Purchase of capped calls	0.0	0.0	0.0	0.0	0.0	0.0			0.0					0.0
Payments of contigent consideration related to acquisitions	0.0	0.0	(4.7)	0.0	0.0	0.0			0.0					0.0 0.0
Proceeds in connection with employee stock purchase plan Proceeds from exercise of stock options	0.0 12.2	0.0 11.7	15.1 2.0	15.8	3.4 4.8	0.5			3.8 9.8					0.0
Net cash provided by financing activities	13.2	10.9	2.0 12.2	11.1 38.1	1.9	4.9 <b>4.4</b>	0.0	(573.8)	( <b>567.6</b> )	0.0	0.0	0.0	0.0	0.0
Net cash provided by financing activities	13.2	10.9	12.2	30.1	1.9	4.4	0.0	(3/3.6)	(367.6)	0.0	0.0	0.0	0.0	0.0
Increase (decrease) in cash and cash equivalents					87.4	201.2	7.2	(549.5)		55.3	27.8	29.0	67.9	
Effects of exchange rate diff on cash, cash equiv, and restricte	l ad cash				(2.8)	(0.7)	0.0	0.0		0.0	0.0	0.0	0.0	
Cash and cash equivalents at the beginning of the period	المام				355.9	440.5	641.0	648.2		98.7	154.1	181.9	210.9	
Cash and cash equivalents at the end of the period					440.5	641.0	648.2	98.7		154.1	181.9	210.9	278.7	
outh and outh equivalents at the end of the period					770.3	0-1.0	040.2	30.7		107.1	101.9	210.3	210.1	

# Exhibit 120: CyberArk Discounted Cash Flow (DCF) - Plausible

\$ in millions, except per share data

Assumptions and Inputs	
Current risk-free rate	3.8%
Beta	1.2
Historical equity risk premium	6.5%
Terminal growth rate	5.0%
Market Value (\$M)	\$ 13,968
Debt Value (\$M)	\$ 574
Cost of equity	11.5%
Cost of debt	5.0%
Tax rate	21.0%
WACC	11.2%

Last earnings period end 6/30/2024 Next Fiscal Year End 12/31/2024

Scenario: Plausible Case															
		Historicals			Hyper	Growth Pe	riod			Trans	sitionary Pe	riod		Terminal	
Fiscal year	F2021	F2022	F2023	F2024E	F2025E	F2026E	F2027E	F2028E	F2029E	F2030E	F2031E	F2032E	F2033E	F2034E	Perpetuity
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2032	2034	
Period				0.5	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9.5	10.5	
Risk free rate			3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	
Beta			1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.0	
Equity risk premium			6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity			11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	
Cost of debt			5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	
Debt/Total Value			3.9%	3.9%	3.9%	3.9%	3.9%	3.9%	6.6%	9.3%	12.0%	14.6%	17.3%	20.0%	
WACC			11.2%	11.2%	11.2%	11.2%	11.2%	11.2%	11.0%	10.8%	10.6%	10.4%	10.2%	10.0%	
Discount factor				0.9	0.9	0.8	0.7	0.6	0.6	0.5	0.5	0.4	0.4	0.4	
Total Revenue	502.9	591.7	751.9	972.6	1,195.9	1,493.2	1,829.1	2,249.7	2,699.7	3,158.6	3,600.9	3,997.0	4,316.7	4,196.8	
y/y change		17.7%	27.1%	29.4%	23.0%	24.9%	22.5%	23.0%	20.0%	17.0%	14.0%	11.0%	8.0%	5.0%	
Free Cash Flow to Firm (FCFF)	76.2	(16.4)	8.7	107.6	164.1	313.6	493.8	742.4	899.9	1,063.4	1,224.3	1,372.3	1,496.5	1,468.9	
FCF margin	15%	-3%	1%	11%	14%	21.0%	27.0%	33.0%	33.3%	33.7%	34.0%	34.3%	34.7%	35%	
y/y change		-121.6%	-152.8%	1139.1%	52.5%	91.1%	57.5%	50.3%	21.2%	18.2%	15.1%	12.1%	9.0%		5.0%
Diluted Shares Outstanding	41	41	46	48	49	49	49	49	50	50	50	50	51	51	
y/y change		-1%	14%	4%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	
FCFF per share	-	-		\$2.23	\$3.37	\$6.40	\$10.03	\$15.00	\$18.09	\$21.27	\$24.37	\$27.18	\$29.49	\$28.81	\$578.65
NPV of FCF per share				\$2.12	\$2.87	\$4.91	\$6.92	\$9.31	\$10.20	\$10.93	\$11.46	\$11.74	\$11.74	\$10.61	\$213.16

NPV of FCF/Share, F2024-F2034	92.8
Terminal Value FCF/Share	\$213.16
Total NPV of FCF/Share	\$305.97
Net Cash per share	\$ 17.11
Net cash balance	857
Working Capital - 5% of revenue	37.6
Shares outstanding	48
Implied Total NPV/Share	\$323
Current Price	\$ 291.61
Upside/(Downside) Potential	11%

**DDOG** 

**Exhibit 121: Datadog GAAP Income Statement** 

\$ in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	Mar-23 1Q23	Jun-23	Sep-23	Dec-23 4Q23	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024 (E) Full Year	2025 (E)
GAAP Income Statement	<u>Full Year</u>	Full Year	Full Year	<u>1Q23</u>	<u>2Q23</u>	<u>3Q23</u>	4Q23	Full Year	1Q24	<u>2Q24</u>	<u>3Q24E</u>	4Q24E	Full Year	Full Year
Total Revenue	603.5	1.028.8	1.675.1	481.7	509.5	547.5	589.6	2,128.4	611.3	645.3	662.0	706.5	2,625.0	3,176.3
y/y growth	66.3%	70.5%	62.8%	32.7%	25.4%	25.4%	25.6%	27.1%	26.9%	26.7%	20.9%	19.8%	23.3%	21.0%
Cost of Revenue	130.2	234.2	346.7	99.9	101.8	103.3	104.8	409.9	110.1	123.5	142.2	151.8	527.6	678.6
% of revenue	21.6%	22.8%	20.7%	20.7%	20.0%	18.9%	17.8%	19.3%	18.0%	19.1%	21.5%	21.5%	20.1%	21.4%
Gross Profit	473.3	794.5	1,328.4	381.8	407.6	444.2	484.8	1,718.5	501.2	521.8	519.8	554.7	2.097.4	2,497.7
Gross Margin	78.4%	77.2%	79.3%	79.3%	80.0%	81.1%	82.2%	80.7%	82.0%	80.9%	78.5%	78.5%	79.9%	78.6%
Operating Expenses														
Research and Development	210.6	419.8	752.4	229.5	239.5	240.2	253.3	962.4	270.0	274.6	284.5	307.2	1,136.3	1,324.3
% of revenue	34.9%	40.8%	44.9%	47.6%	47.0%	43.9%	42.9%	45.2%	44.2%	42.6%	43.0%	43.5%	43.3%	41.7%
Sales and Marketing	213.7	299.5	495.3	145.0	147.5	156.9	160.0	609.3	173.9	187.0	200.7	214.1	775.7	899.4
% of revenue	35.4%	29.1%	29.6%	30.1%	28.9%	28.7%	27.1%	28.6%	28.4%	29.0%	30.3%	30.3%	29.5%	28.3%
General and Administrative	62.8	94.4	139.4	42.3	42.7	51.4	43.8	180.2	45.3	47.6	41.9	44.7	179.4	187.3
% of revenue	10.4%	9.2%	8.3%	8.8%	8.4%	9.4%	7.4%	8.5%	7.4%	7.4%	6.3%	6.3%	6.8%	5.9%
Total Operating Expenses	487.0	813.7	1387.1	416.8	429.6	448.4	457.1	1,751.9	489.2	509.2	527.1	566.0	2,091.4	2,410.9
% of revenue	80.7%	79.1%	82.8%	86.5%	84.3%	81.9%	77.5%	82.3%	80.0%	78.9%	79.6%	80.1%	79.7%	75.9%
Operating Income	(13.8)	(19.2)	(58.7)	(35.0)	(22.0)	(4.2)	27.7	(33.5)	12.0	12.6	(7.3)	(11.3)	6.0	86.8
Operating Margin	-2.3%	-1.9%	-3.5%	-7.3%	-4.3%	-0.8%	4.7%	-1.6%	2.0%	2.0%	-1.1%	-1.6%	0.2%	2.7%
Other Income:														
Interest Expense	(29.7)	(21.1)	(16.5)	(2.2)	(1.5)	(1.3)	(1.3)	(6.3)	(1.4)	(1.5)	(1.0)	(1.0)	(4.9)	(4.4)
Interest Income and other income, net	21.3	21.8	37.2	16.7	22.6	29.8	30.8	100.0	35.6	36.7	25.2	27.5	124.8	127.6
Other Income, net	(8.4)	0.7	20.6	14.5	21.1	28.5	29.5	93.7	34.2	35.2	24.1	26.4	119.9	123.2
Income (Loss) Before Taxes	(22.2)	(18.4)	(38.1)	(20.4)	(0.9)	24.3	57.3	60.2	46.2	47.8	16.8	15.1	125.9	210.0
Income Tax Expense (Benefit)	2.3	2.3	`12.1 <sup>′</sup>	3.7	3.1	1.7	3.3	11.7	3.6	4.0	3.9	3.5	14.9	48.3
Tax Rate	NM	NM	NM	NM	NM	6.9%	5.7%	19.4%	7.7%	8.3%	23.0%	23.0%	11.8%	23.0%
Net Income	(24.5)	(20.7)	(50.2)	(24.1)	(4.0)	22.6	54.0	48.6	42.6	43.8	13.0	11.6	111.1	161.7
GAAP EPS	(\$0.08)	(\$0.07)	(\$0.16)	(\$0.08)	(\$0.01)	\$0.06	\$0.15	\$0.14	\$0.12	\$0.12	\$0.04	\$0.03	\$0.32	\$0.46
Shares Outstanding														
Basic	300.4	309.0	315.4	319.3	322.2	325.6	328.9	324.0	331.8	334.9	338.3	341.7	336.7	350.3
y/y growth	114.7%	2.9%	2.1%	1.9%	2.4%	3.0%	3.6%	2.7%	3.9%	3.9%	3.9%	3.9%	3.9%	4.0%
Diluted	300.4	309.0	315.4	319.3	322.2	351.6	352.9	336.5	356.0	356.7	338.3	341.7	348.2	350.3
y/y growth	114.7%	2.9%	2.1%	-7.6%	2.4%	11.3%	11.2%	6.7%	11.5%	10.7%	-3.8%	-3.2%	3.5%	0.6%

Exhibit 122: Datadog Non-GAAP Income Statement

EXHIBIT 122. Datadog Non-GAAP	IIICOIIIe v	Statemen	<u>.                                    </u>				_							
\$ in millions, except per share data	2020	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	2025 (E)
	Full Year	Full Year	Full Year	1Q23	2Q23	3Q23	4Q23	Full Year	1Q24	2Q24	3Q24E	4Q24E	Full Year	Full Year
Non-GAAP Income Statement														
Total Revenue	603.5	1,028.8	1,675.1	481.7	509.5	547.5	589.6	2,128.4	611.3	645.3	662.0	706.5	2,625.0	3,176.3
y/y growth	66.3%	70.5%	62.8%	32.7%	25.4%	25.4%	25.6%	27.1%	26.9%	26.7%	20.9%	19.8%	23.3%	21.0%
Cost of Revenue	127.3	225.5	328.9	94.1	95.5	96.7	97.6	383.9	102.4	115.8	132.4	141.3	491.8	635.3
% of revenue	21.1%	21.9%	19.6%	19.5%	18.7%	17.7%	16.6%	18.0%	16.7%	17.9%	20.0%	20.0%	18.7%	20.0%
Gross Profit	476.2	803.2	1,346.2	387.6	413.9	450.9	492.0	1,744.4	508.9	529.5	529.6	565.2	2,133.2	2,541.1
Gross Margin	78.9%	78.1%	80.4%	80.5%	81.3%	82.3%	83.4%	82.0%	83.3%	82.1%	80.0%	80.0%	81.3%	80.0%
Operating Expenses														
Research and Development	169.8	309.7	504.8	150.2	158.4	155.8	163.5	627.9	170.8	180.9	185.4	201.3	738.4	888.8
% of revenue	28.1%	30.1%	30.1%	31.2%	31.1%	28.5%	27.7%	29.5%	27.9%	28.0%	28.0%	28.5%	28.1%	28.0%
Sales and Marketing	189.6	257.5	415.0	121.0	120.1	127.5	132.0	500.6	143.0	157.0	168.2	179.4	647.6	757.3
% of revenue	31.4%	25.0%	24.8%	25.1%	23.6%	23.3%	22.4%	23.5%	23.4%	24.3%	25.4%	25.4%	24.7%	23.8%
General and Administrative	47.9	71.0	100.1	30.1	29.0	36.8	29.9	125.7	30.7	34.1	27.8	29.7	122.2	125.2
% of revenue	7.9%	6.9%	6.0%	6.2%	5.7%	6.7%	5.1%	5.9%	5.0%	5.3%	4.2%	4.2%	4.7%	3.9%
Total Operating Expenses	407.3	638.2	1,019.9	301.2	307.5	320.1	325.4	1,254.2	344.4	372.0	381.3	410.5	1,508.2	1,771.3
y/y growth	48.6%	56.7%	59.8%	44.8%	26.3%	17.2%	10.2%	23.0%	14.3%	21.0%	19.1%	26.2%	20.3%	
% of revenue	67.5%	62.0%	60.9%	62.5%	60.4%	58.5%	55.2%	58.9%	56.3%	57.6%	57.6%	58.1%	57.5%	55.8%
Operating Income	68.9	165.1	326.3	86.4	106.5	130.8	166.7	490.2	164.5	157.5	148.3	154.7	625.0	769.7
Operating Margin	11.4%	16.0%	19.5%	17.9%	20.9%	23.9%	28.3%	23.0%	26.9%	24.4%	22.4%	21.9%	23.8%	24.2%
Other Income:														
Interest Expense	(11.0)	(17.7)	(13.2)	(1.3)	(0.7)	(0.5)	(0.4)	(2.9)	(0.5)	(0.6)	(0.2)	(0.2)	(1.6)	(0.5)
Interest Income and other income, net	21.3	21.8	37.2	16.7	22.6	29.8	30.8	100.0	35.6	36.7	25.2	27.5	124.8	127.6
Other Income, net	10.3	4.1	24.0	15.4	21.9	29.4	30.4	97.1	35.0	36.1	24.9	27.2	123.3	127.1
Income Before Taxes	79.2	169.1	350.3	101.8	128.4	160.1	197.0	587.3	199.5	193.6	173.2	181.9	748.3	896.8
Income Tax Expense (Benefit)	7.9	2.3	73.6	21.4	27.0	33.6	41.4	123.3	41.9	40.7	32.9	41.8	157.3	188.3
Tax Rate	10.0%	1.4%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	19.0%	23.0%	21.0%	21.0%
Net Income	71.3	166.8	276.7	80.4	101.4	126.5	155.7	464.0	157.6	153.0	140.3	140.1	591.0	708.5
		10010						10.10					00110	
Non-GAAP EPS	\$0.21	\$0.48	\$0.80	\$0.23	\$0.29	\$0.36	\$0.44	\$1.33	\$0.44	\$0.43	\$0.39	\$0.38	\$1.64	\$1.88
Shares Outstanding									_					
Basic	300.4	309.0	315.4	319.3	322.2	325.6	328.9	324.0	331.8	334.9	338.3	341.7	336.7	350.3
y/y growth	114.7%	2.9%	2.1%	1.9%	2.4%	3.0%	3.6%	2.7%	3.9%	3.9%	3.9%	3.9%	3.9%	4.0%
Diluted	331.9	344.0	345.7	345.9	348.6	351.3	352.9	349.7	356.0	356.7	360.3	367.3	360.1	376.6
y/y growth	137.3%	3.6%	0.5%	0.1%	1.1%	1.8%	2.3%	1.1%	2.9%	2.3%	2.6%	4.1%	3.0%	4.6%
					•	•		•		•			•	

**Exhibit 123: Datadog Balance Sheet** 

\$ in millions, except per share data	2020	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	2025 (E)
	Full Year	Full Year	Full Year	<u>1Q23</u>	<u>2Q23</u>	<u>3Q23</u>	<u>4Q23</u>	Full Year	<u>1Q24</u>	<u>2Q24</u>	3Q24E	4Q24E	Full Year	Full Year
Balance Sheet														
Current assets														
Cash and cash equivalents	224.9	271.0	339.0	222.5	291.3	261.3	330.3	330.3	282.2	411.0	588.1	817.9	817.9	1,663.2
Marketable securities	1,292.5	1,283.5	1,545.3	1,795.3	1,894.1	2,080.4	2,252.6	2,252.6	2,499.2	2,549.1	2,549.1	2,549.1	2,549.1	2,549.1
Accounts receivable, net	163.4	268.8	399.6	367.0	333.1	400.6	509.3	509.3	451.1	533.3	565.9	696.8	696.8	868.4
Deferred contract costs, current	13.6	23.2	33.1	34.9	37.5	39.8	44.9	44.9	46.4	49.5	50.3	50.6	50.6	58.4
Prepaid expenses and other current assets	23.6	24.4	27.3	43.2	44.1	37.3	41.0	41.0	54.8	49.2	47.9	41.1	41.1	49.6
Total current assets	1,718.1	1,870.9	2,344.2	2,463.0	2,600.1	2,819.5	3,178.1	3,178.1	3,333.7	3,592.1	3,801.4	4,155.6	4,155.6	5,188.8
Non-current assets														
Property and equipment, net	47.2	75.2	125.3	138.4	145.1	157.7	171.9	171.9	182.4	198.9	209.6	221.3	221.3	275.2
Operating lease assets	57.8	61.4	87.6	94.7	122.2	121.9	126.6	126.6	173.3	166.9	166.9	166.9	166.9	166.9
Goodwill	17.6	292.2	348.3	348.5	350.0	348.7	352.7	352.7	351.4	350.9	350.9	350.9	350.9	350.9
Intangible assets, net	2.1	15.7	16.4	14.2	12.4	10.1	9.6	9.6	7.3	5.8	7.5	9.0	9.0	13.1
Deferred contract costs, non-current	26.8	42.1	55.3	56.6	60.5	63.0	73.7	73.7	73.1	77.0	79.6	83.1	83.1	95.9
Restricted cash	3.8	3.5	3.3	_	_	-	2	-	_	-	-	_	-	-
Other assets	17.0	19.9	24.4	24.3	21.9	22.4	23.5	23.5	20.3	20.7	26.5	28.3	28.3	44.2
Total assets	1,890.3	2,380.8	3,004.9	3,139.7	3,312.2	3,543.3	3,936.1	3,936.1	4,141.5	4,412.4	4,642.4	5,014.9	5,014.9	6,134.9
Current liabilities														
Accounts payable	21.3	25.3	23.5	41.6	48.0	85.4	87.7	87.7	64.3	116.0	116.1	123.9	123.9	149.4
Accrued expenses and other current liabilities	55.4	111.3	171.2	148.5	127.0	101.8	127.6	127.6	117.4	104.8	79.4	113.0	113.0	102.2
Operating lease liabilities, current	16.3	20.2	22.1	20.4	18.9	18.8	22.0	22.0	23.6	24.6	24.6	24.6	24.6	24.6
Convertible Senior Notes										744.0			-	-
Deferred revenue, current	204.8	372.0	543.0	562.4	567.5	636.5	765.7	765.7	767.5	801.6	879.4	1,042.8	1,042.8	1,398.1
Total current liabilities	297.8	528.7	759.7	773.0	761.4	842.5	1,003.1	1,003.1	972.8	1,790.9	1,099.5	1,304.3	1,304.3	1,674.3
Long term liabilities														
Operating lease liabilities, non-current	51.4	52.1	76.6	86.2	125.7	127.8	138.1	138.1	190.9	193.8	193.8	193.8	193.8	193.8
Covertible senior notes, net	575.9	735.5	738.8	739.7	740.5	741.4	742.2	742.2	743.1	-	740.2	741.0	741.0	687.3
Deferred revenue, non-current	3.5	13.9	12.9	22.5	27.5	17.5	21.2	21.2	26.2	14.0	24.2	28.9	28.9	33.6
Other liabilities	4.3	9.4	6.2	6.3	7.7	7.7	6.1	6.1	6.2	6.3	14.2	9.4	9.4	11.3
Total Liabilities	932.9	1,339.6	1,594.3	1,627.6	1,662.8	1,736.8	1,910.7	1,910.7	1,939.1	2,005.1	2,072.0	2,277.4	2,277.4	2,600.3
Stockholders' equity	957.4	1,041.2	1,410.5	1.512.1	1.649.4	1,806.5	2.025.4	2,025.4	2,202,4	2,407.3	2,570.5	2.737.6	2,737.6	3,534.6
Total liabilities and shareholders' equity	1.890.3	2.380.8	3.004.9	3,139.7	3,312.2	3,543.3	3,936.1	3,936,1	4,141.5	4,412.4	4,642.5	5,015.0	5.015.0	6.134.9
Occurred Occurred Control of the Con	,	,	3,004.9	3,133.7	3,312.2	3,343.3	3,330.1	3,330.1	4, 141.3	4,412.4	4,042.3	3,013.0	3,013.0	0,134.9

**Exhibit 124: Datadog Cash Flow Statement** 

\$ in millions, except per share data	2020	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	2025 (E)
	Full Year	Full Year	Full Year	1Q23	2Q23	3Q23	4Q23	Full Year	1Q24	2Q24	3Q24E	4Q24E	Full Year	Full Year
Cash Flow Statement														
Cash from Operating Activities														
Net income (loss)	(24.5)	(20.7)	(50.2)	(24.1)	(4.0)	22.6	54.0	48.6	42.6	43.8	13.0	11.6	111.1	161.7
Depreciation and amortization	15.5	22.9	34.6	10.3	10.6	11.6	12.0	44.5	12.9	12.4	15.7	16.6	57.7	75.8
Amortization of discounts or premiums on marketable securities	9.8	16.2	4.7	(5.2)	(8.1)	(13.0)	(15.4)	(41.6)	(14.1)	(12.6)			(26.7)	-
Amortization of issuance costs	18.7	3.3	3.4	0.8	0.8	0.8	0.8	3.4	0.9	0.9	0.8	0.8	3.4	3.9
Amortization of deferred contract costs	10.4	17.9	28.0	8.6	9.3	10.2	11.0	39.2	11.8	12.5	13.2	13.9	51.4	58.8
Stock-based compensation, net of amounts capitalized	74.4	163.7	363.2	112.7	118.3	123.1	128.1	482.3	135.0	134.7	145.6	155.4	570.8	635.3
Non-cash lease expense	14.1	17.2	21.4	5.9	6.3	7.1	7.1	26.4	6.8	6.8			13.6	-
Allowance for credit losses on accounts receivable	3.3	2.3	5.2	3.7	2.6	2.8	2.8	11.9	2.7	3.8			6.6	-
Loss on disposal of property and equipment	0.0	0.3	1.7	0.1	0.3	(0.0)	0.3	0.7	0.0	0.3			0.3	-
Other	-	-					-	-	-	-			-	-
Working Capital:	(12.5)	63.4	6.4	20.8	17.0	(12.6)	19.4	44.6	13.6	(38.2)	17.0	61.1	53.5	101.2
Accounts receivable, net	(64.2)	(107.1)	(135.7)	28.8	31.4	(70.3)	(111.5)	(121.7)	55.5	(86.1)	(32.6)	(130.9)	(194.1)	(171.6)
Deferred contract costs	(25.1)	(42.8)	(51.1)	(11.8)	(15.9)	(15.0)	(26.9)	(69.5)	(12.6)	(19.5)	(16.6)	(17.7)	(66.4)	(79.4)
Prepaid expenses and other current assets	(4.4)	(0.7)	(6.6)	(15.8)	(1.0)	6.5	(3.2)	(13.5)	(14.1)	5.6	1.2	6.8	(0.4)	(8.5)
Other assets	1.0	(2.6)	(5.2)	0.2	2.1	(1.0)	(0.2)	1.0	2.6	(0.4)	(5.7)	(1.8)	(5.3)	(16.0)
Accounts payable	6.5	3.1	(1.3)	18.5	6.4	32.4	0.5	57.8	(17.1)	48.7	0.1	7.8	39.5	25.5
Accrued expenses and other liabilities	4.0	37.3	37.6	(28.1)	(16.0)	(24.2)	27.8	(40.5)	(7.4)	(8.4)	(17.5)	28.8	(4.6)	(8.9)
Deferred revenue	69.8	176.3	168.6	29.0	10.1	59.0	132.9	231.0	6.7	21.9	88.0	168.1	284.7	360.0
Net cash provided by operating activities	109.1	286.5	418.4	133.8	153.2	152.8	220.2	660.0	212.3	164.4	205.3	259.5	841.5	1,036.7
y/y growth	350%	163%	46%	-9%	110%	83%	92%	58%	59%	7%	34%	18%	28%	23%
% of revenue	18%	28%	25%	28%	30%	28%	37%	31%	35%	25%	31%	37%	32%	33%
Cash from investing activities														
Purchase of marketable securities	(1,791.9)	(1,125.5)	(1,413.7)	(757.8)	(632.5)	(621.5)	(546.2)	(2,558.0)	(637.4)	(603.0)	_	_	(1,240.3)	-
Maturities of marketable securities	503.9	1,046.6	1,137.7	497.6	520.7	449.7	396.6	1,864.6	401.7	564.3	_	_	966.0	-
Proceeds from sale of marketable securities	163.6	67.7	2.1	21.3	15.3	(0.2)	0.6	37.0	_	0.0	_	_	0.0	-
Purchases of property and equipment	(5.4)	(10.0)	(35.3)	(8.7)	(2.3)	(6.1)	(10.4)	(27.6)	(14.2)	(4.4)	(9.9)	(10.6)	(39.1)	(47.3)
Capitalized software development costs	(20.5)	(26.1)	(29.6)	(8.7)	(9.1)	(8.5)	(8.5)	(34.8)	(11.4)	(16.2)	(13.2)	(14.1)	(55.0)	(66.5)
Cash paid for acquisition of businesses, net of cash acquired	(2.4)	(226.5)	(45.9)	` '	(2.0)	(4.3)	(6.1)	(12.5)	`- ′	(0.4)	(5.0)	(5.0)	(10.4)	(20.0)
Other	, ,	,	, ,		. ,	- '	- '	`- ´	_	0.0	. ,	` '	- '	- ′
Net cash used in investing activities	(1,152.6)	(273.7)	(384.7)	(256.2)	(110.0)	(191.0)	(174.0)	(731.4)	(261.2)	(59.7)	(28.2)	(29.7)	(378.8)	(133.8)
Cash from financing activities														
Proceeds from exercise of stock options	16.0	14.9	10.0	2.1	5.4	9.9	3.5	20.9	2.2	1.8			3.9	-
Proceeds from issuance of common stock under ESPP	15.2	20.3	26.0		20.0	-	17.4	37.4		22.5			22.5	-
Employee payroll taxes paid related to net share settlement under	(1.0)	(0.2)				-	-	-		0.0			-	-
Proceeds from issuance of convertible senior notes, net of issua	730.2	-				-	-	-		0.0			-	685.5
Purchase of capped call related to convertible senior notes	(89.6)	-				-	-	-		0.0			-	-
Repayments of convertible senior notes	-	-	(0.0)			-	-	-		(0.0)			(0.0)	(743.1)
Other	(0.4)	-	- 1			-	-	-		0.0			-	
Net cash provided by financing activities	670.3	34.9	36.0	2.1	25.4	9.9	20.9	58.3	2.2	24.2	-	-	26.4	(57.6)
FX Impact on cash and equivalents	0.8	(2.0)	(1.9)	0.6	0.2	(1.6)	2.0	1.2	(1.4)	(0.2)			(1.6)	-
													,	
Cash balance, beginning of period	601.2	228.7	274.5	342.3	222.5	291.3	261.3	342.3	330.3	282.2	411.0	588.1	330.3	817.9
Net change in cash	(372.5)	45.8	67.8	(119.7)	68.8	(30.0)	69.0	(11.9)	(48.1)	128.7	177.2	229.8	487.6	845.3
Cash balance, end of period	228.7	274.5	342.3	222.5	291.3	261.3	330.3	330.3	282.2	411.0	588.1	817.9	817.9	1,663.2

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**Exhibit 125: Dynatrace GAAP Income Statement** 

\$ in millions, except per share data	2020	2021	2022	2023	Jun-23	Sep-23	Dec-23	Mar-24	2024	Jun-24	Sep-24	Dec-24	Mar-25	2025 (E)	2026 (E)	2027 (E)
GAAP Income Statement	Full Year	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	3Q24	4Q24	Full Year	1Q25	2Q25E	3Q25E	4Q25E	Full Year	Full Year	Full Year
Subscription	487.8	655.2	870.4	1.083.3	316.5	334.5	348.3	360.1	1,359.4	381.6	389.1	396.3	411.3	1,578.3	1,839.3	2,125.7
Service	45.3	46.9	59.0	75.2	16.4	17.2	16.8	20.7	71.2	17.6	17.1	18.3	19.7	72.8	79.4	88.6
Total Revenue	45.3 <b>545.8</b>	703.5	929.4	75.∠ 1,158.5	332.9	351.7	365.1	380.8	1,430.5	399.2	406.1	414.6	431.1	1,651.0	1,918.7	2.214.3
y/y growth	26.6%	28.9%	32.1%	24.6%	24.5%	25.9%	22.7%	21.1%	23.5%	19.9%	15.5%	13.6%	13.2%	15.4%	16.2%	15.4%
Total Cost of Revenue	128.9	127.7	172.9	222.9	62.3	64.4	67.9	71.9	266.5	74.8	71.7	72.1	77.0	295.7	334.1	383.4
% of revenue	23.6%	18.2%	18.6%	19.2%	18.7%	18.3%	18.6%	18.9%	18.6%	18.7%	17.7%	17.4%	17.9%	17.9%	17.4%	17.3%
Gross Profit																
Subscription	414.6	577.7	758.7	938.9	273.6	289.7	301.4	309.9	1,174.6	328.0	333.1	341.0	352.3	1,354.4	1,578.7	1,824.7
Subscription Gross Margin	85.0%	88.2%	87.2%	86.7%	86.4%	86.6%	86.5%	86.1%	86.4%	86.0%	85.6%	86.0%	85.7%	85.8%	85.8%	85.8%
Service	6.0	12.0	13.3	12.3	0.9	1.5	0.1	3.3	5.8	0.8	3.2	3.5	3.8	11.3	15.1	16.8
Service Gross Margin	13.3%	25.6%	22.5%	16.4%	5.4%	8.9%	0.3%	15.8%	8.1%	4.8%	19.0%	19.0%	19.0%	15.6%	19.0%	19.0%
Total Gross Profit	416.9	575.8	756.6	935.6	270.5	287.3	297.2	309.0	1.164.1	324.5	334.4	342.5	354.0	1,355.4	1,584.6	1.830.9
Total Gross Margin	76.4%	81.8%	81.4%	80.8%	81.3%	81.7%	81.4%	81.1%	81.4%	81.3%	82.3%	82.6%	82.1%	82.1%	82.6%	82.7%
Operating Expenses																
Research and Development	119.3	111.4	156.3	218.3	66.3	74.1	80.1	84.3	304.7	87.6	85.9	82.4	89.2	345.1	382.8	441.8
% of revenue	21.9%	15.8%	16.8%	18.8%	19.9%	21.1%	21.9%	22.1%	21.3%	21.9%	21.1%	19.9%	20.7%	20.9%	20.0%	20.0%
Sales and Marketing	266.2	245.5	362.1	448.0	125.1	127.6	132.7	148.8	534.2	145.1	146.3	146.6	154.3	592.3	676.8	781.1
% of revenue	48.8%	34.9%	39.0%	38.7%	37.6%	36.3%	36.4%	39.1%	37.3%	36.3%	36.0%	35.4%	35.8%	35.9%	35.3%	35.3%
General and Administrative	162.0	92.2	126.6	150.0	39.1	44.7	43.2	47.3	174.4	45.0	44.4	43.8	47.7	180.9	210.4	242.8
% of revenue	29.7%	13.1%	13.6%	13.0%	11.7%	12.7%	11.8%	12.4%	12.2%	11.3%	10.9%	10.6%	11.1%	11.0%	11.0%	11.0%
Amortizaton of Other Intangibles	40.3	34.7	30.2	26.3	5.8	5.6	5.5	5.5	22.3	4.8	2.1	2.2	2.2	11.3	10.0	11.6
% of revenue	7.4%	4.9%	3.2%	2.3%	1.7%	1.6%	1.5%	1.4%	1.6%	1.2%	0.5%	0.5%	0.5%	0.7%	0.5%	0.5%
Restructuring and Other	1.1	0.0	0.0	0.1	0.0	(0.0)	(0.0)		(0.0)	-	1.4	0.0	0.0	1.4	0.9	0.2
% of revenue	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.0%	0.0%	0.1%	0.0%	0.0%
Total Operating Expenses	588.8	483.9	675.3	842.8	236.3	252.1	261.5	285.9	1.035.7	282.4	280.1	275.0	293.4	1,130.9	1,280.9	1,477.5
% of revenue	000.0	100.0	0.0.0	0.2.0	200.0				.,000					1,100.0	.,200.0	.,
Operating Income	(171.9)	91.9	81.3	92.8	34.3	35.3	35.7	23.1	128.4	42.0	54.3	67.5	60.6	224.4	303.7	353.4
Operating Margin	-31.5%	13.1%	8.7%	8.0%	10.3%	10.0%	9.8%	6.1%	9.0%	10.5%	13.4%	16.3%	14.1%	13.6%	15.8%	16.0%
Interest Income (Expense), net	(45.4)	(14.2)	(10.2)	(3.4)	7.1	8.5	10.6	11.0	37.3	12.8	8.3	8.3	7.4	36.8	37.7	56.9
Other Income, net	(1.2)	0.2	0.5	0.6	0.3	(3.1)	(3.9)	(4.0)	(10.8)	(2.0)	-	-	-	(2.0)	-	-
Income (Loss) Before Taxes	(218.5)	77.9	71.7	90.0	41.7	40.7	42.4	30.1	154.9	52.8	62.6	75.8	68.0	259.2	341.4	410.4
Income Tax (Expense) Benefit	(195.3)	(2.1)	(19.2)	18.0	(3.5)	(4.9)	0.3	7.8	(0.3)	(14.1)	(20.7)	(25.0)	(22.4)	(82.3)	(64.9)	(78.0)
Tax Rate	NM	2.7%	26.8%	NM	8.4%	12.0% I		vm '	0.2%	26.8%	33.0%	33.0%	33.0%	31.7%	19.0%	19.0%
Net Income	(413.8)	75.7	52.5	108.0	38.2	35.8	42.691	37.9	154.6	38.6	41.9	50.8	45.6	176.9	276.5	332.4
Mer IIICOME	(413.0)	13.1	32.3	100.0	30.2	33.0	42.031	31.5	134.0	30.0	41.3	30.0	45.0	170.9	270.3	332.4
GAAP EPS	(\$1.56)	\$0.26	\$0.18	\$0.37	\$0.13	\$0.12	\$0.14	\$0.13	\$0.52	\$0.13	\$0.14	\$0.17	\$0.15	\$0.59	\$0.92	\$1.09
Shares Outstanding																
Basic	264.9	280.5	284.2	287.7	291.3	293.7	294.9	296.3	294.0	297.4	298.0	298.5	299.1	298.3	300.6	303.8
y/y growth	12.3%	5.9%	1.3%	1.2%	1.8%	2.3%	2.4%	2.2%	2.2%	2.1%	1.5%	1.2%	1.0%	1.4%	0.8%	1.1%
Diluted	264.9	286.5	290.9	291.6	296.4	297.8	299.2	300.9	298.6	301.0	298.0	298.5	299.1	299.2	300.6	303.8
y/y growth	12.3%	8.1%	1.5%	0.2%	2.2%	2.5%	2.8%	2.4%	2.4%	1.5%	0.1%	-0.2%	-0.6%	0.2%	0.5%	1.1%

**Exhibit 126: Dynatrace Non-GAAP Income Statement** 

Exhibit 126: Dynatrace Non-GAAP									,							
\$ in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Jun-23 1Q24	Sep-23 2Q24	Dec-23 3Q24	Mar-24 4Q24	2024 Full Year	Jun-24 1Q25	Sep-24 2Q25E	Dec-24 3Q25E	Mar-25 4Q25E	2025 (E) Full Year	2026 (E) Full Year	2027 (E) Full Year
Non-GAAP Income Statement	Full fear	Full Year	Full fear	Full Year	<u>1Q24</u>	<u> 2U24</u>	<u>3Q24</u>	4Q24	Full fear	1025	ZUZSE	3Q25E	4Q25E	Full Year	Full Year	Full Year
Subscription Revenue	487.8	655.2	870.4	1.083.3	316.5	334.5	348.3	360.1	1.359.4	381.6	389.1	396.3	411.3	1.578.3	1.839.3	2.125.7
	39.4%	34.3%	32.8%	24.5%	26.8%	28.0%	24.8%	22.8%	25.5%	20.6%	16.3%	13.8%	14.2%	16.1%	16.5%	15.6%
y/y growth cc y/y growth	39.4% 42.0%	33.0%	32.0%	29.0%	27.0%	26.0% 26.0%	23.0%	22.0%	25.5%	21.0%	10.3%	13.0%	14.270	10.176	10.5%	15.6%
									05.00/		05.00/	05.00/	05.40/	05.00/	05.00/	00.00/
% of total revenue	89.4%	93.1%	93.6%	93.5%	95.1%	95.1%	95.4%	94.6%	95.0%	95.6%	95.8%	95.6%	95.4%	95.6%	95.9%	96.0%
Service Revenue	45.3	46.9	59.0	75.2	16.4	17.2	16.8	20.7	71.2	17.6	17.1	18.3	19.7	72.8	79.4	88.6
y/y growth	11.1%	3.5%	25.9%	27.4%	-7.2%	-4.5%	-8.2%	-2.0%	-5.4%	7.4%	-0.8%	9.1%	-4.8%	2.2%	9.1%	11.5%
% of total revenue	8.3%	6.7%	6.3%	6.5%	4.9%	4.9%	4.6%	5.4%	5.0%	4.4%	4.2%	4.4%	4.6%	4.4%	4.1%	4.0%
Total Revenue	545.8	703.5	929.4	1,158.5	332.9	351.7	365.1	380.8	1,430.5	399.2	406.1	414.6	431.1	1,651.0	1,918.7	2,214.3
y/y growth	26.6%	28.9%	32.1%	24.6%	24.5%	25.9%	22.7%	21.1%	23.5%	19.9%	15.5%	13.6%	13.2%	15.4%	16.2%	15.4%
cc y/y growth	29.0%	28.0%	32.0%	29.0%	25.0%	24.0%	21.0%	21.0%		21.0%						
Gross Profit																
Subscription Gross Profit	428.0	583.2	767.3	952.1	278.1	294.7	306.2	315.0	1,194.0	333.9	340.4	346.7	359.9	1,381.0	1,609.4	1,860.0
Subscription Gross Margin	87.7%	89.0%	88.2%	87.9%	87.9%	88.1%	87.9%	87.5%	87.8%	87.5%	87.5%	87.5%	87.5%	87.5%	87.5%	87.5%
Service Gross Profit	11.4	14.5	18.7	18.7	2.8	4.0	2.5	5.7	15.0	3.5	3.2	3.5	3.8	14.0	15.1	16.8
Service Gross Margin	25.2%	31.0%	31.6%	24.9%	17.0%	23.4%	14.8%	27.5%	21.1%	20.0%	19.0%	19.0%	19.0%	19.2%	19.0%	19.0%
Total Gross Profit	452.1	599.1	786.0	970.8	280.9	298.7	308.7	320.7	1,209.0	337.5	343.7	350.2	363.7	1,395.0	1,624.5	1,876.9
Total Gross Margin	82.8%	85.2%	84.6%	83.8%	84.4%	84.9%	84.6%	84.2%	84.5%	84.5%	84.6%	84.5%	84.4%	84.5%	84.7%	84.8%
rotal or oss margin	02.070	00.270	04.070	00.070	04.470	04.070	04.070	04.270	04.070	04.070	04.070	04.070	04.470	04.070	04.170	04.070
Operating Expenses																
Research and Development	80.4	98.4	133.1	175.2	50.8	55.0	60.2	63.8	229.7	63.6	65.4	66.3	68.1	263.4	297.4	343.2
% of revenue	14.7%	14.0%	14.3%	15.1%	15.2%	15.6%	16.5%	16.7%	16.1%	15.9%	16.1%	16.0%	15.8%	16.0%	15.5%	15.5%
Sales and Marketing	181.0	219.7	323.9	393.2	109.6	108.2	115.9	129.6	463.3	127.6	131.2	134.7	138.8	532.3	614.0	708.6
% of revenue	33.2%	31.2%	34.8%	33.9%	32.9%	30.8%	31.8%	34.0%	32.4%	32.0%	32.3%	32.5%	32.2%	32.2%	32.0%	32.0%
General and Administrative	59.9	73.8	95.2	110.5	32.9% 28.5	29.2	27.9	32.2	117.8	32.0%	32.3%	34.8	36.2	136.0	163.1	188.2
% of revenue		10.5%	10.2%	9.5%	8.5%	8.3%	7.6%	8.5%	8.2%	8.0%	8.1%	8.4%	8.4%	8.2%	8.5%	8.5%
	11.0% <b>321.3</b>	391.9	552.2	679.0	8.5% <b>188.8</b>	8.3% <b>192.3</b>	7.6% <b>204.1</b>	225.6	8.2% 810.8	223.2	229.5	235.9	243.1	931.7	8.5% 1.074.5	1.240.0
Total Operating Expenses		22.0%	40.9%	22.9%		20.2%				18.2%		235.9 15.6%	7.8%	14.9%		
y/y growth	19.2%				15.4%		20.6%	21.2%	19.4%		19.3%				15.3%	15.4%
% of revenue	58.9%	55.7%	59.4%	58.6%	56.7%	54.7%	55.9%	59.2%	56.7%	55.9%	56.5%	56.9%	56.4%	56.4%	56.0%	56.0%
Operating Income	130.8	207.3	233.8	291.8	92.1	106.4	104.6	95.1	398.2	114.3	114.2	114.3	120.5	463.3	550.0	636.8
Operating Margin	24.0%	29.5%	25.2%	25.2%	27.7%	30.3%	28.7%	25.0%	27.8%	28.6%	28.1%	27.6%	28.0%	28.1%	28.7%	28.8%
Interest Income (Expense), net	(39.6)	(12.5)	(8.4)	3.8	5.5	9.0	10.1	10.9	35.5	11.8	8.3	8.3	7.4	35.8	37.7	56.9
Other Income, net	- (55.0)	- (12.3)	-	-	-	-	-	-	-	-	0.5	0.5	7.4	-	-	-
Income Before Taxes	91.2	194.8	225.4	295.6	97.6	115.4	114.7	106.0	433.7	126.0	122.5	122.7	127.9	499.1	587.7	693.8
Income Tax Benefit (Expense)	(7.4)	(14.7)	(27.9)	(13.4)	(18.5)	(21.9)	(18.5)	(16.6)	(75.6)	(27.1)	(25.1)	(28.2)	(30.1)	(110.5)	(129.3)	(152.6)
Tax Rate	8.1%	7.6%	12.4%	4.5%	19.0%	19.0%	16.1%	15.7%	17.4%	21.5%	20.5%	23.0%	23.5%	22.1%	22.0%	22.0%
Net Income	83.8	180.1	197.5	282.2	79.0	93.5	96.2	89.4	358.1	98.9	97.4	94.4	97.9	388.6	458.4	541.1
Het moone	00.0	100.1	101.0	202.2	10.0	50.0	30.2	00.4	000.1	30.5	31.4	34.4	01.0	000.0	400.4	041.1
Non-GAAP EPS	\$0.31	\$0.63	\$0.68	\$0.97	\$0.27	\$0.31	\$0.32	\$0.30	\$1.20	\$0.33	\$0.32	\$0.31	\$0.32	\$1.28	\$1.49	\$1.74
Shares Outstanding																
Basic	264.9	280.5	284.2	287.7	291.3	293.7	294.9	296.3	294.0	297.4	298.0	298.5	299.1	298.3	300.6	303.8
y/y growth	12.3%	5.9%	1.3%	1.2%	1.8%	2.3%	2.4%	2.2%	2.2%	2.1%	1.5%	1.2%	1.0%	1.4%	0.8%	1.1%
Diluted	268.0		290.9	291.6	296.4	297.8	299.2	300.9	298.6	301.0	302.4	306.0	306.6	304.0	308.2	
y/y growth	13.2%		1.5%	0.2%	2.2%	2.5%	2.8%	2.4%	2.4%	1.5%	1.6%	2.3%	1.9%	1.8%	1.4%	
Source: Company reports Guaganhoim					2.270	2.070	2.070		2. 770			2.570		570	+/0	

**Exhibit 127: Dynatrace Balance Sheet** 

\$ in millions, except per share data	2020	2021	2022	2023	Jun-23	Sep-23	Dec-23	Mar-24	2024	Jun-24	Sep-24	Dec-24	Mar-25	2025 (E)	2026 (E)	2027 (E)
This is the second of the seco	Full Year	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24	4Q24	Full Year	1Q25	2Q25E	3Q25E	4Q25E	Full Year	Full Year	Full Year
Balance Sheet																
Current assets																
Cash and cash equivalents	213.2	325.0	463.0	555.3	700.7	701.5	782.6	779.0	779.0	930.3	818.6	727.8	718.3	718.3	1,192.9	1,766.6
Accounts receivable, net	157.1	242.1	350.7	442.5	238.3	262.7	361.7	602.7	602.7	245.0	320.5	436.2	727.5	727.5	919.8	1,111.3
Deferred commissions, current	38.5	49.0	62.6	83.0	83.0	84.2	90.1	98.9	98.9	99.5	97.5	99.5	111.2	111.2	129.7	149.5
Prepaid expenses and other current assets	79.0	64.3	72.2	37.3	52.4	53.1	52.3	66.7	66.7	67.4	89.3	99.5	113.8	113.8	144.7	166.9
Short-term Investments								57.9	57.9	82.2	82.2	82.2	82.2	82.2	82.2	82.2
Total current assets	487.8	680.3	948.4	1,118.2	1,074.4	1,101.6	1,286.7	1,605.3	1,605.3	1,424.4	1,408.1	1,445.2	1,753.0	1,753.0	2,469.3	3,276.5
Non-current assets																
Long-term Investments								46.4	46.4	54.7	54.7	54.7	54.7	54.7	54.7	54.7
Property and equipment, net	31.5	36.9	45.3	53.6	54.4	46.9	49.4	53.3	53.3	51.2	57.6	62.0	68.1	68.1	87.4	107.3
Operating lease right-of-use asset, net	31.3	43.0	58.8	68.1	71.2	67.4	65.9	61.4	61.4	71.5	71.5	71.5	71.5	71.5	71.5	71.5
Goodwill	1.270.7	1,271.2	1,281.9	1,281.8	1.282.1	1.309.5	1.312.7	1,335.5	1,335.5	1,335.0	1.335.0	1.335.0	1,335.0	1,335.0	1.335.0	1,335.0
Intangible assets, net	201.6	149.5	105.7	63.6	53.9	52.1	54.1	51.0	51.0	41.2	37.1	33.0	28.6	28.6	9.5	1,335.0
Deferred tax assets, net	7.4	16.8	28.1	79.8	99.1	113.8	129.1	138.8	138.8	160.5	160.5	160.5	160.5	160.5	160.5	160.5
Deferred commissions, non-current	39.7	48.6	63.4	86.2	78.1	74.6	79.7	93.3	93.3	89.4	86.1	90.5	105.6	105.6	123.1	142.0
Other assets	8.1	9.9	9.6	14.0	14.1	16.2	21.6	24.8	24.8	29.8	18.7	24.5	28.1	28.1	50.3	57.9
Total assets	2.046.9	2.256.2	2,541.3	2,765.3	2,727.3	2,782.2	2.999.2	3,409.8	3.409.8	3,257.7	3.229.2	3,276.8	3.605.0	3.605.0	4.361.2	5.205.4
Total assets	2,040.0	2,200.2	2,041.0	2,700.0	2,121.5	2,702.2	2,333.2	3,403.0	0,400.0	5,251.1	3,223.2	3,270.0	3,003.0	0,000.0	4,001.2	0,200.4
Current liabilities																
Accounts payable	11.1	9.6	22.7	22.0	6.1	15.8	13.2	21.4	21.4	3.9	12.3	17.6	26.6	26.6	38.1	43.5
Accrued expenses, current	95.0	119.5	141.6	188.4	156.1	146.8	171.9	233.7	233.7	169.9	178.7	165.8	224.2	224.2	241.2	278.1
Deferred revenue, current	384.1	509.3	688.6	811.1	721.8	677.8	757.1	988.0	988.0	862.1	830.3	936.8	1,215.4	1.215.4	1.488.0	1.689.9
Operating lease liabilities, current	-	9.5	12.8	15.7	15.9	15.9	16.3	15.5	15.5	15.4	15.4	15.4	15.4	15.4	15.4	15.4
Other current liabilities	-	-	-	-	-	-	10.0	10.0	-	-	-	-	-	-	-	-
Total current liabilities	490.2	647.9	865.6	1,037.0	900.0	856.4	958.6	1.258.6	1,258.6	1.051.2	1.036.7	1.135.6	1.481.5	1,481.5	1,782.7	2,026.9
				,				1,2000	,	.,	1,00011	1,10010	1,10110	,	,	,
Long term liabilities																
Deferred revenue, non-current	60.7	47.5	25.8	34.4	28.7	33.6	38.5	62.3	62.3	52.2	52.4	28.1	36.5	36.5	22.3	25.3
Accrued expensses, non-current	20.3	16.1	19.4	29.2	30.7	30.4	29.9	18.4	18.4	19.6	35.7	41.5	43.1	43.1	20.1	23.2
Operating lease liabilities, non-current	-	38.2	52.1	59.5	62.7	59.9	58.0	54.0	54.0	66.1	66.1	66.1	66.1	66.1	66.1	66.1
Deferred tax liabilities	-	1.0	0.1	0.3	0.3	0.3	0.3	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Long-term debt, net	510.0	391.9	273.9	-					-	- 1	-	-	-	-	-	-
Total Liabilities	1,081.2	1,142.6	1,236.9	1,160.5	1,022.4	980.5	1,085.3	1,394.3	1,394.3	1,190.0	1,191.9	1,272.2	1,628.1	1,628.1	1,892.2	2,142.5
Stockholders' equity	965.7	1,113.6	1,304.4	1,604.9	1,704.9	1,801.7	1,913.9	2,015.5	2,015.5	2,067.6	2,037.4	2,004.6	1,976.9	1,976.9	2,469.0	3,062.9
Total liabilities and shareholders' equity	2,046.9	2,256.2	2,541.3	2,765.3	2,727.3	2,782.2	2,999.2	3,409.8	3,409.8	3,257.7	3,229.2	3,276.8	3,605.0	3,605.0	4,361.2	5,205.4

**Exhibit 128: Dynatrace Cash Flow Statement** 

Circuiting and the state of the			0000	0000	l 00	0 00	D 00	M 04	2004	h 04	0 04	D 04	M 05	000F (F)	0000 (E)	2027 (E)
\$ in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Jun-23 1Q24	Sep-23 2Q24	Dec-23 3Q24	Mar-24 4Q24	2024 Full Year	Jun-24 1Q25	Sep-24 2Q25E	Dec-24 3Q25E	Mar-25 4Q25E	2025 (E) Full Year	2026 (E) Full Year	Full Year
Cash Flow Statement	I uli Teal	I uli Teal	I uli Teal	i uli Teal	10(24	2024	JQ24	4024	I uli Teal	IQZJ	ZQZJL	JUZJE	4Q23L	I uli Teal	I uli Teal	I uli Teal
Cash from Operating Activities																
Net income (loss)	(413.8)	75.7	52.5	108.0	38.2	35.8	42.7	37.9	154.6	38.6	41.9	50.8	45.6	176.9	276.5	332.4
Depreciation	7.9	9.0	10.6	12.5	3.9	4.0	3.9	3.7	15.5	4.3	3.7	4.8	4.7	17.5	23.5	29.6
Amortization	58.5	51.9	46.2	42.1	9.7	9.5	9.9	10.4	39.4	9.7	4.1	4.0	4.7	22.2	19.2	22.1
Stock-based compensation	222.5	57.8	99.5	146.9	40.5	58.0	54.8	55.6	208.9	57.7	52.8	41.5	51.7	203.6	215.6	248.8
Deferred income taxes	(46.2)	(7.0)	(12.4)	(53.5)	(19.3)	(15.8)	(14.4)	(10.3)	(59.9)	(22.6)	0.0	0.0	0.0	(22.6)	213.0	240.0
Loss on extinguisment of debt	(40.2)	(7.0)	(12.4)	5.9	0.0	0.0	0.0	0.0	(33.3)	0.0	0.0	0.0	0.0	(22.0)		
Other	6.1	1.8	1.5	1.0	(0.2)	3.2	4.0	4.2	11.2	1.6				1.6	_	-
Working Capital:	22.7	31.2	53.0	92.1	61.1	(57.7)	(25.2)	30.2	8.3	141.5	(79.1)	(57.9)	19.9	24.6	(17.3)	(9.7)
Accounts receivable	(44.0)	(82.0)	(108.8)	(94.9)	204.2	(26.5)	(94.2)	(245.3)	(161.9)	355.4	(75.5)	(115.7)	(291.3)	(127.1)	(17.3)	(191.5)
Deferred commissions	(20.1)	(16.3)	(29.5)	(45.2)	8.5	0.4	(8.1)	(243.3)	(23.5)	2.1	5.3	(6.4)	(26.8)	(25.8)	(36.0)	(38.7)
	(57.6)	5.7	(8.1)	26.8	(16.4)			(20.0)	(47.4)	(8.1)	(10.8)	(16.0)	(17.8)	(52.7)	(53.1)	(29.8)
Prepaid expenses and other assets	` ,	26.6	35.9	20.0 58.7	(39.6)	(6.5) 6.4	(4.5) 9.2	61.9	37.9	(78.3)	33.4	(1.8)	68.9	22.2	(53.1)	(29.6) 45.4
Accounts payable and accrued expenses	53.0	26.6	1.4	1.2	0.3	1.1			1.0	1.8	0.0	0.0		1.8	5.0	-
Operating leases, net Deferred revenue	91.4	96.5	162.2	1.2	(95.9)	(32.6)	(0.1) 72.5	(0.2) 258.2	202.2	(131.5)	(31.6)	82.1	0.0 287.0	206.1	258.5	204.9
		220.4	250.9				75.7				23.5	43.3		423.8		
Net cash provided by operating activities	(142.5) NM	220.4 NM	250.9 14%	354.9 41%	133.9 -6.4%	36.9 25.4%	22.1%	131.7 9.3%	378.1 7%	230.7 72.3%	-36.3%	-42.8%	126.2 -4.1%	<b>423.8</b> 12%	<b>517.5</b> 22%	<b>623.2</b> 20%
y/y growth		31.3%		30.6%	-6.4% 40.2%			9.3% 34.6%						25.7%	22% 27.0%	
% of revenue	-26.1%	31.3%	27.0%	30.6%	40.2%	10.5%	20.7%	34.6%	26.4%	57.8%	5.8%	10.4%	29.3%	25.7%	27.0%	28.1%
Cash from investing activities																
Purchases of property and equipment	(19.7)	(14.1)	(17.7)	(21.5)	(10.3)	(2.8)	(3.6)	(9.8)	(26.5)	(3.4)	(10.2)	(9.1)	(10.8)	(33.4)	(42.9)	(49.5)
Acquisitions, net of cash acquired	- '		(13.2)	- '	0.0	(32.4)	0.1	(24.8)	(57.1)	(0.1)	( - /	(- /	( /	(0.1)	-	-
Capitalized software additions	(0.9)	0.2	- '	_	_	-	(4.7)	(0.6)	(5.3)		_	_	_	-	-	-
Purchases of Investments	(515)						()	(104.2)	(104.2)	(40.9)				(40.9)	-	-
Proceeds from sales and maturities of investments								( /	( /	8.8				8.8		
Net cash used in investing activities	(20.6)	(13.9)	(30.9)	(21.5)	(10.3)	(35.1)	(8.2)	(139.4)	(193.0)	(35.6)	(10.2)	(9.1)	(10.8)	(65.6)	(42.9)	(49.5)
Cash from financing activities																
Proceeds (Repayments) of term loans	(515.2)	(120.0)	(120.0)	(281.1)	0.0	0.0	0.0	0.0	-					-	-	-
Debt issuance costs	(0.9)	-	-	(1.9)	0.0	0.0	0.0	0.0	-					-	-	-
Proceeds from employee stock purchase plan	-	9.2	13.9	17.8	9.6	0.0	9.9	0.0	19.5	10.4				10.4	-	-
Proceeds from exercise of stock options	-	13.1	25.5	32.9	13.2	3.4	7.6	7.0	31.2	4.2				4.2	-	-
Equity repurchases	(0.2)	(0.0)	(0.1)	(0.0)	0.0	0.0	0.0	0.0	-	(48.6)	(125.0)	(125.0)	(125.0)	(423.6)	-	-
Other	845.6	-	-	-		0.0	0.0	0.0	-	(0.6)				(0.6)	-	-
Taxes paid related ot net share settlement of equity a										(8.3)				(8.3)		
Net cash provided by financing activities	329.4	(97.8)	(80.7)	(232.3)	22.8	3.4	17.5	7.0	50.7	(42.8)	(125.0)	(125.0)	(125.0)	(417.8)	-	-
FX Impact on cash and equivalents	(4.5)	3.0	(1.4)	(8.6)	(1.1)	(4.3)	(3.8)	(2.9)	(12.1)	(1.0)				(1.0)	-	-
Cash balance, beginning of period	51.3	213.2	325.0	463.0	555.3	700.7	701.5	782.6	555.3	779.0	930.3	818.6	727.8	779.0	718.3	1,192.9
Net change in cash	161.9	111.8	138.0	92.4	145.4	0.8	81.1	(3.7)	223.6	151.3	(111.7)	(90.8)	(9.6)	(60.7)	474.7	573.7
Cash balance, end of period	213.2	325.0	463.0	555.3	700.7	701.5	782.6	779.0	779.0	930.3	818.6	727.8	718.3	718.3	1.192.9	1,766.6
	-10.2	320.0	700.0	500.0	. 50.1	. 31.0	. 32.0		. 10.0	550.0	U 10.0		. 10.0	. 10.0	.,	.,. 00.0

Exhibit 129: Dynatrace Discounted Cash Flow (DCF) – Plausible

Assumptions and Inputs	
Current risk-free rate	3.7%
Beta	0.9
Historical equity risk premium	6.5%
Terminal growth rate	5.0%
Market Value (\$M)	\$ 15,593
Debt Value (\$M)	\$ -
Cost of equity	9.6%
Cost of debt	5.0%
Tax rate	20.0%
WACC	9.6%
Last Reported Quarter End	6/30/2024
Full Year End	3/31/2025

Scenario 2: Plausible Case															
Ocenano 2. I lausible Case															
	H	istoricals			Hyper	Growth Pe	riod			Trans	itionary Per	iod		Term	inal
Fiscal year	F2022	F2023	F2024	F2025E	2026E	F2027E	F2028E	F2029E	F2030E	F2031E	F2032E	F2033E	F2034E	F2035E	Perpetuity
Corresponding Calendar Year	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	
Period				0.8	1.8	2.8	3.8	4.8	5.8	6.8	7.8	8.8	9.8	10.8	
Risk free rate			3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	
Beta			0.90	0.90	0.90	0.90	0.90	0.90	0.92	0.93	0.95	0.97	0.98	1.00	
Historical equity risk premium			6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity			9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.7%	9.8%	9.9%	10.0%	10.1%	10.2%	
Cost of debt			5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	
Debt/Total Value			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
WACC			9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.7%	9.8%	9.9%	10.0%	10.1%	10.2%	
Discount factor				0.93	0.85	0.78	0.71	0.65	0.59	0.53	0.48	0.43	0.39	0.35	
Total Revenue / Implied Total Revenue	929.4	1,158.5	1,430.5	1,700.9	1,998.4	2,343.1	2,737.3	3,188.5	3,653.0	4,115.3	4,557.4	4,959.7	5,302.6	5,567.7	
y/y change		24.6%	23.5%	18.9%	17.5%	17.3%	16.8%	16.5%	15%	13%	11%	9%	7%	5%	
Free Cash Flow to Firm (FCFF) ex share repurchases to offset	227.3	333.9	259.9	-61.2	445.3	529.3							I		
FCF margin	24.5%	28.8%	18.2%	-3.6%	22.3%	22.6%									
y/y change		46.9%	-22.2%	-123.5%	-827.6%	18.9%									
Free Cash Flow to Firm (FCFF)	227.4	333.9	259.9	373.3	463.8	560.1	903.3	1,084.1	1,248.1	1,412.9	1,572.3	1,719.3	1,847.1	1,948.7	
FCF margin	24.5%	28.8%	18.2%	21.9%	23.2%	23.9%	33.0%	34.0%	34%	34%	35%	35%	35%	35%	
y/y change		46.9%	-22.2%	43.7%	24.2%	20.8%	61.3%	20.0%	15.1%	13.2%	11.3%	9.4%	7.4%	5.5%	5%
Diluted Shares Outstanding	291	292	299	304	308	311	315	317	319	322	324	326	327	329	
y/y change		0.2%	2.4%	1.8%	1.4%	1.1%	1.0%	0.8%	0.8%	0.7%	0.7%	0.6%	0.6%	0.5%	
FCFF per share	\$0.78	\$1.15	\$0.87	\$1.23	\$1.50	\$1.80	\$2.87	\$3.42	\$3.91	\$4.39	\$4.86	\$5.28	\$5.64	\$5.92	\$113.21
NPV of FCF per share				\$1.15	\$1.28	\$1.40	\$2.04	\$2.21	\$2.30	\$2.34	\$2.34	\$2.29	\$2.20	\$2.08	\$39.73

Cummulative NPV of FCFF/share	\$21.62
Terminal Value FCF/Share	\$39.73
Total NPV of FCF/Share	\$61.36
Net Cash per share	\$ 2.85
Net cash balance	930
Working Capital - 5% of revenue	71.53
Shares outstanding	301
Total NPV/Share	\$64
Current Price	\$ 53.47
Upside/(Downside) Potential	20%

**ESTC** 

Exhibit 130: Elastic GAAP Income Statement

\$ in millions, except per share data	FY22 Full Year	FY23 Full Year	Jul-23 F1Q24	Oct-23 F2Q24	Jan-24 F3Q24	Apr-24 F4Q24	FY24 Full Year	Jul-24 F1Q25	Oct-24 F2Q25E	Jan-25 F3Q25E	Apr-25 F4Q25E	FY25E Full Year	Jul-25 F1Q26E	Oct-25 F2Q26E	Jan-26 F3Q26E	Apr-26 F4Q26E	FY26E Full Year
GAAP Income Statement																	
Elastic Cloud	298.5	424.1	121.2	135.0	143.4	148.0	547.5	157.3	165.6	173.7	178.4	675.0	191.0	201.0	210.7	216.3	819.0
y/y growth	79.5%	42.1%	24.0%	30.8%	29.5%	31.7%	29.1%	29.8%	22.7%	21.2%	20.6%	23.3%	21.5%	21.4%	21.3%	21.2%	21.3%
Other Subscription	500.3	560.7	149.1	152.8	164.2	163.0	629.1	166.5	165.6	171.0	170.3	673.3	180.0	174.5	182.2	182.0	718.7
y/y growth	24.8%	12.1%	11.2%	10.7%	13.4%	13.4%	12.2%	11.7%	8.4%	4.1%	4.5%	7.0%	8.1%	5.4%	6.6%	6.9%	6.7%
Total Subscription	798.8	984.8	270.2	287.7	307.6	311.0	1.176.6	323.8	331.2	344.7	348.7	1,348.4	371.0	375.5	392.9	398.3	1.537.7
y/y growth	40.8%	23.3%	16.6%	19.3%	20.3%	21.4%	19.5%	19.8%	15.1%	12.1%	12.1%	14.6%	14.6%	13.4%	14.0%	14.2%	14.0%
Professional Services	63.6	84.2	23.5	22.9	20.3	24.0	90.7	23.6	23.3	20.7	25.0	92.7	26.0	25.7	22.8	27.5	101.9
y/y growth	54.6%	32.4%	28.7%	-1.4%	7.3%	0.8%	7.7%	0.6%	2.0%	2.0%	4.0%	2.2%	10.0%	10.0%	10.0%	10.0%	10.0%
Total Revenue	862.4	1,069.0	293.8	310.6	327.9	335.0	1,267.3	347.4	354.5	365.4	373.7	1,441.0	397.0	401.1	415.7	425.8	1,639.7
y/y growth	41.7%	24.0%	17.5%	17.5%	19.4%	19.7%	18.6%	18.3%	14.1%	11.4%	11.6%	13.7%	14.3%	13.2%	13.8%	13.9%	13.8%
g/g growth			4.9%	5.7%	5.6%	2.2%		3.7%	2.0%	3.1%	2.3%		6.2%	1.0%	3.6%	2.4%	
7 13																	
Cost of Revenue																	
Cost of Subscription	178.2	219.3	57.3	60.0	64.0	65.0	246.3	68.3	68.9	71.8	72.7	281.7	77.3	78.0	81.8	83.0	320.0
Cost of Professional Service	54.0	77.3	20.2	20.1	20.7	22.8	83.8	23.4	21.1	20.2	23.6	88.3	24.5	24.0	22.2	26.0	96.7
Total Cost of Revenue	232.2	296.6	77.5	80.1	84.6	87.9	330.1	91.8	90.0	92.0	96.3	370.0	101.8	102.0	104.0	108.9	416.7
% of revenue	26.9%	27.7%	26.4%	25.8%	25.8%	26.2%	26.0%	26.4%	25.4%	25.2%	25.8%	25.7%	25.6%	25.4%	25.0%	25.6%	25.4%
70 07 10101100	20.070	27.770	20.770	20.070	20.070	20.270	20.070	20.170	20.170	20.270	20.070	20.770	20.070	20.770	20.070	20.070	20.170
Gross Profit																	
Subscription	620.6	765.5	213.0	227.7	243.6	245.9	930.3	255.4	262.3	272.9	276.0	1,066.6	293.7	297.5	311.2	315.4	1,217.7
Subscription Gross Margin	77.7%	77.7%	78.8%	79.1%	79.2%	79.1%	79.1%	78.9%	79.2%	79.2%	79.2%	79.1%	79.2%	79.2%	79.2%	79.2%	79.2%
Service	9.6	6.9	3.3	2.8	(0.3)	1.2	6.9	0.2	2.2	0.5	1.4	4.4	1.5	1.7	0.6	1.5	5.2
Service Gross Margin	15.1%	8.2%	14.0%	12.1%	-1.7%	5.0%	7.6%	1.0%	9.5%	2.6%	5.7%	4.8%	5.8%	6.5%	2.5%	5.5%	5.1%
Total Gross Profit	630.2	772.4	216.3	230.5	243.3	247.1	937.2	255.7	264.5	273.4	277.4	1,071.0	295.2	299.1	311.7	316.9	1,223.0
Total Gross Margin	73.1%	72.3%	73.6%	74.2%	74.2%	73.8%	74.0%	73.6%	74.6%	74.8%	74.2%	74.3%	74.4%	74.6%	75.0%	74.4%	74.6%
Operating Expenses		12.070		,,	,.								,.			,.	
Research and Development	273.8	313.5	80.7	80.1	87.2	94.0	342.0	89.3	89.6	95.8	101.0	375.8	98.9	98.2	105.8	111.7	414.6
% of revenue	31.7%	29.3%	27.5%	25.8%	26.6%	28.0%	27.0%	25.7%	25.3%	26.2%	27.0%	26.1%	24.9%	24.5%	25.4%	26.2%	25.3%
Sales and Marketing	406.6	503.5	133.2	133.2	141.6	151.6	559.6	157.4	155.5	162.0	158.9	633.8	171.2	167.3	175.3	171.8	685.7
% of revenue	47.2%	47.1%	45.3%	42.9%	43.2%	45.3%	44.2%	45.3%	43.9%	44.3%	42.5%	44.0%	43.1%	41.7%	42.2%	40.4%	41.8%
				38.7	40.9	43.1							48.4	47.0			
General and Administrative  % of revenue	123.4 14.3%	143.2 13.4%	37.9 12.9%	12.5%	12.5%	12.9%	160.6 12.7%	42.7 12.3%	41.9 11.8%	43.7 11.9%	44.6 11.9%	172.8 12.0%	12.2%	11.7%	49.3 11.9%	50.4 11.8%	195.0 11.9%
Restructuring and Other	14.576	31.3	0.7	0.0	12.070	4.2	4.9	0.1	11.070	11.570	11.570	12.076	12.2/0	11.170	11.370	11.076	11.570
% of revenue	0.0%	2.9%	0.2%	0.0%	0.0%	1.2%	0.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Operating Expenses	803.8	991.5	252.5	252.1	269.7	292.8	1,067.1	289.5	287.0	301.5	304.5	1,182.4	318.5	312.6	330.3	333.9	1,295.4
% of revenue	93.2%	92.8%	86.0%	81.2%	82.2%	87.4%	84.2%	83.3%	81.0%	82.5%	81.5%	82.1%	80.2%	77.9%	79.5%	78.4%	79.0%
	(173.7)	(219.2)				(45.7)	(129.9)					(111.4)					
Operating Income	-20.1%	(219.2) -20.5%	(36.2) -12.3%	(21.5) -6.9%	(26.4) -8.1%	(45.7) -13.6%	-10.3%	(33.8) -9.7%	(22.5) -6.4%	(28.1) -7.7%	(27.0) -7.2%	(111.4) -7.7%	(23.3) -5.9%	(13.4) -3.3%	(18.6) <i>-4.5%</i>	(17.0) -4.0%	(72.4) -4.4%
Operating Margin																	
Interest Expense	(20.7)	(25.2)	(6.3)	(6.3)	(6.4)	(7.1)	(26.1)	(6.5)	(6.2)	(6.2)	(6.2)	(25.1)	(6.2)	(6.2)	(6.2)	(6.2)	(24.7)
Other Income, net	(3.4)	27.5	7.3	8.2	8.6	9.2	33.3	11.2	11.9	11.2	11.0	45.2	10.8	10.5	9.8	9.5	40.6
Income (Loss) Before Taxes	(197.8)	(216.9)	(35.3)	(19.6)	(24.2)	(43.7)	(122.8)	(29.2)	(16.9)	(23.1)	(22.3)	(91.3)	(18.7)	(9.1)	(14.9)	(13.7)	(56.5)
Income Tax Expense (Benefit)	6.1	19.3	13.3	5.1	(200.3)	(2.6)	(184.5)	20.1	3.4	4.6	4.5	32.5	4.7	2.3	3.7	3.4	14.1
Tax Rate	-3.1%	-8.9%	-37.6%	-26.2%	827.3%	5.8%	150.3%	-68.8%	-20.0%	-20.0%	-20.0%	NM	-25.0%	-25.0%	-25.0%	-25.0%	NM
Net Income	(203.8)	(236.2)	(48.5)	(24.8)	176.1	(41.1)	61.7	(49.2)	(20.2)	(27.7)	(26.7)	(123.8)	(23.4)	(11.4)	(18.7)	(17.1)	(70.6)
	,	` '	, ,	. ,							` '	` ′			, ,	, ,	`
GAAP EPS	(\$2.20)	(\$2.47)	(\$0.50)	(\$0.25)	\$1.76	(\$0.41)	\$0.62	(\$0.48)	(\$0.20)	(\$0.27)	(\$0.25)	(\$1.19)	(\$0.22)	(\$0.11)	(\$0.17)	(\$0.16)	(\$0.66)
Consensus Estimate (VA)	-\$2.17	-\$2.43	-\$0.46	-\$0.38	-\$0.31	-\$0.48	\$0.53	-\$0.38	-\$0.27	-\$0.27	-\$0.28	-\$1.29	-\$0.27	-\$0.22	-\$0.21	-\$0.21	-\$0.90
Variance	-\$0.03	-\$0.03	-\$0.04	\$0.13	\$2.07	\$0.07	\$0.09	-\$0.10	\$0.08	\$0.00	\$0.02	\$0.10	\$0.05	\$0.12	\$0.04	\$0.05	\$0.24
Shares Outstanding																	
Basic	92.5	95.7	97.9	99.1	100.3	101.3	99.7	102.3	103.1	104.1	105.1	103.6	106.1	107.1	108.1	109.1	107.6
y/y growth	6.1%	3.4%	3.5%	4.0%	4.4%	4.5%	4.1%	4.4%	4.0%	3.8%	3.7%	4.0%	3.7%	3.9%	3.8%	3.8%	3.8%
q/q growth			1.0%	1.2%	1.2%	1.0%		0.9%	0.8%	1.0%	1.0%		1.0%	0.9%	0.9%	0.9%	
Diluted	92.5	95.7	97.9	99.1	100.3	101.3	99.7	102.3	103.1	104.1	105.1	103.6	106.1	107.1	108.1	109.1	107.6
y/y growth	6.1%	3.4%	3.5%	4.0%	4.4%	4.5%	4.1%	4.4%	4.0%	3.8%	3.7%	4.0%	3.7%	3.9%	3.8%	3.8%	3.8%
q/q growth			1.0%	3.5%	2.4%	2.3%		0.9%	0.8%	1.0%	1.0%		1.0%	0.9%	0.9%	0.9%	

Exhibit 131: Elastic Non-GAAP Income Statement

EXHIBIT 131. Elastic Non-OAAI III		Ties					=1/0/	1			1						
\$ in millions, except per share data	FY22	FY23	Jul-23	Oct-23	Jan-24	Apr-24	FY24	Jul-24	Oct-24	Jan-25	Apr-25	FY25E	Jul-25	Oct-25	Jan-26	Apr-26	FY26E
	Full Year	Full Year	F1Q24	F2Q24	F3Q24	F4Q24	Full Year	F1Q25	F2Q25E	F3Q25E	F4Q25E	Full Year	F1Q26E	F2Q26E	F3Q26E	F4Q26E	Full Year
Non-GAAP Income Statement																	
SaaS (Elastic Cloud)	298.5	424.1	121.2	135.0	143.4	148.0	547.5	157.3	165.6	173.7	178.4	675.0	191.0	201.0	210.7	216.3	819.0
y/y growth	79.5%	42.1%	24.0%	30.8%	29.5%	31.7%	29.1%	29.8%	22.7%	21.2%	20.6%	23.3%	21.5%	21.4%	21.3%	21.2%	21.3%
cc y/y growth		45.3%	24.0%	30.0%	29.0%	32.0%	29.0%	30.0%	24.4%	21.7%	21.8%	24.2%	22.7%	21.4%	21.3%	21.2%	21.6%
q/q growth			7.9%	11.4%	6.2%	3.2%		6.3%	5.3%	4.9%	2.7%		7.1%	5.2%	4.9%	2.7%	i
% of total revenue	34.6%	39.7%	41.2%	43.5%	43.7%	44.2%	43.2%	45.3%	46.7%	47.5%	47.7%	46.8%	48.1%	50.1%	50.7%	50.8%	49.9%
Other Subscription	500.3	560.7	149.1	152.8	164.2	163.0	629.1	166.5	165.6	171.0	170.3	673.3	180.0	174.5	182.2	182.0	718.7
y/y growth	24.8%	12.1%	11.2%	10.7%	13.4%	13.4%	12.2%	11.7%	8.4%	4.1%	4.5%	7.0%	8.1%	5.4%	6.6%	6.9%	6.7%
q/q growth			3.7%	2.5%	7.5%	-0.8%		2.1%	-0.5%	3.3%	-0.4%		5.7%	-3.0%	4.4%	-0.1%	i
% of total revenue	58.0%	52.5%	50.7%	49.2%	50.1%	48.7%	49.6%	47.9%	46.7%	46.8%	45.6%	46.7%	45.3%	43.5%	43.8%	42.7%	43.8%
Subscription Revenue	798.8	984.8	270.2	287.7	307.6	311.0	1,176.6	323.8	331.2	344.7	348.7	1.348.4	371.0	375.5	392.9	398.3	1,537.7
y/y growth	40.8%	23.3%	16.6%	19.3%	20.3%	21.4%	19.5%	19.8%	15.1%	12.1%	12.1%	14.6%	14.6%	13.4%	14.0%	14.2%	14.0%
cc y/y growth	70.070	27.7%	16.0%	18.0%	19.0%	21.0%	18.6%	20.0%	16.8%	12.6%	13.3%	15.5%	15.8%	13.4%	14.0%	14.2%	14.3%
g/g growth		27.770	5.5%	6.5%	6.9%	1.1%	10.070	4.1%	2.3%	4.1%	1.2%	10.070	6.4%	1.2%	4.7%	1.4%	14.570
% of total revenue	92.6%	92.1%	92.0%	92.6%	93.8%	92.8%	92.8%	93.2%	93.4%	94.3%	93.3%	93.6%	93.4%	93.6%	94.5%	93.5%	93.8%
	63.6	92.1% <b>84.2</b>	92.0% 23.5	92.6% <b>22.9</b>	20.3	24.0	92.8%	23.6	23.3	20.7	25.0	93.6%		93.6% <b>25.7</b>	94.5% <b>22.8</b>	93.5% <b>27.5</b>	101.9
Professional Services Revenue													26.0				
y/y growth	54.6%	32.4%	28.7%	-1.4%	7.3%	0.8%	7.7%	0.6%	2.0%	2.0%	4.0%	2.2%	10.0%	10.0%	10.0%	10.0%	10.0%
q/q growth			-1.3%	-2.7%	-11.1%	18.2%		-1.5%	-1.4%	-11.1%	20.5%		4.1%	-1.4%	-11.1%	20.5%	i
% of total revenue	7.4%	7.9%	8.0%	7.4%	6.2%	7.2%	7.2%	6.8%	6.6%	5.7%	6.7%	6.4%	6.6%	6.4%	5.5%	6.5%	6.2%
Total Revenue	862.4	1,069.0	293.8	310.6	327.9	335.0	1,267.3	347.4	354.5	365.4	373.7	1,441.0	397.0	401.1	415.7	425.8	1,639.7
y/y growth	41.7%	24.0%	17.5%	17.5%	19.4%	19.7%	18.6%	18.3%	14.1%	11.4%	11.6%	13.7%	14.3%	13.2%	13.8%	13.9%	13.8%
cc y/y growth		28.3%	17.0%	16.0%	18.0%	20.0%	17.8%	18.0%	14.9%	12.0%	12.8%	14.3%	15.5%	13.2%	13.8%	13.9%	14.1%
q/q growth			4.9%	5.7%	5.6%	2.2%		3.7%	2.0%	3.1%	2.3%		6.2%	1.0%	3.6%	2.4%	i
Cost of Revenue																	i
Total Cost of Subscription	158.7	198.8	51.9	54.8	58.4	59.4	224.6	62.6	62.9	65.5	66.3	257.2	70.5	71.3	74.7	75.7	292.2
Cost of Professional Service	46.8		17.2	17.1	17.2	19.0	70.4	19.6	17.5		19.5	72.8	20.3	20.0	17.8	21.4	79.5
		67.5								16.2							
Total Cost of Revenue	205.5	266.3	69.1	71.9	75.6	78.4	295.0	82.2	80.4	81.7	85.7	330.0	90.8	91.4	92.4	97.1	371.7
% of revenue	23.8%	24.9%	23.5%	23.2%	23.0%	23.4%	23.3%	23.7%	22.7%	22.3%	22.9%	22.9%	22.9%	22.8%	22.2%	22.8%	22.7%
																	i
Gross Profit																	ı
Subscription Gross Profit	640.1	786.0	218.3	232.9	249.2	251.5	952.0	261.2	268.2	279.2	282.5	1,091.1	300.5	304.1	318.3	322.6	1,245.6
Subscription Gross Margin	80.1%	79.8%	80.8%	81.0%	81.0%	80.9%	80.9%	80.7%	81.0%	81.0%	81.0%	80.9%	81.0%	81.0%	81.0%	81.0%	81.0%
Professional Service Gross Profit	16.8	16.7	6.3	5.8	3.2	5.1	20.3	4.0	5.8	4.6	5.5	19.9	5.7	5.6	5.0	6.0	22.4
Service Gross Margin	26.4%	19.9%	26.8%	25.2%	15.6%	21.1%	22.4%	17.0%	25.0%	22.0%	22.0%	21.5%	22.0%	22.0%	22.0%	22.0%	22.0%
Total Gross Profit	656.9	802.7	224.6	238.7	252.4	256.6	972.3	265.2	274.1	283.8	288.0	1,111.0	306.2	309.8	323.3	328.7	1,268.0
Total Gross Margin	76.2%	75.1%	76.5%	76.8%	77.0%	76.6%	76.7%	76.3%	77.3%	77.7%	77.1%	77.1%	77.1%	77.2%	77.8%	77.2%	77.3%
Operating Expenses																	ı
Research and Development	204.4	225.0	56.5	57.2	61.2	67.5	242.4	63.6	64.5	68.2	73.5	269.7	70.6	71.0	75.5	81.6	298.7
% of revenue	23.7%	21.0%	19.2%	18.4%	18.7%	20.2%	19.1%	18.3%	18.2%	18.7%	19.7%	18.7%	17.8%	17.7%	18.2%	19.2%	18.2%
Sales and Marketing	351.3	427.3	112.3	113.6	120.5	129.1	475.5	134.9	134.1	138.3	134.7	542.0	146.2	143.7	149.0	145.0	583.9
% of revenue	40.7%	40.0%	38.2%	36.6%	36.7%	38.6%	37.5%	38.8%	37.8%	37.8%	36.1%	37.6%	36.8%	35.8%	35.8%	34.1%	35.6%
General and Administrative	100.4	104.6	26.8	26.7	27.4	31.2	112.0	29.6	29.4	29.8	30.5	119.3	33.8	33.3	33.9	34.7	135.7
% of revenue	11.6%	9.8%	9.1%	8.6%	8.4%	9.3%	8.8%	8.5%	8.3%	8.2%	8.2%	8.3%	8.5%	8.3%	8.2%	8.2%	8.3%
Total Operating Expenses	656.1	756.8	195.6	197.4	209.1	227.8	829.9	228.1	228.0	236.3	238.7	931.0	250.7	248.0	258.4	261.3	1,018.3
y/y growth	37.7%	15.3%	3.2%	2.8%	12.7%	20.1%	9.7%	16.6%	15.5%	13.0%	4.7%	12.2%	9.9%	8.8%	9.4%	9.5%	9.4%
% of revenue	76.1%	70.8%	66.6%	63.6%	63.8%	68.0%	65.5%	65.6%	64.3%	64.7%	63.9%	64.6%	63.1%	61.8%	62.2%	61.4%	62.1%
Operating Income	0.8	45.9	29.1	41.3	43.3	28.8	142.4	37.2	46.1	47.5	49.3	180.1	55.5	61.8	64.9	67.4	249.7
Operating Margin	0.1%	4.3%	9.9%	13.3%	13.2%	8.6%	11.2%	10.7%	13.0%	13.0%	13.2%	12.5%	14.0%	15.4%	15.6%	15.8%	15.2%
Interest Income (Evenese)	(20.7)	(25.2)	(6.3)	(6.3)	(6.4)	(7.1)	(26.1)	(6.5)	(6.2)	(6.2)	(6.2)	(25.1)	(6.2)	(6.2)	(6.2)	(6.2)	(24.7)
Interest Income (Expense)												45.2		10.5			
Other Income, net	(3.4)	17.1	7.3	8.2	8.6	8.8	32.9	11.2	11.9	11.2	11.0	_	10.8		9.8	9.5	40.6
Income Before Taxes	(23.3)	37.8	30.1	43.1	45.5	30.5	149.2	41.9	51.8	52.5	54.1	200.2	60.2	66.1	68.6	70.7	265.6
Income Tax Expense (Benefit)	7.6	12.6	4.7	5.0	7.9	8.1	25.6	4.8	10.4	10.5	10.8	36.4	12.0	13.2	13.7	14.1	53.1
Tax Rate	NM	33.3%	15.5%	11.5%	17.4%	26.6%	17.2%	11.4%	20.0%	20.0%	20.0%	18.2%	20.0%	20.0%	20.0%	20.0%	20.0%
Net Income	(30.9)	25.2	25.4	38.2	37.6	22.4	123.6	37.1	41.4	42.0	43.3	163.8	48.1	52.9	54.9	56.6	212.5
	(55.5)				00		0.0	V							00	- 55.0	
Non-GAAP EPS	(\$0.33)	\$0.26	\$0.25	\$0.37	\$0.36	\$0.21	\$1.19	\$0.35	\$0.39	\$0.39	\$0.40	\$1.52	\$0.44	\$0.47	\$0.49	\$0.50	\$1.90
y/y growth	-260.5%	179.0%	272.9%	NA	110.7%	-2.9%	353.3%	39.7%	4.7%	7.8%	86.4%	27.6%	24.6%	21.8%	25.8%	26.0%	24.5%
Shares Outstanding	200.070		1.2.070		/ 0	2.070	000.070	00.70	70		33 /6	21.070	2 0 / 0	2570	20.070	20.070	1
Basic	92.5	95.7	97.9	99.1	100.3	101.3	99.7	102.3	103.1	104.1	105.1	103.6	106.1	107.1	108.1	109.1	107.6
y/y growth	6.1%	3.4%	3.5%	4.0%	4.4%	4.5%	4.1%	4.4%	4.0%	3.8%	3.7%	4.0%	3.7%	3.9%	3.8%	3.8%	3.8%
y/y growth Diluted	92.5	3.4% 95.7	101.3	102.5	104.5	4.5% 105.4	103.4	106.0	4.0% 106.2	108.2	109.3	4.0% 107.4	110.3	111.4	112.4	113.4	111.9
	6.1%	3.4%	7.1%	3.8%	5.7%	5.3%	8.0%	4.6%	3.6%	3.6%	3.7%	3.9%	4.1%	4.9%	3.8%	3.8%	4.2%
y/y growth	0.1%	3.4%	7.170	3.0%	3.7%	3.3%	0.0%	4.0%	3.0%	3.0%	3.1%	3.9%	4.1%	4.9%	3.0%	3.0%	4.2%

Exhibit 132: Elastic Balance Sheet

FY22	FY23	Jul-23	Oct-23	Jan-24	Apr-24	FY24	Jul-24	Oct-24	Jan-25	Apr-25	FY25E	Jul-25	Oct-25	Jan-26	Apr-26	FY26E
Full Year	Full Year	F1Q24	F2Q24	F3Q24	F4Q24	Full Year	F1Q25	F2Q25E	F3Q25E	F4Q25E	Full Year	F1Q26E	F2Q26E	F3Q26E	F4Q26E	Full Year
860.9	644.2	630.6	589.7	526.9	540.4	540.4	594.9	596.5	653.2	724.9	724.9	786.9	814.0	891.7	977.6	977.6
2.7	2.5	2.7	2.8	2.8	2.7	2.7	3.4	3.4	3.4	3.4	3.4	3.4	3.4	3.4	3.4	3.4
-	271.0	326.5	376.7	488.1	544.0	544.0	552.5	552.5	552.5	552.5	552.5	552.5	552.5	552.5	552.5	552.5
215.2	260.9	185.4	232.3	229.9	323.0	323.0	196.5	268.0	264.3	376.8	376.8	239.3	303.3	300.7	429.3	429.3
43.6	55.8	60.2	62.7	68.9	78.0	78.0	76.3	74.7	84.9	95.7	95.7	100.3	97.9	104.7	115.3	115.3
41.2	39.9	35.0	37.6	45.4	42.8	42.8	42.6	42.9	50.6	47.7	47.7	48.7	48.6	57.6	54.4	54.4
1,163.7	1,274.3	1,240.4	1,301.8	1,362.1	1,530.9	1,530.9	1,466.1	1,538.1	1,608.9	1,800.9	1,800.9	1,731.1	1,819.7	1,910.6	2,132.4	2,132.4
[ ]																
7.2	5.1	5.0	5.0	5.5	5.4	5.4	5.0	5.9	6.7	7.4	7.4	8.2	8.8	9.3	9.9	9.9
303.9	303.6	303.8	303.5	319.5	319.4	319.4	319.4	319.4	319.4	319.4	319.4	319.4	319.4	319.4	319.4	319.4
25.4	20.0	17.4	18.2	23.1	20.5	20.5	17.8	17.8	17.8	17.8	17.8	17.8	17.8	17.8	17.8	17.8
45.8	29.1	24.9	21.0	23.8	20.6	20.6	17.3	13.8	10.1	6.4	6.4	2.4	(1.6)	(5.7)	(10.0)	(10.0)
74.4	95.9	95.4	95.6	100.4	114.5	114.5	107.5	113.9	123.6	140.4	140.4	141.3	149.3	152.5	169.2	169.2
5.8	7.4	7.1	6.8	218.7	225.5	225.5	210.8	210.8	210.8	210.8	210.8	210.8	210.8	210.8	210.8	210.8
16.6	8.1	7.4	5.9	5.7	5.7	5.7	6.6	6.6	6.6	6.6	6.6	6.6	6.6	6.6	6.6	6.6
1,642.9	1,743.5	1,701.4	1,757.8	2,058.9	2,242.6	2,242.6	2,150.5	2,226.3	2,303.9	2,509.7	2,509.7	2,437.6	2,530.8	2,621.3	2,856.0	2,856.0
28.4	35.2	16.0	35.4	10.9	26.1	26.1	9.3	39.6	11.8	28.5	28.5	10.3	44.9	13.4	32.3	32.3
41.9	63.4	64.4	63.9	64.8	75.3	75.3	72.4	71.4	70.1	82.3	82.3	80.0	81.1	79.3	93.3	93.3
68.0	76.5	72.7	65.4	78.0	93.7	93.7	76.1	73.1	84.4	102.5	102.5	84.0	83.1	95.5	116.1	116.1
11.2	12.7	11.6	11.6	12.8	12.2	12.2	11.1	11.1	11.1	11.1	11.1	11.1	11.1	11.1	11.1	11.1
		506.9	511.0	561.7	663.8		599.3	604.0	653.1	760.6		679.0	677.6	725.9	838.2	838.2
581.3	716.5	671.7	687.2	728.3	871.1	871.1	768.2	799.3	830.5	985.1	985.1	864.5	897.9	925.3	1,090.9	1,090.9
00.5	04.0										05.0					
																38.8
																570.6
						-				-	-					10.7
-						-										15.5
1,215.5	1,344.5	1,289.7	1,302.7	1,351.1	1,504.4	1,504.4	1,391.1	1,422.5	1,456.3	1,616.1	1,616.1	1,492.0	1,525.6	1,555.4	1,726.6	1,726.6
415.4	398.9	411.7	455.1	707.8	738.2	738.2	759.4	803.7	847.6	893.6	893.6	945.6	1.005.2	1.065.9	1.129.5	1,129.5
	860.9 2.7 - 215.2 43.6 41.2 1,163.7  7.2 303.9 25.4 45.8 16.6 1,642.9	Full Year         Full Year           860.9         644.2           2.7         2.5           -         271.0           215.2         56.9           43.6         55.8           41.2         39.9           1,163.7         1,274.3           7.2         5.1           303.9         303.6           25.4         20.0           45.8         29.1           74.4         95.9           5.8         7.4           16.6         8.1           1,642.9         1,743.5           28.4         35.2           41.9         63.4           68.0         76.5           11.2         12.7           431.8         528.7           581.3         716.5           33.5         34.2           566.5         567.5           16.5         13.9           17.6         12.2	Full Year         Full Year         F1Q24           860.9         644.2         630.6           2.7         2.5         2.7           -         271.0         326.5           215.2         260.9         185.4           43.6         55.8         60.2           41.2         39.9         35.0           1,163.7         1,274.3         1,240.4           7.2         5.1         5.0           303.9         303.6         303.8           25.4         20.0         17.4           45.8         29.1         24.9           74.4         95.9         95.4           5.8         7.4         7.1           16.6         8.1         7.4           41.9         1,743.5         1,701.4           28.4         35.2         16.0           41.9         63.4         64.4           68.0         76.5         76.7           11.2         12.7         11.6           431.8         528.7         506.9           581.3         716.5         671.7           33.5         34.2         27.2           566.5         567.5	Full Year         Full Year         F1Q24         F2Q24           860.9         644.2         630.6         589.7           2.7         2.5         2.7         2.8           -         271.0         326.5         376.7           215.2         260.9         185.4         232.3           43.6         55.8         60.2         62.7           41.2         39.9         35.0         37.6           1,163.7         1,274.3         1,240.4         1,301.8           7.2         5.1         5.0         5.0           303.9         303.6         303.8         303.5           25.4         20.0         17.4         18.2           45.8         29.1         24.9         21.0           74.4         95.9         95.4         95.6           5.8         7.4         7.1         6.8           16.6         8.1         7.4         5.9           1,642.9         1,743.5         1,701.4         1,757.8           28.4         35.2         16.0         35.4           41.9         66.4         66.9         61.0         56.7           41.2         12.7 <t< td=""><td>Full Year         Full Year         F1Q24         F2Q24         F3Q24           860.9         644.2         630.6         589.7         526.9           2.7         2.5         2.7         2.8         2.8           -         271.0         326.5         376.7         488.1           215.2         260.9         185.4         232.3         229.9           43.6         55.8         60.2         62.7         68.9           41.2         39.9         35.0         37.6         45.4           1,163.7         1,274.3         1,240.4         1,301.8         1,362.1           7.2         5.1         5.0         5.0         5.5           303.9         303.6         303.8         303.5         319.5           25.4         20.0         17.4         18.2         23.1           45.8         29.1         24.9         21.0         23.8           74.4         95.9         95.4         95.6         100.4           5.8         7.4         7.1         6.8         218.7           16.6         8.1         7.4         5.9         5.7           1,642.9         1,743.5         1,701.4</td></t<> <td>Full Year         Full Year         F1Q24         F2Q24         F3Q24         F4Q24           860.9         644.2         630.6         589.7         526.9         540.4           2.7         2.5         2.7         2.8         2.8         2.7           -         271.0         326.5         376.7         488.1         544.0           215.2         260.9         185.4         232.3         229.9         323.0           43.6         55.8         60.2         62.7         68.9         78.0           41.2         39.9         35.0         37.6         45.4         42.8           1,163.7         1,274.3         1,240.4         1,301.8         1,362.1         1,530.9           7.2         5.1         5.0         5.0         5.5         5.4           303.9         303.6         303.8         303.5         319.5         319.4           25.4         20.0         17.4         18.2         23.1         20.5           45.8         29.1         24.9         21.0         23.8         20.6           74.4         95.9         95.4         95.6         100.4         114.5           5.8         &lt;</td> <td>Full Year         Full Year         F1Q24         F2Q24         F3Q24         F4Q24         Full Year           860.9         644.2         630.6         589.7         526.9         540.4         540.4           2.7         2.5         2.7         2.8         2.8         2.7         2.7           -         271.0         326.5         376.7         488.1         544.0         540.0           215.2         260.9         185.4         232.3         229.9         323.0         323.0           43.6         55.8         60.2         62.7         68.9         78.0         78.0           41.2         39.9         35.0         37.6         45.4         42.8         42.8           1,163.7         1,274.3         1,240.4         1,301.8         1,362.1         1,530.9         1,530.9           7.2         5.1         5.0         5.0         5.5         5.4         5.4           303.9         303.6         303.8         303.5         319.5         319.4         319.4           25.4         20.0         17.4         18.2         23.1         20.5         20.5           45.8         29.1         24.9         21.0</td> <td>Full Year         Full Year         F1Q24         F2Q24         F3Q24         F4Q24         Full Year         F1Q25           860.9         644.2         630.6         589.7         526.9         540.4         540.4         594.9           2.7         2.5         2.7         2.8         2.8         2.7         2.7         3.4           -         271.0         326.5         376.7         488.1         544.0         544.0         552.5           215.2         260.9         185.4         232.3         229.9         323.0         323.0         196.5           43.6         55.8         60.2         62.7         68.9         78.0         78.0         76.3           41.2         39.9         35.0         37.6         45.4         42.8         42.8         42.6           1,163.7         1,274.3         1,240.4         1,301.8         1,362.1         1,530.9         1,466.1           7.2         5.1         5.0         5.0         5.5         5.4         5.4         5.0           303.9         303.6         303.8         303.5         319.5         319.4         319.4         319.4           45.8         29.1         <t< td=""><td>Full Year         Full Year         F1Q24         F2Q24         F3Q24         F4Q24         Full Year         F1Q25         F2Q25E           860.9         644.2         630.6         589.7         526.9         540.4         540.4         594.9         596.5           2.7         2.5         2.7         2.8         2.8         2.7         2.7         3.4         3.4           -         271.0         326.5         376.7         488.1         544.0         544.0         552.5         552.5         552.5         552.5         252.5         262.7         68.9         78.0         78.0         76.3         74.7         41.2         39.9         35.0         37.6         45.4         42.8         42.8         42.6         42.9           1,163.7         1,274.3         1,240.4         1,301.8         1,362.1         1,530.9         1,530.9         1,466.1         1,538.1           7.2         5.1         5.0         5.0         5.5         5.4         5.4         5.0         5.9           303.9         303.6         303.8         303.5         319.5         319.4         319.4         319.4         319.4         319.4         319.4         319.4</td><td>  Full Year   Full Year   F1Q24   F3Q24   F3Q24   F4Q24   Full Year   F1Q25   F2Q25E   F3Q25E    </td><td>  Full Year   Full Year   F1Q24   F3Q24   F3Q24   F4Q24   F4Q24   F4Q25   F4Q2</td><td>  Full Year   Full Year   Fi Q24   Fi Q24   Fi Q24   Fi Q24   Fi Q25   Fi Q</td><td>  Full Year   Full Year   F1Q24   F2Q24   F3Q24   F4Q24   Full Year   F1Q25   F2Q25E   F3Q25E   F4Q25E   Full Year   F1Q26E    </td><td>  Full Year   Full Year   F1024   F2024   F3024   F4024   F4024   F4024   F1025   F2025E   F3025E   F3025E   F4025E   Full Year   F1026E   F2026E    </td><td>  B60.9</td><td>  Full Year   Full</td></t<></td>	Full Year         Full Year         F1Q24         F2Q24         F3Q24           860.9         644.2         630.6         589.7         526.9           2.7         2.5         2.7         2.8         2.8           -         271.0         326.5         376.7         488.1           215.2         260.9         185.4         232.3         229.9           43.6         55.8         60.2         62.7         68.9           41.2         39.9         35.0         37.6         45.4           1,163.7         1,274.3         1,240.4         1,301.8         1,362.1           7.2         5.1         5.0         5.0         5.5           303.9         303.6         303.8         303.5         319.5           25.4         20.0         17.4         18.2         23.1           45.8         29.1         24.9         21.0         23.8           74.4         95.9         95.4         95.6         100.4           5.8         7.4         7.1         6.8         218.7           16.6         8.1         7.4         5.9         5.7           1,642.9         1,743.5         1,701.4	Full Year         Full Year         F1Q24         F2Q24         F3Q24         F4Q24           860.9         644.2         630.6         589.7         526.9         540.4           2.7         2.5         2.7         2.8         2.8         2.7           -         271.0         326.5         376.7         488.1         544.0           215.2         260.9         185.4         232.3         229.9         323.0           43.6         55.8         60.2         62.7         68.9         78.0           41.2         39.9         35.0         37.6         45.4         42.8           1,163.7         1,274.3         1,240.4         1,301.8         1,362.1         1,530.9           7.2         5.1         5.0         5.0         5.5         5.4           303.9         303.6         303.8         303.5         319.5         319.4           25.4         20.0         17.4         18.2         23.1         20.5           45.8         29.1         24.9         21.0         23.8         20.6           74.4         95.9         95.4         95.6         100.4         114.5           5.8         <	Full Year         Full Year         F1Q24         F2Q24         F3Q24         F4Q24         Full Year           860.9         644.2         630.6         589.7         526.9         540.4         540.4           2.7         2.5         2.7         2.8         2.8         2.7         2.7           -         271.0         326.5         376.7         488.1         544.0         540.0           215.2         260.9         185.4         232.3         229.9         323.0         323.0           43.6         55.8         60.2         62.7         68.9         78.0         78.0           41.2         39.9         35.0         37.6         45.4         42.8         42.8           1,163.7         1,274.3         1,240.4         1,301.8         1,362.1         1,530.9         1,530.9           7.2         5.1         5.0         5.0         5.5         5.4         5.4           303.9         303.6         303.8         303.5         319.5         319.4         319.4           25.4         20.0         17.4         18.2         23.1         20.5         20.5           45.8         29.1         24.9         21.0	Full Year         Full Year         F1Q24         F2Q24         F3Q24         F4Q24         Full Year         F1Q25           860.9         644.2         630.6         589.7         526.9         540.4         540.4         594.9           2.7         2.5         2.7         2.8         2.8         2.7         2.7         3.4           -         271.0         326.5         376.7         488.1         544.0         544.0         552.5           215.2         260.9         185.4         232.3         229.9         323.0         323.0         196.5           43.6         55.8         60.2         62.7         68.9         78.0         78.0         76.3           41.2         39.9         35.0         37.6         45.4         42.8         42.8         42.6           1,163.7         1,274.3         1,240.4         1,301.8         1,362.1         1,530.9         1,466.1           7.2         5.1         5.0         5.0         5.5         5.4         5.4         5.0           303.9         303.6         303.8         303.5         319.5         319.4         319.4         319.4           45.8         29.1 <t< td=""><td>Full Year         Full Year         F1Q24         F2Q24         F3Q24         F4Q24         Full Year         F1Q25         F2Q25E           860.9         644.2         630.6         589.7         526.9         540.4         540.4         594.9         596.5           2.7         2.5         2.7         2.8         2.8         2.7         2.7         3.4         3.4           -         271.0         326.5         376.7         488.1         544.0         544.0         552.5         552.5         552.5         552.5         252.5         262.7         68.9         78.0         78.0         76.3         74.7         41.2         39.9         35.0         37.6         45.4         42.8         42.8         42.6         42.9           1,163.7         1,274.3         1,240.4         1,301.8         1,362.1         1,530.9         1,530.9         1,466.1         1,538.1           7.2         5.1         5.0         5.0         5.5         5.4         5.4         5.0         5.9           303.9         303.6         303.8         303.5         319.5         319.4         319.4         319.4         319.4         319.4         319.4         319.4</td><td>  Full Year   Full Year   F1Q24   F3Q24   F3Q24   F4Q24   Full Year   F1Q25   F2Q25E   F3Q25E    </td><td>  Full Year   Full Year   F1Q24   F3Q24   F3Q24   F4Q24   F4Q24   F4Q25   F4Q2</td><td>  Full Year   Full Year   Fi Q24   Fi Q24   Fi Q24   Fi Q24   Fi Q25   Fi Q</td><td>  Full Year   Full Year   F1Q24   F2Q24   F3Q24   F4Q24   Full Year   F1Q25   F2Q25E   F3Q25E   F4Q25E   Full Year   F1Q26E    </td><td>  Full Year   Full Year   F1024   F2024   F3024   F4024   F4024   F4024   F1025   F2025E   F3025E   F3025E   F4025E   Full Year   F1026E   F2026E    </td><td>  B60.9</td><td>  Full Year   Full</td></t<>	Full Year         Full Year         F1Q24         F2Q24         F3Q24         F4Q24         Full Year         F1Q25         F2Q25E           860.9         644.2         630.6         589.7         526.9         540.4         540.4         594.9         596.5           2.7         2.5         2.7         2.8         2.8         2.7         2.7         3.4         3.4           -         271.0         326.5         376.7         488.1         544.0         544.0         552.5         552.5         552.5         552.5         252.5         262.7         68.9         78.0         78.0         76.3         74.7         41.2         39.9         35.0         37.6         45.4         42.8         42.8         42.6         42.9           1,163.7         1,274.3         1,240.4         1,301.8         1,362.1         1,530.9         1,530.9         1,466.1         1,538.1           7.2         5.1         5.0         5.0         5.5         5.4         5.4         5.0         5.9           303.9         303.6         303.8         303.5         319.5         319.4         319.4         319.4         319.4         319.4         319.4         319.4	Full Year   Full Year   F1Q24   F3Q24   F3Q24   F4Q24   Full Year   F1Q25   F2Q25E   F3Q25E	Full Year   Full Year   F1Q24   F3Q24   F3Q24   F4Q24   F4Q24   F4Q25   F4Q2	Full Year   Full Year   Fi Q24   Fi Q24   Fi Q24   Fi Q24   Fi Q25   Fi Q	Full Year   Full Year   F1Q24   F2Q24   F3Q24   F4Q24   Full Year   F1Q25   F2Q25E   F3Q25E   F4Q25E   Full Year   F1Q26E	Full Year   Full Year   F1024   F2024   F3024   F4024   F4024   F4024   F1025   F2025E   F3025E   F3025E   F4025E   Full Year   F1026E   F2026E	B60.9	Full Year   Full

**Exhibit 133: Elastic Cash Flow Statement** 

Exhibit 155. Elastic Gasiff low Statem																	
\$ in millions, except per share data	FY22 Full Year	FY23 Full Year	Jul-23 F1Q24	Oct-23 F2Q24	Jan-24 F3Q24	Apr-24 F4Q24	FY24 Full Year	Jul-24 F1Q25	Oct-24 F2Q25E	Jan-25 F3Q25E	Apr-25 F4Q25E	FY25E Full Year	Jul-25 F1Q26E	Oct-25 F2Q26E	Jan-26 F3Q26E	Apr-26 F4Q26E	FY26E Full Year
Cash Flow Statement																	
Cash from Operating Activities																	
Net income (loss)	(203.8)	(236.2)	(48.5)	(24.8)	176.1	(41.1)	61.7	(49.2)	(20.2)	(27.7)	(26.7)	(123.8)	(23.4)	(11.4)	(18.7)	(17.1)	(70.6)
Depreciation and amortization	19.8	20.2	5.1	4.7	4.1	4.1	18.0	4.2	4.4	4.7	4.9	18.1	5.2	5.4	5.7	5.8	22.1
Amortization of discounts or premiums on marketable s	-	(0.8)	(2.5)	(1.2)	(2.8)	(2.4)	(8.8)	(2.2)				(2.2)					-
Amortization of deferred contract acquisition costs	60.7	68.9	17.6	18.4	20.4	22.2	78.5	23.2	23.4	24.1	24.7	95.4	26.2	26.5	27.4	28.1	108.2
Amortization of debt issuance costs	0.7	1.0	0.3	0.3	0.3	0.3	1.1	0.3	0.3	0.3	0.3	1.0	0.3	0.3	0.3	0.3	1.0
Non-cash operating lease cost	8.6	10.9	2.7	2.6	2.9	2.9	11.0	2.8				2.8					-
Asset impairment charges	-	6.2					-					-					-
Stock-based compensation	140.6	204.0	57.1	56.5	62.8	62.8	239.1	63.5	64.5	71.5	72.8	272.4	75.2	71.0	79.3	80.8	306.3
Deferred income taxes	(2.4)	(2.0)	0.4	0.0	(210.7)	(6.9)	(217.2)	14.7	0.0	0.0	0.0	14.7	0.0	0.0	0.0	0.0	-
Foreign currency transaction loss (gain)	2.0	(1.4)	1.2	(0.8)	1.8	(0.3)	1.9	(0.2)				(0.2)					-
Other	0.1	0.0	(0.0)	0.0	(0.0)	0.0	(0.0)	0.0				`- ´					-
Working Capital:	(20.8)	(35.4)	4.6	(58.2)	(2.5)	19.5	(36.7)	(4.4)	(69.0)	(14.3)	(2.3)	(89.9)	(19.7)	(62.6)	(14.2)	(9.8)	(106.4)
Accounts receivable	(62.2)	(46.4)	75.9	(48.9)	4.1	(94.6)	(63.5)	127.2	(71.6)	3.7	(112.5)	(53.1)	137.5	(64.0)	2.6	(128.6)	(52.5)
Deferred contract acquisition costs	(96.8)	(102.0)	(21.1)	(22.3)	(30.7)	(45.7)	(119.8)	(13.9)	(28.4)	(43.9)	(52.3)	(138.4)	(31.8)	(32.1)	(37.4)	(55.4)	(156.6)
Prepaid expenses and other current assets	(3.4)	1.3	4.9	(2.7)	(7.7)	2.6	(2.9)	0.2	(0.3)	(7.7)	2.9	(4.9)	(1.0)	0.1	(9.0)	3.3	(6.6)
Other assets	0.7	8.5	0.7	0.9	(0.9)	1.3	1.9	(1.9)	0.0	0.0	0.0	(1.9)	0.0	0.0	0.0	0.0	-
Accounts payable	21.0	6.3	(19.2)	19.4	(25.3)	15.2	(10.0)	(16.4)	30.2	(27.7)	16.7	2.8	(18.2)	34.6	(31.6)	18.9	3.8
Accrued expenses and other liabilities	27.2	4.3	(0.4)	(1.0)	2.8	16.7	18.1	(9.0)	(1.0)	(1.3)	12.3	0.9	(2.4)	1.1	(1.8)	13.9	10.9
Accrued compensation and benefits	17.8	8.3	(3.9)	(6.9)	12.3	15.8	17.4	(17.8)	(3.0)	11.2	18.1	8.6	(18.4)	(1.0)	12.4	20.6	13.6
Operating lease liabilities	(8.9)	(11.4)	(3.1)	(3.1)	(2.9)	(3.3)	(12.4)	(3.4)	0.0	0.0	0.0	(3.4)	0.0	0.0	0.0	0.0	_
Deferred revenue	83.8	95.6	(29.1)	6.4	45.8	111.4	134.5	(69.3)	5.0	51.4	112.5	99.5	(85.4)	(1.5)	50.5	117.5	81.1
Net cash provided by operating activities	5.6	35.6	37.8	(2.5)	52.4	60.9	148.6	52.8	3.4	58.6	73.5	188.4	63.8	29.1	79.8	88.0	260.7
Op. cash flow margin	0.6%	3.3%	12.9%	-0.8%	16.0%	18.2%	11.7%	15.2%	0.9%	16.0%	19.7%	13.1%	16.1%	7.2%	19.2%	20.7%	15.9%
y/y growth	-75%	542%	489.6%	-123.4%	631.7%	121.2%	317%	39.5%	234.6%	11.8%	20.7%	27%	21.0%	766.0%	36.3%	19.6%	38%
Consensus Estimate (VA)			15	0	42	52	141.5	42	4	56	78	190.2	67	20	70	89	250.5
Consensus margin			5.4%	0.1%	13.2%	15.8%	11.2%	12.2%	1.0%	15.3%	20.8%	13.2%	17.0%	5.0%	16.7%	20.7%	15.2%
Cash from investing activities																	
Purchases of property and equipment	(2.5)	(2.7)	(0.6)	(0.9)	(1.1)	(0.8)	(3.5)	(0.7)	(1.8)	(1.8)	(1.9)	(6.2)	(2.0)	(2.0)	(2.1)	(2.1)	(8.2)
Purchases of marketable securities	-	(270.3)	(83.6)	(94.7)	(180.0)	(178.6)	(536.8)	(95.2)				(95.2)					-
Maturities of marketable securities		-	29.1	46.2	74.9	121.2	271.4	92.4				92.4					-
Capitalization of internal-use software	(4.9)	-		-	-	-	-	-				-					-
Business acquisitions, net of cash acquired	(119.9)	-			(19.0)	(0.1)	(19.1)	0.0				-					-
Other	-	-					-					-					-
Net cash used in investing activities	(127.3)	(273.0)	(55.1)	(49.4)	(125.1)	(58.4)	(288.0)	(3.5)	(1.8)	(1.8)	(1.9)	(9.0)	(2.0)	(2.0)	(2.1)	(2.1)	(8.2)
Cash from financing activities																	
Proceeds from the issuance of debt	575.0	-					-					-					-
Proceeds from issuance of ordinary shares under ESP	P	-		9.1	0.0	10.0	19.1					-					-
Proceeds from issuance of ordinary shares upon exerc	36.4	17.5	3.8	6.8	8.8	1.4	20.9	4.7				4.7					-
Payments of debt issuance costs	(9.3)	-					-					-					-
Repurchase of common stock	-	-					-					-					-
Other	-	-					-					-					-
Net cash provided by financing activities	602.1	17.5	3.8	15.9	8.8	11.5	40.1	4.7		-		4.7	-	-	-	-	-
FX Impact on cash and equivalents	(20.6)	2.8	0.0	(4.8)	1.0	(0.6)	(4.4)	1.2				1.2					-
•																	
Cash balance, beginning of period	403.7	863.6	646.6	633.2	592.5	529.7	646.6	543.1	598.3	599.9	656.6	543.1	728.5	790.3	817.4	895.1	728.5
Net change in cash	459.8	(217.0)	(13.4)	(40.8)	(62.8)	13.4	(103.6)	55.2	1.6	56.8	71.7	185.4	61.9	27.1	77.7	85.9	252.5
Cash balance, end of period	863.5	646.6	633.2	592.5	529.7	543.1	543.1	598.3	599.9	656.6	728.3	728.5	790.3	817.4	895.1	981.0	981.0
outin bulantes, end of period	000.0	0-0.0	000.2	332.3	323.1	J-J. I	J+J.1	330.3	333.3	050.0	120.3	120.3	130.3	017.4	033.1	301.0	301.0

### Exhibit 134: Elastic Discounted Cash Flow Analysis- Plausible Case

#### 8 in millions, except per share data

Assumptions and Inputs		
Current risis-free rate		4.0%
Bota		1.70
Historical equity risk premium		6.5%
Terminal growth rate		5.0%
Market Value (SM)		\$7,939.31
Debt Value (\$M)	5	569
Cost of equity		15.1%
Cost of debt		4.5%
Tax rate		20.0%
WACC		14%
Last Reported Quarter End		7/31/2024
Full Year End		4/30/2025

		ON THE RESIDENCE	-			and or Amorphopical					particular religion (schedule)				
		donoals				Growth Pe					tionary Peri			Tem	
Riscal year	F2022	F2023	F2034	F2025E	2028E	F2027E	F2028E	F2029E	F2030E	F2031E	F2082E	F2083E	F2034E	F2036E	Perpetuit
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	
Period			3330455	0.8	1.8	28	3.8	4.8	5.8	6.8	7.8	8.8	9.8	10.8	
Rsk free rate			4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	
Bota			1.70	1.70	1.70	1.70	1.70	1.70	1.58	1.47	1.35	1.23	1.12	1.00	
Historical equity risk premium			6.5%	6.8%	0.5%	6.8%	6.5%	6.5%	6.5%	0.6%	6.5%	6.5%	6.6%	6.8%	
Cost of equity			15.1%	15, 196	15 196	15, 196	15,196	15.1%	14.3%	13.5%	12.0%	12.0%	11.3%	10.86	
Cost of data			4.5%	4.5%	4.5%	4.8%	4.5%	4.5%	4.6%	4.8%	4.5%	4.5%	4.5%	4.8%	
Epiti/Total Value			6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	0.4%	6, 196	5.0%	5.0%	5.3%	6.0%	
WACC			14.3%	14.3%	14.3%	14.3%	14.3%	14.3%	13.8%	12,9%	12.2%	11.5%	10.9%	10.294	
Discourt factor				0.90	0.79	0.0	0.61	0.53	0.48	0.44	0.41	0.38	0.37	0.35	
Total Revenue / Impiled Total Revenue	3624	1,069.0	1,287.3	1,483.2	1,879.7	1,941.2	2,234.2	2,680.6	2,893.6	3,223.4	3,539.4	3,829.6	4,082.4	4,288.5	
y/y change		24.0%	100%	15.8%	14.5%	15.0%	15,1%	14.0%	13.0%	11.4%	2.5%	6.2%	0.0%	6.0%	
Free Cash Flowto Firm (FOFF)	(125.7)	44.0	147.6	205.7	279.0	341.6	446.8	683.3	666.3	848.8	1,008.7	1,174.4	1,340.4	1,500.3	
FCF margin	- 14.0%	4.1%	11.0%	14.1%	10.0%	17.0%	20.0%	22.0%	24.2%	26.3%	28.5%	30.7%	32.5%	36.0%	
y/ly change		135.0%	235.0%	39.8%	35.6%	22.4%	30.5%	26.1%	24, 1%	21.4%	18.0%	16.4%	14,1%	11.0%	E0%
Diuted Shares Outstanding	98	96	103	107	112	116	119	122	125	128	130	133	135	137	
y/y change		3 4%	0.0%	3.9%	4.2%	3.8%	3.0%	2.5%	2.3%	2.2%	2.0%	1.0%	1.7%	1.6%	
FCFF per chare	(\$1.38)	\$0.48	\$1.43	\$1.82	\$2.49	\$2.96	\$3.75	84.81	\$6.69	\$8.64	87.74	\$8.84	\$9.93	\$10.96	\$21238
NPV of FCF per share	51067.50	- 74 THE	01005	\$1.73	\$1.97	\$2.04	\$2.27	\$2.44	\$2.68	\$2.92	\$3.16	\$3.40	\$3.64	\$3.87	\$75.09

Ubside/(Downside) Potential		
Current Price	\$	76.76
Total NPV Share	-	\$100
Not cash balance Working Capital - 5% of revenue Shares outstanding	-	(518) 63.37 105
Total NPV of FCF/Share Net Cash per share		\$106.22 (5.52)
Cummulative NPV of FCFF/share Terminal Value FCF/Share		\$30.13

FTNT

Exhibit 135: Fortinet GAAP Income Statement

\$ in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024 (E) Full Year	2025 (E) Full Year
GAAP Income Statement														
Product	916.4	1,255.0	1,780.5	500.7	472.6	465.9	488.1	1,927.3	408.9	451.9	468.2	521.3	1,850.4	1,992.3
Service	1,678.0	2,087.2	2,636.9	761.6	820.2	868.7	927.0	3,377.5	944.4	982.4	1,007.7	1,065.9	4,000.3	4,570.2
Total Revenue	2,594.4	3,342.2	4,417.4	1,262.3	1,292.8	1,334.6	1,415.1	5,304.8	1,353.3	1,434.3	1,475.9	1,587.2	5,850.7	6,562.6
Cost of Revenue														
Product	352.4	487.7	691.3	193.6	174.5	198.3	197.2	763.6	182.8	155.1	184.3	211.3	733.5	780.4
Service	217.6	295.3	393.6	114.2	121.3	119.4	118.7	473.6	121.9	119.9	129.2	136.6	507.6	577.9
Total Cost of Revenue	570.0	783.0	1,084.9	307.8	295.8	317.7	315.9	1,237.2	304.7	275.0	313.5	347.9	1,241.1	1,358.3
% of revenue	22.0%	23.4%	24.6%	24.4%	22.9%	23.8%	22.3%	23.3%	22.5%	19.2%	21.2%	21.9%	21.2%	20.7%
Gross Profit														
Product	564.0	767.3	1,089.2	307.1	298.1	267.6	290.9	1,163.7	226.1	296.8	283.9	310.1	1,116.9	1,212.0
Service	1,460.4	1,791.9	2,243.3	647.4	698.9	749.3	808.3	2,903.9	822.5	862.5	878.5	929.2	3,492.7	3,992.3
Total Gross Profit	2,024.4	2,559.2	3,332.5	954.5	997.0	1,016.9	1,099.2	4,067.6	1,048.6	1,159.3	1,162.4	1,239.3	4,609.6	5,204.2
Gross Margin	78.0%	76.6%	75.4%	75.6%	77.1%	76.2%	77.7%	76.7%	77.5%	80.8%	78.8%	78.1%	78.8%	79.3%
Operating Expenses														
Research and Development	341.4	424.2	512.4	151.1	153.3	156.9	152.5	613.8	173.0	165.4	182.8	194.2	715.4	777.0
Sales and Marketing	1071.9	1345.7	1686.1	478.3	515.9	504.4	507.4	2006.0	501.1	501.3	535.0	591.9	2129.4	2514.8
General and Administrative	119.5	143.5	169.0	52.8	49.9	53.5	55.1	211.3	54.4	56.6	58.3	65.4	234.7	261.2
Restructuring Charges & Gain on IP matter	-40.2	-4.6	-4.6	(1.2)	(1.1)	(1.1)	(1.2)	-4.6	(1.1)	(1.2)	00.0	00	-2.3	0.0
Total Operating Expenses	1492.6	1908.8	2362.9	681.0	718.0	713.7	713.8	2826.5	727.4	722.1	776.2	851.6	-	3553.0
% of revenue	57.5%	57.1%	53.5%	53.9%	55.5%	53.5%	50.4%	53.3%	53.8%	50.3%	52.6%	53.7%	52.6%	54.1%
Operating Income	531.8	650.4	969.6	273.5	279.0	303.2	385.4	1241.1	321.2	437.2	386.2	387.7	1532.4	1651.2
Operating Margin	20.5%	19.5%	21.9%	21.7%	21.6%	22.7%	27.2%	23.4%	23.7%	30.5%	26.2%	24.4%	26.2%	25.2%
Operating wargin	20.5%	19.5%	21.9%	21.770	21.0%	22.170	21.2%	23.4%	23.1%	30.5%	20.2%	24.4%	20.2%	23.2%
Interest Income (Expense)	17.7	(10.4)	3.9	20.6	31.6	37.0	30.5	119.7	32.2	38.3	35.3	32.7	138.5	145.5
Other Income (Expense), Net	(7.8)	(11.6)	(13.5)	2.0	(6.2)	(7.0)	5.1	(6.1)	(2.9)	(2.2)	(2.2)	(2.2)	(9.5)	0.0
Total Interest and Other Income	9.9	(22.0)	(14.1)	17.6	20.2	24.6	30.2	92.6	24.2	31.1	27.6	25.0	107.9	123.5
Income Before Taxes	541.7	628.4	955.5	291.1	299.2	327.8	415.6	1333.7	345.4	468.3	413.9	412.7	1640.3	1774.7
Income Tax Expense (Benefit)	53.2	14.1	30.8	21.3	27.6	(0.3)	95.2	143.8	39.5	76.5	20.7	20.6	157.3	124.2
Tax Rate	9.8%	2.2%	3.2%	7.3%	9.2%	-0.1%	22.9%	10.8%	11.4%	16.3%	5.0%	5.0%	9.6%	7.0%
Loss from equity method investment & Net Loss attribute		(7.5)	(67.4)	-22.1	-5.3	-5.2	-9.5	(42.1)	-6.6	-12.0			(18.6)	0.0
Net Income	488.5	606.8	857.3	247.7	266.3	322.9	310.9	1,147.8	299.3	379.8	393.2	392.1	1,464.4	1,650.5
GAAP EPS	\$0.74	\$0.73	\$1.07	\$0.31	\$0.33	\$0.41	\$0.40	\$1.46	\$0.39	\$0.49	\$0.51	\$0.51	\$1.90	\$2.20
Shares Outstanding														
Basic	164.2	163.2	791.5	783.2	785.0	781.2	764.9	778.6	762.4	763.8	760.0	752.4		739.3
y/y growth	-4.0%	-0.6%		-2.5%	-1.3%	-0.6%	-2.0%	-1.6%	-2.7%	-2.7%	-2.7%	-1.6%	-2.4%	-2.7%
Diluted	664.2	835.3	805.3	793.4	795.9	791.2	772.3	788.2	770.5	769.9	772.1	775.0	771.9	750.4
y/y growth	279.6%	25.8%	-3.6%	-3.3%	-1.8%	-0.9%	-2.5%	-2.1%	-2.9%	-3.3%	-2.4%	0.3%	-2.1%	-2.8%

Exhibit 136: Fortinet Non-GAAP Income Statement

\$ in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024 (E) Full Year	2025 (E) Full Year
Non-GAAP Income Statement	<u>r un rear</u>	Tuli Teal	I uli Teal	TQZJ	2025	<u> </u>	4025	Tuli Teal	10(24	<u> 2027</u>	JQ24L	TOZTE	Tuli Teal	Tuli Teal
Product	916.4	1,255.0	1,780.5	500.7	472.6	465.9	488.1	1,927.3	408.9	451.9	468.2	521.3	1,850.4	1,992.3
y/y growth	16.2%	36.9%	41.9%	35.0%	17.9%	-0.6%	-9.6%	8.2%	-18.3%	-4.4%	0.5%	6.8%	-4.0%	7.7%
q/q growth				-7.3%	-5.6%	-1.4%	4.8%		-16.2%	10.5%	3.6%	11.3%		
Service	1,678.0	2,087.2	2,636.9	761.6	820.2	868.7	927.0	3,377.5	944.4	982.4	1,007.7	1,065.9	4,000.3	4,570.2
y/y growth	22.1%	24.4%	26.3%	30.5%	30.3%	27.6%	24.8%	28.1%	24.0%	19.8%	16.0%	15.0%	18.4%	14.2%
q/q growth				2.5%	7.7%	5.9%	6.7%		1.9%	4.0%	2.6%	5.8%		
Total Revenue	2,594.4	3,342.2	4,417.4	1,262.3	1,292.8	1,334.6	1,415.1	5,304.8	1,353.3	1,434.3	1,475.9	1,587.2	5,850.7	6,562.6
y/y growth	19.9%	28.8%	32.2%	32.2%	25.5%	16.1%	10.3%	20.1%	7.2%	10.9%	10.6%	12.2%	10.3%	12.2%
q/q growth				-1.6%	2.4%	3.2%	6.0%		-4.4%	6.0%	2.9%	7.5%		
Cost of Revenue														
Product	346.1	480.3	681.8	191.4	172.3	196.3	194.7	754.7	181.3	153.5	182.1	208.5	725.5	771.5
Service	200.3	272.4	365.4	107.3	113.5	111.5	110.2	442.5	114.6	112.2	120.9	127.9	475.6	543.3
Total Cost of Revenue	<b>546.4</b> 21.1%	<b>752.7</b> 22.5%	1,047.2	298.7	<b>285.8</b> 22.1%	307.8	304.9	1,197.2	295.9	<b>265.7</b> 18.5%	303.1	336.4	1,201.1	1,314.9
% of revenue	21.1%	22.5%	23.7%	23.7%	22.1%	23.1%	21.5%	22.6%	21.9%	16.5%	20.5%	21.2%	20.5%	20.0%
Gross Profit														
Product	570.3	774.7	1,098.7	309.3	300.3	269.6	293.4	1,172.6	227.6	298.4	286.1	312.8	1,124.9	1,220.8
Gross Margin	62.2%	61.7%	61.7%	61.8%	63.5%	57.9%	60.1%	60.8%	55.7%	66.0%	61.1%	60.0%	60.8%	61.3%
Service Gross Margin	1,477.7 88.1%	1,814.8 <i>86.9%</i>	2,271.5 86.1%	654.3 85.9%	706.7 86.2%	757.2 87.2%	816.8 <i>88.1%</i>	2,935.0 86.9%	829.8 87.9%	870.2 88.6%	886.8 88.0%	938.0 88.0%	3,524.7 88.1%	4,026.9 88.1%
Total Gross Profit	2,048.0	2,589.5	3,370.2	963.6	1,007.0	1,026.8	1,110.2	4,107.6	1,057.4	1,168.6	1,172.8	1,250.8	4,649.6	5,247.7
Gross Margin	78.9%	77.5%	76.3%	76.3%	77.9%	76.9%	78.5%	77.4%	78.1%	81.5%	79.5%	78.8%	79.5%	80.0%
Operating Expenses	101070							,,						
Research and Development	293.8	367.5	448.2	134.1	133.3	136.9	132.7	537.0	153.2	144.1	162.3	174.6	634.2	689.9
% of revenue	11.3%	11.0%	10.1%	10.6%	10.3%	10.3%	9.4%	10.1%	11.3%	10.0%	11.0%	11.0%	10.8%	10.5%
Sales and Marketing	959.3	1230.1	1575.0	450.9	485.6	474.9	478.8	1890.2	473.5	474.5	504.8	563.5	2016.2	2393.4
% of revenue	37.0%	36.8%	35.7%	35.7%	37.6%	35.6%	33.8%	35.6%	35.0%	33.1%	34.2%	35.5%	34.5%	36.5%
General and Administrative	96.9	116.4	138.9	44.6	40.0	43.6	45.2	173.4	44.6	46.4	48.2	55.6	194.8	218.4
% of revenue	3.7%	3.5%	3.1%	3.5%	3.1%	3.3%	3.2%	3.3%	3.3%	3.2%	3.3%	3.5%	3.3%	3.3%
Total Operating Expenses	1,350.0	1,714.0	2,162.1	629.6	658.9	655.4	656.7	2,600.6	671.3	665.0	715.3	793.6	2,845.2	3,301.7
% of revenue	52.0%	51.3%	48.9%	49.9%	51.0%	49.1%	46.4%	49.0%	49.6%	46.4%	48.5%	50.0%	48.6%	50.3%
Operating Income	698.0	875.5	1,208,1	334.0	348.1	371.4	453.5	1.507.0	386.1	503.6	457.5	457.2	1.804.4	1.946.0
Operating Margin	26.9%	26.2%	27.3%	26.5%	26.9%	27.8%	32.0%	28.4%	28.5%	35.1%	31.0%	28.8%	30.8%	29.7%
Interest Income (Expense)	17.7	(10.4)	3.9	20.6	31.6	37.0	30.5	119.7	32.2	38.3	35.8	33.2	139.5	147.5
Interest Expense	0.0	0.0	(4.5)	(5.0)	(5.2)	(5.4)	(5.4)	(21.0)	(5.1)	(5.0)	(5.5)	(5.5)	(21.1)	(22.0)
Other Income (Expense), Net	(3.5)	(11.6)	(13.5)	2.0	(6.2)	(7.0)	5.1	(6.1)	(2.9)	(2.2)	(2.2)	(2.2)	(9.5)	-
Total Interest and Other Income	14.2	(22.0)	(14.1)	17.6	20.2	24.6	30.2	92.6	24.2	31.1	28.1	25.5	108.9	125.5
Income Before Taxes	712.2	853.5	1,194.0	351.6	368.3	396.0	483.7	1,599.6	410.3	534.7	485.6	482.7	1,913.3	2,071.5
Income Tax Expense (Benefit)	149.6	179.2	203.0	59.8	62.6	67.3	82.2	271.9	69.8	90.8	82.5	82.0	325.0	351.8
Tax Rate	21.0%	21.0%	17.0%	17.0%	17.0%	17.0%	17.0%	17.0%	17.0%	17.0%	17.0%	17.0%	17.0%	17.0%
Loss on equity method investment	0.0	(8.3)		-22.1	-5.3	-5.2	-9.5		-6.6	-4.0				
Net Income	562.6	666.0	961.6	269.7	300.4	323.5	392.0	1,285.6	333.9	439.9	403.2	400.7	1,577.7	1,719.7
Non-GAAP EPS	\$0.85	\$0.80	\$1.19	\$0.34	\$0.38	\$0.41	\$0.51	\$1.63	\$0.43	\$0.57	\$0.52	\$0.52	\$2.04	\$2.29
Shares Outstanding														
Basic	164.2	163.2	791.5	783.2	785.0	781.2	764.9	778.6	762.4	763.8	760.0	752.4	759.6	739.3
y/y growth	-4.0%	-0.6%		-2.5%	-1.3%	-0.6%	-2.0%	-1.6%	-2.7%	-2.7%	-2.7%	-1.6%	-2.4%	-2.7%
Diluted	664.2	835.3	805.3	793.4	795.9	791.4	772.3	788.3	770.5	769.9	772.1	775.0	-	750.4
y/y growth	279.6%	25.8%	-3.6%	-3.3%	-1.8%	-0.9%	-2.5%	-2.1%	-2.9%	-3.3%	-2.4%	0.3%	-2.1%	-2.8%

<b>Fyhihit</b>	137-	<b>Fortinet</b>	<b>Balance</b>	Sheet

\$ in millions, except per share data	2018 Full Year	2019 Full Year	2020 Full Year	2021 Full Year	2022 Full Year	Mar-23	Jun-23 2Q23	Sep-23	Dec-23	2023 Full Year	Mar-24	Jun-24	Sep-24 3Q24E	Dec-24	2024 (E) Full Year	2025 (E) Full Year
Balance Sheet	ruli tear	Full fear	<u>ruii tear</u>	ruli fear	ruii tear	<u>1Q23</u>	<u> 2Q23</u>	<u>3Q23</u>	4Q23	ruii tear	<u>1Q24</u>	<u>2Q24</u>	3Q24E	4Q24E	Full fear	Full fear
Current Assets																
Cash and Cash Equivalents	1.112.4	1.222.5	1,061.8	1,319.1	1,682.9	2.304.2	2.376.3	2.186.8	1,397.9	1,397.9	1.926.3	2.203.2	2.606.2	2.619.8	2.619.8	3.095.1
Short-Term Investments	537.2	843.1	775.5	1,194.0	502.6	548.8	915.1	962.2	1,021.5	1,021.5	1,075.4	1,114.9	1,114.9	1,114.9	1,114.9	1.114.9
Marketable Equity Securities	0.0	0.0	0.0	38.6	25.5	26.1	22.1	19.8	21.0	21.0	21.4	21.2	21.2	21.2	21.2	21.2
Accounts Receivable, Net	444.5	544.3	720.0	807.7	1,261.7	1.087.2	1.078.8	1.013.8	1.402.0	1,402.0	996.2	1.083.4	921.9	1,565.5	1,565.5	1,744.8
Inventory	90.0	117.9	139.8	175.8	264.6	302.7	376.3	467.5	484.8	484.8	439.5	383.2	601.7	575.8	575.8	360.3
Deferred Tax Assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	36.8	41.2	43.3	65.4	73.1	89.7	109.5	102.6		101.1					127.0	138.4
Prepaid Expenses & Other Current Assets Deferred Cost of Revenues	0.0	0.0	0.0	0.0	0.0	0.0			101.1	0.0	100.9	113.4 0.0	118.1	127.0 0.0	0.0	0.0
Total Current Assets	2.220.9	2,769.0	<b>2,740.4</b>	3,600.6	3,810.4		0.0	0.0	0.0	4,428.3	0.0		0.0 <b>5.384.0</b>	6.024.1	6.024.1	6,474.7
Total Current Assets	2,220.9	2,769.0	2,740.4	3,000.0	3,010.4	4,358.7	4,878.1	4,752.7	4,428.3	4,420.3	4,559.7	4,919.3	5,384.0	6,024.1	0,024.1	6,474.7
Non-Current Assets																
Long-Term Investments	67.0	144.3	118.3	440.8	45.5	15.6	4.2	1.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Property and Equipment - Net	271.4	344.3	448.0	687.6	898.5	917.4	981.9	1,038.0	1,044.4	1,044.4	1,247.4	1,242.7	1,267.1	1,294.7	1,294.7	1,431.9
Deferred Contract Costs	182.6	237.0	304.8	423.3	518.2	536.9	558.8	569.9	605.6	605.6	600.0	596.9	598.1	611.5	611.5	685.9
Deferred Tax Assets - Noncurrent	255.0	232.6	245.2	342.3	569.4	649.6	729.2	788.5	868.8	868.8	942.5	998.5	1,054.9	1,111.3	1,111.3	1,354.4
Goodwill & Intangibles	60.3	98.3	124.6	188.7	184.0	178.9	170.6	165.0	161.8	161.8	163.1	158.1	165.7	172.3	172.3	203.2
Other Assets	20.8	60.0	63.2	235.8	202.0	175.2	163.3	163.7	150.0	150.0	149.4	137.4	132.8	127.0	127.0	138.4
Total Assets	3,078.0	3,885.5	4,044.5	5,919.1	6,228.0	6,832.3	7,486.1	7,479.3	7,258.9	7,258.9	7,662.1	8,052.9	8,602.6	9,340.9	9,340.9	10,288.6
Current Liabilities																
Accounts Payable	86.4	96.4	141.6	148.4	243.4	238.4	238.3	253.9	204.3	204.3	135.2	132.1	132.8	129.0	129.0	135.5
Accrued Liabilities	77.5	101.8	149.2	197.3	266.3	346.7	266.8	317.2	360.1	360.1	538.7	400.6	531.3	571.4	571.4	692.2
Accrued Payroll and Compensation	98.4	101.8	145.9	195.0	219.4	213.4	224.8	210.5	242.3	242.3	214.5	217.3	206.6	254.0	254.0	242.3
Current portion of LT debt	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred Revenue - Current	965.9	1,173.6	1,392.8	1,777.4	2,349.3	2,463.3	2,587.7	2,647.3	2,848.7	2,848.7	2,912.0	2,975.3	2,998.1	3,172.0	3,172.0	3,445.0
Income Tax Payable	28.2	0.0	0.0	0.0	0.0	0.0	183.0	220.1	63.6	63.6	0.0	0.0	0.0	0.0	0.0	0.0
Total current liabilities	1,256.4	1,473.6	1,829.5	2,318.1	3,078.4	3,261.8	3,500.6	3,649.0	3,719.0	3,719.0	3,800.4	3,725.3	3,868.9	4,126.4	4,126.4	4,515.0
Long term liabilities																
Deferred Revenue - Noncurrent	720.9	962.3	1,212.5	1,675.5	2,291.0	2,417.6	2,540.9	2,638.0	2,886.3	2,886.3	2,877.9	2,920.9	2,987.6	3,213.9	3,213.9	3,490.4
Income Tax Liabilities	77.5	82.8	90.3	79.5	67.8	70.5	59.1	61.8	61.9	61.9	0.0	0.0	0.0	0.0	0.0	0.0
Long Term Debt	0.0	0.0	0.0	988.4	990.4	990.9	991.3	991.8	992.3	992.3	992.8	993.3	993.9	994.4	994.4	0.0
Other Non-current liabilities	13.0	44.9	56.2	59.2	82.0	80.1	73.0	64.6	62.8	62.8	128.5	125.2	147.6	88.9	88.9	17.3
Total Liabilities	2,067.8	2,563.6	3,188.5	5,120.7	6,509.6	6,820.9	7,164.9	7,405.2	7,722.3	7,722.3	7,799.6	7,764.7	7,998.0	8,423.6	8,423.6	8,022.7
Stockholders' equity	1,010.2	1,321.9	856.0	798.4	-281.6	11.4	321.2	74.1	-463.4	-463.4	-137.5	288.2	604.7	917.3	917.3	2,265.8
Total liabilities and shareholders' equity	3,078.0	3,885.5	4,044.5	5,919.1	6,228.0	6,832.3	7,486.1	7,479.3	7,258.9	7,258.9	7,662.1	8,052.9	8,602.6	9,340.9	9,340.9	10,288.6

**Exhibit 138: Fortinet Cash Flow Statement** 

\$ in millions, except per share data	2018	2019	2020	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	2025 (E)
	Full Year	Full Year	Full Year	Full Year	Full Year	<u>1Q23</u>	<u>2Q23</u>	3Q23	4Q23	Full Year	<u>1Q24</u>	<u>2Q24</u>	3Q24E	4Q24E	Full Year	Full Year
Cash Flow Statement																
Cash from Operating Activities																
Net income (loss)	332.2	331.7	488.5	606.7	856.6	247.7	266.3	322.9	310.9	1,147.8	299.3	379.8	393.2	392.1	1,464.4	1,650.5
Stock-based Compensation	162.9	174.1	191.7	207.9	217.3	56.3	65.0	64.3	63.4	249.0	62.3	63.9	66.4	63.5	256.1	275.7
Amortization of Deferred Costs	90.9	107.9	137.4	175.9	223.3	62.5	65.4	68.0	70.4	266.3	72.0	72.7	72.6	73.9	291.2	312.3
Depreciation and Amortization	55.7	61.6	68.8	84.4	104.3	27.5	27.4	28.3	30.2	113.4	28.6	29.2	30.7	32.3	120.7	177.3
Amortization of Investment Premiums	(0.6)	(6.0)	1.3	6.9	4.4	(0.3)	(5.6)	(10.2)	(11.6)	(27.7)	(12.2)	(12.7)			(24.9)	
Loss from Equity Method Investment	0.0	0.0	0.0	7.6	68.1	22.1	5.3	5.2	9.5	42.1	6.6	12.0	0.0	0.0	18.6	0.0
Other	(0.9)	5.7	6.0	7.9	23.6	3.8	5.0	4.9	4.8	18.5	3.3	3.7	0.5	0.5	8.0	0.0
Working Capital:	(1.3)	133.0	190.0	402.4	233.0	257.9	86.3	67.8	(285.9)	126.1	370.5	(206.6)	45.3	(339.2)	(130.0)	(23.1
Accounts Receivable	(82.0)	(96.7)	(176.4)	(72.5)	(456.7)	171.1	7.9	64.4	(389.8)	(146.4)	405.6	(86.7)	161.5	(643.5)	(163.2)	(179.4
Inventory	(33.4)	(48.5)	(42.2)	(19.4)	(109.1)	(45.3)	(84.9)	(100.8)	(22.5)	(253.5)	36.5	48.7	(218.5)	25.9	(107.4)	215.6
Prepaid Expenses and Other Assets	4.2	(2.1)	(2.8)	(17.7)	(7.7)	(16.0)	(19.4)	6.1	1.7	(27.6)	(0.1)	(12.2)	(4.7)	(8.9)	(25.9)	(11.5
Deferred Contract Costs	(136.4)	(162.3)	(205.1)	(294.5)	(318.2)	(81.2)	(87.3)	(79.0)	(106.0)	(353.5)	(66.5)	(69.5)	(73.8)	(87.3)	(297.1)	(386.7)
Deferred Tax Assets	(127.8)	19.4	(10.5)	(94.0)	(226.4)	(81.1)	(80.7)	(59.9)	(80.2)	(301.9)	(73.9)	(56.4)	(56.4)	(56.4)	(243.1)	(243.1)
Other Assets	(3.8)	(1.3)	(4.6)	(19.0)	(35.3)	4.5	6.3	2.7	4.2	17.7	(6.2)	(1.4)	4.6	5.9	2.8	(11.5
Accounts Payable	14.6	7.7	37.4	(13.1)	105.2	(4.1)	0.5	14.0	(53.5)	(43.1)	(61.6)	(5.6)	0.7	(3.8)	(70.3)	
Accrued Liabilities	14.5	(20.2)	45.8	49.9	55.2	80.0	(68.6)	45.5	40.2	97.1	105.0	(129.9)	130.7	40.1	145.9	120.9
Accrued Payroll and Compensation	3.5	(2.7)	43.1	44.0	25.0	(6.0)	12.0	(14.0)	31.4	23.4	(27.4)	3.1	(10.7)	47.3	12.4	(11.7
Other Liabilities	(0.8)	(0.2)	9.7	(0.7)	23.5	(4.7)	161.6	(174.6)	(4.0)	(21.7)	4.3	(3.6)	22.4	(58.7)	(35.6)	(71.6
Deferred Revenue	352.1	439.9	495.6	839.4	1,177.5	240.7	248.6	156.9	449.1	1,095.3	54.8	106.9	89.5	400.3	651.4	549.4
Income Taxes Payable	(6.0)	0.0	0.0	0.0	0.0	0.0	(9.7)	206.5	(156.5)	40.3	0.0		0.0	0.0	0.0	0.0
Net cash provided by operating activities	638.9	808.0	1,083.7	1,499.7	1,730.6	677.5	515.1	551.2	191.7	1,935.5	830.4	342.0	608.7	223.0	2,004.1	2,392.6
y/y growth	7.5%	26.5%	34.1%	38.4%	15.4%	71.0%	59.3%	14.1%	-63.7%	11.8%	22.6%	-33.6%	10.4%	16.3%	3.5%	19.4%
Cash from investing activities																
Purchase of Investments	(681.8)	(1,332.3)	(1,079.0)	(2,308.0)	(389.1)	(207.2)	(597.4)	(523.0)	(528.2)	(1,855.8)	(436.1)	(538.2)	0.0	0.0	(974.3)	0.0
Proceeds from Sales of Investments	42.8	31.3	152.2	85.5	3.0	0.0	(007.4)	4.0	(020.2)	4.0	(400.1)	(000.2)	0.0	0.0	0.0	0.0
Proceeds from Maturities of Investments	578.8	925.5	1,018.8	1,470.3	1,462.0	195.0	250.1	486.4	483.3	1,414.8	393.4	511.2			904.6	0.0
Purchases of Property and Equipment	(53.0)	(92.2)	(125.9)	(295.9)	(281.2)	(30.3)	(76.8)	(70.1)	(26.9)	(204.1)	(221.9)	(23.1)	(50.2)	(54.0)	(349.1)	(295.3)
Purchase of Investment in Privately Held Company	0.0	0.0	0.0	(160.0)	0.0	0.0	(1.515)	(8.5)	(===,	(8.5)	(==)	(==:./	()	(=)	0.0	0.0
Acquisitions, Net of Cash	(21.7)	(34.6)	(40.2)	(74.9)	(30.8)	0.0		0.0	0.0	0.0	(5.7)	0.0	(12.5)	(12.5)	(30.7)	(50.0
Purchases of Marketable Equity Securities	0.0	0.0	0.0	(42.5)	0.0	0.0				0.0	(- /		( -/	( -/	0.0	0.0
Other	0.0	0.0	1.3	0.4	0.0	0.1	0.0	0.0	0.2	0.3					0.0	0.0
Net cash used in investing activities	(134.9)	(502.3)	(72.8)	(1,325.1)	763.9	(42.4)	(424.1)	(111.2)	(71.6)	(649.3)	(270.3)	(50.1)	(62.7)	(66.5)	(449.5)	(345.3
Cash from financing activities																
Proceeds from LT Borrowings, net of Discount and U	0.0	0.0	0.0	989.4	0.0	0.0		0.0	0.0	0.0	0.0		0.0	0.0	0.0	(1,000.0
Payment for Debt Issuance Costs	0.0	0.0	0.0	(2.4)	0.0	0.0				0.0					0.0	0.0
Payments of Debt Assumed in Connection with Busin	(10.1)	(3.7)	(4.1)	(19.5)	0.0	0.0				0.0		_			0.0	0.0
Repurchase and Retirement of Common Stock	(211.8)	(145.1)	(1,080.1)	(741.8)	(1,991.2)	0.0		(604.3)	(896.2)	(1,500.5)		•	(143.0)	(143.0)	(286.0)	,
Proceeds from Issuance of Common Stock	86.5	49.5	22.1	26.0	26.1	21.2	8.1	6.7	7.8	43.8	13.4	6.2			19.6	0.0
Taxes Paid Related to Net Share Settlement of Equity	(67.2)	(96.0)	(108.2)	(167.9)	(160.4)	(34.5)	(25.2)	(31.1)	(21.7)	(112.5)	(42.9)	(20.2)			(63.1)	0.0
Other	0.0	(0.3)	(1.3)	(1.0)	(4.8)	(0.4)	(0.6)	(0.2)	0.0	(1.2)	(0.8)	0.0	(1.10.0)	(112 5)	(0.8)	0.0
Net cash provided by financing activities	(202.6)	(195.6)	(1,171.6)	82.8	(2,130.3)	(13.7)	(17.7)	(628.9)	(910.1)	(1,570.4)	(30.3)	(14.0)	(143.0)	(143.0)	(330.3)	
FX Impact on cash and equivalents	0.0	0.0	0.0	(0.1)	(0.4)	(0.1)	(1.2)	(0.6)	1.1	(8.0)	(1.4)	(1.0)			(2.4)	0.0
Cash balance, beginning of period	811.0	1.112.4	1.222.5	1,061.8	1,319.1	1,682.9	2,304.2	2,376.3	2.186.8	1,682.9	1,397.9	1,926.3	2,203.2	2,606.2	1,397.9	2,619.8
Net change in cash	301.4	110.1	(160.7)	257.3	363.8	621.3	72.1	(189.5)	(788.9)	(285.0)	528.4	276.9	403.0	13.5	1,221.9	475.3

**INFA** 

### Exhibit 139: Informatica GAAP Income Statement

\$ in millions, except per share data	Dec-20	Dec-21	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25	Dec-25
CAAR In come Chatemant	2020	<u>2021</u>	2022	1Q23	<u>2Q23</u>	3Q23	4Q23	<u>2023</u>	1Q24	<u>2Q24</u>	3Q24E	4Q24E	2024E	1Q25E	2Q25E	3Q25E	4Q25E	2025E
GAAP Income Statement Subscriptions	593.8	747.7	857.2	213.9	227.6	261.8	300.1	1,003.5	252.0	264.3	277.1	317.8	1,111.2	283.3	298.0	316.0	341.5	1.238.8
y/y change	25.9%	25.9%	14.6%	8.2%	9.9%	22.3%	25.9%	17.1%	17.8%	16.1%	5.8%	5.9%	10.7%	12.4%	12.8%	14.1%	7.4%	11.5%
Perpetual License	63.1	29.3	10.4	0.8	0.0	0.2	2.3	3.3	0.0	0.0	0.2	2.3	2.5	0.0	0.0	0.2	2.3	2.5
y/y change	-56.0%	-53.6%	-64.5%	-69.8%	-99.4%	-83.0%	-45.9%	-68.2%	-97.4%	-100.0%	0.0%	0.0%	-24.1%	0.0%	#DIV/0!	0.0%	0.0%	0.0%
Software Revenue	657.0	776.9	867.6	214.7	227.6	262.0	302.4	1,006.8	252.0	264.3	277.3	320.1	1,113.7	283.3	298.0	316.2	343.8	1,241.3
q/q change				-11.5%	6.0%	15.1%	15.4%		-16.7%	4.9%	4.9%	15.4%		-11.5%	5.2%	6.1%	8.7%	
y/y change	6.8%	18.3%	11.7%	7.1%	8.7%	21.8%	24.7%	16.0%	17.4%	16.1%	5.8%	5.8%	10.6%	12.4%	12.8%	14.0%	7.4%	11.5%
Maintenance and Professional Services	666.1	667.1	637.6	150.7 -3.5%	148.4 -1.5%	146.5 -1.3%	142.8 -2.6%	588.4	136.6 -4.3%	136.3 -0.2%	139.7 2.5%	140.6 0.6%	553.2	138.9 -1.2%	137.8 -0.8%	137.0 -0.6%	137.0 0.0%	550.8
q/q change y/y change	-3.7%	0.1%	-4.4%	-6.9%	-8.8%	-6.5%	-8.6%	-7.7%	-9.4%	-8.1%	-4.6%	-1.5%	-6.0%	1.7%	1.1%	-1.9%	-2.5%	-0.4%
Total Revenue	1,323.1	1.444.1	1,505.1	365.4	376.0	408.6	445.2	1,595.2	388.6	400.6	417.0	460.7	1,666.9	422.2	435.9	453.3	480.8	1,792.1
q/q change	1,020.1	.,,	1,00011	-8.4%	2.9%	8.7%	9.0%	1,000.2	-12.7%	3.1%	4.1%	10.5%	1,000.0	-8.3%	3.2%	4.0%	6.1%	1,702
y/y change	1.3%	9.1%	4.2%	0.9%	1.1%	9.8%	11.6%	6.0%	6.3%	6.6%	2.1%	3.5%	4.5%	8.6%	8.8%	8.7%	4.4%	7.5%
Cost of Revenue																		
Subscriptions	54.5	81.3	105.4	35.7	38.6	39.1	43.8	157.2	46.8	47.4	46.5	53.5	194.2	48.8	51.5	55.5	60.2	216.0
Gross Margin	90.8%	89.1%	87.7%	83.3%	83.0%	85.1%	85.4%	84.3%	81.4%	82.1%	83.2%	83.2%	82.5%	82.8%	82.7%	82.4%	82.4%	82.6%
Perpetual License	3.9	4.5	0.6	0.2	0.2	0.2	0.2	0.8	0.0	0.0	0.0	0.2	0.3	0.0	0.0	0.0	0.2	0.3
Gross Margin	93.9%	84.8%	93.9%	77.7% 35.9	NM 38.8	21.0% 39.3	89.8%	76.2%	76.2%	NM 47.4	NM 46.6	NM 53.7	NM 194.5	NM 40.0	NM E1.6	55.5	60.4	NM 216.3
Software Costs Gross Margin	58.3 91.1%	85.7 89.0%	106.0 87.8%	83.3%	38.8 82.9%	85.0%	44.0 85.4%	158.0 <i>84</i> .3%	46.8 81.4%	47.4 82.1%	83.2%	83.2%	82.5%	48.8 82.8%	51.6 82.7%	55.5 82.4%	82.4%	82.6%
Maintenance and Professional Services	161.2	172.8	202.1	43.2	43.9	41.5	40.0	168.5	33.9	34.5	43.3	43.5	155.2	42.7	43.0	42.5	42.4	170.6
Gross Margin	75.8%	74.1%	68.3%	71.4%	70.4%	71.7%	72.0%	71.4%	75.2%	74.7%	69.0%	69.0%	71.9%	69.2%	68.8%	69.0%	69.1%	69.0%
Amortization of Acquired Technology	98.5	73.5	35.4	2.9	2.9	3.0	3.0	11.8	1.0	1.0	2.1	2.3	6.4	1.3	1.3	1.4	1.4	5.4
Total Cost of Revenue	318.0	332.0	343.5	81.9	85.6	83.8	87.0	338.3	81.8	82.9	92.0	99.6	356.2	92.8	95.8	99.4	104.3	392.3
% of revenue	24.0%	23.0%	22.8%	22.4%	22.8%	20.5%	19.5%	21.2%	21.0%	20.7%	22.0%	21.6%	21.4%	22.0%	22.0%	21.9%	21.7%	21.9%
Total Gross Profit	1,005.1	1,112.1	1,161.6	283.5	290.4	324.7	358.2	1,256.9	306.9	317.7	325.1	361.1	1,310.8	329.4	340.0	353.8	376.5	1,399.8
Gross Margin	76.0%	77.0%	77.2%	77.6%	77.2%	79.5%	80.5%	78.8%	79.0%	79.3%	78.0%	78.4%	78.6%	78.0%	78.0%	78.1%	78.3%	78.1%
Operating Expenses																		
Research and Development	230.2	260.7	318.8	82.0	87.7	85.9	79.5	335.1	79.7	79.2	70.7	67.4	296.9	77.8	77.4	73.2	66.6	295.0
y/y change	200.2	13.3%	22.3%	9.2%	4.3%	6.8%	0.4%	5.1%	-2.9%	-9.7%	-17.7%	-15.2%	-11.4%	-2.3%	-2.3%	3.6%	-1.2%	-0.7%
% of total revenue	17.4%	18.1%	21.2%	22.4%	23.3%	21.0%	17.8%	21.0%	20.5%	19.8%	16.9%	14.6%	17.8%	18.4%	17.8%	16.2%	13.8%	16.5%
Sales and Marketing	451.8	496.8	535.7	128.5	134.5	130.0	135.2	528.3	137.4	147.5	123.7	131.7	540.3	141.2	150.5	131.8	134.7	558.2
y/y change		10.0%	7.8%	-0.3%	-6.3%	-1.7%	3.3%	-1.4%	6.9%	9.6%	-4.8%	-2.6%	2.3%	2.7%	2.1%	6.5%	2.3%	3.3%
% of total revenue	34.2%	34.4%	35.6%	35.2%	35.8%	31.8%	30.4%	33.1%	35.4%	36.8%	29.7%	28.6%	32.4%	33.4%	34.5%	29.1%	28.0%	31.1%
General and Administrative	93.5	121.9	128.1	41.4	38.8	41.9	40.7	162.7	50.4	49.0	38.1	42.9	180.4	38.9	39.9	40.2	43.5	162.5
y/y change	7 404	30.3%	5.1%	39.9%	22.5%	34.1%	14.2%	27.0%	22.0%	26.3%	-9.1%	5.6%	10.9%	-22.8%	-18.6%	5.6%	1.3%	-10.0%
% of total revenue Amortization of Intangible Assets	7.1% 189.3	8.4% 172.4	8.5% 153.5	11.3% 34.3	10.3% 34.3	10.3% 34.5	9.1% 34.4	10.2% 137.5	13.0% 31.7	12.2% 31.7	9.1% 35.4	9.3% 39.2	10.8% 138.1	9.2% 33.8	9.1% 34.9	8.9% 36.3	9.0% 38.5	9.1% 143.4
y/y change	105.5	-8.9%	-11.0%	-11.3%	-10.7%	-9.8%	-9.8%	-10.4%	-7.4%	-7.7%	2.8%	13.8%	0.4%	6.4%	9.9%	2.3%	-1.8%	3.8%
% of total revenue	14.3%	11.9%	10.2%	9.4%	9.1%	8.4%	7.7%	8.6%	8.2%	7.9%	8.5%	8.5%	8.3%	8.0%	8.0%	8.0%	8.0%	8.0%
Restructuring, Acquisition, and Other Charges	19.5	0.3		27.3	0.5	0.4	31.6	59.8	4.4	0.9			5.3					0.0
y/y change		-98.3%																
% of total revenue	1.5%	0.0%	0.0%	7.5%	0.1%	0.1%	7.1%	3.7%	1.1%	0.2%	0.0%	0.0%	0.3%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Operating Expenses	984.3	1,052.2	1,136.0	313.5	295.8	292.7	321.4	1,223.3	303.6	308.3	267.9	281.1	1,161.0	291.7	302.6	281.5	283.2	1,159.0
y/y change	74.404	6.9%	8.0%	15.1%	-0.7%	3.7%	13.3%	7.7%	-3.1%	4.2%	-8.5%	-12.5%	-5.1%	-3.9%	-1.8%	5.1%	0.7%	-0.2%
% of total revenue	74.4%	72.9%	75.5%	85.8%	78.7%	71.6%	72.2%	76.7%	78.1%	76.9%	64.2%	61.0%	69.6%	69.1%	69.4%	62.1%	58.9%	64.7% 240.8
Operating Income y/y change	20.8	<b>59.9</b> 188.2%	25.6 -57.3%	(29.9) -580.1%	(5.4) 55.6%	32.1 1138.5%	36.8 27.5%	<b>33.6</b> 31.1%	3.2 110.8%	9.5 275.7%	<b>57.2</b> 78.3%	<b>79.9</b> 117.1%	149.8 346.3%	<b>37.7</b> 1068.6%	<b>37.4</b> 295.0%	<b>72.4</b> 26.6%	<b>93.3</b> 16.7%	60.7%
Operating Margin	1.6%	4.1%	-57.3% 1.7%	-580.1%	-1.4%	7.8%	8.3%	2.1%	0.8%	2.4%	13.7%	17.1%	9.0%	8.9%	295.0% 8.6%	16.0%	19.4%	13.4%
Interest Income	2.3	1.2	9.2	7.6	9.9	10.4	11.7	39.7	13.4	13.8	2.0	2.1	31.3	2.4	2.6	2.6	2.8	10.4
Interest Expense	(149.4)	(132.4)	(78.0)	(35.1)	(37.5)	(39.3)	(39.6)	(151.4)	(39.1)	(38.3)	(29.0)	(28.9)	(135.3)	(27.7)	(26.5)	(26.4)	(26.3)	(106.8)
Loss on Debt Refinancing	(37.4)	, ,	, ,				. "	, ,	` ′	7	,		, ,	` ′	/	` ′	/	, ,
Other Income (Expense), Net	(26.4)	26.3	9.0	0.6	2.5	5.5	(7.7)	1.0	6.3	0.9	0.0	0.0	7.2	0.0	0.0	0.0	0.0	0.0
Total Interest and Other Income	(211.0)	(104.9)	(59.8)	(26.8)	(25.0)	(23.4)	(35.5)	(110.7)	(19.4)	(23.7)	(27.0)	(26.8)	(96.8)	(25.3)	(23.9)	(23.8)	(23.5)	(96.4)
Income Before Towns	(400.0)	(7F 0)	(0.4.0)	(50.0)	(00.1)	0 =		(77.0)	(40.1)	(4.4.0)	00.0	50.0	50.0	40.	40.5	40.0	00.0	
Income Before Taxes Income Tax Expense (Benefit)	(190.2) (22.3)	(75.9) 24.0	(34.2) 19.5	(56.8) 59.6	(30.4) 122.1	8.7 (70.6)	1.3 (63.0)	(77.2) 48.1	(16.1) (25.5)	(14.3) (19.1)	30.2 27.1	53.2 34.5	52.9 17.0	12.4 22.5	13.5 23.4	48.6 32.7	69.8 49.0	144.4 127.7
Income Tax Expense (Benefit)  Tax Rate	11.7%	-31.7%	19.5 -57.0%	59.6 NM	122.1 NM	-810.9%	-4801.7%	-62.3%	(25.5) NM	(19.1) NM	27.1 89.8%	34.5 64.8%	17.0 32.1%	181.8%	173.3%	67.2%	49.0 70.2%	127.7 88.4%
Net Income	(167.9)	(99.9)	(53.7)	(116.4)	(152.5)	79.3	64.3	(125.3)	9.3	4.8	3.1	18.7	35.9	(10.1)	(9.9)	15.9	20.8	16.7
	` '	,55.5)	,55.7)	(/)	()		55	•	0.0	5	<b></b>		55.5	, ,	(0.0)		20.0	
GAAP EPS	(\$0.69)	(\$0.40)	(\$0.19)	(\$0.41)	(\$0.53)	\$0.27	\$0.21	(\$0.43)	\$0.03	\$0.02	\$0.01	\$0.06	\$0.11	(\$0.03)	(\$0.03)	\$0.05	\$0.06	\$0.05
y/y change		41.9%	52.2%	NM	-388.1%	582.9%	NM	-127.4%	107.3%	102.9%	-96.3%	-71.8%	126.4%	-209.5%	-306.5%	395.3%	6.4%	-54.4%
Shares Outstanding	044	050						005 -					000			040-		
Basic arouth	244.3	250.3	281.1	284.9 0.5%	287.1 0.8%	289.4 0.8%	292.9 1.2%	288.6	296.9 1.4%	300.9 1.4%	303.9 1.0%	307.0	302.2	310.0	313.1 1.0%	316.3 1.0%	319.4	314.7
q/q growth Diluted	244.3	251.5	281.1	0.5% 284.9	0.8% 287.1	0.8% 296.6	304.8	293.3	1.4% 312.5	1.4% 314.9	311.5	1.0% 314.7	313.4	1.0% 310.0	313.1	1.0% 325.8	1.0% 329.0	319.5
y/y growth	244.3	251.5	11.8%	2.2%	2.4%	5.2%	7.6%	293.3 4.4%	9.7%	9.7%	5.1%	3.2%	6.8%	-0.8%	-0.6%	325.8 4.6%	329.0 4.6%	1.9%
q/q growth		2.070	7.1.070	0.5%	0.8%	3.3%	2.8%	770	2.5%	0.8%	-1.1%	1.0%	0.070	-1.5%	1.0%	4.0%	1.0%	
9,4,9,0,111				110	/0	2.270	=/0			0.070	,0					,0		

Exhibit 140: Informatica Non-GAAP Income Statement

\$ in millions, except per share data	Dec-20	Dec-21	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25	Dec-25
\$ in millions, except per share data	2020	2021	2022	1Q23	2Q23	3Q23	4Q23	2023	1Q24	2Q24	3Q24E	4Q24E	2024E	1Q25E	2Q25E	3Q25E	4Q25E	2025E
Non-GAAP Income Statement																		
Subscriptions	593.8	747.7	857.2	213.9	227.6	261.8	300.1	1,003.5	252.0	264.3	277.1	317.8	1,111.2	283.3	298.0	316.0	341.5	1,238.8
y/y change	25.9%	25.9%	14.6%	8.2%	9.9%	22.3%	25.9%	17.1%	17.8%	16.1%	5.8%	5.9%	10.7%	12.4%	12.8%	14.1%	7.4%	11.5%
Perpetual License	63.1	29.3	10.4	0.8	0.0	0.2	2.3	3.3	0.0	0.0	0.2	2.3	2.5	0.0	0.0	0.2	2.3	2.5
y/y change	-56.0%	-53.6%	-64.5%	-69.8%	-99.4%	-83.0%	-45.9%	-68.2%	-97.4%	-100.0%	0.0%	0.0%	-24.1%	0.0%	#DIV/0!	0.0%	0.0%	0.0%
Software Revenue	657.0	776.9	867.6	214.7	227.6	262.0	302.4	1,006.8	252.0	264.3	277.3	320.1	1,113.7	283.3	298.0	316.2	343.8	1,241.3
y/y change	6.8%	18.3%	11.7%	7.1%	8.7%	21.8%	24.7%	16.0%	17.4%	16.1%	5.8%	5.8%	10.6%	12.4%	12.8%	14.0%	7.4%	11.5%
Maintenance and Professional Services	666.1	667.1	637.6	150.7	148.4	146.5	142.8	588.4	136.6	136.3	139.7	140.6	553.2	138.9	137.8	137.0	137.0	550.8
y/y change	-3.7%	0.1%	-4.4%	-6.9%	-8.8%	-6.5%	-8.6%	-7.7%	-9.4%	-8.1%	-4.6%	-1.5%	-6.0%	1.7%	1.1%	-1.9%	-2.5%	-0.4%
Total Revenue	1,323.1	1,444.1	1,505.1	365.4	376.0	408.6	445.2	1,595.2	388.6	400.6	416.8	458.4	1,664.4	422.2	435.9	453.1	478.5	1,789.6
y/y change	1.3%	9.1%	4.2%	0.9%	1.1%	9.8%	11.6%	6.0%	6.3%	6.6%	2.0%	3.0%	4.3%	8.6%	8.8%	8.7%	4.4%	7.5%
3.9 3.																		1
Cost of Revenue																		1
Subscriptions	52.7	78.2	93.5	31.4	33.6	33.4	37.9	136.3	42.1	41.9	41.6	47.7	173.2	45.3	47.7	50.6	54.6	198.2
Perpetual License	3.7	4.3	0.5	0.2	0.2	0.2	0.2	0.7	(0.0)	(0.1)	0.0	0.2	0.2	0.0	0.0	0.0	0.2	0.2
Maintenance and Professional Services	159.3	170.5	193.3	40.1	40.0	38.4	37.2	155.6	30.5	30.2	40.5	40.8	142.0	40.3	40.0	39.7	39.7	159.7
Total Cost of Revenue	215.7	253.0	287.3	71.7	73.8	71.9	75.2	292.6	72.6	72.0	82.1	88.4	315.3	85.6	87.7	90.3	94.4	358.2
% of revenue	16.3%	17.5%	19.1%	19.6%	19.6%	17.6%	16.9%	18.3%	18.7%	18.0%	19.7%	19.3%	18.9%	20.3%	20.1%	19.9%	19.7%	20.0%
70 07 10 10110	70.070	77.070	10.170	70.070	10.070		70.070	70.070	10.770	70.070	70.770	10.070	70.070	20.070	20.770	10.070	70.770	1 20.070
Gross Profit																		1
Subscriptions	541.1	669.5	763.6	182.6	193.9	228.5	262.2	867.2	209.9	222.4	235.5	270.1	938.0	237.9	250.4	265.5	286.8	1,040.6
Gross Margin	91.1%	89.5%	89.1%	85.3%	85.2%	87.3%	87.4%	86.4%	83.3%	84.2%	85.0%	85.0%	84.4%	84.0%	84.0%	84.0%	84.0%	84.0%
Perpetual License	59.4	25.0	9.9	0.6	(0.1)	0.0	2.1	2.6	0.0	0.1	0.2	2.1	2.4	0.0	0.0	0.2	2.1	2.3
Gross Margin	94.2%	85.2%	95.3%	79.7%	NM	23.1%	91.8%	79.9%	161.8%	NM	91.0%	91.0%	94.0%	91.0%	91.0%	91.0%	91.0%	91.0%
Maintenance and Professional Services	506.9	496.6	95.3% 444.2	110.6	108.4	108.1	105.6	432.7	101.8%	106.1	99.2	99.8	411.2	98.6	97.0%	97.0%	97.0%	391.1
								-										
Gross Margin Total Gross Profit	76.1% 1.107.4	74.4% 1.191.1	69.7% 1.217.8	73.4% 293.8	73.1% 302.2	73.8% <b>336.7</b>	74.0% 369.9	73.6% 1.302.6	77.7% 316.0	77.8% <b>328.6</b>	71.0% 334.9	71.0% 372.0	74.3% 1,351.6	71.0% 336.6	71.0% 348.2	71.0% 362.9	71.0% 386.2	71.0% 1.434.0
Gross Margin	83.7%	82.5%	80.9%	293.6 80.4%	302.2 80.4%	336.7 82.4%	83.1%	81.7%	81.3%	326.6 82.0%	334.9 80.4%	81.2%	81.2%	79.7%	79.9%	302.9 80.1%	80.7%	80.1%
Gross wargin	63.7 /6	62.5%	00.976	60.476	00.47	02.4/6	63.176	61.776	61.376	02.076	60.4%	01.2/0	01.270	19.176	19.9/0	00.176	60.7 /6	80.176
Onesetine Funesce																		1
Operating Expenses	040.0	040.5	070.7	00.0	70.0	00.4	00.4	070.0	04.4	00.0	55.0	54.0	004.4	04.0	05.5	F0 F	54.5	040.0
Research and Development	219.3	249.5	278.7	68.8	70.6	69.1	63.4	272.0	61.4	62.2	55.9	51.6	231.1	64.6	65.5	58.5	51.5	240.0
% of revenue	16.6%	17.3%	18.5%	18.8%	18.8%	16.9%	14.3%	17.0%	15.8%	15.5%	13.4%	11.3%	13.9%	15.3%	15.0%	12.9%	10.8%	13.4%
Sales and Marketing	436.9	484.3	496.5	114.1	119.4	113.2	119.6	466.3	118.5	125.4	109.3	116.2	469.4	127.5	135.1	117.4	119.9	499.9
% of revenue	33.0%	33.5%	33.0%	31.2%	31.8%	27.7%	26.9%	29.2%	30.5%	31.3%	26.2%	25.4%	28.2%	30.2%	31.0%	25.9%	25.1%	27.9%
General and Administrative	79.2	104.1	91.9	26.1	24.7	26.3	25.0	102.0	26.9	26.2	25.0	27.5	105.6	25.3	26.2	27.2	28.7	107.4
% of revenue	6.0%	7.2%	6.1%	7.1%	6.6%	6.4%	5.6%	6.4%	6.9%	6.5%	6.0%	6.0%	6.3%	6.0%	6.0%	6.0%	6.0%	6.0%
Total Operating Expenses	735.4	837.9	867.1	209.0	214.7	208.6	208.1	840.3	206.8	213.7	190.2	195.3	806.0	217.4	226.7	203.1	200.1	847.3
% of revenue	55.6%	58.0%	57.6%	57.2%	57.1%	51.1%	46.7%	52.7%	53.2%	53.4%	45.6%	42.6%	48.4%	51.5%	52.0%	44.8%	41.8%	47.3%
		252.2				100.1	101.0				•							
Operating Income	372.0	353.2	350.7	84.8	87.5	128.1	161.9	462.3	109.3	114.9	144.7	176.7	545.5	119.2	121.5	159.8	186.1	586.7
Operating Margin	28.1%	24.5%	23.3%	23.2%	23.3%	31.3%	36.4%	29.0%	28.1%	28.7%	34.7%	38.5%	32.8%	28.2%	27.9%	35.3%	38.9%	32.8%
y/y change	NM	-5.1%	-0.7%	1.7%	25.3%	52.9%	42.4%	31.8%	28.8%	31.2%	13.0%	9.1%	18.0%	9.1%	5.8%	10.4%	5.3%	7.5%
								27.8%					31.35%					1
Interest Income	2.3	1.2	9.2	7.6	9.9	10.4	11.7	39.7	13.4	13.8	2.0	2.1	31.3	2.4	2.6	2.6	2.8	10.4
Interest Expense	(149.4)	(132.4)	(78.0)	(35.1)	(37.5)	(39.3)	(39.6)	(151.4)	(39.1)	(38.3)	(29.0)	(28.9)	(135.3)	(27.7)	(26.5)	(26.4)	(26.3)	(106.8)
Other Income (Expense), Net	(26.4)	26.3	9.0	0.6	2.5	5.5	(7.7)	1.0	6.3	0.9	0.0	0.0	7.2	0.0	0.0	0.0	0.0	0.0
Total Interest and Other Income	(173.6)	(104.9)	(59.8)	(26.8)	(25.0)	(23.4)	(35.5)	(110.7)	(19.4)	(23.7)	(27.0)	(26.8)	(96.8)	(25.3)	(23.9)	(23.8)	(23.5)	(96.4)
Income Before Taxes	198.4	248.3	290.9	58.0	62.5	104.7	126.4	351.5	89.9	91.1	117.7	149.9	448.7	93.9	97.6	136.1	162.6	490.2
Income Tax Expense (Benefit)	43.8	55.0	66.9	13.3	14.4	24.1	29.1	80.9	20.7	19.9	27.1	34.5	102.1	22.5	23.4	32.7	39.0	117.7
Tax Rate	22.1%	22.2%	23.0%	23.0%	23.0%	23.0%	23.0%	23.0%	23.0%	21.8%	23.0%	23.0%	22.8%	24.0%	24.0%	24.0%	24.0%	24.0%
																		1
Net Income	154.7	193.3	224.0	44.6	48.1	80.6	97.3	270.7	69.2	71.2	90.7	115.4	346.5	71.3	74.2	103.4	123.6	372.6
y/y change		24.9%	15.9%	-22.8%	7.3%	53.2%	41.8%	20.9%	55.1%	48.0%	12.5%	18.6%	28.0%	3.1%	4.2%	14.1%	7.1%	7.5%
Non-GAAP EPS	\$0.63	\$0.76	\$0.78	\$0.15	\$0.17	\$0.28	\$0.32	\$0.92	\$0.22	\$0.23	\$0.29	\$0.37	\$1.11	\$0.22	\$0.23	\$0.32	\$0.38	\$1.15
y/y change		20.8%	3.6%	-23.9%	4.7%	53.2%	33.5%	17.9%	43.2%	36.7%	3.5%	14.9%	19.6%	0.9%	1.7%	9.1%	2.4%	3.9%
Shares Outstanding																		
Basic	244.3	250.3	281.1	284.9	287.1	289.4	292.9	288.6	296.9	300.9	303.9	307.0	302.2	310.0	313.1	316.3	319.4	314.7
y/y growth		2.5%	12.3%	2.2%	2.4%	2.7%	3.3%	2.6%	4.2%	4.8%	5.0%	4.8%	4.7%	4.4%	4.1%	4.1%	4.1%	4.2%
Diluted	246.8	255.3	285.6	288.6	291.0	286.8	304.8	292.8	312.5	314.9	311.5	314.7	313.4	319.3	322.5	325.8	329.0	324.2
y/y growth		3.4%	11.9%	1.4%	2.4%	0.0%	6.2%	2.5%	8.3%	8.2%	8.6%	3.2%	7.0%	2.2%	2.4%	4.6%	4.6%	3.4%
g/g growth		2		0.6%	0.8%	-1.4%	6.3%	2.370	2.5%	0.8%	-1.1%	1.0%		1.5%	1.0%	1.0%	1.0%	2/0
7 7 3				/0	2.270	,0	/0		/0	/0	,0					/0		

Exhibit 141: Informatica Balance Sheet

(\$ in millions, except per share data)	Dec-21	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25	Dec-25	Mar-26	Jun-26	Sep-26	Dec-26	Dec-26
	2021	2022	1Q23	2Q23	3Q23	4Q23	2023	1Q24	2Q24	3Q24E	4Q24E	2024E	1Q25E	2Q25E	3Q25E	4Q25E	2025E	1Q26E	2Q26E	3Q26E	4Q26E	2026E
Balance Sheet																						
Current assets																						1
Cash and cash equivalents	456.4	497.9	632.9	632.8	612.1	732.4	732.4	855.1	798.5	881.8	1,028.5	1,028.5	1,153.3	1,163.4	1,268.2	1,455.8	1,455.8	1,602.0	1,583.2	1,740.8	1,976.6	1,976.6
Short-term investments	40.0	218.3	165.1	188.7	257.0	259.8	259.8	258.2	330.1	330.1	330.1	330.1	330.1	330.1	330.1	330.1	330.1	330.1	330.1	330.1	330.1	330.1
Accounts receivable, net	432.3	454.8	261.6	299.9	273.4	500.1	500.1	274.7	318.7	379.3	555.3	555.3	298.5	346.8	412.3	579.6	579.6	320.9	370.5	450.7	635.7	635.7
Contract assets, net	109.3	95.2	93.9	85.8	89.5	79.9	79.9	86.0	83.2	83.2	83.2	83.2	83.2	83.2	83.2	83.2	83.2	83.2	83.2	83.2	83.2	83.2
Prepaid expenses and other current assets	133.8	132.6	125.3	121.3	125.1	180.4	180.4	226.1	252.7	166.8	186.7	186.7	245.6	274.9	181.3	194.8	194.8	264.1	293.7	198.2	213.7	213.7
Total current assets	1,171.8	1,398.8	1,278.9	1,328.5	1,357.0	1,752.6	1,752.6	1,700.0	1,783.1	1,841.1	2,183.7	2,183.7	2,110.6	2,198.4	2,275.0	2,643.4	2,643.4	2,600.2	2,660.7	2,803.0	3,239.3	3,239.3
Non-current assets																						1
Restricted cash	1.7																					1
Property and equipment, net	177.4	160.6	158.1	155.3	152.5	149.3	149.3	147.6	144.1	142.1	140.4	140.4	138.6	136.9	135.3	134.0	134.0	132.5	131.1	130.0	129.1	129.1
Operating lease right-of-use assets	74.8	67.7	63.0	59.9	58.1	57.8	57.8	55.1	51.4	47.9	44.5	44.5	41.1	37.6	34.2	30.8	30.8	27.3	23.9	20.5	17.0	17.0
Goodwill	2,380.8	2,337.0	2,346.6	2,349.9	2,340.6	2,361.6	2,361.6	2,349.1	2,345.8	2,308.2	2,266.8	2,266.8	2,231.7	2,195.5	2,157.9	2,118.0	2,118.0	2,080.3	2,041.7	2,000.6	1,956.8	1,956.8
Customer relationships intangible asset, net	948.6	794.9	764.5	732.5	698.2	669.8	669.8	639.1	609.9	609.9	609.9	609.9	609.9	609.9	609.9	609.9	609.9	609.9	609.9	609.9	609.9	609.9
Other intangible assets, net	78.9	33.1	28.4	23.6	22.1	17.4	17.4	13.1	8.8	8.8	8.8	8.8	8.8	8.8	8.8	8.8	8.8	8.8	8.8	8.8	8.8	8.8
Deferred tax assets	13.2	13.1	13.8	19.8	16.4	15.2	15.2	15.3	15.4	15.4	15.4	15.4	15.4	15.4	15.4	15.4	15.4	15.4	15.4	15.4	15.4	15.4
Other assets	139.2	165.7	162.4	158.3	153.0	178.4	178.4	165.6	163.3	151.7	188.0	188.0	183.8	180.6	167.3	194.4	194.4	195.5	191.3	181.6	214.3	214.3
Total assets	4,986.3	4,970.9	4,815.6	4,827.8	4,797.8	5,202.1	5,202.1	5,084.9	5,121.8	5,125.3	5,457.6	5,457.6	5,339.9	5,383.1	5,403.9	5,754.7	5,754.7	5,670.0	5,682.9	5,769.8	6,190.6	6,190.6
Current liabilities																						
Accounts payable	41.8	38.0	20.4	15.6	8.0	18.1	18.1	20.1	20.5	20.8	39.8	39.8	29.3	23.0	20.1	38.3	38.3	27.1	23.1	18.8	36.8	36.8
Accrued liabilities	74.8	58.8	40.8	42.6	39.0	61.2	61.2	52.7	43.9	48.6	65.6	65.6	52.2	48.5	48.1	67.3	67.3	58.8	51.4	55.1	74.5	74.5
Accrued compensation and related expenses		150.1	74.6	95.7	106.7	167.4	167.4	78.0	94.3	109.0	173.2	173.2	84.7	102.6	118.4	180.8	180.8	91.1	109.6	129.5	198.3	198.3
Current operating lease liabilities	18.5	17.5	16.4	16.3	16.4	16.4	16.4	15.7	14.8	14.8	14.8	14.8	14.8	14.8	14.8	14.8	14.8	14.8	14.8	14.8	14.8	14.8
Current portion of long-term debt		18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8
Income taxes payable		3.8	18.6	119.5	29.0	4.3	4.3	2.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9
Contract liabilities	613.3	676.5	644.9	645.2	599.7	767.2	767.2	708.6	685.7	617.2	773.9	773.9	743.1	746.1	689.0	865.4	865.4	835.2	782.4	753.2	959.8	959.8
Total current liabilities	748.4	963.5	834.4	953.7	817.5	1,053.4	1,053.4	896.7	878.9	830.0	1,087.0	1,087.0	943.7	954.6	910.0	1,186.3	1,186.3	1,046.6	1,001.0	991.0	1,304.0	1,304.0
Long term liabilities																						1
Long-term operating lease liabilities	62.5	55.2	51.4	48.2	46.3	46.0	46.0	43.3	39.9	39.9	39.9	39.9	39.9	39.9	39.9	39.9	39.9	39.9	39.9	39.9	39.9	39.9
Long-term contract liabilities		23.0	21.9	18.1	14.7	19.5	19.5	13.5	11.8	15.0	20.2	20.2	14.7	12.8	16.3	21.0	21.0	15.8	13.7	17.8	23.1	23.1
Long-term debt	1,837.4	1,821.8	1,817.8	1,813.8	1,809.9	1,806.0	1,806.0	1,802.0	1,798.1	1,794.6	1,790.7	1,790.7	1,786.8	1,782.9	1,779.1	1,775.2	1,775.2	1,771.3	1,767.4	1,763.5	1,759.6	1,759.6
Deferred tax liabilities	104.8	18.6	31.4	30.4	27.3	22.4	22.4	21.8	20.7	20.7	20.7	20.7	20.7	20.7	20.7	20.7	20.7	20.7	20.7	20.7	20.7	20.7
Long-term income taxes payable			32.5	37.7	37.8	37.7	37.7	37.8	40.1	40.1	40.1	40.1	40.1	40.1	40.1	40.1	40.1	40.1	40.1	40.1	40.1	40.1
Other liabilities	3.8	3.9	4.6	3.7	3.8	4.6	4.6	7.0	6.4	6.4	6.4	6.4	6.4	6.4	6.4	6.4	6.4	6.4	6.4	6.4	6.4	6.4
Total Liabilities	2,756.9	2,885.9	2,794.0	2,905.7	2,757.2	2,989.5	2,989.5	2,822.1	2,796.0	2,746.7	3,005.0	3,005.0	2,852.4	2,857.6	2,812.6	3,089.7	3,089.7	2,940.8	2,889.3	2,879.5	3,193.8	3,193.8
													·			·						
Stockholders' equity	1,983.7	2,054.4	2,021.6	1,922.1	2,040.5	2,212.6	2,212.6	2,262.8	2,325.8	2,378.6	2,452.6	2,452.6	2,487.5	2,525.5	2,591.3	2,665.0	2,665.0	2,729.2	2,793.6	2,890.3	2,996.8	2,996.8
Total liabilities and shareholders' equity	4,986.3	4,970.9	4,815.6	4,827.8	4,797.8	5,202.1	5,202.1	5,084.9	5,121.8	5,125.3	5,457.6	5,457.6	5,339.9	5,383.1	5,403.9	5,754.7	5,754.7	5,670.0	5,682.9	5,769.8	6,190.6	6,190.6

### Exhibit 142: Informatica Cash Flow Statement

(\$ in millions, except per share data)															_					_							_				
	Dec-20	Mar-21		Sep-21	Dec-21	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22						Dec-23		Jun-24		Dec-24	Dec-24			Sep-25	Dec-25	Dec-25	Mar-26				Dec-26
	2020	1021	2Q21	3Q21	4Q21	2021	1Q22	2Q22	3Q22	4Q22	2022	1Q23	2Q23	3Q23	4Q23	2023	1Q24	2Q24	3Q24E	4Q24E	2024E	1Q25E	2Q25E	3Q25E	4Q25E	2025E	1Q26E	2Q26E	3Q26E	4Q26E	2026E
Cash Flow Statement													سط																		
Cash from Operating Activities																											<b>↓</b>				
Net income (loss)	(65.1)	(2.0)	(34.3)	2.7	(66.3)	(99.9)	(3.2)	(30.5)	(15.6)	(4.4)	(53.7)	(116.4)	(152.5)	79.3	64.3	(125.3)	9.3	4.8	3.1	18.7	35.9	(10.1)	(9.9)	15.9	20.8	16.7	14.2	13.3	42.1	48.5	118.1
Depreciation and amortization	14.7	6.3	6.2	6.2	6.2	24.9	5.7	5.6	5.1	4.7	21.2	4.2	4.3	4.2	4.8	17.5	2.2	3.9	4.5	4.4	15.0	4.4	4.3	4.3	4.2	17.2	4.2	4.1	4.1	4.1	16.5
Non-cash operating lease costs	11.3	3.4	4.0	4.7	3.3	15.3	4.6	4.1	4.1	3.4	16.3	5.4	3.7	3.8	3.5	16.3	3.9	3.4	3.4	3.4	14.2	3.4	3.4	3.4	3.4	13.7	3.4	3.4	3.4	3.4	13.7
Stock-based compensation	5.4	2.6	3.3	4.0	35.1	45.0	29.3	34.6	34.2	37.9	135.9	50.3	55.2	56.5	56.0	218.1	64.1	65.5	50.0	55.3	234.9	46.4	47.9	49.9	52.9	197.1	49.9	51.2	54.5	58.0	213.7
Deferred income taxes	(43.9)	(6.5)	(36.7)	7.3	17.0	(18.9)	(6.1)	(51.2)	(27.4)	(0.8)	(85.6)	11.5	(7.5)	0.4	(3.4)	1.0	(0.8)	(0.7)			(1.6)					0.0	1				0.0
Amortization of intangible assets and acquired technology	145.4	61.8	61.7	61.5	61.0	245.9	47.8	47.4	46.9	46.7	188.8	37.2	37.2	37.5	37.4	149.3	32.8	32.7	37.5	41.5	144.5	35.0	36.2	37.6	39.9	148.7	37.7	38.7	41.1	43.8	161.2
Gain on sale of investment in equity interest	(0.1)	(0.1)				(0.1)					0.0					0.0					0.0					0.0	ı				0.0
Amortization of debt issuance costs	2.9	1.4	1.5	1.5	1.1	5.5	0.9	0.9	0.9	0.9	3.6	0.8	0.9	0.9	0.9	3.5	0.9	0.9	0.8	0.8	3.4	0.8	0.8	0.8	0.8	3.2	0.8	0.8	0.8	0.8	3.2
Amortization of investment discount, net of premium	0.0					0.0			(0.3)	(0.7)	(1.0)	(0.9)	(0.9)	(1.2)	(1.4)	(4.4)	(1.4)	(1.4)			(2.8)					0.0	ı				0.0
Loss on debt refinancing	(10.2)				30.9													1.4									ı				
Unrealized loss (gain) on remeasurement of debt	59.3	(23.6)	5.1	(12.8)	1.6																						ı				
Working Capital:	1.8	21.6	28.8	(37.0)		9.8	(8.8)	5.0	5.4	(27.0)	(25.5)	77.7	96.3	(122.5)	(61.1)	(9.6)	20.7	(85.6)	(8.9)	30.1	(43.7)	53.3	(65.3)	0.2	73.1	61.3	43.4	(122.8)	19.2	85.0	24.8
Accounts receivable	(154.7)	150.7	(5.2)	2.3	(174.1)	(26.4)	177.7	(37.6)	34.6	(192.0)	(17.2)	197.6	(38.3)	23.3	(220.9)	(38.3)	220.7	(44.3)	(60.6)	(176.0)	(60.2)	256.8	(48.3)	(65.5)	(167.3)	(24.3)	258.7	(49.6)		(185.0)	(56.2)
Prepaid expenses and other assets	(39.4)	(4.5)	(8.8)	(6.7)	(44.2)	(64.2)	(4.5)	8.2	6.7	(35.9)	(25.5)	11.0	16.1	(1.2)	(24.0)	1.9	(0.2)	8.4	97.4	(56.1)	49.5	(54.7)	(26.1)	106.9	(40.6)	(14.6)	(70.3)	(25.5)	105.3	(48.1)	(38.7)
Accounts payable and accrued liabilities	101.2	(95.5)	32.6	(2.6)	102.2	36.8	(126.3)	16.3	(2.7)	62.1	(50.7)	(118.1)	14.7	(4.7)	87.3	(20.8)	(97.0)	5.0	19.6	100.4	27.9	(112.5)	7.9	12.5	99.8	7.8	(109.5)	7.2	19.2	106.3	23.2
Income taxes payable	20.4	(8.9)	24.8	(13.5)	(22.2)	(19.8)	(18.0)	32.8	7.7	(10.5)	12.1	22.2	106.6	(96.2)	(67.8)	(35.2)	(43.5)	(31.3)	0.0	0.0	(74.8)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Contract liabilities	74.3	(20.2)	(14.7)	(16.5)	134.7	83.3	(37.7)	(14.8)	(40.8)	149.2	55.9	(35.0)	(2.8)	(43.7)	164.3	82.8	(59.2)	(23.5)	(65.3)	161.9	13.8	(36.3)	1.2	(53.7)	181.2	92.4	(35.5)	(54.9)	(25.1)	211.9	96.5
Net cash provided by operating activities	121.5	64.9	39.5	37.9	86.3	227.5	70.2	15.9	53.3	60.7	200.1	69.9	36.7	58.7	101.0	266.3	131.6	24.9	90.5	154.2	399.8	133.3	17.4	112.2	195.2	458.1	153.6	(11.3)	165.3	243.6	551.2
y/y growth		#DIV/0!	-8.0%	-11.6%	9.9%	87.3%	8.0%	-59.7%	40.4%	-29.6%	-12.1%	-0.4%	130.4%	10.2%	66.4%	33.1%	88.4%	-32.3%	54.1%	52.6%	50.1%	1.3%	-29.8%	24.0%	26.6%	14.6%	15.2%	-164.8%	47.4%	24.8%	20.3%
Operating cash flow margin	9.2%	19.5%	11.6%	10.5%	21.2%	15.8%	19.4%	4.3%	14.3%	15.2%	13.3%	19.1%	9.8%	14.4%	22.7%	16.7%	33.9%	6.2%	21.7%	33.6%	24.0%	31.6%	4.0%	24.8%	40.8%	25.6%	33.8%	-2.4%	33.4%	46.4%	28.4%
																											ı				
Cash from investing activities																											ı				
Purchases of property and equipment	(14.3)	(0.7)	(0.6)	(4.7)	(4.8)	(10.8)	(0.6)	(0.4)	(0.6)	(3.9)	(5.5)	(1.2)	(1.9)	(1.8)	(1.6)	(6.5)	(0.4)	(1.2)	(2.5)	(2.8)	(6.8)	(2.53)	(2.62)	(2.72)	(2.87)	(10.7)	(2.72)	(2.79)	(2.97)	(3.15)	(11.6)
Purchase of investments	(29.7)	(9.9)	(25.5)	(28.7)	(26.2)	(90.4)	(17.2)	(31.4)	(132.6)	(108.8)	(290.0)	(30.3)	(117.6)	(107.1)	(73.4)	(328.5)	(147.0)	(122.6)			(269.6)					0.0	ı				0.0
Maturities of investments	18.8	11.8	16.7	19.2	21.0	68.7	24.1	23.2	20.3	42.0	109.5	80.5	71.2	28.3	72.1	252.1	149.9	52.1			202.0					0.0	ı				0.0
Business acquisitions, net of cash acquired	(21.4)					0.0								(12.5)		(12.5)					0.0					0.0	ı				0.0
Sale of investment in equity interest		0.1											23.8	15.7		39.5	1.9				1.9					0.0					0.0
Net cash used in investing activities	(46.7)	1.3	(9.4)	(14.3)	(10.0)	(32.5)	6.2	(8.6)	(112.9)	(70.7)	(186.0)	49.0	(24.5)	(77.4)	(2.9)	(55.9)	4.4	(71.6)	(2.5)	(2.8)	(72.5)	(2.5)	(2.6)	(2.7)	(2.9)	(10.7)	(2.7)	(2.8)	(3.0)	(3.2)	(11.6)
Cash from financing activities																											ı				
Payment of debt	(56.8)	(5.9)	(5.9)	(5.9)	(1,355.8)	(1,373.6)		(4.7)	(4.7)	(4.7)	(14.1)	(4.7)	(4.7)	(4.7)	(4.7)	(18.8)	(4.7)	(6.7)	(4.7)	(4.7)	(20.7)	(4.7)	(4.7)	(4.7)	(4.7)	(18.8)	(4.7)	(4.7)	(4.7)	(4.7)	(18.8)
Payment of debt issuance costs	(1.3)				(25.5)	(25.5)					0.0					0.0		2.0			2.0					0.0	1				0.0
Proceeds from issuance of common stock under employee st	tock purchas	e plan					13.6		19.1		32.8	16.1		12.1		28.2	13.8				13.8					0.0	1				0.0
Payment of offering costs							(0.5)	(1.6)			(2.1)					0.0		(1.3)			(1.3)					0.0	ı				0.0
Payments for dividends related to Class B-2 shares							(0.0)				(0.0)	(0.0)				(0.0)	(0.0)				(0.0)					0.0	ı				0.0
Payments for taxes related to net share settlement of equity a	(0.6)	(0.1)	(0.9)	(0.5)	(1.3)	(2.8)					0.0		(11.1)	(15.2)	(18.6)	(44.9)	(45.8)	(30.8)			(76.7)					0.0	1				0.0
Payment of deferred and contingent consideration	(0.2)	(9.0)		(1.7)		(10.7)					0.0				1 1	0.0					0.0					0.0	ı				0.0
Net activity from derivatives with an other-than-insignificant fin	(4.3)	(4.6)	(4.7)	(4.8)	(4.8)	(19.0)	(4.6)	(2.5)	2.3	7.1	2.2					0.0					0.0					0.0	ı				0.0
Proceeds from issuance of shares	2.3	0.9	3.1	2.7	0.7	7.4	4.7	7.8	5.1	2.4	19.9	3.5	4.2	12.0	37.1	56.8	28.9	28.9			57.7					0.0	ı				0.0
Net cash provided by financing activities	(12.2)	(19.5)	(13.1)	(14.0)	(39.7)	(86.4)	13.2	(1.0)	21.8	4.8	38.8	14.9	(11.6)	4.3	13.8	21.4	(7.9)	(8.0)	(4.7)	(4.7)	(25.3)	(4.7)	(4.7)	(4.7)	(4.7)	(18.8)	(4.7)	(4.7)	(4.7)	(4.7)	(18.8)
			(2.8)	(3.7)	2.9	(0.0)	(2.4)	(8.4)	(5.5)	3.2	(13.1)	1.3	(0.7)	(6.3)	8.4	2.7	(5.6)	(1.8)		- 1	(7.4)	- '				0.0				` 1	0.0
FX Impact on cash and equivalents	(10.3)																														
	(10.3)	3.6	(2.0)	(3.1)		(0.0)																					1				
FX Impact on cash and equivalents	(10.3)	348.2	398.5	412.8	418.7	348.2		545.3	543.2		458.1	497.9	632.9	632.8	612.1	497.9	732.4	855.1	798.5	881.8	732.4	1.027.2	1.153.3	1.163.4	1.268.2	1.027.2	1.455.8	1.602.0	1.583.2	1.740.8	1.455.8
	(10.3)						458.1 87.2		543.2 (43.3)	499.9		497.9 135.0	632.9	632.8	612.1 120.3	497.9 234.6	732.4 122.6	855.1 (56.6)	798.5 83.3	881.8 146.8	732.4 294.7	1,027.2	1,153.3	1,163.4 104.8	1,268.2 187.6	1,027.2 428.6	1,455.8 146.2	1,602.0		1,740.8 235.8	1,455.8 520.8

Exhibit 143: Informatica Discounted Cash Flow Analysis

Assumptions and in puts		
Current risk-free rate		4.00%
Bolt		1,00
Historical equity risk premium		6.5%
Terminal growth rate		5.0%
Market Value (SMI)	5	7,220
Dobt Value (\$M)	5	1,829
Cost of equity		10.5%
Cost of debt		8.0%
Tax rate		21.0%
WACC		9.7%
Last earnings period end	(6	6/30/2024
Next Fiscal Year End		2/31/2024

early reserve	H	listorioais	0.00	2011/04/04	Hy per	Growth Perio	ď	11233	11112	Trans	tionary Perio	d	T	emina	
Flicaellyeer Comesponding Calendar Year Period	2021 2021	2022 2022	2023 2023	2024E 2024 0.5	2026E 2025	2028E 2026 2.5	2027E 2027 3.5	2028E 2028 4.5	2029E 2029 5.5	2030E 2030 6.5	2031E 2031 7.5	2032E 2032 8.5	2083E 2033 9.5	2034E	Perpetul
Risk free rate Beta	4.0% 1.00	4.0% 1,00	4.0% 1.00	4.0% 1.00	4.0% 1.00	4.0%	4.0% 1.00	4.0% 1.00	4.0% 1.00	4.0% 1.00	4.0% 1.00	4.0% 1.00	4.0% 1.00	4.0% 1.00	
Equity risk premium Cost of equity Cost of debt	6.5% 10.5% 5.0%	5.5% 10.5% 5.0%	5.5% 10.5% 5.0%	5.5% 10.5% 5.0%	8.5% 10.5% 8.0%	6.8% 10.8% 5.0%	6.6% 10.6% 8.0%	5.5% 10.5% 5.0%	6.5% 10.5% 5.0%	6.5% 10.5% 5.0%	6.6% 10.6% 6.0%	6.6% 10.6% 6.0%	0.6% 10.6% 0.0%	6.5% 10.5% 5.0%	
Debl'Total Value WACC Discourt factor			20.2% 8.7%	20.2% 9.7% 0.955	9.7% 9.7% 0.871	20.2% 9.7% 0.794	20.2% 8.7% 0.724	20.2% 9.7% 0.660	9.7% 0.602	9.7% 9.549	20.2% 9.7% 0.501	20.2% 9.7% 0.457	20.2% 9.7% 0.417	9.7% 9.380	
Total Revenue	1,444	1,606	1,696	1,887	1,792	1,942	2175	2,476	2,775	3,088	3,336	3,673	3,768	3,911	
y/y change		4.2%	6.0%	4.5%	7.6%	0.4%	12.0%	13.0%	121%	10.5%	5.5%	7.1%	6.6%	3.0%	
Free Cash Flow to Firm (FCFF) FCF margin y/y change	13.1%	325 21.0% 72.1%	280 16.3% -20.0%	507 30.4% 95.2%	528 29.4% 3.5%	599 30.8% 13.8%	898 32.0% 16.3%	817 33.0% 17.3%	926 33.3% 13.3%	1,032 33.7% 11.0%	1,134 34.0% 0.0%	1,227 34.3% 5.2%	1,308 34.796 0.5%	1,389 36%	d
Diluted Shares Outstanding	247	265	288	298	313	324	334	342	360	368	386	372	378	384	*
y/y change FCFF per chare NPV of FCF per chare	C-210		11.9%	2.5% 1.73 1.86	7.0% 1.88 1.48	3.4% 1.85 1.47	2.08 1.61	2.5% 2.39 1.58	2.84 1.69	2.2% 2.88 1.58	2.0% 3.11 1.58	1.0% 3.30 1.61	1,7% 3,48 1,44	1.6% 3.67 1.38	80.8 23.1

Upskie/(Down skie) Potential		48%
Current Price	5	2528
Total implied NPW Share		38.86
Shares outstanding	U-St	305
Working Capital - 5% of revenue		83.3
Net cash balance		(832)
Net Cash pershare	8	(3,00)
Total NPV of FCF/ Share		\$39.88
Terminal Value FCF/Share		\$23.16
NPV of FCF/Share, F2023-F2033		\$16.70

**MDB** 

# Exhibit 144: MongoDB GAAP Income Statement \$ in millions, except per share data

PY3   PY3   PY3   1024   2024   3024   4024   PY3   1025   2025	ψ III TIIIIIOTIS, except per sitare data	I 04	I CO	J C0	A 00	1	0-4-00	1 6-1	J C4	A C .	1	0-4.01	I C=	I C=	A 0=	1.4.05	0-4.0-	1 00	I 00
Authority of the property of t																			Jan-26
Subscription   958-3   8420   1295-1   254-7   409-3   418-3   448-3   148-3   448-3   148-7   448-3   148-3	GAAP Income Statement	1.121	1 122	1 123	1924	<u> 2024</u>	<u> </u>	4424	1 124	10(23	<u> 2Q23</u>	JUZJE	<del>4QZJL</del>	IIZJL	IQZUL	ZQZUL	JQZUL	4Q20L	IIZUL
yly growth of 14.9% 46.7% 22.9% 40.4% 30.4% 27.8% 51.8		565.3	842 0	1 235 1	354.7	409.3	418 3	444 9	1 627 3	436.9	463.8	481 5	493.2	1 875 5	503.5	549.4	585 4	605.7	2 244 0
Grig Growth Services 25.0 31.7 48.9 13.6 14.5 25.0 13.7 48.9 13.6 14.5 25.0 14.3 13.6 14.5 25.0 14.3 13.6 14.5 25.0 14.3 13.6 14.5 25.0 14.3 13.6 14.5 25.0 14.3 13.6 14.5 25.0 14.3 13.6 14.5 25.0 14.3 13.6 14.5 25.0 14.3 13.6 14.5 25.0 14.3 13.6 14.5 25.0 14.3 13.6 14.5 25.0 14.3 13.6 14.5 25.0 14.3 13.6 14.5 25.0 14.3 13.6 14.5 25.0 13.6 14.6 25.0 13.6 14.6 25.0 13.6 14.6 25.0 13.6 14.6 25.0 13.6 14.6 25.0 13.6 14.6 25.0 13.6 14.6 14.6 14.6 14.6 14.6 14.6 14.6 14																			
Services   14.00   1	, , , ,	41.470	40.970	40.7 /6				I	31.070					13.276					19.07
y growth   14,3%   28,5%   54,1%   24,5%   19,3%   13,5%   0.5%   13,3%   0.5%   13,3%   0.5%   13,3%   0.5%   13,3%   0.5%   13,3%   0.5%   13,3%   0.5%   13,3%   0.5%   13,3%   0.5%   1,3%   0.5%		05.0	04.7	40.0										57.0					07.0
Tag growth   Sept.								-											
Total Revenue		14.3%	26.8%	54.1%					13.8%					2.3%					19.2%
y y growth q'g growth 1,0% 40,0% 40,0% 40,0% 19,0% 39,0% 29,0% 26,0% 51,0% 22,0% 56,0% 51,0% 22,0% 10,0% 10,0% 11,0% 10,0% 10,																			
Cost of Revenue Subcorption 318-5 318-7 31																			
Cost of Revenue Subscription Subscription Subscription 145.3 277.9 284.6 78.2 84.8 88.0 94.3 346.2 100.8 107.4 119.8 44.7 122.1 134.6 142.1 146.5 545.3 147.1 19.8 144.7 122.1 134.6 142.1 146.5 545.3 147.1 19.8 144.7 122.1 134.6 142.1 146.5 545.3 147.1 19.8 144.7 122.1 134.6 142.1 146.5 545.3 147.1 19.8 144.7 122.1 134.6 142.1 146.5 545.3 147.1 14	y/y growth	40.0%	48.0%	47.0%	29.0%			26.8%	31.1%	22.3%			10.9%	14.8%	15.1%				19.6%
Subscription Services 31.8 41.6 64.7 19.3 28.46 78.2 84.8 88.0 94.3 346.2 100.8 106.8 117.4 119.8 444.7 122.1 134.6 142.1 140.5 545.5 Services 31.8 41.6 64.7 19.3 20.5 19.1 20.4 79.3 21.9 21.4 11.1 19.7 82.2 20.1 22.1 22.3 2.2 18.0 7 106.3 17.7 128.2 10.0 12.1 22.3 2.2 18.0 7 105.3 107.1 114.6 424.5 122.7 128.3 186.5 139.5 \$27.0 142.2 186.7 165.4 170.6 835.0 \$67.0 \$67.0 \$27.0	q/q growth				1.9%	15.1%	2.2%	5.8%		-1.6%	6.1%	3.7%	2.4%		2.1%	9.1%	6.5%	3.4%	
Services   18	Cost of Revenue																		
Total Card of Revenue    17.1   29.5   349.3   97.4   105.3   107.1   114.6   424.5   122.7   128.3   136.5   139.5   527.0   142.2   156.7   165.4   170.6   635.6	Subscription	145.3	217.9	284.6	78.2	84.8	88.0	94.3	345.2	100.8	106.8	117.4	119.8	444.7	122.1	134.6	142.1	146.5	545.3
Total Cots of Revenue 30.0% 29.7% 27.9% 27	Services	31.8	41.6	64.7	19.3	20.5	19.1	20.4	79.3	21.9	21.4	19.1	19.7	82.2	20.1	22.1	23.3	24.1	89.7
## Scherciption   \$0.0%   \$29.7%   \$27.2%   \$28.5%   \$24.9%   \$24.9%   \$24.7%   \$25.0%   \$25.2%   \$27.2%   \$28.8%   \$27.5%   \$27.5%   \$27.3%   \$27.4%   \$27.3%   \$27.5%   \$27.	Total Cost of Revenue	177.1	259.5	349.3	97.4	105.3	107.1		424.5	122.7	128.3	136.5		527.0	142.2	156.7	165.4	170.6	635.0
Gross Profit Subscription 420.1 624.1 950.5 276.5 324.5 330.4 350.7 1,282.1 336.1 357.0 364.2 373.4 1,430.7 381.4 414.8 443.3 459.2 1,888.7 1041 105.9									-										27.5%
Subscription 420.1 624.1 980.5 276.5 324.5 330.4 380.7 1,282.1 336.1 357.0 384.2 373.4 1,430.7 381.4 414.8 443.3 459.2 1,698.7 Total Gross Profit 413.3 614.3 93.47 270.8 316.5 325.9 343.4 1,285.5 327.9 349.9 359.3 38.4 1,405.5 376.5 409.4 437.7 453.3 1,675.6 Gross Margin 70.0% 70.3% 72.8% 72.5																			
Services   (6,8)   (9,9)   (1,8)   (5,7)   (6,1)   (4,5)   (7,3)   (23,6)   (6,3)   (7,1)   (4,8)   (5,0)   (25,3)   (4,9)   (5,4)   (5,6)   (5,9)   (21,8)   (7,1)																			
Total Gross Profit Gross Margin 70.0% 70.0% 72.8% 72.8% 72.5	Subscription	420.1	624.1	950.5	276.5	324.5	330.4	350.7	1,282.1	336.1	357.0	364.2	373.4	1,430.7	381.4	414.8	443.3	459.2	1,698.7
Gross Margin   70.0%   70.3%   72.8%   73.5%   75.1%   75.0%   75.0%   75.0%   75.0%   75.0%   72.8%   72.8%   72.5%   72.5%   72.5%   72.5%   72.5%   72.5%   72.5%   72.6%   72.3%   72.6%   72.7%   72.5%   72.5%   72.6%   72.3%   72.6%   72.7%   72.5%	Services	(6.8)	(9.9)	(15.8)	(5.7)	(6.1)	(4.5)	(7.3)	(23.6)	(8.3)	(7.1)	(4.8)	(5.0)	(25.3)	(4.9)	(5.4)	(5.6)	(5.9)	(21.8)
Operating Expenses Sales and Marketing Software 55.1% 54.0% 54.5% 49.6% 46.2% 44.6% 46.5%	Total Gross Profit	413.3	614.3	934.7	270.8	318.5	325.9	343.4	1,258.5	327.9	349.9	359.3	368.4	1,405.5	376.5	409.4	437.7	453.3	1,676.9
Sales and Marketing % of revenue 55.1% 64.0% 54.5% 49.0% 46.2% 44.6% 16.0% 46.6% 46.0% 46.	Gross Margin	70.0%	70.3%	72.8%	73.5%	75.1%	75.3%	75.0%	74.8%	72.8%	73.2%	72.5%	72.5%	72.7%	72.6%	72.3%	72.6%	72.7%	72.5%
Sales and Marketing % of revenue 55.1% 64.0% 54.5% 49.0% 46.2% 44.6% 16.0% 46.6% 46.0% 46.																			
## 6 frevenue   55.1%   54.0%   54.5%   49.0%   44.2%   44.6%   46.1%   46.5%   48.9%   44.9%   46.9%   48.9%   48.9%   44.9%   46.9%   48.9%   47.7%   46.2%   44.7%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   45.2%   47.1%   47.2%	,																		
Research and Development \$20.5.2\$ \$30.8.8\$ \$42.17, \$16.8\$ \$12.5.4\$ \$12.8.2\$ \$14.5.6\$ \$15.9\$ \$14.6.1\$ \$14.90\$ \$14.7.4\$ \$15.3.1\$ \$59.5.5\$ \$15.8.3\$ \$17.5.3\$ \$17.4.1\$ \$18.2.6\$ \$69.2.5\$ \$9.5.4\$ \$36.9.5\$ \$36.9.5\$ \$36.9.5\$ \$37.9.5\$ \$32.9.5\$ \$36.9.5\$ \$30.7.5\$ \$36.9.5\$ \$30.7.5\$ \$30.9.5\$ \$30																			
**Sof revenue**  **Sof																			
General and Administrative % of revenue 1 12.9 160.5 39.8 46.1 50.0 57.7 193.6 60.5 50.8 52.9 55.4 219.6 52.6 55.1 60.8 64.3 232.9 50.0 15.6 7 revenue 1 12.6 7	Research and Development	205.2	308.8		116.8				515.9					595.5					690.2
% of revenue 15.6% 14.1% 12.5% 10.8% 10.9% 11.5% 12.6% 11.5% 12.6% 11.5% 12.6% 10.7% 10.9% 11.4% 10.1% 97.% 10.1% 10.3% 10.19 Total Operating Expenses 62.6 903.7 12.81.4 39.3.4 367.5 37.11 41.43 1,492.3 42.61 42.13 432.9 456.3 1,73.65 450.7 483.5 507.5 540.9 1,982.7 105.5% 103.4% 99.8% 92.2% 86.7% 85.7% 90.5% 88.7% 94.6% 88.1% 87.3% 89.8% 89.9% 86.9% 86.9% 85.4% 84.2% 86.7% 85.8% 92.9% 86.9% 8	% of revenue	34.8%	35.3%	32.8%	31.7%	29.6%	29.6%	31.8%	30.7%	32.4%	31.2%	29.7%	30.1%	30.8%	30.5%	31.0%	28.9%	29.3%	29.9%
Total Operating Expenses   622,6   903,7   1,281.4   339.4   367.5   371.1   414.3   1,492.3   426.1   421.3   432.9   456.3   1,736.5   450.7   483.5   507.5   540.9   1,982.7   86.7%   90.6%   88.7%   90.5%   88.7%   94.6%   88.1%   87.3%   89.8%   89.8%   86.9%   86.9%   85.4%   84.2%   86.7%   85.8%   89.9%   86.9%   86.9%   85.4%   84.2%   86.7%   85.8%   89.9%   86.9%   86.9%   85.4%   84.2%   86.7%   85.8%   89.9%   86.9%   86.9%   86.9%   85.4%   84.2%   86.7%   85.8%   89.9%   86.	General and Administrative	92.3	122.9	160.5	39.8	46.1	50.0	57.7	193.6	60.5	50.8	52.9	55.4	219.6	52.6	55.1	60.8	64.3	232.9
## Of revenue ## 105.5% 103.4% 99.8% 92.2% 86.7% 85.7% 90.5% 88.7% 94.6% 88.1% 87.3% 89.8% 89.9% 86.9% 85.4% 84.2% 86.7% 85.89  Operating Income	% of revenue	15.6%	14.1%	12.5%	10.8%	10.9%	11.5%	12.6%	11.5%	13.4%	10.6%	10.7%	10.9%	11.4%	10.1%	9.7%	10.1%	10.3%	10.1%
Operating Income   (209.3) (289.4) (346.7)   (68.5) (49.0) (45.2) (71.0) (233.7)   (98.2) (71.4) (73.5) (87.9) (331.1)   (74.3) (74.1) (69.8) (87.6) (305.8   (71.2) (10.2)   (71.2) (10.2)   (71.2) (71.2)   (71.2) (71.2) (71.2)   (71.2)	Total Operating Expenses	622.6	903.7	1,281.4	339.4	367.5	371.1	414.3	1,492.3	426.1	421.3	432.9	456.3	1,736.5	450.7	483.5	507.5	540.9	1,982.7
Coperating Margin   -35.5%   -33.1%   -27.0%   -18.6%   -11.6%   -10.4%   -15.5%   -13.9%   -21.8%   -14.9%   -14.8%   -17.3%   -17.1%   -14.3%   -13.1%   -11.6%   -14.0%   -13.2%	% of revenue	105.5%	103.4%	99.8%	92.2%	86.7%	85.7%	90.5%	88.7%	94.6%	88.1%	87.3%	89.8%	89.9%	86.9%	85.4%	84.2%	86.7%	85.8%
Coperating Margin   -35.5%   -33.1%   -27.0%   -18.6%   -11.6%   -10.4%   -15.5%   -13.9%   -21.8%   -14.9%   -14.8%   -17.3%   -17.1%   -14.3%   -13.1%   -11.6%   -14.0%   -13.2%	Operating Income	(200.2)	(200.4)	(246.7)	(60 E)	(40.0)	(AE 2)	(71.0)	(222.7)	(00.3)	(71.4)	(72 E)	/97 O\	(224.4)	(74.2)	(74.1)	(60.9)	(97.6)	(20E 0
Interest Income (56.1) (11.3) (7.4) (7.4) (11.3) (7.4) (7.4) (11.3) (7.4)																			
Interest Expense (56.1) (11.3) (7.4) (1.9) (3.1) 11.5 16.8 15.0 19.6 18.9 70.2 20.2 20.8 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	Operating wargin	-35.5%	-33.1%	-27.0%	-10.0%	-11.0%	-10.4%	-13.5%	-13.9%	-21.0%	-14.9%	-14.0%	-17.3%	-17.1%	-14.3%	-13.1%	-11.0%	-14.0%	-13.2%
Interest Expense (56.1) (11.3) (7.4) (1.9) (3.1) 11.5 16.8 15.0 19.6 18.9 70.2 20.2 20.8 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	Interest Income	4.6	0.0	0.0					0.0			22.6	22.4	45.4	22.4	24.7	24.0	24.4	06.0
Other Income (Expense), Net (1.9) (3.1) 11.5 16.8 15.0 19.6 18.9 70.2 20.2 20.8 0.0 0.0 41.0 0.0 0.0 0.0 0.0 0.0 0.0 Total Interest and Other Income (Expense), Net (53.4) (13.5) 13.4 16.8 15.0 19.6 18.9 70.2 20.2 20.8 22.6 22.4 86.1 22.1 24.7 24.9 24.4 96.2 1ncome Before Taxes (262.7) (302.9) (333.3) (51.8) (34.0) (25.7) (52.1) (163.5) (78.0) (50.6) (50.9) (65.5) (245.0) (52.1) (49.5) (44.9) (63.2) (209.6 1ncome Early Expense (Benefit) 4.3 4.0 12.1 2.5 3.6 3.6 3.4 13.1 2.6 3.9 0.0 0.0 0.0 6.5 0.0 0.0 0.0 0.0 0.0 0.0 7ax Rate (266.9) (306.9) (345.4) (54.2) (37.6) (29.3) (55.5) (176.6) (80.6) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9) (65.5) (50.9)																			
Total Interest and Other Income  (53.4) (13.5) 13.4 16.8 15.0 19.6 18.9 70.2 20.2 20.8 22.6 22.4 86.1 22.1 24.7 24.9 24.4 96.2 Income Before Taxes  (262.7) (302.9) (333.3) (51.8) (34.0) (25.7) (52.1) (163.5) (78.0) (50.6) (50.9) (65.5) (245.0) (52.1) (49.5) (44.9) (63.2) (209.6 Income Tax Expense (Benefit)  4.3 4.0 12.1 2.5 3.6 3.6 3.4 13.1 2.6 3.9 0.0 0.0 6.5 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0					40.0			40.0											
Income Before Taxes (262.7) (302.9) (333.3) (51.8) (34.0) (25.7) (52.1) (163.5) (78.0) (50.6) (50.9) (65.5) (245.0) (52.1) (49.5) (44.9) (63.2) (209.6) (100 me Tax Expense (Benefit) 4.3 4.0 12.1 2.5 3.6 3.6 3.4 13.1 2.6 3.9 0.0 0.0 6.5 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0																			
Income Tax Expense (Benefit)  4.3 4.0 12.1 2.5 3.6 3.6 3.4 13.1 2.6 3.9 0.0 0.0 6.5 0.0 0.0 0.0 0.0 0.0 0.0 7ax Rate  4.3 4.0 12.1 2.5 3.6 3.6 3.4 13.1 2.6 3.9 0.0 0.0 0.0 6.5 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0	Total Interest and Other Income	(53.4)	(13.5)	13.4	16.8	15.0	19.6	18.9	70.2	20.2	20.8	22.6	22.4	86.1	22.1	24.7	24.9	24.4	96.2
Income Tax Expense (Benefit)  4.3 4.0 12.1 2.5 3.6 3.6 3.4 13.1 2.6 3.9 0.0 0.0 6.5 0.0 0.0 0.0 0.0 0.0 0.0 7ax Rate  4.3 4.0 12.1 2.5 3.6 3.6 3.4 13.1 2.6 3.9 0.0 0.0 0.0 6.5 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0	Income Before Taxes	(262.7)	(302.9)	(333.3)	(51.8)	(34.0)	(25.7)	(52.1)	(163.5)	(78.0)	(50.6)	(50.9)	(65.5)	(245.0)	(52.1)	(49.5)	(44.9)	(63.2)	(209.6)
Tax Rate																			
Net Income  (266.9) (306.9) (345.4) (54.2) (37.6) (29.3) (55.5) (176.6) (80.6) (54.5) (50.9) (65.5) (251.5) (52.1) (49.5) (44.9) (63.2) (209.6)  GAAP EPS  (\$4.53) (\$4.75) (\$5.03) (\$0.77) (\$0.53) (\$0.41) (\$0.77) (\$2.48) (\$1.10) (\$0.74) (\$0.68) (\$0.87) (\$3.40) (\$0.69) (\$0.65) (\$0.58) (\$0.81) (\$2.73 (\$1.70) (\$1.																			
GAAP EPS (\$4.52) (\$4.75) (\$5.03) (\$0.77) (\$0.53) (\$0.41) (\$0.77) (\$2.48) (\$1.10) (\$0.74) (\$0.68) (\$0.87) (\$3.40) (\$0.69) (\$0.65) (\$0.58) (\$0.81) (\$2.73 (\$1.75) (\$2.73) (\$1.75	rax nate	-1.078	-1.570	-3.078	IVIVI	14101	14101	74101	-0.078	74101	14101	0.078	0.078	-2.078	0.078	0.078	0.078	0.078	0.076
Shares Outstanding Basic 59.0 64.5 68.6 70.2 70.9 71.6 72.3 71.2 73.0 73.5 74.3 75.0 74.0 75.8 76.5 77.3 78.1 76.  y/y growth 9.4% 6.3% 3.7% 3.8% 4.1% 3.8% 4.0% 3.8% 3.8% 3.8% 3.8% 4.1% 4.1% 4.19 4.0%  Q/q growth 0.9% 1.0% 1.0% 1.0% 1.1% 0.9% 3.2% 1.0% 1.0% 1.0% 1.0% 1.0% 1.0% 1.0%  Diluted 59.0 64.5 68.6 70.2 70.9 71.6 72.3 71.2 73.0 73.5 74.3 75.0 74.0 75.8 76.5 77.3 78.1 76.  y/y growth 5.5% 9.4% 6.3% 3.7% 3.7% 3.8% 4.1% 3.8% 4.0% 3.8% 3.8% 3.8% 3.7% 3.8% 4.1% 4.1% 4.1% 4.0%  Q/q growth 0.9% 1.0% 1.0% 1.0% 1.0% 1.0% 1.0% 1.0% 1.0	Net Income	(266.9)	(306.9)	(345.4)	(54.2)	(37.6)	(29.3)	(55.5)	(176.6)	(80.6)	(54.5)	(50.9)	(65.5)	(251.5)	(52.1)	(49.5)	(44.9)	(63.2)	(209.6)
Basic 59.0 64.5 68.6 70.2 70.9 71.6 72.3 71.2 73.0 73.5 74.3 75.0 74.0 75.8 76.5 77.3 78.1 76.  y/y growth 9.4% 6.3% 3.7% 3.7% 3.8% 4.1% 3.8% 4.0% 3.8% 3.7% 3.8% 3.7% 3.8% 4.0% 3.8% 3.7% 3.8% 3.7% 1.0% 1.0% 1.0% 1.0% 1.0% 1.0%  Diluted 59.0 64.5 68.6 70.2 70.9 71.6 72.3 71.2 73.0 73.5 74.3 75.0 74.0 75.8 76.5 77.3 78.1 76.  y/y growth 55.5% 9.4% 6.3% 3.7% 3.7% 3.8% 4.1% 3.8% 4.0% 3.8% 3.7% 3.8% 3.7% 3.8% 3.7% 3.8% 3.7% 3.8% 3.7% 3.8% 4.0% 3.8% 3.7% 3.8% 3.7% 3.8% 4.0% 3.8% 3.7% 3.8% 3.7% 3.8% 3.7% 3.8% 3.7% 3.8% 3.7% 3.8% 3.7% 3.8% 3.7% 3.8% 3.7% 3.8% 3.7% 3.8% 3.7% 3.8% 3.7% 3.8% 3.7% 3.8% 3.8% 3.7% 3.8% 3.8% 3.7% 3.8% 3.8% 3.7% 3.8% 3.8% 3.7% 3.8% 3.8% 3.7% 3.8% 3.8% 3.7% 3.8% 3.8% 3.7% 3.8% 3.8% 3.7% 3.8% 3.8% 3.7% 3.8% 3.8% 3.7% 3.8% 3.8% 3.7% 3.8% 3.8% 3.7% 3.8% 3.8% 3.8% 3.7% 3.8% 3.8% 3.8% 3.8% 3.8% 3.8% 3.8% 3.8	GAAP EPS	(\$4.53)	(\$4.75)	(\$5.03)	(\$0.77)	(\$0.53)	(\$0.41)	(\$0.77)	(\$2.48)	(\$1.10)	(\$0.74)	(\$0.68)	(\$0.87)	(\$3.40)	(\$0.69)	(\$0.65)	(\$0.58)	(\$0.81)	(\$2.73)
y/y growth $q/q$ growth         9.4%         6.3%         3.7%         3.8%         4.1%         3.8%         4.0%         3.8%         3.8%         3.8%         3.8%         4.1%         4.1%         4.0% $q/q$ growth         0.9%         1.0%	Shares Outstanding																		
q'q growth         0.9%         1.0%         1.0%         1.1%         0.9%         3.2%         1.0%	Basic	59.0	64.5	68.6	70.2	70.9	71.6	72.3	71.2	73.0	73.5	74.3	75.0	74.0	75.8	76.5	77.3	78.1	76.9
$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	y/y growth		9.4%	6.3%	3.7%	3.7%	3.8%	4.1%	3.8%	4.0%	3.8%	3.8%	3.7%	3.8%	3.8%	4.1%	4.1%	4.1%	4.0%
Diluted         59.0         64.5         68.6         70.2         70.9         71.6         72.3         71.2         73.0         73.5         74.0         75.8         76.5         77.3         78.1         76.           y/y growth         5.5%         9.4%         6.3%         3.7%         3.7%         3.8%         4.1%         3.8%         4.0%         3.8%         3.8%         3.8%         3.8%         4.1%         4.1%         4.0%           q/q growth         0.9%         1.0%					0.9%	1.0%	1.0%	1.1%		0.9%	3.2%	1.0%	1.0%		1.0%	1.0%	1.0%	1.0%	
y/y growth 5.5% 9.4% 6.3% 3.7% 3.7% 3.8% 4.1% 3.8% 4.0% 3.8% 3.8% 3.7% 3.8% 4.1% 4.1% 4.1% 4.0% 3.8% 4.0% 1.0% 1.0% 1.0% 1.0% 1.0% 1.0% 1.0% 1	1	59.0	64.5	68.6					71.2					74.0					76.9
q/q growth 0.9% 1.0% 1.0% 1.1% 0.9% 0.8% 1.0% 1.0% 1.0% 1.0% 1.0% 1.0% 1.0%																			
		3.070	0 / 0	0.070					0.070					0.070					
					0.070	1.070	1.070	1.170		0.070	0.070	1.070	1.070		1.070	1.070	1.070	1.070	

Exhibit 145: MongoDB Non-GAAP Income Statement

7	las: 04	Jan-22	Jan-23	A 22	Jul-23	0-4-00	Inn Cal	lan 04	A 24	11.04	0-4-04	Inn or	lan CE	A 25	1.4.05	0-4-25	In. 00	lan oo
	Jan-21	Jan-22 FY22	Jan-23 FY23	Apr-23		Oct-23	Jan-24 4Q24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25 4Q25E	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
Non CAAD Income Statement	<u>FY21</u>	F Y 22	F 1 23	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24</u>	4024	<u>FY24</u>	<u>1Q25</u>	<u>2Q25</u>	<u>3Q25E</u>	4U25E	<u>FY25E</u>	<u>1Q26E</u>	<u>2Q26E</u>	<u>3Q26E</u>	4Q26E	FY26E
Non-GAAP Income Statement		0.10.0	4.005.4	051-	400.0	440.0	444.5	4.00=.0	400.0	400.0	401 =	400.0	4.0== =	F00 F	E46 1	505 1	00=	0.0111
Subscription	565.3	842.0	1,235.1	354.7	409.3	418.3	444.9	1,627.3	436.9	463.8	481.5	493.2	1,875.5	503.5	549.4	585.4	605.7	2,244.0
y/y growth	41.4%	48.9%	46.7%	29.2%	40.4%	30.4%	27.8%	31.8%	23.2%	13.3%	15.1%	10.9%	15.2%	15.2%	18.5%	21.6%	22.8%	19.6%
q/q growth				1.9%	15.4%	2.2%	6.4%		-1.8%	6.2%	3.8%	2.4%		2.1%	9.1%	6.5%	3.5%	
Services	25.0	31.7	48.9	13.6	14.5	14.6	13.1	55.7	13.7	14.3	14.3	14.7	57.0	15.2	16.7	17.7	18.2	67.9
y/y growth	14.3%	26.8%	54.1%	24.8%	19.9%	13.5%	-0.5%	13.8%	0.7%	-1.1%	-2.0%	12.5%	2.3%	11.5%	16.9%	24.0%	24.1%	19.2%
g/g growth				3.3%	6.6%	1.0%	-10.5%		4.6%	4.7%	0.0%	2.7%		3.7%	9.7%	6.1%	2.8%	
Total Revenue	590.4	873.8	1,284.0	368.3	423.8	432.9	458.0	1,683.0	450.6	478.1	495.9	507.9	1,932.4	518.7	566.1	603.1	623.9	2,311.9
y/y growth	40.0%	48.0%	47.0%	29.0%	39.6%	29.8%	26.8%	31.1%	22.3%	12.8%	14.5%	10.9%	14.8%	15.1%	18.4%	21.6%	22.8%	19.6%
q/q growth				-71.3%	15.1%	2.2%	5.8%		-73.2%	6.1%	3.7%	2.4%		2.1%	9.1%	6.5%	3.4%	
Cost of Revenue																		
Subscription	135.3	202.1	264.1	72.5	78.5	81.8	87.7	320.4	94.3	99.3	110.8	113.4	417.8	115.8	126.4	134.6	139.3	516.1
Services	24.0	33.2	53.9	15.9	16.4	15.9	16.7	64.8	18.5	18.0	15.7	16.2	68.4	16.8	18.4	19.5	20.1	74.7
Total Cost of Revenue	159.3	235.2	318.0	88.4	94.8	97.7	104.4	385.2	112.7	117.3	126.5	129.6	486.2	132.6	144.8	154.2	159.4	590.8
% of revenue	27.0%	26.9%	24.8%	24.0%	22.4%	22.6%	22.8%	22.9%	25.0%	24.5%	25.5%	25.5%	25.2%	25.6%	25.6%	25.6%	25.5%	25.6%
	27.070	20.070	24.070	24.070	22.470	22.070	22.070	22.070	20.070	24.070	20.070	20.070	20.270	20.070	20.070	20.070	20.070	20.070
Gross Profit																		
Subscription	430.0	640.0	971.0	282.2	330.9	336.6	357.2	1,306.9	342.6	364.5	370.8	379.8	1,457.7	387.7	423.0	450.8	466.4	1,727.9
Gross Margin	76.1%	76.0%	78.6%	79.6%	80.8%	80.5%	80.3%	80.3%	78.4%	78.6%	77.0%	77.0%	77.7%	77.0%	77.0%	77.0%	77.0%	77.0%
Services	1.1	(1.4)	(5.0)	(2.3)	(1.9)	(1.3)	(3.6)	(9.1)	(4.8)	(3.7)	(1.4)	(1.5)	(11.4)	(1.5)	(1.7)	(1.8)	(1.8)	(6.8)
Gross Margin	4.3%	-4.5%	-10.2%	-17.1%	-13.2%	-9.0%	-27.6%	-16.4%	-35.1%	-26.1%	-10.0%	-10.0%	-20.1%	-10.0%	-10.0%	-10.0%	-10.0%	-10.0%
Total Gross Profit	431.1	638.5	966.0	279.9	329.0	335.3	353.6	1,297.8	337.8	360.8	369.4	378.3	1,446.3	386.2	421.4	449.0	464.6	1,721.1
Gross Margin	73.0%	73.1%	75.2%	76.0%	77.6%	77.4%	77.2%	77.1%	75.0%	75.5%	74.5%	74.5%	74.8%	74.4%	74.4%	74.4%	74.5%	74.4%
Operating Expenses																		
Sales and Marketing	256.3	359.3	546.4	141.6	147.2	149.9	165.3	604.0	177.2	180.7	186.5	203.6	748.1	198.8	208.3	220.8	243.9	871.9
% of revenue	43.4%	41.1%	42.6%	38.5%	34.7%	34.6%	36.1%	35.9%	39.3%	37.8%	37.6%	40.1%	38.7%	38.3%	36.8%	36.6%	39.1%	37.7%
Research and Development	132.7	185.2	250.2	69.6	73.1	74.0	82.1	298.7	85.7	92.4	89.3	91.4	358.8	98.7	109.4	108.6	112.3	429.0
% of revenue	22.5%	21.2%	19.5%	18.9%	17.2%	17.1%	17.9%	17.7%	19.0%	19.3%	18.0%	18.0%	18.6%	19.0%	19.3%	18.0%	18.0%	18.6%
			107.5	25.0	29.6	32.9	37.1		42.1	35.1	34.7				37.9			
General and Administrative	65.1	81.6			29.6 7.0%	32.9 7.6%	8.1%	124.6 7.4%	9.3%	35.1 7.4%	7.0%	35.6	147.5 7.6%	34.8	6.7%	40.4	41.8 6.7%	154.9 6.7%
% of revenue	11.0%	9.3%	8.4%	6.8%								7.0%		6.7%		6.7%		
Total Operating Expenses	454.1	626.0	904.1	236.2	249.9	256.8	284.5	1,027.4	305.0	308.3	310.5	330.6	1,254.4	332.3	355.7	369.8	398.0	1,455.8
% of revenue	76.9%	71.6%	70.4%	64.1%	59.0%	59.3%	62.1%	61.0%	67.7%	64.5%	62.6%	65.1%	64.9%	64.1%	62.8%	61.3%	63.8%	63.0%
Operating Income	(23.0)	12.5	62.0	43.7	79.1	78.5	69.2	270.4	32.8	52.5	58.9	47.7	191.9	53.9	65.7	79.2	66.5	265.2
Operating Margin	-3.9%	1.4%	4.8%	11.9%	18.7%	18.1%	15.1%	16.1%	7.3%	11.0%	11.9%	9.4%	9.9%	10.4%	11.6%	13.1%	10.7%	11.5%
Interest Income	4.6	0.9	9.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	22.6	22.4	45.1	22.1	24.7	24.9	24.4	96.2
Interest Expense	(7.0)	(7.3)	(4.0)	0.8	0.8	0.8	0.9	3.4	0.9	0.9	0.9	0.9	3.4	0.9	0.9	0.9	0.9	3.4
Other Income (Expense), Net	(1.9)	(3.1)	9.7	14.6	15.9	19.6	18.9	68.9	19.7	20.4	0.0	0.0	40.1	0.0	0.0	0.0	0.0	0.0
Total Interest and Other Income	(4.3)	(9.5)	14.9	15.4	16.8	20.4	19.7	72.3	20.5	21.3	23.5	23.3	88.6	23.0	25.5	25.8	25.3	99.6
Income Before Taxes	(27.3)	3.0	76.9	59.1	95.9	98.9	88.9	342.7	53.3	73.8	82.4	71.0	280.5	76.9	91.2	105.0	91.8	364.9
Income Tax Expense (Benefit)	4.3	4.0	12.1	13.8	19.2	19.8	17.8	70.5	10.7	14.8	16.5	14.2	56.1	15.4	18.2	21.0	18.4	73.0
Tax Rate	-15.6%	132.9%	15.8%	23.4%	20.0%	20.0%	20.0%	20.6%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
rax rate	- 13.078	102.370	10.076	20.7/0	20.070	20.070	20.078	20.078	20.070	20.070	20.070	20.076	20.076	20.078	20.078	20.076	20.076	20.078
Net Income	(31.6)	(1.0)	64.7	45.3	76.7	79.1	71.1	272.2	42.7	59.0	65.9	56.8	224.4	61.5	73.0	84.0	73.4	291.9
Non-GAAP EPS	(\$0.54)	(\$0.02)	\$0.85	\$0.56	\$0.93	\$0.96	\$0.86	\$3.30	\$0.51	\$0.70	\$0.68	\$0.54	\$2.43	\$0.71	\$0.83	\$0.94	\$0.82	\$3.30
Shares Outstanding																		
Basic	59.0	64.5	68.6	70.2	70.9	71.6	72.3	71.2	73.0	73.5	74.3	75.0	74.0	75.8	76.5	77.3	78.1	76.9
y/y growth		9.4%	6.3%	3.7%	3.7%	3.8%	4.1%	3.8%	4.0%	3.8%	3.8%	3.7%	3.8%	3.8%	4.1%	4.1%	4.1%	4.0%
Diluted	59.0	70.5	76.6	81.5	82.5	82.7	82.9	82.4	83.2	83.8	96.6	105.0	92.1	87.1	88.0	88.9	89.8	88.5
y/y growth		19.5%	8.7%	5.8%	20.7%	2.9%	2.6%	7.5%	2.1%	1.6%	16.8%	26.7%	11.8%	4.7%	5.0%	-7.9%	-14.5%	-4.0%
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## Exhibit 146 - MongoDB Balance Sheet

(\$ in millions, except per share data)																						
	Jan-21	Jan-22	Apr-22	Jul-22	Oct-22	Jan-23	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
	FY21	FY22	1Q23	2Q23	3Q23	4Q23	FY23	1Q24	2Q24	3Q24	4Q24	FY24	1Q25	2Q25	3Q25E	4Q25E	FY25E	1Q26E	2Q26E	3Q26E	4Q26E	FY26E
Current assets			<u> </u>																			
Cash and cash equivalents	429.7	473.9	456.3	651.4	999.7	455.8	455.8	721.8	607.2	477.7	803.0	803.0	815.7	1,290.9	1,268.5	1,239.2	1,239.2	1,494.0	1,520.8	1,470.0	1,456.1	1,456.1
Short-term investments	528.0	1,352.0	1,372.4	1,144.2	787.9	1,380.8	1,380.8	1,181.6	1,293.9	1,447.0	1,212.4	1,212.4	1,258.3	973.9	973.9	973.9	973.9	973.9	973.9	973.9	973.9	973.9
Accounts receivable, net	135.2	195.4	164.9	213.3	231.3	285.2	285.2	211.6	272.4	271.7	325.6	325.6	266.0	311.2	445.6	595.6	595.6	391.5	430.5	608.1	745.3	745.3
Deferred commissions, current	36.6	63.5	66.8	72.1	77.4	83.6	83.6	82.9	84.1	87.2	92.5	92.5	93.4	97.6	87.2	92.5	92.5	93.4	97.6	87.2	92.5	92.5
Prepaid expenses and other current assets	12.4	32.6	36.0	27.6	26.0	31.2	31.2	34.4	37.3	37.0	50.1	50.1	218.9	48.4	49.6	50.8	50.8	51.9	56.6	60.3	62.4	62.4
Total current assets	1,141.9	2,117.4	2,096.3	2,108.5	2,122.3	2,236.6	2,236.6	2,232.3	2,295.0	2,320.6	2,483.6	2,483.6	2,652.3	2,722.0	2,824.8	2,952.0	2,952.0	3,004.8	3,079.5	3,199.6	3,330.2	3,330.2
Non-current assets																						
Property and equipment, net	62.6	62.6	62.8	61.6	59.5	57.8	57.8	55.2	53.9	54.9	53.0	53.0	50.2	48.4	49.9	51.4	51.4	52.9	54.8	56.9	59.1	59.1
Operating lease right-of-use assets	34.6	41.7	45.2	46.4	43.5	41.2	41.2	40.1	42.2	39.2	37.4	37.4	34.8	36.9	36.9	36.9	36.9	36.9	36.9	36.9	36.9	36.9
Goodwill	55.8	57.8	57.8	57.8	57.8	57.8	57.8	57.8	57.8	69.7	69.7	69.7	69.7	69.7	69.7	69.7	69.7	69.7	69.7	69.7	69.7	69.7
Acquired intangible assets, net	26.3	20.6	18.3	16.0	13.7	11.4	11.4	9.1	6.8	7.1	4.0	4.0	1.3	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1
Deferred tax assets	1.0	1.9	2.0	2.2	1.7	2.6	2.6	3.0	3.6	3.8	4.1	4.1	4.5	4.8	4.8	4.8	4.8	4.8	4.8	4.8	4.8	4.8
Other assets	85.6	147.5	152.2	159.1	168.8	181.5	181.5	183.0	189.0	198.7	217.8	217.8	221.6	248.3	239.2	248.4	248.4	256.4	273.3	283.9	300.9	300.9
Total assets	1,407.8	2,449.6	2,434.5	2,451.6	2,467.2	2,588.9	2,588.9	2,580.5	2,648.2	2,694.0	2,869.6	2,869.6	3,034.4	3,131.2	3,226.4	3,364.2	3,364.2	3,426.6	3,520.0	3,652.8	3,802.7	3,802.7
Current liabilities																						
Accounts payable	4.1	5.2	6.2	7.3	7.7	8.3	8.3	8.0	8.2	9.3	9.9	9.9	9.3	10.1	11.5	11.8	11.8	11.5	12.7	14.2	15.4	15.4
Accrued compensation and benefits	70.2	112.6	87.7	83.8	84.4	90.1	90.1	78.3	91.3	100.6	112.6	112.6	110.2	112.1	120.1	123.9	123.9	132.2	137.0	111.5	115.0	115.0
Operating lease liabilities	2.3	8.1	8.7	9.2	8.6	8.7	8.7	8.6	9.4	9.6	9.8	9.8	9.9	11.0	11.0	11.0	11.0	11.0	11.0	11.0	11.0	11.0
Other accrued liabilities	56.4	48.8	49.2	73.9	52.8	52.7	52.7	50.5	55.0	66.7	74.8	74.8	84.1	100.8	100.8	100.8	100.8	100.8	100.8	100.8	100.8	100.8
Deferred revenue	221.4	352.0	351.9	350.7	364.2	428.7	428.7	387.2	348.4	303.3	357.1	357.1	323.9	307.1	322.5	361.2	361.2	338.3	310.8	323.2	362.0	362.0
q/q growth	0.2		0.0%	-0.3%	3.8%	17.7%		-9.7%	-10.0%	-12.9%	17.7%		-9.3%	-14.0%	5.0%	12.0%		-6.3%	-8.1%	4.0%	12.0%	
y/y growth	0.3		52.3%	52.3%	30.4%	21.8%		10.0%	-0.7%	-16.7%	-16.7%		-16.3%	-11.8%	6.3%	1.1%		4.4%	1.2%	0.2%	0.2%	
Total current liabilities	354.5	526.7	503.7	524.9	517.8	588.5	588.5	532.6	512.3	489.6	564.2	564.2	537.5	541.2	565.9	608.7	608.7	593.8	572.3	560.8	604.2	604.2
Long term liabilities																						
Deferred rent, non-current	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred tax liability, non-current	0.8	0.1	0.1	0.1	0.4	0.2	0.2	0.6	0.9	1.1	0.3	0.3	0.8	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1
Operating lease liabilities, non-current	39.1	38.7	40.3	40.4	37.3	36.3	36.3	35.6	37.0	33.1	30.9	30.9	28.4	28.9	28.9	28.9	28.9	28.9	28.9	28.9	28.9	28.9
Deferred revenue, non-current	16.5	23.2	23.6	24.5	34.0	31.5	31.5	25.5	20.3	17.4	20.3	20.3	16.2	15.6	16.8	18.7	18.7	16.3	14.2	15.7	16.8	16.8
q/q growth	0.0		1.6%	3.9%	39.0%	-7.3%		-19.0%	-20.6%	-14.0%	16.4%		-20.1%	-23.1%	7.7%	11.0%		-12.5%	-13.3%	10.9%	6.7%	
y/y growth	-0.3		36.4%	28.4%	81.9%	36.0%		8.5%	-17.1%	-48.7%	-35.6%		-36.5%	-23.0%	-3.6%	-8.0%		0.8%	-9.3%	-6.6%	-10.2%	
Convertible senior notes	937.7	1,136.5	1,137.4	1,138.2	1,139.0	1,139.9	1,139.9	1,140.7	1,141.6	1,142.4	1,143.3	1,143.3	1,144.1	1,145.0	1,145.0	1,145.0	1,145.0	1,145.0	1,145.0	1,145.0	1,145.0	1,145.0
Other liabilities, non-current	59.1	57.7	56.7	55.3	54.4	53.0	53.0	53.0	51.1	42.8	41.7	41.7	38.2	36.5	36.5	36.5	36.5	36.5	36.5	36.5	36.5	36.5
Total long term liabilities	1,053.3	1,256.2	1,257.9	1,258.5	1,265.1	1,260.9	1,260.9	1,255.5	1,250.9	1,236.9	1,236.4	1,236.4	1,227.7	1,227.0	1,228.2	1,230.1	1,230.1	1,227.8	1,225.6	1,227.1	1,228.2	1,228.2
Total Liabilities	1,407.5	1,782.9	1,761.7	1,783.4	1,782.9	1,849.4	1,849.4	1,788.1	1,763.1	1,726.5	1,800.7	1,800.7	1,765.2	1,768.2	1,794.1	1,838.8	1,838.8	1,821.6	1,797.9	1,787.9	1,832.4	1,832.4
Stockholders' equity	(5.0)	666.7	672.9	668.2	684.3	739.5	739.5	792.4	885.1	967.5	1,069.0	1,069.0	1,269.3	1,363.0	1,432.3	1,525.5	1,525.5	1,605.0	1,722.1	1,864.9	1,970.3	1,970.3
Total liabilities and shareholders' equity	1,402.8	2,449.6	2,434.5	2,451.6	2,467.2	2,588.9	2,588.9	2,580.5	2,648.2	2,694.0	2,869.6	2,869.6	3,034.4	3,131.2	3,226.4	3,364.2	3,364.2	3,426.6	3,520.0	3,652.8	3,802.7	3,802.7

# Exhibit 147 – MongoDB Cash Flow Statement

(\$ in millions, except per share data)				_					_					_					_											
	Apr-20 1Q21	Jul-20 2Q21	Oct-20 3Q21	Jan-21 4Q21	Jan-21 FY21	Apr-21 1Q22	Jul-21 2Q22	Oct-21 3Q22	Jan-22 4Q22	Jan-22 FY22	Apr-22 1Q23	Jul-22 2Q23	Oct-22 3Q23	Jan-23 4Q23	Jan-23 FY23	Apr-23 1Q24	Jul-23 2Q24	Oct-23 3Q24	Jan-24 4Q24	Jan-24 FY24	Apr-24 1Q25	Jul-24 2Q25	Oct-24 3Q25E	Jan-25 4025F	Jan-25 FY25E	Apr-25 1Q26E	Jul-25 2Q26E	Oct-25 3Q26E	Jan-26 4026F	Jan-
Cash from Operating Activities	1021	2021	<u>3421</u>	4021	<u>F121</u>	1422	2022	3422	4022	<u>F122</u>	1023	<u>2U23</u>	3023	4423	F123	1024	<u>2U24</u>	3424	4024	F124	1025	<u>2025</u>	3Q23E	4Q23E	FIZSE	IUZOE	2Q20E	3Q20E	4Q20E	F120
Net income (loss)	(54.0)	(64.5)	(72.7)	(75.8)	(266.9)	(64.0)	(77.1)	(81.3)	(84.4)	(306.9)	(77.3)	(118.9)	(84.8)	(64.4)	(345.4)	(54.2)	(37.6)	(29.3)	(55.5)	(176.6)	(80.6)	(54.5)	(50.9)	(65.5)	(251.5)	(52.1)	(49.5)	(44.9)	(63.2)	(209.
					14.2				3.7	13.7				4.2	16.1			4.7	5.7	18.9			6.9				7.7		8.4	
Depreciation and amortization Stock-based compensation	2.9 30.6	2.9 37.5	3.8 40.0	4.7	14.2	3.3 50.9	3.4 57.7	3.4 68.7	73.7	251.1	3.8 83.6	4.0 96.6	4.2 99.2	102.1	381.5	4.4 104.0	4.2 113.3	115.8	123.8	18.9 456.9	4.8 120.8	2.3 122.4	128.9	7.1 132.1	21.2 504.2	7.3 124.5	135.9	8.1 144.8	149.7	31. 554.
Amortization of debt issuance costs	12.0	12.2	12.4	12.5	49.1	1.4	0.9	0.8	0.8	4.0	0.8	0.8	0.8	0.8	3.4	0.8	0.8	0.8	0.9	3.4	0.9	0.9	0.9	0.9	3.4	0.9	0.9	0.9	0.9	3.
Amortization of finance right-of-use assets	1.0	1.0	1.0	1.0	4.0	1.0	1.0	1.0	1.0	4.0	1.0	1.0	1.0	1.0	4.0	1.0	1.0	1.0	1.0	4.0	1.0	1.0	1.0	1.0	4.0	1.0	1.0	1.0	1.0	4.
Amortization of operating right-of-use assets	1.4	1.5	1.9	1.6	6.4	1.5	1.7	1.8	1.8	6.8	2.0	2.4	2.3	2.3	9.1	2.2	2.3	2.3	2.4	9.2	2.5	2.6	2.6	2.6	10.3	2.6	2.6	2.6	2.6	10.
Non-cash interest on office financing lease	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0			0.0					0.
Non-cash interest expense on finance lease liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0			0.0					0.
Deferred income taxes	(0.3)	0.1	0.1	(0.3)	(0.4)	(1.6)	(0.8)	(0.3)	0.1	(2.6)	(0.1)	(0.2)	0.7	(1.0)	(0.6)	(0.2)	(0.2)	(0.2)	(1.0)	(1.6)	0.0	0.0			0.0					0.
Accretion of discount on short-term investments	(0.2)	(0.0)	0.6	1.1	1.5	1.5	1.5	2.0	2.6	7.5	2.2	1.8	(1.1)	(8.9)	(6.0)	(13.2)	(12.3)	(10.9)	(8.2)	(44.6)	(7.8)	(5.7)			(13.5)					0.
Loss on early extinguishment of debt	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0			0.0					0.
Loss (Gain) on non-marketable securities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(1.8)	0.1	0.1	(0.2)	(1.8)	(2.2)	0.9	0.0	0.3	(1.0)	(0.5)	(0.4)			(0.9)					0.
Unrealized foreign exchange (gain) loss	0.0	0.0	(1.9)	0.6	(1.3)	0.3	0.7	(0.5)	1.0	1.5	0.6	(1.7)	(0.4)	2.8	1.3	0.4	0.9	(1.6)	2.1	1.8	0.1	1.1			1.2					0.
Working Capital:	0.8	(0.7)	6.8	(5.3)	1.5	15.8	(8.7)	(1.3)	22.0	27.8	(3.3)	(30.5)	(27.6)	(13.0)	(74.5)	10.8	(98.6)	(44.3)	(16.9)	(149.0)	22.4	(71.1)	(108.5)	(102.3)	(259.5)	195.9	(66.2)	(157.2)	(107.1)	(134.
Accounts receivable	3.6	(6.0)	(1.7)	(43.5)	(47.6)	35.1	(18.8)	(63.2)	(15.4)	(62.3)	28.7	(48.2)	(18.8)	(53.2)	(91.5)	73.4	(61.2)	(0.4)	(53.4)	(41.6)	59.3	(46.0)	(134.4)	(150.0)	(271.1)	204.0	(38.9)	(177.6)	(137.2)	(149.
Prepaid expenses and other current assets	0.2	1.6	(1.6)	4.6	4.8	(9.0)	3.2	(1.4)	(12.6)	(19.9)	(3.3)	8.2	1.3	(3.9)	2.3	(2.9)	0.1	3.5	(12.9)	(12.2)	1.2	0.1	(1.2)	(1.2)	(1.0)	(1.1)	(4.7)	(3.7)	(2.1)	(11.
Deferred commissions	(3.1)	(5.9)	(8.2)	(24.5)	(41.6)	(5.9)	(10.6)	(18.4)	(49.9)	(84.7)	(4.7)	(11.8)	(13.4)	(19.2)	(49.1)	2.7	(7.1)	(12.7)	(24.7)	(41.8)	(4.8)	(15.2)	(12.1)	(14.4)	(46.5)	(4.5)	(15.5)	(12.6)	(30.4)	(63.
Operating lease right-of-use assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(12.1)	(14.4)	0.0	(4.0)	(10.0)	(12.0)	(00.4)	0.
Other long-term assets	(0.2)	0.0	0.0	(1.0)	(1.1)	0.0	(0.1)	(0.2)	0.0	0.0	(0.4)	(0.5)	(0.2)	0.0	(0.1)	(0.0)	(0.1)	(0.1)	0.0	(0.2)	0.0	(9.5)	(1.3)	(0.3)	(11.0)	0.2	(4.0)	(1.5)	(4.0)	(3.
	0.2	(1.6)	2.2	0.5	1.1)	0.0	0.1)	0.2)	0.5	0.2	1.0	(0.5)	0.5	0.9		(0.0)		(0.1)	0.0	1.7	(0.5)	0.7	1.3	0.3	(11.0)	0.3	(1.2) 1.2	(1.5)	(1.2)	(3.
Accounts payable					0.0				0.0	1.1					3.2		(0.1)						1.3	0.3		(0.3)	1.2	1.5	1.2	
Deferred rent	0.0	0.0	0.0	0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0			0.0					0.
Accrued liabilities	(2.8)	6.2	16.2	15.2	34.9	(17.2)	18.6	32.7	25.1	59.2	(23.0)	22.8	(18.6)	2.6	(16.2)	(12.6)	16.1	16.9	19.2	39.5	6.5	22.7	22.7	22.7	74.6	22.7	22.7	22.7	22.7	90.
Operating lease liabilities	(1.1)	1.1	(2.7)	(1.3)	(4.0)	(1.0)	(1.6)	(1.7)	(2.5)	(6.9)	(2.2)	(2.4)	(2.6)	(2.6)	(9.7)	(2.4)	(2.3)	(2.3)	(2.9)	(9.9)	(2.2)	(3.2)	0.0	0.0	(5.4)	0.0	0.0	0.0	0.0	0.
Deferred revenue	3.3	1.6	0.8	42.5	48.2	9.7	0.0	48.7	78.7	137.2	0.2	0.2	23.6	61.8	85.8	(47.3)	(44.1)	(47.4)	56.3	(82.4)	(37.4)	(16.9)	16.6	40.5	2.8	(25.2)	(29.7)	14.0	39.8	(1.
Other liabilities, non-current	0.5	2.4	1.8	2.1	6.8	3.8	0.3	1.6	(1.9)	3.7	0.3	0.0	0.4	0.0	0.8	0.3	(0.0)	(3.1)	0.9	(2.0)	0.2	(4.0)			(3.8)					0.
Net cash provided by operating activities	(5.9)	(10.0)	(8.1)	(18.6)	(42.7)	10.2	(19.8)	(5.8)	22.3	7.0	11.6	(44.7)	(5.7)	25.9	(12.9)	53.7	(25.3)	38.4	54.6	121.5	63.6	(1.4)	(19.0)	(24.2)		280.0	32.4	(44.8)	(7.7)	
y/y growth	-282.9%	-20.4%	-29.7%	116.3%	44.5%	-273.8%	97.0%	-28.7%	-219.7%	-116.4%	13.3%	126.1%	-1.8%	16.0%	-285.0%	364.2%	-43.4%	-775.6%	111.2%	-1040.7%	18.4%	-94.5%	-149.6%	-144.4%	-84.4%	340.2%	-2418.7%	135.0%	-68.3%	1273.0
Operating cash flow margin	-4.5%	-7.3%	-5.4%	-10.9%	-7.2%	5.6%	-9.9%	-2.6%	8.4%	0.8%	4.1%	-14.7%	-1.7%	7.2%	-1.0%	14.6%	-6.0%	8.9%	11.9%	7.2%	14.1%	-0.3%	-3.8%	-4.8%	1.0%	54.0%	5.7%	-7.4%	-1.2%	11.2
Cash from investing activities																														
Purchases of property and equipment	(1.5)	(3.8)	(5.6)	(0.8)	(11.8)	(0.6)	(1.7)	(2.2)	(3.6)	(8.1)	(2.5)	(2.6)	(1.4)	(0.7)	(7.2)	(0.6)	(0.6)	(2.1)	(2.7)	(6.1)	(0.5)	(1.1)	(5.0)	(5.1)	(11.6)	(5.2)	(5.7)	(6.0)	(6.2)	(23.
Acquisition, net of cash acquired	0.0	0.0	0.0	0.0	0.0	(4.5)	0.0	0.0	0.0	(4.5)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(15.0)	0.0	(15.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.
Investment in non-marketable securities	0.0	0.0	(0.5)	0.0	(0.5)	(0.9)	(0.2)	(1.2)	(2.0)	(4.3)	(1.1)	0.0	(1.6)	(0.4)	(3.1)	(1.3)	(0.8)	0.0	0.0	(2.1)	0.0	(5.5)			(5.5)					0.
Proceeds from maturities of marketable securities	165.0	120.0	255.0	200.0	740.0	100.0	175.0	125.0	150.0	550.0	75.0	325.0	675.0	350.0	1.425.0	280.0	475.0	435.0	255.0	1.445.0	125.0	310.0			435.0					0.
Purchases of marketable securities	(160.3)	(349.7)	(302.6)	(177.8)	(990.4)	(101.5)	(302.5)	(528.3)	(453.0)	(1,385.3)	(100.1)	(97.5)	(316.4)	(933.9)	(1,448.0)	(66.8)	(583.8)	(583.3)	0.0	(1,233.9)	(172.6)	(13.0)			(185.6)					0.
Net cash used in investing activities	3.2	(233.5)	(53.7)	21.4	(262.7)	(7.5)	(129.4)	(406.7)	(308.6)	(852.1)	(28.8)	224.9	355.6	(585.0)	(33.3)	211.3	(110.2)	(165.3)	252.3	188.0	(48.1)	290.4	(5.0)	(5.1)	232.2	(5.2)	(5.7)	(6.0)	(6.2)	(23.
		(====)	(00)		(====,	()	(,	()	(====)	(,	(====)			(000.0)	(22.2)		()	()			()		(0.0)	(,		()	()	()	()	(40)
Cash from financing activities																														
Payments of issuance costs for convertible senior notes	(4.2)	0.0	0.0	0.0	(4.2)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0				0.0					0.
																														0.
Proceeds from exercise of stock options	3.0	4.1	6.7	3.2	17.0	3.5	2.2	1.8	2.1	9.7	1.7	1.3	1.4	1.4	5.7	1.5	2.0	1.3	2.0	6.8	1.0				1.0					
Proceeds from exercise of stock options  Proceeds from issuance of common stock, net of issuance cos	3.0 0.0	4.1 0.0	6.7 0.0	3.2 0.0	17.0 0.0					9.7 889.2					5.7 0.0	1.5 0.0	2.0 0.0	1.3 0.0	0.0	6.8	1.0 0.0				0.0					0.
						3.5	2.2	1.8	2.1		1.7	1.3	1.4	1.4								18.6								0.
Proceeds from issuance of common stock, net of issuance cos	0.0	0.0	0.0	0.0	0.0	3.5 0.0	2.2 889.6	1.8	2.1	889.2	1.7 0.0	1.3 0.0	1.4 0.0	1.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	18.6 0.4			0.0					
Proceeds from issuance of common stock, net of issuance cos Proceeds from the issuance of common stock under the Emplo Repurchase of early exercised stock options	0.0	0.0 9.0	0.0 0.0 0.0	0.0 9.6	0.0 18.5	3.5 0.0 0.0 0.0	2.2 889.6 13.0 0.0	1.8 (0.4) 0.0 0.0	2.1 0.0 12.2	889.2 25.2	1.7 0.0 0.0	1.3 0.0 15.8 0.0	1.4 0.0 0.0 0.0	1.4 0.0 13.2 0.0	0.0 29.0	0.0 0.0 0.0	0.0 19.8 0.0	0.0	0.0 17.1	0.0 36.9	0.0 0.0	0.4			0.0 18.6					0.
Proceeds from issuance of common stock, net of issuance cos Proceeds from the issuance of common stock under the Emplo Repurchase of early exercised stock options Principal repayments of finance leases	0.0 0.0 (0.0) (1.1)	0.0 9.0 (0.0)	0.0 0.0 0.0 (1.2)	0.0 9.6 0.0 (1.2)	0.0 18.5 (0.0)	3.5 0.0 0.0	2.2 889.6 13.0	1.8 (0.4) 0.0	2.1 0.0 12.2 0.0	889.2 25.2 0.0 (5.6)	1.7 0.0 0.0 0.0	1.3 0.0 15.8	1.4 0.0 0.0	1.4 0.0 13.2	0.0 29.0 0.0	0.0 0.0	0.0 19.8	0.0 0.0 0.0	0.0 17.1 0.0	0.0 36.9 0.0	0.0 0.0 0.0				0.0 18.6 0.4					0.
Proceeds from issuance of common stock, net of issuance cos Proceeds from the issuance of common stock under the Emplo Repurchase of early exercised stock options Principal repayments of finance leases Repayments of convertible senior notes attributable to principal	0.0 0.0 (0.0) (1.1) 0.0	0.0 9.0 (0.0) (1.1) 0.0	0.0 0.0 0.0 (1.2)	0.0 9.6 0.0 (1.2) 0.0	0.0 18.5 (0.0) (4.6) 0.0	3.5 0.0 0.0 0.0 (1.2) (27.6)	2.2 889.6 13.0 0.0 (1.2) 0.0	1.8 (0.4) 0.0 0.0 (1.2) 0.0	2.1 0.0 12.2 0.0	889.2 25.2 0.0	1.7 0.0 0.0 0.0 (0.6)	1.3 0.0 15.8 0.0 (1.3)	1.4 0.0 0.0 0.0 (1.3)	1.4 0.0 13.2 0.0 (1.3)	0.0 29.0 0.0 (4.5) 0.0	0.0 0.0 0.0 (1.3) 0.0	0.0 19.8 0.0 (1.4) 0.0	0.0 0.0 0.0 (1.4) 0.0	0.0 17.1 0.0 (1.4)	0.0 36.9 0.0 (5.5)	0.0 0.0 0.0 (2.1) 0.0	0.4			0.0 18.6 0.4 (3.6) 0.0					0. 0. 0.
Proceeds from issuance of common stock, net of issuance cos Proceeds from the issuance of common stock under the Emplo Repurchase of early exercised stock options Principal repayments of finance leases Repayments of convertible senior notes attributable to principal Proceeds from borrowings on convertible senior notes, net of it	0.0 0.0 (0.0) (1.1) 0.0 0.0	0.0 9.0 (0.0) (1.1) 0.0 0.0	0.0 0.0 0.0 (1.2) 0.0 0.0	0.0 9.6 0.0 (1.2) 0.0 0.0	0.0 18.5 (0.0) (4.6) 0.0 0.0	3.5 0.0 0.0 0.0 (1.2) (27.6) 0.0	2.2 889.6 13.0 0.0 (1.2) 0.0 0.0	1.8 (0.4) 0.0 0.0 (1.2) 0.0 0.0	2.1 0.0 12.2 0.0	889.2 25.2 0.0 (5.6) (27.6) 0.0	1.7 0.0 0.0 0.0 (0.6) 0.0	1.3 0.0 15.8 0.0 (1.3) 0.0	1.4 0.0 0.0 0.0 (1.3) 0.0 0.0	1.4 0.0 13.2 0.0 (1.3) 0.0 0.0	0.0 29.0 0.0 (4.5) 0.0 0.0	0.0 0.0 0.0 (1.3) 0.0 0.0	0.0 19.8 0.0 (1.4) 0.0 0.0	0.0 0.0 0.0 (1.4) 0.0 0.0	0.0 17.1 0.0 (1.4) 0.0 0.0	0.0 36.9 0.0 (5.5) 0.0	0.0 0.0 0.0 (2.1) 0.0 0.0	0.4			0.0 18.6 0.4 (3.6) 0.0 0.0					0. 0. 0. 0.
Proceeds from issuance of common stock, net of issuance cos Proceeds from the issuance of common stock under the Emplo Repurchase of early exercised stock options Principal repayments of tinance iseases Repayments of convertible senior notes attributable to principal Proceeds from borrowings on convertible senior note, and of a Payments for partial repurchase of 2024 convertible senior not	0.0 0.0 (0.0) (1.1) 0.0 0.0	0.0 9.0 (0.0) (1.1) 0.0 0.0	0.0 0.0 0.0 (1.2) 0.0 0.0	0.0 9.6 0.0 (1.2) 0.0 0.0	0.0 18.5 (0.0) (4.6) 0.0 0.0	3.5 0.0 0.0 0.0 (1.2) (27.6) 0.0	2.2 889.6 13.0 0.0 (1.2) 0.0 0.0	1.8 (0.4) 0.0 0.0 (1.2) 0.0 0.0	2.1 0.0 12.2 0.0	889.2 25.2 0.0 (5.6) (27.6) 0.0	1.7 0.0 0.0 0.0 (0.6) 0.0 0.0	1.3 0.0 15.8 0.0 (1.3) 0.0 0.0	1.4 0.0 0.0 0.0 (1.3) 0.0 0.0	1.4 0.0 13.2 0.0 (1.3) 0.0 0.0	0.0 29.0 0.0 (4.5) 0.0 0.0	0.0 0.0 0.0 (1.3) 0.0 0.0	0.0 19.8 0.0 (1.4) 0.0 0.0	0.0 0.0 0.0 (1.4) 0.0 0.0	0.0 17.1 0.0 (1.4) 0.0 0.0	0.0 36.9 0.0 (5.5) 0.0 0.0	0.0 0.0 0.0 (2.1) 0.0 0.0	0.4 (1.5)			0.0 18.6 0.4 (3.6) 0.0 0.0					0. 0. 0. 0. 0.
Proceeds from issuance of common stock, net of issuance cos Proceeds from the issuance of common stock under the Emplo Repurchase of early exercided stock options Principal repayments of finance leases Repayments of convertible senior notes attributable to principal Proceeds from borrowings on convertible senior notes, net of it	0.0 0.0 (0.0) (1.1) 0.0 0.0	0.0 9.0 (0.0) (1.1) 0.0 0.0	0.0 0.0 0.0 (1.2) 0.0 0.0	0.0 9.6 0.0 (1.2) 0.0 0.0	0.0 18.5 (0.0) (4.6) 0.0 0.0	3.5 0.0 0.0 0.0 (1.2) (27.6) 0.0	2.2 889.6 13.0 0.0 (1.2) 0.0 0.0	1.8 (0.4) 0.0 0.0 (1.2) 0.0 0.0	2.1 0.0 12.2 0.0	889.2 25.2 0.0 (5.6) (27.6) 0.0	1.7 0.0 0.0 0.0 (0.6) 0.0	1.3 0.0 15.8 0.0 (1.3) 0.0	1.4 0.0 0.0 0.0 (1.3) 0.0 0.0	1.4 0.0 13.2 0.0 (1.3) 0.0 0.0	0.0 29.0 0.0 (4.5) 0.0 0.0	0.0 0.0 0.0 (1.3) 0.0 0.0	0.0 19.8 0.0 (1.4) 0.0 0.0	0.0 0.0 0.0 (1.4) 0.0 0.0	0.0 17.1 0.0 (1.4) 0.0 0.0	0.0 36.9 0.0 (5.5) 0.0	0.0 0.0 0.0 (2.1) 0.0 0.0	0.4			0.0 18.6 0.4 (3.6) 0.0 0.0					0. 0. 0. 0.
Proceeds from issuance of common stock, ret of issuance cos Proceeds from the issuance of common stock under the Emplo Repurchase of early exercised stock options Principal repursers of finance leases Repayments of convertible serior notes attributable to principal Proceeds from borrowings on conventible serior notes, set of is Payments for partial repurchase of 2024 convertible serior not Payment for purchase of capped calls Proceeds from terrant allowance related to build sut lease	0.0 0.0 (0.0) (1.1) 0.0 0.0 0.0 0.0	0.0 9.0 (0.0) (1.1) 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.2) 0.0 0.0 0.0 0.0	0.0 9.6 0.0 (1.2) 0.0 0.0 0.0 0.0	0.0 18.5 (0.0) (4.6) 0.0 0.0 0.0 0.0	3.5 0.0 0.0 (1.2) (27.6) 0.0 0.0 0.0	2.2 889.6 13.0 0.0 (1.2) 0.0 0.0 0.0 0.0	1.8 (0.4) 0.0 0.0 (1.2) 0.0 0.0 0.0 0.0	2.1 0.0 12.2 0.0 (1.9) 0.0 0.0 0.0	889.2 25.2 0.0 (5.6) (27.6) 0.0 0.0 0.0	1.7 0.0 0.0 0.0 (0.6) 0.0 0.0 0.0 0.0	1.3 0.0 15.8 0.0 (1.3) 0.0 0.0 0.0	1.4 0.0 0.0 0.0 (1.3) 0.0 0.0 0.0 0.0	1.4 0.0 13.2 0.0 (1.3) 0.0 0.0 0.0	0.0 29.0 0.0 (4.5) 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.3) 0.0 0.0 0.0 0.0	0.0 19.8 0.0 (1.4) 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.4) 0.0 0.0 0.0 0.0	0.0 17.1 0.0 (1.4) 0.0 0.0 0.0 0.0	0.0 36.9 0.0 (5.5) 0.0 0.0 0.0	0.0 0.0 0.0 (2.1) 0.0 0.0 0.0 0.0	0.4 (1.5)	0.0	0.0	0.0 18.6 0.4 (3.6) 0.0 0.0 0.0 170.6	0.0	0.0	0.0	0.0	0 0 0 0 0 0
Proceeds from issuance of common stock, red of issuance cos Proceeds from the issuance of common stock under the Emplo Repurchase of early exercised stock options Principal repayments of finance leases Repayments of convertible serior rotes attributable to principal Proceeds from borrowings on convertible serior rotes, red of in Payments for puralit repurchase of 2024 convertible serior Payment for purchase of capped calls Proceeds from ternar allowance related to build suit lease Net cash provided by financing activities	0.0 (0.0) (1.1) 0.0 0.0 0.0 0.0 0.0	0.0 9.0 (0.0) (1.1) 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.2) 0.0 0.0 0.0 0.0 0.9	0.0 9.6 0.0 (1.2) 0.0 0.0 0.0 0.0 0.0	0.0 18.5 (0.0) (4.6) 0.0 0.0 0.0 0.0 0.9	3.5 0.0 0.0 (1.2) (27.6) 0.0 0.0 0.0 (25.3)	2.2 889.6 13.0 0.0 (1.2) 0.0 0.0 0.0 0.0 0.0	1.8 (0.4) 0.0 0.0 (1.2) 0.0 0.0 0.0 0.0	2.1 0.0 12.2 0.0 (1.9) 0.0 0.0 0.0 0.0	889.2 25.2 0.0 (5.6) (27.6) 0.0 0.0 0.0 890.9	1.7 0.0 0.0 0.0 (0.6) 0.0 0.0 0.0 0.0	1.3 0.0 15.8 0.0 (1.3) 0.0 0.0 0.0 0.0	1.4 0.0 0.0 0.0 (1.3) 0.0 0.0 0.0 0.0	1.4 0.0 13.2 0.0 (1.3) 0.0 0.0 0.0 0.0	0.0 29.0 0.0 (4.5) 0.0 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.3) 0.0 0.0 0.0 0.0	0.0 19.8 0.0 (1.4) 0.0 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.4) 0.0 0.0 0.0 0.0	0.0 17.1 0.0 (1.4) 0.0 0.0 0.0 0.0 0.0	0.0 36.9 0.0 (5.5) 0.0 0.0 0.0 0.0 (5.5)	0.0 0.0 0.0 (2.1) 0.0 0.0 0.0 0.0	0.4 (1.5) 170.6	0.0	0.0	0.0 18.6 0.4 (3.6) 0.0 0.0 170.6 0.0	0.0	0.0	0.0	0.0	0 0 0 0 0 0
Proceeds from issuance of common stock, red of issuance cos proceeds from the issuance of common stock under the Emplo Repurchase of early exercised stock options Principal resyments of france leasens Repurpments of conventible serior notes attributable to principal Proceeds from borrowings on conventible serior rotes, set of is Payment for partial repurchase of 2024 conventible serior not Payment for purchase of capped calls Proceeds from terrant allowance related to build suit lease	0.0 0.0 (0.0) (1.1) 0.0 0.0 0.0 0.0	0.0 9.0 (0.0) (1.1) 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.2) 0.0 0.0 0.0 0.0	0.0 9.6 0.0 (1.2) 0.0 0.0 0.0 0.0	0.0 18.5 (0.0) (4.6) 0.0 0.0 0.0 0.0	3.5 0.0 0.0 (1.2) (27.6) 0.0 0.0 0.0	2.2 889.6 13.0 0.0 (1.2) 0.0 0.0 0.0 0.0	1.8 (0.4) 0.0 0.0 (1.2) 0.0 0.0 0.0 0.0	2.1 0.0 12.2 0.0 (1.9) 0.0 0.0 0.0	889.2 25.2 0.0 (5.6) (27.6) 0.0 0.0 0.0	1.7 0.0 0.0 0.0 (0.6) 0.0 0.0 0.0 0.0	1.3 0.0 15.8 0.0 (1.3) 0.0 0.0 0.0	1.4 0.0 0.0 0.0 (1.3) 0.0 0.0 0.0 0.0	1.4 0.0 13.2 0.0 (1.3) 0.0 0.0 0.0	0.0 29.0 0.0 (4.5) 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.3) 0.0 0.0 0.0 0.0	0.0 19.8 0.0 (1.4) 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.4) 0.0 0.0 0.0 0.0	0.0 17.1 0.0 (1.4) 0.0 0.0 0.0 0.0	0.0 36.9 0.0 (5.5) 0.0 0.0 0.0	0.0 0.0 0.0 (2.1) 0.0 0.0 0.0 0.0	0.4 (1.5)	0.0	0.0	0.0 18.6 0.4 (3.6) 0.0 0.0 0.0 170.6	0.0	0.0	0.0	0.0	0. 0. 0. 0. 0. 0.
Proceeds from issuance of common stock, red of issuance cos Proceeds from the issuance of common stock under the Emplo Repurchase of early exercised stock options Principal repayments of finance leases Repayments of convertible serior rates attributable to principal Proceeds from borrowings on convertible serior rates, red of in Payments for partial repurchase of 2024 convertible serior Payment for purchase of capped calls Proceeds from ternar allowance related to build suit lesse Net cash provided by financing activities	0.0 (0.0) (1.1) 0.0 0.0 0.0 0.0 0.0	0.0 9.0 (0.0) (1.1) 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.2) 0.0 0.0 0.0 0.0 0.9	0.0 9.6 0.0 (1.2) 0.0 0.0 0.0 0.0 0.0	0.0 18.5 (0.0) (4.6) 0.0 0.0 0.0 0.0 0.9	3.5 0.0 0.0 (1.2) (27.6) 0.0 0.0 0.0 (25.3)	2.2 889.6 13.0 0.0 (1.2) 0.0 0.0 0.0 0.0 0.0	1.8 (0.4) 0.0 0.0 (1.2) 0.0 0.0 0.0 0.0	2.1 0.0 12.2 0.0 (1.9) 0.0 0.0 0.0 0.0	889.2 25.2 0.0 (5.6) (27.6) 0.0 0.0 0.0 890.9	1.7 0.0 0.0 0.0 (0.6) 0.0 0.0 0.0 0.0	1.3 0.0 15.8 0.0 (1.3) 0.0 0.0 0.0 0.0	1.4 0.0 0.0 0.0 (1.3) 0.0 0.0 0.0 0.0	1.4 0.0 13.2 0.0 (1.3) 0.0 0.0 0.0 0.0	0.0 29.0 0.0 (4.5) 0.0 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.3) 0.0 0.0 0.0 0.0	0.0 19.8 0.0 (1.4) 0.0 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.4) 0.0 0.0 0.0 0.0	0.0 17.1 0.0 (1.4) 0.0 0.0 0.0 0.0 0.0	0.0 36.9 0.0 (5.5) 0.0 0.0 0.0 0.0 (5.5)	0.0 0.0 0.0 (2.1) 0.0 0.0 0.0 0.0	0.4 (1.5) 170.6	0.0	0.0	0.0 18.6 0.4 (3.6) 0.0 0.0 170.6 0.0	1,219.2	0.0	0.0	0.0	0. 0. 0. 0. 0. 0.
Proceeds from issuance of common stock, red of issuance cos Proceeds from the issuance of common stock under the Emplo Repurchase of early enercised stock options Principal respursars of france leases Repayments of convertible senior notes attributable to principal Proceeds from borrowings on convertible senior notes, red of Payments to partial repurchase of 2024 convertible senior on Payment for purchase of capped calls Proceeds from teneral allowance related to build suit lease Net cash provided by financing activities Effect of exchange rate changes on cash, cash equivalents and re	0.0 (0.0) (1.1) 0.0 0.0 0.0 0.0 0.0 (2.3)	0.0 9.0 (0.0) (1.1) 0.0 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.2) 0.0 0.0 0.0 0.0 0.9	0.0 9.6 0.0 (1.2) 0.0 0.0 0.0 0.0 0.0 11.6	0.0 18.5 (0.0) (4.6) 0.0 0.0 0.0 0.0 0.9 27.6	3.5 0.0 0.0 (1.2) (27.6) 0.0 0.0 0.0 (25.3)	2.2 889.6 13.0 0.0 (1.2) 0.0 0.0 0.0 0.0 0.0 903.5	1.8 (0.4) 0.0 0.0 (1.2) 0.0 0.0 0.0 0.0 0.0	2.1 0.0 12.2 0.0 (1.9) 0.0 0.0 0.0 0.0 12.4 (0.4)	889.2 25.2 0.0 (5.6) (27.6) 0.0 0.0 0.0 0.0 890.9 (1.5)	1.7 0.0 0.0 0.0 (0.6) 0.0 0.0 0.0 0.0 0.0 1.1	1.3 0.0 15.8 0.0 (1.3) 0.0 0.0 0.0 0.0 0.0 15.8 (0.9)	1.4 0.0 0.0 0.0 (1.3) 0.0 0.0 0.0 0.0 0.0 0.0	1.4 0.0 13.2 0.0 (1.3) 0.0 0.0 0.0 0.0 0.0	0.0 29.0 0.0 (4.5) 0.0 0.0 0.0 0.0 0.0 30.2	0.0 0.0 0.0 (1.3) 0.0 0.0 0.0 0.0 0.0	0.0 19.8 0.0 (1.4) 0.0 0.0 0.0 0.0 0.0 0.0	0.0 0.0 0.0 (1.4) 0.0 0.0 0.0 0.0 0.0 (2.5)	0.0 17.1 0.0 (1.4) 0.0 0.0 0.0 0.0 0.0 17.7	0.0 36.9 0.0 (5.5) 0.0 0.0 0.0 0.0 0.0 (5.5)	0.0 0.0 0.0 (2.1) 0.0 0.0 0.0 0.0 0.0 (1.1)	0.4 (1.5) 170.6 188.0 (1.0)			0.0 18.6 0.4 (3.6) 0.0 0.0 170.6 0.0					0. 0. 0. 0. 0. 0. 0.

**MSFT** 

**Exhibit 148 - Microsoft GAAP Income Statement** 

EXHIBIT 140 - WIICIOSOIT GAAF III		tatem																		
\$ in millions, except per share data	2020	2021	2022	Sep-22	Dec-22	Mar-23	Jun-23	2023	Sep-23	Dec-23	Mar-24	Jun-24	2024	Sep-24	Dec-24	Mar-25	Jun-25	2025 (E)	2026 (E)	2027 (E)
	Full Year	Full Year	Full Year	1Q23	2Q23	3Q23	4Q23	Full Year	<u>1Q24</u>	2Q24	3Q24	4Q24	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year	Full Year	Full Year
GAAP Income Statement	00.044	74.074	70 700	45.744	10.517	45.500	40.050	04.000	45.505	40.044	47.000	40.047	04.770	47.005	44.004	40.550	00.004	70.074	00.704	00.400
Product	68,041	71,074	72,732	15,741	16,517	15,588	16,853	64,699	15,535	18,941	17,080	13,217	64,773	17,825	14,224	18,559	20,364	70,971	83,784	93,160
Service and other	74,974	97,014	125,538	34,381	36,230	37,269	39,336	147,216	40,982	43,079	44,778	51,510	180,349	46,732	55,433	51,673	53,386	207,224	232,499	265,322
Total Revenue	143,015	168,088	198,270	50,122	52,747	52,857	56,189	211,915	56,517	62,020	61,858	64,727	245,122	64,557	69,656	70,231	73,750	278,195	316,283	358,482
y/y growth	13.6%	17.5%	18.0%	10.6%	2.0%	7.1%	8.3%	6.9%	12.8%	17.6%	17.0%	15.2%	15.7%	14.2%	12.3%	13.5%	13.9%	13.5%	13.7%	13.3%
q/q growth				-3.4%	5.2%	0.2%	6.3%		0.6%	9.7%	-0.3%	4.6%		-0.3%	7.9%	0.8%	5.0%			
Cost of service																				
Cost of Product	16,017	18,219	19,064	4,302	5,690	3,941	3,871	17,804	3,531	5,964	4,339	1,438	15,272	4,052	4,479	4,715	2,216	15,460	18,881	21,027
Cost of Service and other	30,061	34,013	43,586	11,150	11,798	12,187	12,924	48,059	12,771	13,659	14,166	18,246	58,842	15,969	18,842	17,827	21,744	74,382	81,540	92,143
Total Cost of Revenue	46,078	52,232	62,650	15,452	17,488	16,128	16,795	65,863	16,302	19,623	18,505	19,684	74,114	20,020	23,321	22,542	23,959	89,842	100,421	113,170
% of revenue	32.2%	31.1%	31.6%	30.8%	33.2%	30.5%	29.9%	31.1%	28.8%	31.6%	29.9%	30.4%	30.2%	31.0%	33.5%	32.1%	32.5%	32.3%	31.8%	31.6%
Product Gross Profit	52.024	52.855	53,668	11.439	10.827	11.647	12.982	46,895	12.004	12.977	12.741	11.779	49.501	13,774	9.745	13.844	18,148	55.511	64.903	72,134
Product Gross Profit %	76.5%	74.4%	73.8%	72.7%	65.6%	74.7%	77.0%	72.5%	77.3%	68.5%	74.6%	89.1%	76.4%	77.3%	68.5%	74.6%	89.1%	78.2%	77.5%	77.4%
Service and other Gross Profit	44,913	63.001	81.952	23,231	24,432	25.082	26.412	99,157	28.211	29,420	30,612	33,264	121.507	30.763	36,591	33.846	31.643	132.842	150.959	173,179
Service and other Gross Profit %	59.9%	64.9%	65.3%	67.6%	67.4%	67.3%	67.1%	67.4%	68.8%	68.3%	68.4%	64.6%	67.4%	65.8%	66.0%	65.5%	59.3%	64.1%	64.9%	65.3%
Gross Profit	96,937	115,856	135,620	34.670	35,259	36,729	39,394	146,052	40,215	42,397	43,353	45,043	171.008	44,537	46,336	47,689	49,791	188.353	215.862	245,313
Gross Margin	67.8%	68.9%	68.4%	69.2%	66.8%	69.5%	70.1%	68.9%	71.2%	68.4%	70.1%	69.6%	69.8%	69.0%	66.5%	67.9%	67.5%	67.7%	68.2%	68.4%
Operating Expenses																				
Research and development	19,269	20,716	24,512	6,628	6,844	6,984	6,739	27,195	6,659	7,142	7,653	8,056	29,510	7,632	7,673	8,338	8,810	32,453	36,423	40,746
% of revenue	13.5%	12.3%	12.4%	13.2%	13.0%	13.2%	12.0%	12.8%	11.8%	11.5%	12.4%	12.4%	12.0%	11.8%	11.0%	11.9%	11.9%	11.7%	11.5%	11.4%
Sales and marketing	19,598	20,117	21,825	5,126	5,679	5,750	6,204	22,759	5,187	6,246	6,207	6,816	24,456	5,951	6,667	6,696	7,397	26,711	29,892	33,342
% of revenue	13.7%	12.0%	11.0%	10.2%	10.8%	10.9%	11.0%	10.7%	9.2%	10.1%	10.0%	10.5%	10.0%	9.2%	9.6%	9.5%	10.0%	9.6%	9.5%	9.3%
General and administrative	5,111	5,107	5,900	1,398	2,337	1,643	2,197	7,575	1,474	1,977	1,912	2,246	7,609	1,710	1,942	1,890	2,264	7,805	8,399	8,981
% of revenue	3.6%	3.0%	3.0%	2.8%	4.4%	3.1%	3.9%	3.6%	2.6%	3.2%	3.1%	3.5%	3.1%	2.6%	2.8%	2.7%	3.1%	2.8%	2.7%	2.5%
Impairment, integration, and restructuring	0	0	0					0					0					0	. 0	0
Total operating expenses	43,978	45,940	52,237	13,152	14,860	14,377	15,140	57,529	13,320	15,365	15,772	17,118	61,575	15,292	16,282	16,924	18,472	66,970	74,714	83,069
% of revenue	30.8%	27.3%	26.3%	26.2%	28.2%	27.2%	26.9%	27.1%	23.6%	24.8%	25.5%	26.4%	25.1%	23.7%	23.4%	24.1%	25.0%	24.1%	23.6%	23.2%
Operating Income	52,959	69,916	83,383	21,518	20,399	22,352	24,254	88,523	26,895	27,032	27,581	27,925	109,433	29,244	30,054	30,766	31,319	121,383	141,147	162,244
Operating Margin	37.0%	41.6%	42.1%	42.9%	38.7%	42.3%	43.2%	41.8%	47.6%	43.6%	44.6%	43.1%	44.6%	45.3%	43.1%	43.8%	42.5%	43.6%	44.6%	45.3%
Dividends and Interest income	2,680	2,131	2,094	547	700	748	999	2,994	1,166	734	619	638	3,157	602	602	602	602	2,409	2,897	3,825
Interest expense	(2,591)	(2,346)	(2,063)	(493)	(490)	(496)	(489)	(1,968)	(525)	(909)	(800)	(701)	(2,935)	(701)	(701)	(701)	(701)	(2,804)	(2,804)	(2,804)
Net recognized gains on investment	32	1,232	461	` o´	(15)	105	170	260	(107)	69	(25)	(55)	(118)	(55)	(55)	` o´	Ò	(110)	, o	O O
Net losses on derivatives	187	17	(52)	0	(199)	(65)	(192)	(456)	93	(267)	(24)	11	(187)	11	11	11	11	` 44	0	0
Net losses on foreign currency remeasurements	(191)	54	(75)	0	(18)	122	` 77	181	(101)	36	(138)	(41)	(244)	(41)	(41)	0	0	(82)	0	0
Other income (expense), net	(40)	98	(32)	0	(38)	(93)	(92)	(223)	(137)	(169)	(486)	(527)	(1,319)	(467)	(467)	(417)	(367)	(1,718)	0	0
Total Other (expense) income, net	77	1,186	333	54	(60)	321	473	788	389	(506)	(854)	(675)	(1,646)	(651)	(651)	(505)	(455)	(2,261)	93	1,021
Pretax Income	53,036	71.102	83,716	21,572	20,339	22,673	24,727	89.311	27,284	26,526	26,727	27,250	107.787	28,594	29,404	30,261	30,864	119,122	141,241	163.265
Income tax expense (benefit)	8,755	9,831	10,978	4.016	3.914	4.374	4.646	16,956	4.993	4,656	4.788	5,214	19,651	5,433	5,587	5,750	5,864	22,633	26,836	31.020
Tax %	16.5%	13.8%	13.1%	18.6%	19.2%	19.3%	18.8%	19.0%	18.3%	17.6%	17.9%	19.1%	18.2%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%
Net Income (loss)	44,281	61,271	72,738	17,556	16,425	18,299	20,081	72,355	22,291	21,870	21,939	22,036	88,136	23,161	23,817	24,511	25,000	96,489	114,405	132,245
GAAP EPS	\$5.76	\$8.05	\$9.65	\$2.35	\$2.20	\$2,45	\$2.69	\$9.68	\$2.99	\$2.93	\$2.94	\$2.95	\$11.80	\$3.11	\$3.20	\$3.30	\$3.37	\$12.97	\$15.47	\$17.98
v/v growth	13.9%	39.7%	19.8%	-13.4%	-11.5%	10.4%	20.6%	0.4%	27.4%	33.2%	19.8%	9.7%	21.9%	3.9%	9.2%	12.3%	14.2%	9.9%	19.3%	16.3%
y/y giowii	13.9%	33.176	13.070	-13.470	-11.0/0	10.470	20.076	U.470	21.470	33.2 /6	13.070	3.170	21.370	3.370	J.£ 70	12.0/0	17.270	3.370	13.570	10.5%

Exhibit 149 - Microsoft Non-GAAP Income Statement

\$ in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	Sep-22 1Q23	Dec-22 2Q23	Mar-23 3Q23	Jun-23 4Q23	2023 Full Year	Sep-23 1Q24	Dec-23 2Q24	Mar-24 3Q24	Jun-24 4Q24	2024 Full Year	Sep-24 1Q25E	Dec-24 2Q25E	Mar-25 3Q25E	Jun-25 4Q25E	2025 (E) Full Year	2026 (E) Full Year	2027 (E) Full Year
Non-GAAP Income Statement																				
Product	68.041	71,074	72,732	15.741	16,517	15.588	16,853	64,699	15,535	18,941	17,080	13,217	64,773	17.825	14.224	18.559	20,364	70.971	83,784	93,160
y/y growth	3.0%	4.5%	2.3%	-5.4%	-20.5%	-10.2%	-6.1%	-11.0%	-1.3%	14.7%	9.6%	-21.6%	0.1%	14.7%	-24.9%	8.7%	54.1%	9.6%	18.1%	11.2%
Service and other	74,974	97,014	125,538	34,381	36,230	37,269	39,336	147,216	40,982	43,079	44,778	51,510	180,349	46,732	55,433	51,673	53,386	207,224	232,499	265,322
y/y growth	25.4%	29.4%	29.4%	19.9%	17.1%	16.5%	16.0%	17.3%	19.2%	18.9%	20.1%	30.9%	22.5%	14.0%	28.7%	15.4%	3.6%	14.9%	12.2%	14.1%
q/q growth				1.4%	5.4%	2.9%	5.5%		4.2%	5.1%	3.9%	15.0%		-9.3%	18.6%	-6.8%	3.3%			
Total Revenue	143,015	168,088	198,270	50,122	52,747	52,857	56,189	211,915	56,517	62,020	61,858	64,727	245,122	64,557	69,656	70,231	73,750	278,195	316,283	358,482
y/y growth q/q growth	13.6%	17.5%	18.0%	10.6% -3.4%	2.0% 5.2%	7.1% 0.2%	8.3% 6.3%	6.9%	12.8% 0.6%	17.6% 9.7%	17.0% -0.3%	15.2% 4.6%	15.7%	14.2% -0.3%	12.3% 7.9%	13.5% 0.8%	13.9% 5.0%	13.5%	13.7%	13.3%
Cost of Revenue																				
Cost of Product	16,017	18,219	19,064	4,302	5,690	3,941	3,871	17,804	3,531	5,964	4,339	1,438	15,272	4,052	4,479	4,715	2,216	15,460	18,881	21,027
Cost of Service and other	30,061	34,013	43,586	11,150	11,798	12,187	12,924	48,059	12,771	13,659	14,166	18,246	58,842	15,969	18,842	17,827	21,744	74,382	81,540	92,143
Total Cost of Revenue	46,078	52,232	62,650	15,452	17,488	16,128	16,795	65,863	16,302	19,623	18,505	19,684	74,114	20,020	23,321	22,542	23,959	89,842	100,421	113,170
% of revenue	32.2%	31.1%	31.6%	30.8%	33.2%	30.5%	29.9%	31.1%	28.8%	31.6%	29.9%	30.4%	30.2%	31.0%	33.5%	32.1%	32.5%	32.3%	31.8%	31.6%
Total Gross Profit	96.937	115.856	135.620	34.670	35.259	36.729	39.394	146.052	40.215	42.397	43.353	45.043	171.008	44.537	46.336	47.689	49.791	188.353	215.862	245.313
Gross Margin	67.8%	68.9%	68.4%	69.2%	66.8%	69.5%	70.1%	68.9%	71.2%	68.4%	70.1%	69.6%	69.8%	69.0%	66.5%	67.9%	67.5%	67.7%	68.2%	68.4%
							, .			******										
Operating expense																				
Research and development	19,269	20,716	24,512	6,628	6,844	6,984	6,739	27,195	6,659	7,142	7,653	8,056	29,510	7,632	7,673	8,338	8,810	32,453	36,423	40,746
% of revenue	13.5%	12.3%	12.4%	13.2%	13.0%	13.2%	12.0%	12.8%	11.8%	11.5%	12.4%	12.4%	12.0%	11.8%	11.0%	11.9%	11.9%	11.7%	11.5%	11.4%
Sales and marketing	19,598	20,117	21,825	5,126	5,679	5,750	6,204	22,759	5,187	6,246	6,207	6,816	24,456	5,951	6,667	6,696	7,397	26,711	29,892	33,342
% of revenue	13.7%	12.0%	11.0%	10.2%	10.8%	10.9%	11.0%	10.7%	9.2%	10.1%	10.0%	10.5%	10.0%	9.2%	9.6%	9.5%	10.0%	9.6%	9.5%	9.3%
General and administrative	5,111	5,107	5,900	1,398	2,337	1,643	2,197	7,575	1,474	1,977	1,912	2,246	7,609	1,710	1,942	1,890	2,264	7,805	8,399	8,981
% of revenue	3.6%	3.0%	3.0%	2.8%	4.4%	3.1%	3.9%	3.6%	2.6%	3.2%	3.1%	3.5%	3.1%	2.6%	2.8%	2.7%	3.1%	2.8%	2.7%	2.5%
Total Operating Expenses	43,978	45,940	52,237	13,152	14,860	14,377	15,140	57,529	13,320	15,365	15,772	17,118	61,575	15,292	16,282	16,924	18,472	66,970	74,714	83,069
% of revenue	30.8%	27.3%	26.3%	26.2%	28.2%	27.2%	26.9%	27.1%	23.6%	24.8%	25.5%	26.4%	25.1%	23.7%	23.4%	24.1%	25.0%	24.1% 9%	23.6%	23.2%
Operating Income	52,959	69,916	83,383	21,518	20,399	22,352	24,254	88,523	26,895	27,032	27,581	27,925	109,433	29,244	30,054	30,766	31,319	121,383	141,147	162,244
Operating Margin	37.0%	41.6%	42.1%	42.9%	38.7%	42.3%	43.2%	41.8%	47.6%	43.6%	44.6%	43.1%	44.6%	45.3%	43.1%	43.8%	42.5%	<b>43.6%</b> 11%	44.6%	45.3%
Dividends and Interest income	2,680	2,131	2,094	547	700	748	999	2,994	1,166	734	619	638	3,157	602	602	602	602	2,409	2,897	3,825
Interest expense	(2,591)	(2,346)	(2,063)	(493)	(490)	(496)	(489)	(1,968)	(525)	(909)	(800)	(701)	(2,935)	(701)	(701)	(701)	(701)	(2,804)	(2,804)	(2,804)
Total Other (expense) income, net	77	1,186	333	54	(60)	321	473	788	389	(506)	(854)	(675)	(1,646)	(651)	(651)	(505)	(455)	(2,261)	93	1,021
Protest Income	F2 000	74.400	00.740	04 570	20.220	22.676	04 707	00.244	07.004	20 520	00 707	07.050	407 707	20 50 4	20.404	20.004	20.004	440.400	444.044	402.205
Pretax Income Income Taxes (benefit)	<b>53,036</b> 8,755	<b>71,102</b> 9,831	<b>83,716</b> 14,269	<b>21,572</b> 4,016	<b>20,339</b> 3,914	<b>22,673</b> 4,374	<b>24,727</b> 4,646	<b>89,311</b> 16,950	<b>27,284</b> 4,993	<b>26,526</b> 4,656	<b>26,727</b> 4,788	<b>27,250</b> 5,214	<b>107,787</b> 19,651	<b>28,594</b> 5,433	<b>29,404</b> 5,587	<b>30,261</b> 5,750	<b>30,864</b> 5,864	119,122 22,633	141,241 26,836	<b>163,265</b> 31,020
Tax rate %	16.5%	13.8%	17.0%	18.6%	19.2%	19.3%			18.3%	17.6%	17.9%	19.1%	18.2%	19.0%		19.0%	19.0%	19.0%		19.0%
rax rate %	16.5%	13.6%	17.0%	18.0%	19.2%	19.3%	18.8%	19.0%	18.3%	17.0%	17.9%	19.1%	18.2%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%
Net Income	44,281	61,271	69,447	17,556	16,425	18,299	20,081	72,361	22,291	21,870	21,939	22,036	88,136	23,161	23,817	24,511	25,000	96,489	114,405	132,245
Non GAAP EPS	\$5.76	\$8.05	\$9.21	\$2.35	\$2.20	\$2.45	\$2.69	\$9.68	\$2.99	\$2.93	\$2.94	\$2.95	\$11.80	\$3.11	\$3.20	\$3.30	\$3.37	\$12.97	\$15.47	\$17.98
Shares Outstanding																				
Basic	7,609	7,547	7,496	7,457	7,451	7,441	7,434	7,446	7,429	7,432	7,431	7,433	7,431	7,422	7,411	7,400	7,389	7,405	7,361	7,317
Diluted	7,682	7,608	7,541	7,485	7,473	7,464	7,467	7,472	7,462	7,468	7,472	7,472	7,469	7,459	7,448	7,437	7,425	7,442	7,398	7,353

**Exhibit 150 - Microsoft Balance Sheet** 

¢ in millions avant nor share data	2020	2021	2022	Sep-22	Dec-22	Mar-23	Jun-23	2023	Sep-23	Dec-23	Mar-24	Jun-24	2024	Sep-24	Dec 24	Mar-25	Jun-25	2025 (E)	2026 (E)	2027 (E)
\$ in millions, except per share data	Full Year			Sep-22 1Q23	2Q23	3Q23	Jun-23 4Q23		Sep-23 1Q24	2Q24	3Q24		-	1Q25E	Dec-24 2Q25E	3Q25E		Full Year		
Balance Sheet	ruii tear	ruii tear	ruii fear	1423	<u> </u>	<u>3UZ3</u>	<u>4Q23</u>	Full Year	1024	<u> 2Q24</u>	<u>3Q24</u>	<u>4Q24</u>	Full Year	IQZSE	ZUZJE	3Q23E	4Q23E	ruii fear	ruii tear	ruii tear
Current Assets																				
	13.576	14 224	12.021	22.884	15,646	26,562	34,704	34.704	80.452	47 20E	19.634	10.015	18.315	22.284	24.588	24.296	22 640	22.640	70.200	110.786
Cash and cash equivalents Short-term investments	122,951	14,224 116,110	13,931 90,826	84.378	83.862	77,865	76,558	76,558	63,499	17,305 63,712	60,387	18,315 57,228	57,228	57,228	57,228	57,228	33,618 57,228	33,618 57,228	70,280 57,228	57,228
Accounts receivable, net	32.011			31,279	35,833	37,420		48.688		42.831	44.029	56,924	56,924	39,380	45.051	46,910		61,626	66.261	70.830
	- /-	38,043	44,261				48,688	-,	36,953	***			,-	,		- ,	61,626	- ,	, -	-,
Inventories	1,895 0	2,636	3,742	4,268 0	2,980 0	2,877	2,500	2,500	3,000	1,615 0	1,304 0	1,246 0	1,246	3,465	1,664	1,341	1,254	1,254	515 0	581 0
Deferred incomes taxes			40.004			•	•			•			•	•			•	v	-	Ŭ
Other current assets	11,482	13,393	16,924	18,003	19,502	19,165	21,807	21,807	23,682	21,930	21,826	26,021	26,021	27,051	24,630	24,780	29,648	29,648	33,643	38,070
Total current assets	181,915	184,406	169,684	160,812	157,823	163,889	184,257	184,257	207,586	147,393	147,180	159,734	159,734	149,408	153,161	154,556	183,375	183,375	227,927	277,495
Property and equipment, net	44,151	59,715	74,398	77,037	82,755	88,132	95,641	95,641	102,502	112,308	121,375	135,591	135,591	144,951	154,402	163,636	173,280	173,280	209,877	249,530
Operating lease right-of-use asset	8,753	11,088	13,148	13,347	13,624	13,879	14,346	14,346	15,435	16,398	17,371	18,961	18,961	18,961	18,961	18,961	18,961	18,961	18,961	18,961
Equity and other investments	2,965	5,984	6,891	6,839	7,097	9,415	9,879	9,879	11,423	13,367	14,807	14,600	14,600	14,600	14,600	14,600	14,600	14,600	14,600	14,600
Goodwill	43,351	49,711	67,524	67,459	67,905	67,940	67,886	67,886	67,790	118,931	119,163	119,220	119,220	119,220	119,220	119,220	119,220	119,220	119,220	119,220
Intangible assets, net	7,038	7,800	11,298	10,808	10,354	9,879	9,366	9,366	8,895	29,896	28,828	27,597	27,597	26,306	24,846	23,256	21,588	21,588	14,757	7,014
Deferred incomes taxes	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other long-term assets	13,138	15,075	21,897	23,482	24,994	26,954	30,601	30,601	32,154	32,265	35,551	36,460	36,460	36,728	36,238	40,363	41,543	41,543	47,140	53,343
Total assets	301,311	333,779	364,840	359,784	364,552	380,088	411,976	411,976	445,785	470,558	484,275	512,163	512,163	510,174	521,428	534,593	572,566	572,566	652,481	740,163
Liabilities																				
Accounts payable	12,530	15,163	19,000	16,609	15,354	15,305	18,095	18,095	19,307	17,695	18,087	21,996	21,996	23,491	20,774	21,786	26,511	26,511	28,999	32,358
Short-term debt	3,749	8,072	2,749	3,248	3,997	6,245	5,247	5,247	29,556	29,291	22,784	8,942	8,942	2,250	2,250	0	0	0	0	0
Accrued compensation	7,874	10,057	10,661	7,405	9,030	10,411	11,009	11,009	6,990	8,813	10,432	12,564	12,564	7,984	9,898	11,844	14,315	14,315	16,244	18,382
Income taxes	2,130	2,174	4,067	6,729	3,553	4,163	4,152	4,152	8,035	5,787	7,311	5,017	5,017	5,017	5,017	5,017	5,017	5,017	5,017	5,017
Short-term unearned revenue	36,000	41,525	45,538	41,340	36,982	36,903	50,901	50,901	46,429	43,068	41,888	57,582	57,582	52,527	49,138	45,201	58,151	58,151	51,883	37,820
Other	10,027	11,666	13,067	12,058	12,802	12,664	14,745	14,745	14,475	16,362	18,023	19,185	19,185	19,185	19,185	19,185	19,185	19,185	19,185	19,185
Total current liabilities	72,310	88,657	95,082	87,389	81,718	85,691	104,149	104,149	124,792	121,016	118,525	125,286	125,286	110,455	106,262	103,033	123,179	123,179	121,328	112,762
Long-term debt	59,578	50,074	47,032	45,374	44,119	41,965	41,990	41,990	41,946	44,928	42,658	42,688	42,688	40,026	40,061	40,096	40,131	40,131	40,271	40,411
Long-term unearned revenue	3,180	2,616	2,870	2,549	2,644	2,698	2,912	2,912	2,759	2,966	2,945	2,602	2,602	2,374	2,220	2,043	2,628	2,628	2,344	1,709
Long-term income taxes	29,432	27,190	26,069	23,712	24,169	25,000	25,560	25,560	22,983	25,890	26,786	27,931	27,931	27,363	25,661	24,338	23,193	23,193	18,455	13,717
Deferred income taxes	204	198	230	223	289	302	433	433	470	2,548	2,469	2,618	2,618	2,618	2,618	2,618	2,618	2,618	2,618	2,618
Operating lease liabilities	7,671	9,629	11,489	11,660	11,998	12,312	12,728	12,728	13,487	14,155	14,469	15,497	15,497	15,497	15,497	15,497	15,497	15,497	15,497	15,497
Other long-term liabilities	10,632	13,427	15,526	15,311	16,479	17,437	17,981	17,981	18,634	20,787	23,271	27,064	27,064	27,064	27,064	27,064	27,064	27,064	27,064	27,064
Total liabilities	183,007	191,791	198,298	186,218	181,416	185,405	205,753	205,753	225,071	232,290	231,123	243,686	243,686	225,397	219,383	214,688	234,310	234,310	227,578	213,778
Preferred Stock or Minority Interest	0	0																		
Stockholders' equity																				
Total stockholders' equity	118,304	141,988	166,542	173,566	183,136	194,683	206,223	206,223	220,714	238,268	253,152	268,477	268,477	284,777	302,044	319,905	338,257	338,257	424,903	526,385
Total liabilities and stockholders' e	301,311	333,779	364,840	359,784	364,552	380,088	411,976	411,976	445,785	470,558	484,275	512,163	512,163	510,174	521,428	534,593	572,566	572,566	652,481	740,163

**Exhibit 151 - Microsoft Cash Flow** 

EXHIBIT 131 - MICIOSOIT Cash												-								
\$ in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	Sep-22 1Q23	Dec-22 2Q23	Mar-23 3Q23	Jun-23 4Q23	2023 Full Year	Sep-23 1Q24	Dec-23 2Q24	Mar-24 3Q24	Jun-24 4Q24	2024 Full Year	Sep-24 1Q25E	Dec-24 2Q25E	Mar-25 3Q25E	Jun-25 4Q25E	2025 (E) Full Year	2026 (E) Full Year	2027 (E) Full Year
Cash Flow Statement	ruii ieai	ruii ieai	ruii ieai	IQZ3	<u> 2023</u>	<u>3Q23</u>	<u>4Q23</u>	ruii ieai	1024	<u> 2Q24</u>	<u>3Q24</u>	<u>4Q24</u>	ruii ieai	IQZSE	ZQZSE	3Q23E	4Q23E	ruii ieai	ruii ieai	ruii ieai
Cash from Operating Activities																				
Net Income (GAAP)	44,281	61,270	72,737	17,556	16,425	18,299	20,081	72,361	22,291	21,870	21,939	22,036	88,136	23,161	23,817	24,511	25,000	96,489	114,405	132,245
Depreciation, amortization, and other	12,796	11,686	14,460	2,790	3,648	3,549	3,874	13,861	3,921	5,959	6,027	6.380	22.287	6.134	6.637	7,104	7,512	27,387	33,491	39,786
Stock-based compensation	5,289	6,118	7,502	2,192	2,538	2,465	2,416	9,611	2,507	2,828	2,703	2,696	10,734	2,702	3,002	2,893	2,887	11,485	12,267	13,008
Net recognized losses (gains) on investments	(219)	(1,249)	(566)	(22)	214	(40)	2, 110	152	14	198	49	44	305	2,702	0,002	2,000	2,007	0	0	0
Excess tax benefits from stock-based compensation	(= . 0)	0	157	()		(14)	44	44					0					0	0	0
Deferred income taxes	11	(150)	(5,702)	(1.191)	(1,305)	(1.675)	(1,888)	(6,059)	(568)	(1.702)	(1,323)	(1.145)	(4,738)	(568)	(1.702)	(1.323)	(1.145)	(4.738)	(4,738)	(4,738)
Deferral of unearned revenue	0	0	0	( ) - /	( //	( //	( , , , , ,	0	(/	( , - ,	( //	( , -,	0	()	( ) - /	( //	( , -,	0	0	0
Recognition of unearned revenue	0	0	0					0					0					0	0	0
Other	0	-	0					-					-					-	-	
Changes in working capital	(1,483)	(936)	446	1,873	(10,347)	1,843	4,243	(2,388)	2,418	(10,300)	2,522	7,184	1,824	5,659	(5,305)	(6,970)	56	(6,559)	(15,622)	(24,466)
Accounts receivable	(2,577)	(6,481)	(6,834)	11,729	(3,164)	(1,408)	(11,244)	(4,087)	11,034	(2,951)	(2,028)	(13,246)	(7,191)	17,544	(5,671)	(1,859)	(14,716)	(4,702)	(4,635)	(4,568)
Inventories	168	(737)	(1,123)	(543)	1,305	106	374	1,242	(505)	1,474	260	55	1,284	(2,219)	1,801	322	87	(8)	739	(65)
Other current assets	(2,330)	(932)	(709)	(332)	(392)	1,152	(2,419)	(1,991)	(796)	725	951	(2,528)	(1,648)	(1,030)	2,421	(150)	(4,868)	(3,627)	(3,995)	(4,427)
Other long-term assets	(1,037)	(3,459)	(2,805)	(666)	(65)	(554)	(1,548)	(2,833)	(2,013)	(1,427)	(2, 137)	(1,240)	(6,817)	(268)	491	(4,126)	(1,179)	(5,083)	(5,597)	(6,203)
Accounts payable	3,018	2,798	2,943	(1,567)	(2,058)	(407)	1,311	(2,721)	1,214	(2,521)	648	4,204	3,545	1,495	(2,718)	1,012	4,725	4,515	2,488	3,359
Uneamed revenue	2,212	4,633	5,109	(3,322)	(5,186)	(181)	14,224	5,535	(4,126)	(5,538)	(645)	15,657	5,348	(5,283)	(3,542)	(4,115)	13,535	594	(6,551)	(14,699)
Income taxes	(3,631)	(2,309)	696	410	(2,863)	1,414	681	(358)	1,425	(1,554)	2,622	(806)	1,687	0	0	0	0	0	0	0
Other current liabilities	1,346	4,149	2,344	(4,024)	1,819	1,715	2,762	2,272	(4,106)	1,518	2,803	4,652	4,867	(4,580)	1,914	1,946	2,471	1,751	1,929	2,138
Other LT liabilities	1,348	1,402	825	188	257	6	102	553	291	(26)	48	436	749	0	0	0	0	0	0	0
Cash Flow from Operations	60,675	76,739	89,034	23,198	11,173	24,441	28,770	87,582	30,583	18,853	31,917	37,195	118,548	37,088	26,449	26,216	34,310	124,064	139,803	155,834
y/y growth %	16.3%	26.5%	16.0%	-5.5%	-22.8%	-3.7%	16.8%	-1.6%	31.8%	68.7%	30.6%	29.3%	35.4%	21.3%	40.3%	-17.9%	-7.8%	4.7%	12.7%	11.5%
% of revenue	42.4%	45.7%	44.9%	46.3%	21.2%	46.2%	51.2%	41.3%	54.1%	30.4%	51.6%	57.5%	48.4%	57.5%	38.0%	37.3%	46.5%	44.6%	44.2%	43.5%
Cash from Investing Activities																				
Capital Expenditures	(15,441)	(20,622)	(23,886)	(6,283)	(6,274)	(6,607)	(8,943)	(28,107)	(9,917)	(9,735)	(10,952)	(13,873)	(44,477)	(14,203)	(14,628)	(14,749)	(15,488)	(59,067)	(63,257)	(71,696)
Acquisitions, net of cash	(2,521)	(8,909)	(22,038)	(349)	(679)	(301)	(341)	(1,670)	(1,186)	(65,029)	(1,575)	(1,342)	(69,132)	(11,200)	(11,020)	(11,710)	(10, 100)	(00,001)	(00,207)	(11,000)
Purchases of investments	(77,190)	(62,924)	(26,456)	(5,013)	(11,599)	(9,063)	(11,976)	(37,651)	(8,460)	(4,258)	(2,183)	(2,831)	(17,732)					0	0	0
Maturities of investments	66,449	51.792	16,451	6,662	6,928	13,154	6,766	33,510	15,718	4,150	3,350	1,557	24,775					0	0	0
Sales of investments	17,721	14,008	28,443	2,711	4,775	1,239	5,629	14,354	5,330	1,600	1,941	2,023	10,894					0	0	0
Other	(1,241)	(922)	(2,825)	(860)	(301)	(1,686)	(269)	(3,116)	(982)	1.347	(1,281)	(382)	(1,298)					0	0	0
Cash Flow from Investing	(12,223)	(27,577)	(30,311)	(3,132)	(7,150)	(3,264)	(9,134)	(22,680)	503	(71,925)	(10,700)	(14,848)	(96,970)	(14,203)	(14,628)	(14,749)	(15,488)	(59,067)	(63,257)	(71,696)
Cash from Financing Activities	0	^	^					^	7.070	40.770	(0.040)	(4.4.40)	10.001					_	_	^
Proceeds (repayments) of short-term debt, net	0	0	0					0	7,073	10,773	(3,810)	(1,142)	12,894					0	0	0
Proceeds from debt, maturities longer than 90 days	-	-	-	(4, 000)	(750)	0	(4.000)	U	18,692	(8,490)	6,352	197	16,751	(0.054)	25	(0.045)	25	~	-	140
Repayments of debt, maturities longer than 90 days Common stock issued	(8,935) 1,343	(3,750) 1,693	(9,023) 1,841	(1,000) 575	(750) 243	536	(1,000) 512	(2,750) 1.866	(1,500) 685	(2,916) 261	(11,589) 522	(13,065) 534	(29,070) 2.002	(9,354)	35	(2,215)	35	(11,499)	140	140
Common stock issued Common stock repurchased	(22,968)	(27,385)	(32,696)	(5,573)	(5,459)	(5,509)	(5,704)	(22,245)	(4,831)	(4,000)	(4,213)	(4,210)	(17,254)	(4,000)	(4,000)	(4,000)	(4,000)	(16,000)	(16,000)	(16,000)
Common stock cash dividends paid	,	(16,521)	(18,135)	(4,621)	(5,459)	(5,059)	(5,704)	(19,800)	(5,051)	(5,574)	(5,572)	(5,574)	(21,771)	(5,561)	(5,552)	(5,544)	(5,536)	(22,193)	(24,025)	(27,771)
Excess tax benefits from stock-based compensation	(15,137)	(10,321)	(10,133)	(4,021)	(3,000)	(5,059)	(5,054)	(19,000)	(5,051)	(3,374)	(3,372)	(3,374)	(21,771)	(5,561)	(3,332)	(3,344)	(5,550)	(22, 193)	(24,025)	(27,771)
Other	(334)	(2,523)	(863)	(264)	(317)	(258)	(167)	(1.006)	(307)	(201)	(498)	(303)	(1,309)					0	0	0
Cash Flow from Financing	(46,031)	(48,486)	(58,876)	(10,883)	(11,349)	(10,290)	(11,413)	(43,935)	14,761	(10,147)	(18,808)	(23,563)	(37,757)	(18,915)	(9,517)	(11,759)	(9,501)	(49,692)	(39,885)	(43,631)
out	(40,001)	(40,400)	(30,010)	(10,000)	(11,043)	(10,200)	(11,713)	(40,000)	17,101	(10,171)	(10,000)	(20,000)	(51,151)	(10,010)	(3,317)	(11,700)	(0,001)	(40,002)	(00,000)	(40,001)
Foreign currency exchange rate impact on cash	(201)	(29)	(141)	(230)	88	29	(81)	(194)	(99)	72	(80)	(103)	(210)					0	0	0
Net Increase in Cash and Cash Equivalents	2,220	647	(294)	8.953	(7,238)	10.916	8.142	20.773	45.748	(63.147)	2,329	(1,319)	(16,389)	3.971	2.304	(292)	9.322	15.305	36.661	40.506
Cash and Cash Equivalents, beginning of period	11,356	13.576	14,223	13.929	22.882	15,644	26,560	13,929	34,702	80,450	17.303	19,634	34,702	18.313	22,284	24.588	24.296	18,313	33,618	70,280
Cash and Cash Equivalents, beginning of period	13.576	14.223	13.929	22.882	15.644	26.560	34.702	34,702	80.450	17.303	19.632	18,315	18.313	22.284	24.588	24,300	33.618	33.618	70.280	110.786
ousi una sasii Equivalents, ena oi periou	13,510	17,223	10,323	22,002	15,044	20,500	J4, 1 UZ	J <del>-1</del> , 1 UZ	00,400	17,303	13,032	10,515	10,513	22,204	24,500	24,230	33,010	33,010	70,200	110,700

NET
Exhibit 152: Cloudflare GAAP Income Statement
\$ in millions, except per share data

	2018 Full Year	2019 Full Year	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024E Full Year	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	2025E Full Year
GAAP Income Statement																
Revenue	192.7	287.0	431.1	656.4	975.2	1,296.7	378.6	401.0	423.5	455.0	1,658.0	477.9	504.1	533.0	582.6	2,097.6
Cost of Revenue	43.5	63.4	101.1	147.1	232.6	307.0	85.0	89.0	96.0	102.7	372.7	108.7	114.5	120.5	131.3	475.0
% of revenue	22.6%	22.1%	23.4%	22.4%	23.9%	23.7%	22.5%	22.2%	22.7%	22.6%	22.5%	22.7%	22.7%	22.6%	22.5%	22.6%
Total Gross Profit	149.1	223.6	330.0	509.3	742.6	989.7	293.6	312.0	327.5	352.3	1,285.3	369.3	389.6	412.4	451.3	1,622.6
Gross Margin	77.4%	77.9%	76.6%	77.6%	76.1%	76.3%	77.5%	77.8%	77.3%	77.4%	77.5%	77.3%	77.3%	77.4%	77.5%	77.4%
Operating Expenses																
Sales and Marketing	94.4	159.3	217.9	328.1	465.8	599.1	194.1	174.5	188.8	208.6	766.0	223.5	220.8	236.0	262.9	943.3
% of revenue	49.0%	55.5%	50.5%	50.0%	47.8%	46.2%	51.3%	43.5%	44.6%	45.9%	46.2%	46.8%	43.8%	44.3%	45.1%	45.0%
Research and Development	54.5	90.7	127.1	189.4	298.3	358.1	87.7	102.5	114.6	125.0	429.9	110.7	122.5	137.8	151.2	522.2
% of revenue	28.3%	31.6%	29.5%	28.9%	30.6%	27.6%	23.2%	25.6%	27.1%	27.5%	25.9%	23.2%	24.3%	25.9%	26.0%	24.9%
General and Administrative	85.2	81.6	91.8	119.5	179.8	218.0	66.3	69.6	68.7	73.9	278.6	82.4	83.6	82.8	92.0	340.8
% of revenue	44.2%	28.4%	21.3%	18.2%	18.4%	16.8%	17.5%	17.4%	16.2%	16.2%	16.8%	17.2%	16.6%	15.5%	15.8%	16.2%
Total Operating Expenses	234.0	331.5	436.8	637.0	944.6	1,176.0	348.1	346.7	372.2	407.6	1,475.3	416.6	426.9	456.7	506.1	1,806.9
% of revenue	121.5%	115.5%	101.3%	97.0%	96.9%	90.7%	91.9%	86.5%	87.9%	89.6%	89.0%	87.2%	84.7%	85.7%	86.9%	86.1%
Operating Income (Loss)	(84.9)	(107.9)	(106.8)	(127.7)	(201.2)	(185.5)	(54.6)	(34.7)	(44.7)	(55.3)	(189.2)	(47.3)	(37.3)	(44.2)	(54.8)	(183.6)
Operating Margin	-44.1%	-37.6%	-24.8%	-19.5%	-20.6%	-14.3%	-14.4%	-8.7%	-10.6%	-12.2%	-11.4%	-9.9%	-7.4%	-8.3%	-9.4%	-8.8%
Non-Operating Income (Expense)																
Interest Income	1.9	5.8	6.6	2.0	14.9	68.2	21.3	21.7	20.9	21.1	84.9	20.7	21.2	21.8	22.4	86.1
Interest Expense	(1.0)	(1.1)	(25.0)	(49.2)	(5.0)	(5.9)	(1.1)	(1.2)	(1.0)	(1.0)	(4.3)	(1.0)	(1.0)	(1.0)	(1.0)	(4.0)
Loss on Extinguishment of Debt	0.0	0.0	0.0	(72.2)	0.0	(50.3)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other Income (Expense), Net	(2.1)	(1.4)	0.2	(0.8)	0.6	(4.4)	1.1	0.3	0.3	0.3	1.9	0.3	0.3	0.3	0.3	1.1
Total Non-Operating Income (Expense), Net	(1.2)	3.2	(18.2)	(120.3)	10.5	7.6	21.3	20.8	20.1	20.4	82.6	19.9	20.5	21.1	21.7	83.2
Income (Loss) Before Taxes	(86.1)	(104.7)	(125.0)	(248.0)	(190.7)	(177.9)	(33.3)	(13.9)	(24.5)	(34.9)	(106.7)	(27.4)	(16.8)	(23.2)	(33.1)	(100.4)
Provision for (Benefit from) Income Taxes	1.1	1.1	(5.6)	12.3	2.6	6.1	2.3	1.1	0.0	0.0	3.4	0.0	0.0	0.0	0.0	0.0
Tax Rate	1.3%	1.1%	-4.5%	5.0%	1.4%	3.4%	6.8%	8.2%	0.0%	0.0%	3.2%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Income (Loss)	(87.2)	(105.8)	(119.4)	(260.3)	(193.4)	(183.9)	(35.5)	(15.1)	(24.5)	(34.9)	(110.1)	(27.4)	(16.8)	(23.2)	(33.1)	(100.4)
GAAP EPS	(\$1.08)	(\$0.73)	(\$0.40)	(\$0.83)	(\$0.59)	(\$0.55)	(\$0.10)	(\$0.04)	(\$0.07)	(\$0.10)	(\$0.32)	(\$0.08)	(\$0.05)	(\$0.07)	(\$0.09)	(\$0.29)
Shares Outstanding																
Basic	81.0	145.8	300.2	312.3	326.3	333.7	338.6	340.6	342.7	344.7	341.7	346.5	348.2	349.9	351.7	349.1
y/y growth	4.9%	80.1%	105.9%	4.0%	4.5%	2.2%	2.5%	2.5%	2.4%	2.4%	2.4%	2.3%	2.2%	2.1%	2.0%	2.2%
q/q growth							0.6%	0.6%	0.6%	0.6%		0.5%	0.5%	0.5%	0.5%	
Diluted	81.0	145.8	300.2	312.3	326.3	333.7	338.6	340.6	342.7	344.7	341.7	346.5	348.2	349.9	351.7	349.1
y/y growth	4.9%	80.1%	105.9%	4.0%	4.5%	2.2%	2.5%	2.5%	2.4%	2.4%	2.4%	2.3%	2.2%	2.1%	2.0%	2.2%
q/q growth							0.6%	0.6%	0.6%	0.6%		0.5%	0.5%	0.5%	0.5%	

**Exhibit 153: Cloudflare Non-GAAP Income Statement** 

\$ IT TILLIONS, EXCEPT FOR SHARE data	2018 Full Year	2019 Full Year	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024E Full Year	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	2025E Full Year
Non-GAAP Income Statement																
Revenue	192.7	287.0	431.1	656.4	975.2	1,296.7	378.6	401.0	423.5	455.0	1,658.0	477.9	504.1	533.0	582.6	2,097.6
y/y growth	42.8%	49.0%	50.2%	52.3%	48.6%	33.0%	30.5%	30.0%	26.2%	25.5%	27.9%	26.2%	25.7%	25.9%	28.1%	26.5%
q/q growth							4.4%	5.9%	5.6%	7.4%		5.0%	5.5%	5.7%	9.3%	
Cost of Revenue	42.9	62.6	96.5	140.5	212.4	280.9	77.5	84.4	88.9	95.5	346.4	100.4	106.1	111.9	122.4	440.7
% of revenue	22.3%	21.8%	22.4%	21.4%	21.8%	21.7%	20.5%	21.0%	21.0%	21.0%	20.9%	21.0%	21.0%	21.0%	21.0%	21.0%
Gross Profit	149.8	224.4	334.6	515.9	762.8	1,015.8	301.1	316.6	334.5	359.4	1,311.6	377.5	398.0	421.1	460.3	1,656.9
Gross Margin	77.7%	78.2%	77.6%	78.6%	78.2%	78.3%	79.5%	79.0%	79.0%	79.0%	79.1%	79.0%	79.0%	79.0%	79.0%	79.0%
Operating Expenses																
Sales and Marketing	93.4	150.6	200.2	295.2	410.1	520.1	156.8	149.5	164.3	184.0	654.6	196.4	193.1	207.3	233.6	830.5
% of revenue	48.5%	52.5%	46.4%	45.0%	42.0%	40.1%	41.4%	37.3%	38.8%	40.5%	39.5%	41.1%	38.3%	38.9%	40.1%	39.6%
Research and Development	52.9	77.6	90.9	128.4	182.3	218.1	58.7	65.4	71.6	78.3	274.0	74.6	80.7	87.4	95.6	338.2
% of revenue	27.5%	27.0%	21.1%	19.6%	18.7%	16.8%	15.5%	16.3%	16.9%	17.2%	16.5%	15.6%	16.0%	16.4%	16.4%	16.1%
General and Administrative	60.5	67.4	77.3	99.4	134.7	155.6	43.2	44.7	48.1	50.0	186.0	53.5	55.7	58.6	63.5	231.4
% of revenue	31.4%	23.5%	17.9%	15.1%	13.8%	12.0%	11.4%	11.2%	11.4%	11.0%	11.2%	11.2%	11.1%	11.0%	10.9%	11.0%
Total Operating Expenses	206.8	295.6	368.4	523.0	727.2	893.8	258.6	259.7	283.9	312.4	1,114.6	324.5	329.4	353.4	392.7	1,400.0
% of revenue	107.3%	103.0%	85.5%	79.7%	74.6%	68.9%	68.3%	64.8%	67.1%	68.7%	67.2%	67.9%	65.4%	66.3%	67.4%	66.7%
Operating Income	(57.0)	(71.2)	(33.9)	(7.0)	35.7	122.0	42.4	57.0	50.6	47.0	197.0	53.0	68.6	67.7	67.6	256.9
Operating Margin	-29.6%	-24.8%	-7.9%	-1.1%	3.7%	9.4%	11.2%	14.2%	12.0%	10.3%	11.9%	11.1%	13.6%	12.7%	11.6%	12.2%
Non-Operating Income (Expense)																
Interest Income	1.9	5.8	6.6	2.0	14.9	68.2	21.3	21.7	20.9	21.1	84.9	20.7	21.2	21.8	22.4	86.1
Interest Expense	(1.0)	(1.1)	(3.3)	(3.1)	(0.3)	(1.4)	(0.1)	(0.2)	0.0	0.0	(0.3)	0.0	0.0	0.0	0.0	0.0
Other Income (Expense), Net	(2.1)	(1.4)	0.2	(0.8)	0.6	(4.4)	1.1	0.3	0.3	0.3	1.9	0.3	0.3	0.3	0.3	1.1
Total Non-Operating Income	(1.2)	3.2	3.4	(1.9)	15.1	62.4	22.3	21.8	21.1	21.4	86.5	20.9	21.5	22.1	22.7	87.2
Income Before Taxes	(58.2)	(68.0)	(30.5)	(8.9)	50.8	184.5	64.7	78.7	71.7	68.4	283.6	74.0	90.1	89.8	90.3	344.1
Income Tax Expense (Benefit)	1.2	1.6	4.6	6.2	6.4	14.8	6.6	9.2	7.9	7.5	31.2	8.1	9.9	9.9	9.9	37.8
Tax Rate	-2%	-2%	-15%	-70%	13%	8%	10%	12%	11%	11%	11%	11%	11%	11%	11%	11%
Net Income	(59.5)	(69.5)	(35.1)	(15.1)	44.4	169.7	58.2	69.5	63.8	60.9	252.4	65.8	80.2	79.9	80.3	306.2
Non-GAAP EPS	(\$0.73)	(\$0.48)	(\$0.12)	(\$0.05)	\$0.13	\$0.49	\$0.16	\$0.20	\$0.18	\$0.17	\$0.71	\$0.18	\$0.22	\$0.22	\$0.22	\$0.84
Shares Outstanding																
Basic	81.0	145.8	300.2	312.3	326.3	333.7	338.6	340.6	342.7	344.7	341.7	346.5	348.2	349.9	351.7	349.1
y/y growth	4.9%	80.1%	105.9%	4.0%	4.5%	2.2%	2.5%	2.5%	2.4%	2.4%	2.4%	2.3%	2.2%	2.1%	2.0%	2.2%
q/q growth							0.6%	0.6%	0.6%	0.6%		0.5%	0.5%	0.5%	0.5%	
Diluted	81.0	145.8	300.2	312.3	341.7	344.5	356.2	356.1	359.0	360.6	358.0	363.8	365.6	367.4	369.3	366.5
y/y growth	4.9%	80.1%	105.9%	4.0%	9.4%	0.8%	4.2%	3.8%	2.1%	2.0%	3.9%	2.1%	2.7%	2.4%	2.4%	2.4%
q/q growth							0.7%	0.0%	0.8%	0.5%		0.9%	0.5%	0.5%	0.5%	
% of basic	100.0%	100.0%	100.0%	100.0%	104.7%	103.2%	105.2%	104.5%	104.8%	104.6%	104.8%	105.0%	105.0%	105.0%	105.0%	105.0%

**Exhibit 154: Cloudflare Balance Sheet** 

φ III IIIIIIIOIIs, except per snare data	2018	2019	2020	2021	2022	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024E	Mar-25	Jun-25	Sep-25	Dec-25	2025E
			Full Year	_	-	Full Year	1Q24	2Q24	3Q24E	4Q24E	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year
Current assets																
Cash and cash equivalents	25.1	139.0	108.9	313.8	204.2	86.9	254.4	157.0	195.5	235.2	235.2	284.9	836.9	892.6	954.1	954.1
Available-for-sale securities	135.6	498.0	923.2	1,508.1	1,445.8	1,586.9	1,461.8	1,600.4	1,600.4	1,600.4	1,600.4	1,600.4	1,100.4	1,100.4	1,100.4	1,100.4
Accounts receivable, net	25.2	33.9	63.5	95.5	148.5	248.3	213.2	250.2	264.5	315.1	315.1	306.4	367.4	362.1	402.3	402.3
Contract assets	1.6	2.1	3.5	6.1	8.3	11.0	11.6	12.9	15.2	15.5	15.5	15.3	17.1	18.9	18.8	18.8
Restricted cash, short-term	0.0	0.0	2.6	3.0	10.6	2.5	5.5	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Prepaid expenses and other current assets	9.4	17.0	28.2	29.4	70.6	47.5	69.7	71.5	51.8	63.0	63.0	55.1	66.1	73.8	80.5	80.5
Total current assets	196.7	689.9	1,130.0	1,955.9	1,887.9	1,983.1	2,016.2	2,093.0	2,128.5	2,230.2	2,230.2	2,263.1	2,388.9	2,448.8	2,557.0	2,557.0
Non-current assets																l .
Property and equipment, net	73.2	101.5	123.7	183.7	286.6	322.8	329.4	339.1	362.4	385.3	385.3	404.6	425.1	447.0	472.7	472.7
Goodwill	4.1	4.1	17.2	23.5	148.0	148.0	148.0	156.2	161.2	166.2	166.2	171.2	176.2	181.2	186.2	186.2
Acquired intangible assets, net	0.2	0.0	2.8	1.3	32.5	19.6	14.3	21.7	17.4	12.9	12.9	8.1	3.1	(2.3)	(8.1)	(8.1)
Operating lease right-of-use assets	0.0	0.0	43.1	130.3	132.4	138.6	141.8	141.9	141.9	141.9	141.9	141.9	141.9	141.9	141.9	141.9
Deferred contract acquisition costs, noncurrent	15.9	25.2	44.2	70.3	93.1	133.2	137.5	144.3	153.1	163.7	163.7	171.3	179.6	188.6	199.5	199.5
Restricted cash	6.4	6.7	6.7	4.2	0.5	1.8	1.8	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0
Other non-current assets	1.9	3.5	13.1	2.8	6.9	12.6	12.5	18.5	18.5	18.5	18.5	18.5	18.5	18.5	18.5	18.5
Total assets	298.4	830.8	1,380.7	2,372.1	2,587.9	2,759.8	2,801.6	2,916.7	2,985.0	3,120.7	3,120.7	3,180.7	3,335.3	3,425.7	3,569.7	3,569.7
																1
Current liabilities																1
Accounts payable	14.3	11.5	14.5	26.1	35.6	53.7	47.8	59.5	47.3	55.0	55.0	60.5	58.1	60.1	72.4	72.4
Accrued expenses and other current liabilities	15.7	28.3	20.2	38.1	66.4	63.6	68.4	66.9	47.4	48.6	48.6	48.7	74.6	61.8	54.8	54.8
Accrued compensation	0.0	0.0	25.4	65.9	42.0	63.8	62.3	57.8	65.2	76.4	76.4	57.3	70.6	64.0	67.6	67.6
Operating lease liabilities	0.0	0.0	17.7	25.2	33.3	38.4	39.3	40.7	40.7	40.7	40.7	40.7	40.7	40.7	40.7	40.7
Liability for early exercise of unvested options	14.3	13.3	8.6	4.7	1.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred revenue	16.8	30.8	54.9	116.5	218.6	347.6	356.2	371.0	402.3	450.4	450.4	454.0	478.9	506.3	553.5	553.5
Total current liabilities	61.4	83.9	141.4	288.6	397.9	567.1	574.1	596.0	602.9	671.2	671.2	661.3	722.9	733.0	789.0	789.0
Non-current liabilities																
Convertible senior notes, net	0.0	0.0	383.3	1,146.9	1,436.2	1,283.4	1,284.4	1,285.3	1,286.3	1,287.3	1,287.3	1,288.3	1,289.3	1,290.3	1,291.3	1,291.3
Operating lease liabilities, noncurrent	0.0	0.0	27.3	109.0	107.6	113.5	113.0	112.5	112.5	112.5	112.5	112.5	112.5	112.5	112.5	112.5
Deferred revenue, noncurrent	0.2	0.8	1.9	4.7	11.7	17.2	17.6	23.6	18.2	20.5	20.5	22.2	30.2	25.2	27.0	27.0
Other noncurrent liabilities	6.7	9.8	9.9	7.1	10.5	15.5	15.3	17.7	16.9	18.2	18.2	17.2	17.1	18.1	19.8	19.8
Total liabilities	80.4	105.0	563.7	1,556.3	1,963.9	1,996.7	2,004.4	2,035.1	2,036.9	2,109.7	2,109.7	2,101.6	2,172.1	2,179.1	2,239.6	2,239.6
-																
Stockholders' equity	(113.5)	725.8	816.9	811.4	624.0	763.0	797.2	881.5	948.1	1,010.9	1,010.9	1,079.1	1,163.2	1,246.6	1,330.1	1,330.1
Total liabilities and stockholders' equity	298.4	830.8	1,380.7	2,372.1	2,587.9	2,759.8	2,801.6	2,916.7	2,985.0	3,120.7	3,120.7	3,180.7	3,335.3	3,425.7	3,569.7	3,569.7

**Exhibit 155: Cloudflare Cash Flow Statement** 

ş in millions, except per share data	2018 Full Year	2019 Full Year	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024E Full Year	Mar-25 1Q25E	Jun-25 2Q25E	Sep-25 3Q25E	Dec-25 4Q25E	2025E Full Year
Cash from Operating Activities	Tun Tour	Tuli Tuli	T ull Tour	r un reur	r un roui	r un rou	10,24	<u> LQL-</u>	UQLTE	TOLETE	r un reur	IQLOL	LGLUL	UQLUL	<u> 10,202</u>	Tun Tour
Net income (loss)	(87.2)	(105.8)	(119.4)	(260.3)	(193.4)	(183.9)	(35.5)	(15.1)	(24.5)	(34.9)	(110.1)	(27.4)	(16.8)	(23.2)	(33.1)	(100.4)
Depreciation and amortization expense	18.9	29.5	49.4	66.6	102.3	135.8	30.1	29.7	34.5	36.9	131.2	40.5	42.5	44.7	47.2	174.9
Non-cash operating lease costs	0.0	0.0	19.8	25.1	36.3	44.8	11.9	11.3	00	00.0	23.1	.0.0	.2.0			0.0
Amortization of deferred contract acquisition costs	7.1	10.8	17.3	29.3	45.1	61.4	18.1	18.9	20.0	21.3	78.3	23.4	24.5	25.7	26.9	100.5
Stock-based compensation expense	27.3	36.6	56.3	90.1	202.8	274.0	69.7	86.0	91.0	97.8	344.6	95.6	100.8	106.6	116.5	419.5
Amortization of debt discount and issuance costs	0.0	0.0	21.6	21.7	4.7	4.5	1.0	1.0	1.0	1.0	4.0	1.0	1.0	1.0	1.0	4.0
Net accretion of discounts and amortization of premiums on available		(1.8)	1.6	32.8	(0.3)	(44.4)	(12.7)	(11.3)	1.0	1.0	(24.0)	1.0	1.0	1.0	1.0	0.0
Deferred income taxes	0.4	0.4	(6.1)	8.7	(0.1)	2.3	(0.3)	(1.0)			(1.3)					0.0
Provision for bad debt	1.1	2.5	3.4	3.8	4.8	13.6	3.2	1.5			4.8					0.0
Other	0.0	0.3	0.0	0.5	0.6	0.8	0.1	0.2			0.3					0.0
Changes in Working Capital:	(11.6)	(12.9)	(61.1)	3.4	(79.3)	(104.7)	(12.0)	(46.3)	(25.0)	(22.0)	(105.3)	(23.4)	(37.0)	(32.8)	(25.1)	(118.3)
Accounts receivable, net	(14.8)	(11.2)	(33.0)	(35.8)	(56.2)	(113.4)	31.9	(38.6)	(14.3)	(50.6)	(71.6)	8.7	(61.0)	5.2	(40.1)	(87.1)
Contract assets	2.2	(0.5)	(1.5)	(2.5)	(2.2)	(2.7)	(0.5)	(1.3)	(2.3)	(0.2)	(4.4)	0.2	(1.8)	(1.7)	0.1	(3.3)
Deferred contract acquisition costs	(12.2)	(20.1)	(36.3)	(55.4)	(67.9)	(101.5)	(22.4)	(25.7)	(28.8)	(31.8)	(108.7)	(31.1)	(32.8)	(34.6)	(37.9)	(136.3)
Prepaid expenses and other current assets	(5.9)	(7.6)	(11.6)	(2.4)	(7.7)	(22.1)	(23.0)	(1.7)	19.6	(11.2)	(16.3)	7.9	(11.0)	(7.6)	(6.7)	(17.4)
Other noncurrent assets	(0.4)	(1.6)	(2.3)	1.5	(0.5)	1.0	0.8	1.2	0.0	0.0	1.9	0.0	0.0	0.0	0.0	0.0
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Accounts payable	4.4	(1.3)	1.7	2.5 58.9	(9.6)	11.8	3.1	12.9	(12.3)	7.7	11.4	5.5	(2.4)	2.0	12.3 (3.4)	17.4 (2.7)
Accrued expenses and other current liabilities	6.8 0.0	12.3 0.0	17.1		(5.4)	25.8	3.8	(3.6)	(12.1) 0.0	12.4 0.0	0.6	(18.9) 0.0	39.1 0.0	(19.4) 0.0	(3.4)	0.0
Operating lease liabilities			(20.7)	(23.1)	(31.7)	(40.0)	(14.7)	(10.4)			(25.0)					
Deferred revenue	4.9	14.6	25.2	64.4	102.2	134.5	9.0	20.7	25.9	50.5	106.1	5.3	32.9	22.4	49.0	109.6
Other noncurrent liabilities	3.4	2.5	0.4	(4.6)	(0.3)	2.0	0.1	0.2	(0.8)	1.3	0.7	(1.0)	(0.1)	1.0	1.7	1.6
Net cash provided by operating activities	(43.3)	(38.9)	(17.1)	64.6	123.6	254.4	73.6	74.8	97.1	100.0	345.5	109.6	115.0	122.0	133.5	480.1
y/y growth	NM	NM	NM	NM	91.2%	105.8%	102.1%	16.1%	42.5%	17.1%	35.8%	49.0%	53.7%	25.7%	33.5%	39.0%
% of revenue	-22.5%	-13.6%	-4.0%	9.8%	12.7%	19.6%	19.4%	18.7%	22.9%	22.0%	20.8%	22.9%	22.8%	22.9%	22.9%	22.9%
Cash from Investing Activities																
Purchases of property and equipment	(25.5)	(43.3)	(56.4)	(93.0)	(143.6)	(114.4)	(32.1)	(29.6)	(46.6)	(47.8)	(156.0)	(47.8)	(50.4)	(53.3)	(58.3)	(209.8)
Capitalized internal-use software	(9.4)	(14.0)	(18.6)	(14.8)	(19.8)	(20.5)	(5.9)	(6.9)	(7.0)	(7.5)	(27.3)	(7.2)	(7.6)	(8.0)	(8.7)	(31.5)
Cash paid for acquisitions, net of cash acquired	0.0	0.0	(13.9)	(5.6)	(88.2)	(6.1)		(14.0)	(5.0)	(5.0)	(24.0)	(5.0)	(5.0)	(5.0)	(5.0)	(20.0)
Purchases of available-for-sale securities	(145.3)	(537.4)	(1,267.0)	(1,589.3)	(1,133.0)	(1,877.5)	(299.0)	(491.7)			(790.7)					0.0
Sales of available-for-sale securities	0.0	2.0	0.0	25.7	0.0	20.2					0.0		500.0			500.0
Maturities of available-for-sale securities	59.2	175.0	840.2	967.5	1,148.8	1,812.0	433.9	358.5			792.4					0.0
Other investing activities	0.1	0.0	0.4	0.1	0.0	0.1	0.0	0.0			0.0					0.0
Net cash used in investing activities	(120.8)	(417.6)	(515.3)	(709.3)	(235.7)	(186.2)	97.0	(183.7)	(58.6)	(60.3)	(205.6)	(60.0)	437.0	(66.3)	(72.0)	238.8
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Cash from Financing Activities																
Proceeds from the exercise of stock options	4.4	3.1	7.5	21.4	10.0	14.9	4.4	3.2			7.6					0.0
Proceeds from the early exercise of stock options	14.5	2.9	0.2	0.1	0.1	0.0		0.0			0.0					0.0
Proceeds from the issuance of common stock for employee stock pu	0.0	0.0	10.9	15.0	15.3	19.1		10.5			10.5					0.0
Payment of tax withholding obligation on RSU settlement	0.0	0.0	(8.1)	(3.6)	(2.5)	(8.0)	(4.4)	(4.4)			(8.8)					0.0
Net cash provided by financing activities	168.6	570.8	504.9	847.5	6.3	(192.2)	0.0	7.1	0.0	0.0	7.2	0.0	0.0	0.0	0.0	0.0
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Cash balance, beginning of period	26.9	31.4	145.6	118.1	321.0	215.2	91.2	261.8	160.0	198.5	91.2	238.2	287.9	839.9	895.6	238.2
Net change in cash	4.5	114.2	(27.5)	202.8	(105.8)	(124.0)	170.6	(101.8)	38.5	39.7	147.0	49.7	552.0	55.7	61.5	718.9
Cash balance, end of period	31.4	145.6	118.1	321.0	215.2	91.2	261.8	160.0	198.5	238.2	238.2	287.9	839.9	895.6	957.1	957.1
Source: Company reports Guaganhaim Socurities																

### Exhibit 156: Cloudflare Discounted Cash Flow (DCF) - Plausible

\$ in millions, except per share data		
Assumptions and Inputs		
Current risk-free rate		3.8%
Beta		2.33
Historical equity risk premium		6.5%
Terminal growth rate		5.0%
Market Value (\$M)	\$	27,865
Debt Value (\$M)	\$	1,285
Cost of equity		18.9%
Cost of debt		7.4%
Tax rate		11.0%
WACC		18.4%
Last earnings period end	(	6/30/2024
Next Fiscal Veer Fred	4.5	2/24/2024

Scenario: Plausible Case																
	F	listoricals			Hyper	Growth Peri	iod			Trans	itionary Peri	od		Terminal		
Fiscal year	F2021	F2022	F2023	F2024E	F2025E	F2026E	F2027E	F2028E	F2029E	F2030E	F2031E	F2032E	F2032E	F2034E	Perpetuity	Implie
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034		Termina
Period				0.5	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9.5	10.5		
Risk free rate	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%		
Beta	2.33	2.33	2.33	2.33	2.33	2.33	2.33	2.33	2.11	1.89	1.67	1.44	1.22	1.00		
Equity risk premium	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%		
Cost of equity	18.9%	18.9%	18.9%	18.9%	18.9%	18.9%	18.9%	18.9%	17.5%	16.1%	14.6%	13.2%	11.7%	10.3%		
Cost of debt	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%		
Debt/Total Value		4.4%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%	6.2%	7.9%	9.7%	11.5%	13.2%	15.0%		
WACC		18.4%	18.4%	18.4%	18.4%	18.4%	18.4%	18.4%	16.8%	15.3%	13.8%	12.4%	11.1%	9.7%		
Discount factor				0.9	0.8	0.7	0.6	0.5	0.4	0.4	0.4	0.4	0.4	0.4		
Total Revenue	656	975	1,297	1,674	2,099	2,584	3,108	3,667	4,248	4,828	5,383	5,886	6,307	6,623		
y/y change		48.6%	33.0%	29.1%	25.4%	23.1%	20.3%	18.0%	15.8%	13.7%	11.5%	9.3%	7.2%	5.0%		
Free Cash Flow to Firm (FCFF)	(52)	(128)	112	139	219	413	590	807	1,026	1,271	1,534	1,805	2,071	2,318		
FCF margin	-7.9%	-13.2%	8.7%	8.3%	10.4%	16.0%	19.0%	22.0%	24.2%	26.3%	28.5%	30.7%	32.8%	35.0%		
y/y change		147.8%	-187.5%	24.1%	57.4%	88.7%	42.8%	36.6%	27.2%	23.9%	20.7%	17.6%	14.7%	11.9%	5.0%	
Diluted Shares Outstanding	312	342	344	358	367	374	381	389	396	403	409	414	419	423		
y/y change		9.4%	0.8%	3.9%	2.4%	2.0%	2.0%	2.0%	1.8%	1.7%	1.5%	1.3%	1.2%	1.0%		
FCFF per share	(\$0.17)	(\$0.38)	\$0.33	\$0.39	\$0.60	\$1.11	\$1.55	\$2.07	\$2.59	\$3.16	\$3.75	\$4.36	\$4.94	\$5.48	\$115.48	21.1
NPV of FCF per share				\$0.36	\$0.46	\$0.72	\$0.86	\$0.97	\$1.10	\$1.25	\$1.42	\$1.61	\$1.82	\$2.06	\$43.51	

Current Price Upside/(Downside) Potential	\$ 80.89
Implied Total NPV/Share	\$57
Shares outstanding	356
Working Capital - 5% of revenue	64.8
Net cash balance	472
Net Cash per share	\$ 1.14
Total NPV of FCF/Share	\$56.15
Terminal Value FCF/Share	\$43.51
NPV of FCF/Share, F2024-F2034	\$12.64

NOW

Exhibit 157 - ServiceNow GAAP Income Statement

	2022	Mar-23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	2023	Mar-24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024 (E)	2025 (E) Full Year	2026 (E)
GAAP Income Statement	Full Year	1Q23	<u> 2U23</u>	<u>3Q23</u>	<u>4Q23</u>	Full Year	1Q24	<u> 2Q24</u>	3Q24E	4Q24E	Full Year	Full fear	Full Year
Subscription Revenue	6,891.0	2,024.0	2,075.0	2,216.0	2,365.0	8.680.0	2,523.0	2,542.0	2,664.9	2,857.6	10,587.5	12.766.1	14,907.3
y/y growth	23.6%	24.1%	25.2%	27.2%	27.2%	26.0%	24.7%	22.5%	20.3%	20.8%	22.0%	20.6%	16.8%
Professional Services and Other	354.0	72.0	75.0	72.0	72.0	291.0	80.0	85.0	85.3	85.7	336.0	319.2	357.8
y/y growth	9.9%	(20.9%)	(20.2%)	(19.1%)	(10.0%)	(17.8%)	11.1%	13.3%	18.4%	19.1%	15.5%	(5.0%)	12.1%
Total Revenue	7,245	2,096	2,150	2,288	2,437	8,971	2,603	2,627	2,750	2,943	10,924	13,085.3	15,265.1
y/y growth	22.9%	21.7%	22.7%	25.0%	25.6%	23.8%	24.2%	22.2%	20.2%	20.8%	21.8%	19.8%	16.7%
<i>y/y</i> g/c	22.070	2,0	22.770	20.070	20.070	20.070	2270		20.270	20.070	21.070	70.070	70.770
Cost of Revenue													
Subscription	1,187.0	354.0	389.0	420.0	443.0	1,606.0	441.0	469.0	507.8	541.2	1,959.0	2,388.1	2,684.1
Professional Services and Other	386.0	84.0	82.0	76.0	73.0	315.0	79.0	83.0	88.7	86.3	337.0	328.7	367.8
Total Cost of Revenue	1,573.0	438.0	471.0	496.0	516.0	1,921.0	520.0	552.0	596.5	627.5	2,296.0	2,716.8	3,051.9
% of revenue	21.7%	20.9%	21.9%	21.7%	21.2%	21.4%	20.0%	21.0%	21.7%	21.3%	21.0%	20.8%	20.0%
Gross Profit													
Subscription	5,704.0	1,670.0	1,686.0	1,796.0	1,922.0	7,074.0	2,082.0	2,073.0	2,157.1	2,316.4	8,628.5	10,378.0	12,223.3
Professional Services and Other	(32.0)	(12.0)	(7.0)	(4.0)	(1.0)	(24.0)	1.0	2.0	(3.4)	(0.6)	(1.0)	(9.6)	(10.1)
Total Gross Profit	5,672.0	1,658.0	1,679.0	1,792.0	1,921.0	7,050.0	2,083.0	2,075.0	2,153.7	2,315.8	8,627.5	10,368.5	12,213.2
Gross Margin %	78.3%	79.1%	78.1%	78.3%	78.8%	78.6%	80.0%	79.0%	78.3%	78.7%	79.0%	79.2%	80.0%
Operating Expenses													
Sales and Marketing	2,814.0	823.0	832.0	799.0	847.0	3,301.0	923.0	960.0	942.4	1,001.2	3,826.5	4,491.8	5,186.9
% of revenue	38.8%	39.3%	38.7%	34.9%	34.8%	36.8%	35.5%	36.5%	34.3%	34.0%	35.0%	34.3%	34.0%
Research and Development	1,768.0	492.0	521.0	549.0	562.0	2,124.0	606.0	643.0	617.6	640.7	2,507.3	2,876.8	3,290.6
% of revenue	24.4%	23.5%	24.2%	24.0%	23.1%	23.7%	23.3%	24.5%	22.5%	21.8%	23.0%	22.0%	21.6%
General and Adminstrative	735.0	199.0	209.0	213.0	242.0	863.0	222.0	232.0	244.2	271.2	969.5	1,082.0	1,227.9
% of revenue	10.1%	9.5%	9.7%	9.3%	9.9%	9.6%	8.5%	8.8%	8.9%	9.2%	8.9%	8.3%	8.0%
Total Operating Expenses	5,317.0	1,514.0	1,562.0	1,561.0	1,651.0	6,288.0	1,751.0	1,835.0	1,804.2	1,913.1	7,303.3	8,450.6	9,705.4
% of revenue	73.4%	72.2%	72.7%	68.2%	67.7%	70.1%	67.3%	69.9%	65.6%	65.0%	66.9%	64.6%	63.6%
Operating Income	355.0	144.0	117.0	231.0	270.0	762.0	332.0	240.0	349.5	402.7	1,324.2	1,917.8	2,507.8
Operating Margin %	4.9%	6.9%	5.4%	10.1%	11.1%	8.5%	12.8%	9.1%	12.7%	13.7%	12.1%	14.7%	16.4%
Interest Income	(27.0)	60.0	74.0	82.0	86.0	302.0	101.0	104.0	94.7	92.9	392.6	380.8	451.7
Other, net	71.0	(16.0)	(17.0)	(14.0)	(9.0)	(56.0)	(8.0)	(10.0)	0.0	0.0	(18.0)	0.0	0.0
Income Before Taxes	399.0	188.0	174.0	299.0	347.0	1,008.0	425.0	334.0	444.2	495.6	1,698.8	2,298.6	2,959.5
Income Tax Expense (benefit)	74.0	38.0	(870.0)	57.0	52.0	(723.0)	78.0	72.0	95.8	106.8	352.6	495.5	638.0
Tax Rate	18.5%	20.2%	(500.0%)	19.1%	15.0%	(71.7%)	18.4%	21.6%	21.6%	21.6%	20.8%	21.6%	21.6%
Net Income	325.0	150.0	1,044.0	242.0	295.0	1,731.0	347.0	262.0	348.4	388.8	1,346.2	1,803.1	2,321.5
GAAP EPS	\$1.60	\$0.74	\$5.09	\$1.17	\$1.43	\$8.42	\$1.67	\$1.26	\$1.67	\$1.86	\$6.46	\$8.50	\$10.82
Shares Outstanding	71100		- 40.00		Ψο	70.72	VV			Ψου	<b>V</b> 01.10	- <del>- </del>	Ψ.0.0 <u>L</u>
Basic	201.5	203.0	204.0	204.0	205.0	204.0	205.0	206.0	206.0	207.0	206.0	209.1	212.5
y/y growth	1.6%	1.5%	1.5%	1.0%	1.0%	1.2%	1.0%	1.0%	1.0%	1.0%	1.0%	1.5%	1.6%
g/g growth		0.0%	0.5%	0.0%	0.5%		0.0%	0.5%	0.0%	0.5%			
Diluted	203.0	204.0	205.0	206.2	207.0	205.6	208.0	208.0	208.9	208.7	208.4	212.2	214.6
y/y growth	0.1%	0.5%	1.0%	1.6%	2.0%	1.3%	2.0%	1.5%	1.3%	0.8%	1.4%	1.8%	1.1%
g/g growth		0.5%	0.5%	0.6%	0.4%		0.5%	0.0%	0.4%	-0.1%			
Course Company reports Cues				atimataa	and an	aluaia				- /-			

Exhibit 158 - ServiceNow Non-GAAP Income Statement

EXHIBIT 136 - Servicenow Non-G	$\overline{}$		ement										
	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	2025 (E)	2026 (E)
	Full Year	1Q23	2Q23	<u>3Q23</u>	4Q23	Full Year	1Q24	2Q24	3Q24E	4Q24E	Full Year	Full Year	Full Year
Income Statement (Non-GAAP)													
<u> </u>													
Subscription Revenue	6,891.0	2,024.0	2,075.0	2,216.0	2,365.0	8,680.0	2,523.0	2,542.0	2,664.9	2,857.6	10,587.5	12,766.1	14,907.3
y/y growth	23.6%	24.1%	25.2%	27.2%	27.2%	26.0%	24.7%	22.5%	20.3%	20.8%	22.0%	20.6%	16.8%
Professional Services and Other	354.0	72.0	75.0	72.0	72.0	291.0	80.0	85.0	85.3	85.7	336.0	319.2	357.8
y/y growth	9.9%	(20.9%)	(20.2%)	(19.1%)	(10.0%)	(17.8%)	11.1%	13.3%	18.4%	19.1%	15.5%	(5.0%)	12.1%
Total Revenue	7,245.0	2.096.0	2.150.0	2,288.0	2.437.0	8,971.0	2.603.0	2,627.0	2,750.2	2,943.3	10.923.5	13.085.3	15.265.1
y/y growth	22.9%	21.7%	22.7%	25.0%	25.6%	23.8%	24.2%	22.2%	20.2%	20.8%	21.8%	19.8%	16.7%
y/y growar	22.070	21.770	22.770	20.070	20.070	20.070	2 1.270	22.270	20.270	20.070	21.070	10.070	70.770
Cost of Revenue													
Subscription	956.0	290.0	320.0	348.0	369.0	1.327.0	362.5	386.0	430.5	458.7	1,637.7	2.038.7	2,305.6
Professional Services and Other	319.0	70.0	67.0	65.0	61.0	263.0	67.0	71.0	430.3 77.0	72.6	287.6	2,036.7	306.3
Total Cost of Revenue	1,275.0	360.0	387.0	413.0	430.0	1,590.0	429.5	457.0	507.5	531.4	1,925.3	2,312.0	2,611.9
% of revenue	17.6%	17.2%	18.0%	18.1%	17.6%	17.7%	16.5%	17.4%	18.5%	18.1%	17.6%	17.7%	17.1%
Gross Profit													
Subscription	5,935.0	1,734.0	1,755.0	1,868.0	1,996.0	7,353.0	2,160.5	2,156.0	2,234.4	2,398.9	8,949.8	10,727.4	12,601.7
Professional Services and Other	35.0	2.0	8.0	7.0	11.0	28.0	13.0	14.0	8.3	13.1	48.4	45.9	51.5
Total Gross Profit	5,970.0	1,736.0	1,763.0	1,875.0	2,007.0	7,381.0	2,173.5	2,170.0	2,242.7	2,412.0	8,998.2	10,773.3	12,653.2
Gross Margin	82.4%	82.8%	82.0%	81.9%	82.4%	82.3%	83.5%	82.6%	81.5%	81.9%	82.4%	82.3%	82.9%
Operating Expenses				-4.0%									
Sales and Marketing	2,355.0	697.0	712.0	667.0	720.0	2,796.0	789.0	819.0	801.7	856.4	3,266.1	3,862.4	4,488.8
Research and Development	1,252.0	350.0	371.0	390.0	402.0	1,513.0	436.0	462.6	457.8	470.8	1,827.2	2,137.4	2,470.4
General and Adminstrative	503.0	137.0	136.0	142.0	168.0	583.0	157.5	168.6	170.7	188.2	685.0	768.2	880.8
Total Operating Expenses	4,110.0	1,184.0	1,219.0	1,199.0	1,290.0	4,892.0	1,382.5	1,450.2	1,430.2	1,515.3	5.778.2	6,768.0	7,840.0
% of revenue	56.7%	56.5%	56.7%	52.4%	52.9%	54.5%	53.1%	55.2%	52.0%	51.5%	52.9%	51.7%	51.4%
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Operating Income	1,860.0	552.0	544.0	676.0	717.0	2.489.0	791.0	719.8	812.5	896.6	3,219,9	4,005.3	4,813.2
Operating Margin	25.7%	26.3%	25.3%	29.5%	29.4%	27.7%	30.4%	27.4%	29.5%	30.5%	29.5%	30.6%	31.5%
operating margin	20.770	20.070	20.070	20.070	20.470	271170	00.470	271-770	20.070	00.070	20.070	00.070	01.070
Interest Expense	(27.0)	60.0	74.0	82.0	86.0	302.0	101.0	104.0	94.7	92.9	392.6	380.8	451.7
Other, net	71.0	(16.0)	(17.0)	(14.0)	(9.0)	(56.0)	(8.0)	(10.0)	0.0	0.0	(18.0)	0.0	0.0
Outer, riet	71.0	(10.0)	(17.0)	(14.0)	(3.0)	(30.0)	(0.0)	(10.0)	0.0	0.0	(10.0)	0.0	0.0
Income Before Taxes	1,904.0	596.0	601.0	744.0	794.0	2,735.0	884.0	813.8	907.2	989.6	3,594.6	4,386.1	5,264.9
	,					,					,	•	1,000.3
Income Tax Expense	361.0	113.0	115.0	141.0	151.0	520.0	177.0	163.0	172.4	188.0	700.4	833.4	,
Tax rate	19.0%	19.0%	19.1%	19.0%	19.0%	19.0%	20.0%	20.0%	19.0%	19.0%	19.5%	19.0%	19.0%
Not Income	4 5 40 0	400.0	400.0	600.0	640.0	2 245 6	707.0	CEO O	7040	004 5	2 004 0	2 550 0	4 204 0
Net Income	1,543.0	483.0	486.0	603.0	643.0	2,215.0	707.0	650.8	734.9	801.5	2,894.2	3,552.8	4,264.6
New CAAR ERC (Dileter)	<b>↑</b> 7 F0	¢0.0 <del>7</del>	¢0.0 <del>7</del>	¢0.00	62.44	¢40 77	¢0.40	<b>60.40</b>	¢0.50	<b>62.04</b>	¢42.00	¢4¢ ∓4	¢40.07
Non-GAAP EPS (Diluted)	\$7.59	\$2.37	\$2.37	\$2.92	\$3.11	\$10.77	\$3.40	\$3.13	\$3.52	\$3.84	\$13.89	\$16.74	\$19.87
y/y growth	28%	37%	46%	49%	36%	42%	44%	32%	20%	24%	29%	21%	19%
Shares Outstanding													
Basic	201.5	203.0	204.0	204.0	205.0	204.0	205.0	206.0	206.0	207.0	206.0	209.1	212.5
Diluted	203.2	204.0	205.0	206.2	207.0	205.6	208.0	208.0	208.9	208.7	208.4	212.2	214.6

Exhibit 159 - ServiceNow Balance Sheet

	2021 Full Year	2022 Full Year	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	2023 Full Year	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	2024 (E)	2025 (E) Full Year	2026 (E)
Balance Sheet	ruii teai	ruii fear	1023	<u> </u>	<u>3Q23</u>	<u>4Q23</u>	ruii teal	IQ24	<u> 2Q24</u>	<u>3Q24E</u>	4Q24E	ruii teai	ruii teat	ruii fear
Current assets														
Cash and cash equivalents	1,728.0	1,470.0	1,852.0	1,663.0	1,112.0	1,897.0	1,897.0	2,056.0	2,159.0	2,055.5	3,113.6	3,113.6	6,491.5	10.883.6
Short-term investments	1,576.0	2,810.0	3,062.0	3,084.0	2,955.0	2,980.0	2,980.0	3,054.0	3,254.0	3,254.0	3,254.0	3,254.0	3,254.0	3,254.0
Accounts receivable, net	1,390.0	1,725.0	1,109.0	1,093.0	1,168.0	2,036.0	2,036.0	1,306.0	1,518.0	1,085.0	2,645.0	2,645.0	3,108.0	3,626.8
Current portion of deferred commissions	303.0	369.0	392.0	401.0	417.0	461.0	461.0	474.0	482.0	499.2	552.4	552.4	660.8	787.2
Prepaid expenses and other current assets	223.0	280.0	319.0	362.0	394.0	403.0	403.0	482.0	608.0	638.6	839.9	839.9	987.0	1,313.2
Total current assets	5,220.0	6,654.0	6,734.0	6,603.0	6,046.0	7,777.0	7,777.0	7,372.0	8,021.0	7,532.3	10,405.0	10,405.0	14,501.2	19,864.7
					•					•				,
Non-current assets			Ì											
Deferred commissions, less current	623.0	742.0	777.0	777.0	807.0	919.0	919.0	930.0	928.0	966.1	1,101.3	1,101.3	1,317.3	1,569.3
Long-term investments	1,630.0	2,117.0	2,239.0	2,740.0	2,939.0	3,203.0	3,203.0	3,666.0	3,472.0	3,472.0	3,472.0	3,472.0	3,472.0	3,472.0
Property and equipment, net	766.0	1,053.0	1,117.0	1,148.0	1,199.0	1,358.0	1,358.0	1,450.0	1,606.0	1,662.0	1,726.2	1,726.2	1,774.0	1,819.9
Operating lease right-of-use assets	591.0	682.0	682.0	656.0	699.0	715.0	715.0	698.0	675.0	675.0	675.0	675.0	675.0	675.0
Intangible assets, net	287.0	232.0	212.0	191.0	242.0	224.0	224.0	224.0	220.0	197.0	174.0	174.0	82.0	(10.0)
Goodwill	777.0	824.0	823.0	821.0	1,204.0	1,231.0	1,231.0	1,224.0	1,239.0	1,264.0	1,289.0	1,289.0	1,389.0	1,489.0
Deferred tax assets	692.0	636.0	640.0	1,551.0	1,505.0	1,508.0	1,508.0	1,478.0	1,447.0	1,447.0	1,447.0	1,447.0	1,447.0	1,447.0
Other assets	212.0	359.0	390.0	436.0	450.0	452.0	452.0	502.0	599.0	760.9	781.4	781.4	918.2	1,152.1
Total assets	10,798.0	13,299.0	13,614.0	14,923.0	15,091.0	17,387.0	17,387.0	17,544.0	18,207.0	17,976.3	21,070.8	21,070.8	25,575.6	31,479.1
			ł											
Current liabilities			Ì											
Accounts payable	89.0	274.0	228.0	171.0	69.0	126.0	126.0	223.0	296.0	57.0	109.1	109.1	98.3	150.3
Accrued expenses and other current liabilities	850.0	975.0	694.0	893.0	1,001.0	1,365.0	1,365.0	1,018.0	1,163.0	1,210.1	1,648.3	1,648.3	1,936.8	2,502.3
Deferred revenue, current	3,836.0	4,660.0	4,742.0	4,613.0	4,440.0	5,785.0	5,785.0	5,700.0	5,615.0	5,027.4	7,091.0	7,091.0	8,231.9	9,435.3
Current portion of operating leases	82.0	96.0	97.0	90.0	91.0	89.0	89.0	92.0	98.0	98.0	98.0	98.0	98.0	98.0
Current Debt	92.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total current liabilities	4,949.0	6,005.0	5,761.0	5,767.0	5,601.0	7,365.0	7,365.0	7,033.0	7,172.0	6,392.5	8,946.4	8,946.4	10,365.0	12,185.9
Laure taure liebilities			i											
Long term liabilities  Deferred revenue, less current	63.0	70.0	53.0	45.0	46.0	81.0	81.0	100.0	85.0	76.1	107.3	107.3	124.6	142.8
	556.0	650.0	655.0	635.0	682.0	707.0		693.0	669.0	819.8	853.9	853.9	795.9	686.6
Operating lease liabilities, less current Long-term debt, net	1,484.0	1,486.0	1,486.0	1,487.0	1,487.0	1,488.0	707.0 1,488.0	1,488.0	1,488.0	1,488.0	1,488.0	1,488.0	795.9 1,484.0	1.484.0
Other liabilities	51.0	1,486.0 56.0	1,486.0 59.0	63.0	93.0	1,488.0	1,488.0	1,488.0	1,488.0	1,488.0 55.0	58.9	1,488.0	34.6	40.4
Total Liabilities	7.103.0	8.267.0	8,014.0	7.997.0	7.909.0	9.759.0	9.759.0	9.437.0	9,541.0	8.831.3	11.454.5	11,454.5	12.804.0	14.539.6
Total Liabilities	7,103.0	3,207.0	3,014.0	1,331.0	1,303.0	3,133.0	3,133.0	3,431.0	3,341.0	0,031.3	11,434.3	11,434.3	12,004.0	14,555.0
Stockholders' equity	3,695.0	5,032.0	5,600.0	6,926.0	7,182.0	7,628.0	7.628.0	8,107.0	8,666.0	9.144.9	9,616.3	9,616.3	12,771.6	16,939.5

Exhibit 160 - ServiceNow Cash Flow

	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024 (E)	2025 (E)	2026 (E)
	Full Year	Full Year	1Q23	2Q23	3Q23	4Q23	Full Year	1Q24	2Q24	3Q24E	4Q24E	Full Year	Full Year	Full Year
Cash Flow Statement														
Cash from Operating Activities														
Net income (loss)	230.0	325.0	150.0	1,044.0	242.0	295.0	1,731.0	347.0	262.0	348.4	388.8	1,346.2	1,803.1	2,321.5
Depreciation and amortization	472.0	433.0	126.0	136.0	146.0	154.0	562.0	130.0	136.0	214.6	223.6	704.2	829.3	885.6
Amortization of deferred commissions	294.0	358.0	106.0	112.0	115.0	126.0	459.0	131.0	132.0	138.2	152.2	553.4	662.8	773.3
Amortization of debt discount	4.0	0.0					0.0					0.0	0.0	0.0
Stock-based compensation	1,130.0	1,401.0	381.0	397.0	413.0	413.0	1,604.0	422.0	444.0	440.0	470.9	1,777.0	1,995.5	2,213.4
Deferred income taxes	(34.0)	15.0	7.0	(911.0)	30.0	17.0	(857.0)	28.0	24.0			52.0	0.0	0.0
Other, net	37.0	17.0	1.0	(3.0)	(11.0)	13.0	0.0	(18.0)	(7.0)			(25.0)	0.0	0.0
Working Capital:	58.0	174.0	131.0	(195.0)	(624.0)	587.0	(101.0)	301.0	(371.0)	(662.7)	500.8	(231.9)	(380.4)	(495.1)
Accounts receivable	(401.0)	(340.0)	619.0	16.0	(83.0)	(852.0)	(300.0)	715.0	(216.0)	433.0	(1,560.0)	(628.0)	(463.0)	(518.8)
Deferred commissions	(565.0)	(566.0)	(159.0)	(121.0)	(173.0)	(264.0)	(717.0)	(165.0)	(141.0)	(193.5)	(340.6)	(840.1)	(987.2)	(1,151.6)
Prepaid expenses and other assets	(93.0)	(39.0)	(64.0)	(72.0)	(47.0)	(20.0)	(203.0)	(106.0)	(146.0)	(192.5)	(221.8)	(666.3)	(283.8)	(560.2)
Accounts payable	55.0	172.0	(46.0)	(44.0)	(98.0)	46.0	(142.0)	107.0	65.0	(239.0)	52.1	(14.9)	(10.8)	52.0
Deferred revenue	960.0	904.0	40.0	(129.0)	(128.0)	1,302.0	1,085.0	(10.0)	(82.0)	(596.5)	2,094.8	1,406.4	1,158.2	1,221.6
Accrued expenses and other liabilities	102.0	43.0	(259.0)	155.0	(95.0)	375.0	176.0	(240.0)	149.0	125.8	476.2	511.0	206.2	462.0
Net cash provided by operating activities	2,191.0	2,723.0	902.0	580.0	311.0	1,605.0	3,398.0	1,341.0	620.0	478.6	1,736.3	4,175.9	4,910.3	5,698.7
y/y growth	22.6%	24.3%	4.5%	33.9%	17.4%	38.1%	24.8%	48.7%	6.9%	53.9%	8.2%	22.9%	17.6%	16.1%
% of revenue	37.2%	37.6%	43.0%	27.0%	13.6%	65.9%	37.9%	51.5%	23.6%	17.4%	59.0%	38.2%	37.5%	37.3%
Cash from investing activities														
Purchase of property and equipment	(392.0)	(550.0)	(165.0)	(132.0)	(136.0)	(261.0)	(694.0)	(135.0)	(262.0)	(247.5)	(264.9)	(909.4)	(785.1)	(839.6)
Business combinations, net of cash acquired	(785.0)	(91.0)	0.0	0.0	(282.0)	0.0	(282.0)	(194.0)	(31.0)	(25.0)	(25.0)	(275.0)	(100.0)	(100.0)
Purchase of intangibles	(7.0)	(138.0)	(30.0)	(16.0)	(10.0)		(56.0)	(42.0)	(46.0)		, ,	(88.0)	0.0	0.0
Purchase of investments	(2,513.0)	(4,038.0)	(1,222.0)	(1,599.0)	(984.0)	(829.0)	(4,634.0)	(1,605.0)	(1,055.0)			(2,660.0)	0.0	0.0
Sales and maturities of investments	2,119.0	2,245.0	880.0	1,073.0	915.0	654.0	3,522.0	1,073.0	1,040.0	0.0	0.0	2,113.0	0.0	0.0
Other	(29.0)	(11.0)	13.0	,	(28.0)	(8.0)	(23.0)	(15.0)	(17.0)			(32.0)	0.0	0.0
Net cash used in investing activities	(1,607.0)	(2,583.0)	(524.0)	(674.0)	(525.0)	(444.0)	(2,167.0)	(918.0)	(371.0)	(272.5)	(289.9)		(885.1)	(939.6)
<u> </u>	,	, ,	, ,				, ,	,				,	, ,	, ,
Cash from financing activities														
Debt proceeds (repayments)	(61.0)	(94.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(4.0)	0.0
Proceeds from employee stock plans	167.0	177.0	117.0	0.0	76.0	1.0	194.0	131.0	0.0	79.8	0.0	210.8	224.0	238.0
Repurchase of Common Stock					(282.0)	(256.0)	(538.0)	(175.0)	0.0	(262.3)	(262.3)	(699.7)	(262.3)	
Taxes paid related to net share settlement of equity awards	(612.0)	(427.0)	(112.0)	(94.0)	(127.0)	(126.0)	(459.0)	(215.0)	(137.0)	(127.0)	(126.0)	(605.0)	(605.0)	(605.0)
Other	0.0	0.0	,	, ,	, ,	, ,	0.0	, ,	, ,	, ,	,	0.0	0.0	0.0
Net cash provided by financing activities	(506.0)	(344.0)	5.0	(94.0)	(333.0)	(381.0)	(803.0)	(259.0)	(137.0)	(309.5)	(388.3)	(1,093.9)	(647.4)	(367.0)
FX Impact on cash and equivalents	(25.0)	(53.0)	1.0	(1.0)	(4.0)	5.0	1.0	(4.0)	(9.0)			(13.0)	0.0	0.0
	` ′	. /		, ,	` '			, ,	` '			, ,		
Cash balance, beginning of period	1,679.1	1,732.1	1,475.1	1,859.1	1,670.1	1,119.1	1,475.1	1,904.1	2,064.1	2,167.1	2,055.5	1,904.1	3,113.6	6,491.5
Net change in cash	53.0	(257.0)	384.0	(189.0)	(551.0)	785.0	429.0	160.0	103.0	(103.5)	1,058.1	1,217.6	3,377.8	4,392.1
Cash balance, end of period	1,732.1	1,475.1	1,859.1	1,670.1	1,119.1	1,904.1	1,904.1	2,064.1	2,167.1	2,055.5	3,113.6	3,121.7	6,491.5	10,883.6

### Exhibit 161: ServiceNow (DCF) Analysis - Plausible Case

Assumptions and Inputs		
Current risk-free rate		3.7%
Beta		1.57
Historical equity risk premium		6.5%
Terminal growth rate		5.0%
Mark et Value (\$M)	s	185,139
Debt Value (\$M)	s	1,488
Cost of equity		13.9%
Cost of debt		5.1%
Tax rate		19.0%
WACC		13.8%
		,
Last Reported Quarter End		6/30/2024
Full Veer End		12/21/2024

Scenario: Plausible															
	His	storicals			Hyper	Growth Pe	eriod			Transi	tionary Pe	riod		Termi	inal
Fiscal year	2021	2022	2023	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E	Perpetuity
Corres ponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	
Period				0.5	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9.5	10.5	
Risk free rate			3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	
Beta			1.57	1.57	1.57	1.57	1.57	1.57	1.48	1.38	1.29	1.19	1.10	1.00	
Historical equity risk premium			6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity			13.9%	13.9%	13.9%	13.9%	13.9%	13.9%	13.3%	12.7%	12.1%	11.4%	10.8%	10.2%	
Cost of debt			5. 1%	5.1%	5.1%	5.1%	5.1%	5. 196	5.1%	5. 1%	5.1%	5.1%	5.1%	5. 1%	
Debt/Total Value			0.8%	0.8%	0.8%	0.8%	0.8%	0.896	2.3%	3.9%	5.4%	6.9%	8.5%	10.0%	
WACC			13.8%	13.8%	13.8%	13.8%	13.8%	13.8%	13.1%	12.3%	11.6%	10.9%	10.3%	9.6%	
D is count factor				0.9	8.0	0.7	0.6	0.6	0.5	0.5	0.4	0.4	0.4	0.4	
Total Revenue	5,895	7,245	8,971	10,996	13,249	15,561	18,154	21,421	24,813	28,204	31,447	34,383	36,847	38,689	
y/y change		23%	24%	23%	20%	17%	1796	18%	16%	14%	12%	9%	796	5%	
Free Cash Flow to Firm (FCFF) ex share repurchases to offset	1,028	2,104	2,177	2,693	3,763	4,478									
FCF m argin	17%	29%	24%	24%	28%	29%									
y/y change		105%	3%	24%	40%	19%									
Free Cash Flow to Firm (FCFF)	1,028	2,104	1,639	1,989	3,498	4,478	5,628	6,855	8,064	9,307	10,535	11,690	12,712	13,541	
FCF m argin	1796	29%	18%	18%	26%	29%	31%	32%	33%	33%	34%	34%	35%	35%	
y/y change		105%	-22%	21%	76%	28%	26%	22%	18%	15%	13%	11%	996	7%	5%
Diluted Shares Outstanding	204	203	207	209	214	216	217	218	219	220	222	223	224	225	
y/y change		096	2%	196	2%	196	196	196	196	196	196	196	196	1%	
FCFF per share				\$9.53	\$16.38	\$20.74	\$25.91	\$31.41	\$36.76	\$42.22	\$47.55	\$52.50	\$56.81	\$60.21	\$1,310.89
NPV of FCF per share				\$8.93	\$13.49	\$15.01	\$16.47	\$17.53	\$18.70	\$19.82	\$20.84	\$21.74	\$22.48	\$23.01	\$501.00

Current Price Upside/(Downside) Potential	5	894.39 - <b>20</b> %
		****
Total Implied NPV/Share		\$716
Shares outstanding		208
Working Capital - 5% of revenue		449
Net cas h balance		3,925
Net Cash per share	\$	16.71
Total Implied NPV of FCF/Share		\$699.03
Terminal Value FCF/Share		\$501.00
Cummulative NPV of FCFF/s hare		\$198.02

**OKTA** 

**Exhibit 162: Okta GAAP Income Statement** 

Exhibit 162: Okta GAAP incom			0000	0000	0004		1.104	0.4.04	Less OF	000F (F)	4 0.5	1.1.05	0 - 1 05		0000 (E)
\$ in millions, except per share data	2020	2021	2022 Full Year	2023	2024	Apr-24 1Q25	Jul-24 2Q25	Oct-24 3Q25E	Jan-25 4Q25E	2025 (E) Full Year	Apr-25 1Q26E	Jul-25 2Q26E	Oct-25 3Q26E	Jan-26 4Q26E	2026 (E)
GAAP Income Statement	<u>ruii fear</u>	<u>rull fear</u>	ruii fear	ruii fear	<u>ruii tear</u>	1025	<u> 2Q25</u>	3Q23E	4Q23E	<u>Full Tear</u>	IQ20E	<u> 2Q20E</u>	<u>3Q20E</u>	4Q20E	Full Year
	552.7	796.6	1,249.2	1,794.2	2,205.0	603.0	632.0	635.0	624.0	2,504.1	663.7	700.6	703.6	729.8	2,797.7
Subscription			,		'				634.0						,
Professional services and other	33.4	38.8	51.0	63.6	58.0	14.0	14.0	14.0	13.9	55.9	14.6	15.4	15.5	16.1	61.6
Total Revenue	586.1	835.4	1,300.2	1,857.8	2,263.0	617.0	646.0	649.0	648.0	2,560.0	678.3	716.0	719.1	745.8	2,859.3
Cost of Revenue															
Subscription	116.4	170.1	329.1	463.5	502.0	130.0	137.0	135.5	134.1	536.6	142.3	153.2	147.4	151.9	594.8
Professional services and other	42.9	47.6	67.3	82.0	79.0	18.0	18.0	17.2	18.0	71.1	18.3	19.3	18.7	20.2	76.5
Total Cost of Revenue	159.4	217.7	396.4	545.5	581.0	148.0	155.0	152.7	152.1	607.8	160.6	172.4	166.1	172.1	671.3
% of revenue	27.2%	26.1%	30.5%	29.4%	25.7%	24.0%	24.0%	23.5%	23.5%	23.7%	23.7%	24.1%	23.1%	23.1%	23.5%
Total Gross Profit	426.7	617.7	903.8	1,312.3	1,682.0	469.0	491.0	496.3	495.9	1,952.2	517.7	543.6	553.0	573.7	2,188.0
Gross Margin	72.8%	73.9%	69.5%	70.6%	74.3%	76.0%	76.0%	76.5%	76.5%	76.3%	76.3%	75.9%	76.9%	76.9%	76.5%
Operating Expenses															
Research and Development	159.3	222.8	469.3	620.0	656.0	163.0	164.0	160.6	149.1	636.8	165.1	168.9	165.9	161.2	661.2
% of revenue	27%	27%	36%	33%	29%	26%	25%	25%	23%	25%	24%	24%	23%	22%	23%
Sales and Marketing	340.4	427.4	770.3	1,066.1	1,036.0	236.0	238.0	267.2	251.8	993.0	251.3	254.8	262.6	268.3	1,037.0
% of revenue	58%	51%	59%	57%	46%	38%	37%	41%	39%	39%	37%	36%	37%	36%	36%
General and Administrative	112.9	171.7	431.3	422.5	450.0	117.0	108.0	107.6	103.3	435.8	100.2	100.1	101.3	103.7	405.3
% of revenue	19%	21%	33%	23%	20%	19%	17%	17%	16%	17%	15%	14%	14%	14%	14%
Total Operating Expenses	612.5	821.9	1,670.9	2,123.6	2,198.0	516.0	510.0	535.4	504.2	2,065.6	516.6	523.8	529.8	533.2	2,103.4
% of revenue	104.5%	98.4%	128.5%	114.3%	97.1%	83.6%	78.9%	82.5%	77.8%	80.7%	76.2%	73.2%	73.7%	71.5%	73.6%
Operating Income	(185.8)	(204.2)	(767.1)	(811.4)	(516.0)	(47.0)	(19.0)	(39.0)	(8.4)	(113.4)	1.1	19.8	23.2	40.5	84.6
Operating Margin	-31.7%	-24.4%	-59.0%	-43.7%	-22.8%	-7.6%	-2.9%	-6.0%	-1.3%	-4.4%	0.2%	2.8%	3.2%	5.4%	3.0%
Interest Funence	(27.0)	(70.7)	(00.0)	(40.6)	(0.0)	(2.0)	(4.0)	(2.4)	(2.4)	(7.2)	(2.4)	(2.4)	(0.6)	(0.0)	(0.4)
Interest Expense Interest Income	(27.0) 17.1	(72.7) 12.9	(92.2) 9.8	(10.6) 20.7	(8.0) 81.0	(2.0) 27.0	(1.0) 29.0	(2.1) 25.3	(2.1) 24.8	(7.3) 106.1	(2.1) 26.3	(2.1) 28.6	(2.6) 29.6	(2.3) 34.5	(9.1) 119.0
		(2.3)	(0.2)	0.0		0.0		25.3	0.0	3.0	26.3 0.0				
Other Income (Expense), Net Total Interest and Other Income	(14.6) <b>(24.5)</b>		(82.6)	10.0	106.0 <b>179.0</b>	25.0	3.0 <b>31.0</b>	23.2	22.6	101.9	24.2	0.0 <b>26.5</b>	0.0 <b>27.0</b>	0.0 <b>32.2</b>	0.0 <b>109.9</b>
Total interest and other income	(24.5)	(02.0)	(02.0)	10.1	175.0	20.0	31.0	20.2	22.0	101.5	24.2	20.0	21.0	JZ.Z	103.3
Income Before Taxes	(210.3)	(266.2)	(849.7)	(801.3)	(337.0)	(22.0)	12.0	(15.8)	14.3	(11.5)	25.3	46.3	50.2	72.7	194.5
Income Tax Expense (Benefit)	(1.4)	0.1	(1.3)	13.8	18.0	18.0	(17.0)	37.3	42.7	81.0	47.3	53.2	52.5	57.8	210.8
Tax Rate	0.7%	-0.1%	0.2%	-1.7%	-5.3%	NM	-141.7%	NM	298.6%	NM	186.9%	114.9%	104.6%	79.5%	108.4%
Net Income	(208.9)	(266.3)	(848.4)	(815.1)	(355.0)	(40.0)	29.0	(53.2)	(28.4)	(92.5)	(22.0)	(6.9)	(2.3)	14.9	(16.3)
GAAP EPS	(\$1.78)	(\$2.09)	(\$5.73)	(\$5.16)	(\$2.17)	(\$0.24)	\$0.15	(\$0.31)	(\$0.16)	(\$0.55)	(\$0.13)	(\$0.04)	(\$0.01)	\$0.08	(\$0.09)
	(\$1.76)	(\$2.09)	(\$5.73)	(\$5.10)	(\$Z.17)	(\$0.24)	<b>Ψυ. Γ</b> ο	(30.31)	(\$0.10)	(ಫ0.55)	(ಫ0.13)	(\$0.04)	(30.01)	\$U.U6	(\$0.09)
Shares Outstanding  Basic	117.2	127.2	148.0	158.0	460.0	167.5	168.6	170.3	172.0	169.6	173.7	175.5	177.2	470.0	476.5
	9.0%	8.5%	16.4%	6.7%	<b>163.6</b> 3.6%	3.8%	3.6%	3.6%	3.6%	3.7%	3.7%	4.1%	4.1%	<b>179.0</b> <i>4</i> .1%	<b>176.</b> 3
y/y growth	9.0%	0.5%	10.4%	0.7%	3.0%				3.6% 1.0%	3.7%					4.0%
q/q growth	447.0	407.0	440.0	450.0	400.0	0.9%	3.1%	1.0%		400.0	1.0%	1.0%	1.0%	1.0%	470
Diluted	117.2		148.0	158.0		167.5	174.4	170.3	172.0		173.7	175.5	177.2	179.0	176.3
y/y growth	9.0%	8.5%	16.4%	6.7%	3.6%	3.8%	7.2%	3.6%	3.6%	3.7%	3.7%	0.6%	4.1%	4.1%	4.0%
q/q growth						0.9%	4.2%	-2.4%	1.0%		1.0%	1.0%	1.0%	1.0%	

**Exhibit 163: Okta Non-GAAP Income Statement** 

EXHIBIT 103. ORTA NOIT-OAAI		Julie													
\$ in millions, except per share data	2020	2021	2022	2023	2024	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	Apr-25	Jul-25	Oct-25	Jan-26	2026 (E)
Non CAAR Income Statement	<u>Full Year</u>	Full Year	Full Year	Full Year	Full Year	<u>1Q25</u>	<u>2Q25</u>	3Q25E	4Q25E	Full Year	<u>1Q26E</u>	<u>2Q26E</u>	3Q26E	<u>4Q26E</u>	Full Year
Non-GAAP Income Statement Subscription	552.7	796.6	1,249.2	1,794.2	2,205.0	603.0	632.0	635.0	634.0	2,504.1	663.7	700.6	703.6	729.8	2.797.7
•	33.4			63.6		14.0	14.0	14.0	13.9	,	14.6	15.4	15.5	16.1	61.6
Professional services and other Total Revenue	586.1	835.4		1,857.8		617.0	646.0	649.0	648.0	55.9 <b>2,560.0</b>	678.3	716.0	719.1	745.8	2,859.3
y/y growth	46.8%	42.5%	55.6%	42.9%	21.8%	19.1%	16.2%	11.1%	7.1%		9.9%	10.8%	10.8%	15.1%	11.7%
g/g growth	40.6%	42.5%	55.6%	42.9%	21.0%	2.0%	4.7%	0.5%	-0.2%		9.9% 4.7%	5.6%	0.4%	3.7%	11.770
q/q growin						2.0%	4.770	0.5%	-0.2 %		4.770	5.0%	0.470	3.770	
Cost of Revenue															
Subscription	98.0	141.8	244.0	347.5	380.0	99.0	103.0	108.0	107.8	417.7	112.8	119.1	119.6	124.1	475.6
Professional services and other	35.8	39.5	54.7	67.9	64.0	15.0	15.0	14.7	14.7	59.5	15.6	16.5	16.4	17.1	65.6
Total Cost of Revenue	133.8	181.3	298.7	415.4	444.0	114.0	118.0	122.7	122.5	477.2	128.4	135.6	136.0	141.1	541.2
% of revenue	22.8%	21.7%	23.0%	22.4%	19.6%	18.5%	18.3%	18.9%	18.9%		18.9%	18.9%	18.9%	18.9%	18.9%
Gross Profit															
Subscription	454.7	654.8	1,005.2	1,446.7	1,825.0	504.0	529.0	527.1	526.2	2,086.3	550.9	581.5	584.0	605.7	2,322.1
Gross Margin	82.3%	82.2%	80.5%	80.6%	82.8%	83.6%	83.7%	83.0%	83.0%	83.3%	83.0%	83.0%	83.0%	83.0%	83.0%
Professional services and other	(2.4)	(0.7)	(3.7)	(4.3)	(6.0)	(1.0)	(1.0)	(8.0)	(8.0)	(3.6)	(1.0)	(1.1)	(0.9)	(1.0)	(4.1)
Gross Margin	-7.2%	-1.8%	-7.2%	-6.8%	-10.3%	-7.1%	-7.1%	-5.5%	-5.7%	-6.4%	-6.9%	-7.0%	-6.1%	-6.4%	-6.6%
Total Gross Profit	452.3	654.1	1,001.5	1,442.4	1,819.0	503.0	528.0	526.3	525.4	2,082.7	549.9	580.4	583.1	604.7	2,318.1
Gross Margin	77.2%	78.3%	77.0%	77.6%	80.4%	81.5%	81.7%	81.1%	81.1%	81.4%	81.1%	81.1%	81.1%	81.1%	81.1%
Operating Expenses															
Research and Development	121.6	159.6	275.6	345.5	379.0	100.0	108.0	103.8	96.8	408.6	108.5	117.4	113.3	110.0	449.2
% of revenue	20.7%	19.1%	21.2%	18.6%	16.7%	16.2%	16.7%	16.0%	14.9%	16.0%	16.0%	16.4%	15.8%	14.8%	15.7%
Sales and Marketing	302.3	373.5	602.3	866.7	849.0	199.0	196.0	227.5	215.1	837.7	217.1	214.8	224.4	231.2	887.4
% of revenue	51.6%	44.7%	46.3%	46.7%	37.5%	32.3%	30.3%	35.1%	33.2%		32.0%	30.0%	31.2%	31.0%	31.0%
General and Administrative	76.9	113.3	197.4	239.9	281.0	71.0	76.0	75.9	73.5	296.4	67.8	71.6	71.9	74.6	285.9
% of revenue	13.1%	13.6%	15.2%	12.9%	12.4%	11.5%	11.8%	11.7%	11.3%		10.0%	10.0%	10.0%	10.0%	10.0%
Total Operating Expenses	500.8	646.4	1,075.2	1,452.1	1,509.0	370.0	380.0	407.3	385.4	1,542.7	393.4	403.8	409.5	415.8	1,622.6
% of revenue	85.4%	77.4%	82.7%	78.2%	66.7%	60.0%	58.8%	62.8%	59.5%	60.3%	58.0%	56.4%	57.0%	55.8%	56.7%
Operating Income	(48.5)	7.7	(73.7)	(9.8)	310.0	133.0	148.0	119.0	140.0	540.0	156.5	176.6	173.5	188.9	695.5
Operating Margin	-8.3%			-0.5%	13.7%	21.6%	22.9%	18.3%	21.6%		23.1%	24.7%	24.1%	25.3%	24.3%
Operating margin	-0.370	0.370	-3.170	-0.070	13.170	21.070	22.370	10.570	21.070	21.170	23.170	24.170	24.170	20.070	24.570
Interest Expense	(2.9)	(4.2)	(5.7)	(4.2)	(3.0)	(2.0)	0.0	(0.7)	(0.7)	(3.4)	(0.7)	(0.7)	(1.2)	(1.2)	(3.7)
Interest Income	17.1	12.9	9.8	20.7	81.0	27.0	29.0	25.3	24.8	106.1	26.3	28.6	29.6	34.5	119.0
Other Income (Expense), Net	(3.8)		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Interest and Other Income	10.4	8.7	4.0	16.4	76.0	25.0	29.0	24.6	24.1	102.7	25.6	27.9	28.4	33.3	115.3
Income Before Taxes	(38.1)	16.3	(69.7)	6.6	386.0	158.0	177.0	143.6	164.1	642.7	182.1	204.5	201.9	222.2	810.8
Income Tax Expense (Benefit)	(1.4)		(1.3)	13.8	100.0	41.0	46.0	37.3	42.7	167.0	47.3	53.2	52.5	57.8	210.8
Tax Rate	3.7%	0.9%	1.8%	207.7%	25.9%	25.9%	26.0%	26.0%	26.0%		26.0%	26.0%	26.0%	26.0%	26.0%
ran rate	0.770	0.070	7.070	207.770	20.070	20.070	20.070	20.070	20.070	20.070	20.070	20.070	20.070	20.070	20.070
Net Income	(36.7)	16.2	(68.4)	(7.2)	286.0	117.0	131.0	106.3	121.4	475.7	134.7	151.3	149.4	164.4	600.0
Non-GAAP EPS	(\$0.31)	\$0.11	(\$0.46)	(\$0.05)	\$1.60	\$0.65	\$0.72	\$0.58	\$0.67	\$2.61	\$0.74	\$0.82	\$0.80	\$0.88	\$3.24
Shares Outstanding															
Basic	117.2	127.2	148.0	158.0	163.6	167.5	168.6	170.3	172.0	169.6	173.7	175.5	177.2	179.0	176.3
y/y growth	9.0%	8.5%	16.4%	6.7%	3.6%	3.8%	3.6%	3.6%	3.6%	3.6%	3.7%	4.1%	4.1%	4.1%	4.0%
q/q growth						0.9%	0.7%	1.0%	1.0%		1.0%	1.0%	1.0%	1.0%	
Diluted	117.2	142.4	148.0	158.0	178.4	180.4	182.4	183.0	182.3	182.0	183.1	184.2	186.1	187.9	185.3
y/y growth	9.0%	21.5%	4.0%	6.7%	12.9%	2.4%	2.0%	2.1%	1.7%	2.0%	1.5%	1.0%	1.7%	3.1%	1.8%
g/g growth						0.7%	1.1%	0.3%	-0.4%		0.4%	0.6%	1.0%	1.0%	
% of basic	100.0%	111.9%	100.0%	100.0%	109.0%	107.7%	108.2%	107.5%	106.0%		105.4%	105.0%	105.0%	105.0%	105.1%
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**Exhibit 164: Okta Balance Sheet** 

\$ in millions, except per share data	2020	2021	2022	2023	2024	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	Apr-25	Jul-25	Oct-25	Jan-26	2026 (E)
	Full Year	Full Year	Full Year	Full Year	Full Year	1Q25	2Q25	3Q25E	4Q25E	Full Year	1Q26E	2Q26E	3Q26E	4Q26E	Full Year
Balance Sheet															
Current assets															
Cash and cash equivalents	520.0	434.6	260.1	264.0	334.0	322.0	515.0	635.1	791.3	791.3	1,019.9	1,112.7	1,607.3	1,904.7	1,904.7
Short-term investments	883.0	2,121.6	2,241.7	2,316.0	1,868.0	1,998.0	1,843.0	1,843.0	1,843.0	1,843.0	1,843.0	1,843.0	1,843.0	1,843.0	1,843.0
Accounts receivable, net	130.1	194.8	397.5	481.0	559.0	307.0	377.0	462.3	596.5	596.5	394.0	470.8	528.0	678.4	678.4
Deferred commissions, ST	33.6	45.9	74.7	92.0	113.0	117.0	122.0	118.2	127.3	127.3	125.8	130.6	128.5	136.4	136.4
Prepaid expenses and other current assets	33.0	81.6	66.6	76.0	106.0	173.0	181.0	176.5	194.4	194.4	189.9	186.2	187.0	187.9	187.9
Total current assets	1,599.7	2,878.6	3,040.6	3,229.0	2,980.0	2,917.0	3,038.0	3,235.1	3,552.4	3,552.4	3,572.7	3,743.3	4,293.8	4,750.4	4,750.4
Non-current assets															
Property and equipment, net	53.5	62.8	65.5	59.0	48.0	47.0	47.0	50.9	55.0	55.0	59.1	63.6	67.7	71.9	71.9
Operating lease righ-of-use assets	125.2	149.6	147.9	122.0	83.0	81.0	82.0	82.0	82.0	82.0	82.0	82.0	82.0	82.0	82.0
Deferred commissions, LT	77.9	108.6	191.0	210.0	242.0	232.0	230.0	240.0	258.4	258.4	257.8	253.6	266.9	284.6	284.6
Intangible assets, net	32.5	27.0	317.0	241.0	182.0	184.0	168.0	159.5	150.7	150.7	141.0	130.3	119.4	107.8	107.8
Goodwill	48.0	48.0	5,401.3	5,400.0	5,406.0	5,448.0	5,448.0	5,448.0	5,448.0	5,448.0	5,448.0	5,448.0	5,448.0	5,448.0	5,448.0
Other assets	18.5	24.3	42.3	46.0	48.0	46.0	54.0	51.9	54.4	54.4	57.0	57.3	57.5	56.7	56.7
Total assets	1,955.4	3,298.8	9,205.7	9,307.0	8,989.0	8,955.0	9,067.0	9,267.4	9,601.0	9,601.0	9,617.6	9,778.1	10,335.3	10,801.4	10,801.4
Current liabilities															
Accounts payable	3.8	8.6	20.2	12.0	12.0	12.0	11.0	12.1	10.7	10.7	13.5	14.9	14.2	15.0	15.0
Accrued expenses and other liabilities, ST	36.9	53.7	89.3	112.0	115.0	166.0	142.0	122.8	142.6	142.6	149.2	157.5	143.8	164.1	164.1
Accrued compensation	40.3	71.9	143.8	99.0	167.0	117.0	113.0	184.3	142.6	142.6	168.2	186.2	161.1	170.0	170.0
Convertible senior notes, net	100.7	908.7	16.2	-	-	-	-	-	-	-	-	-	-	-	-
Deferred revenue, ST	365.2	502.7	973.3	1,242.0	1,488.0	1,391.0	1,394.0	1,452.1	1,704.6	1,704.6	1,571.6	1,572.1	1,601.7	1,889.2	1,889.2
Total current liabilities	547.0	1,545.6	1,242.8	1,465.0	1,782.0	1,686.0	1,660.0	1,771.3	2,000.5	2,000.5	1,902.6	1,930.6	1,920.7	2,238.3	2,238.3
La constant particular															
Long term liabilities	007.0	057 :	4.045.7	0.400.0	4.454.0	4.455.0	4.440.0	4 444 4	4 445 0	4.445.0	4 447 0	4 440 7	4 555 0	4.550.4	4.550 :
Covertible senior notes, net	837.0	857.4	1,815.7	2,193.0	1,154.0	1,155.0	1,113.0	1,114.4	1,115.9	1,115.9	1,117.3	1,118.7	1,555.3	1,556.4	1,556.4
Operating lease liabilities, LT	154.5	179.5	170.6	142.0	112.0	108.0	107.0	107.0	107.0	107.0	107.0	107.0	107.0	107.0	107.0
Deferred revenue, LT	6.2	10.9	22.9	18.0	23.0	19.0	21.0	22.1	26.0	26.0	23.9	23.9	24.4	28.8	28.8
Other liabilities, LT	5.4	11.4	31.8	23.0	30.0	34.0	33.0	33.2	31.1	31.1	32.6	34.4	34.5	35.8	35.8
Total Liabilities	1,550.1	2,604.8	3,283.8	3,841.0	3,101.0	3,002.0	2,934.0	3,048.1	3,280.4	3,280.4	3,183.4	3,214.7	3,641.9	3,966.4	3,966.4
Stockholders' equity	405.3	694.0	5,921.9	5,466,0	5.888.0	5,953.0	6,133.0	6,219.4	6.320.6	6,320.6	6.434.2	6.563.4	6.693.4	6.835.1	6.835.1
Stockholders' equity  Total liabilities and shareholders' equity	1,955.4	3,298.8	9,205.7	9,307.0	8.989.0	5,953.0 8,955.0	9,067.0	9,267.4	9.601.0	9,601.0	9,617.6	9,778.1	10,335.3	10,801.4	10,801.4
Total liabilities and shareholders' equity	1,955.4	3,298.8	9,205.7	9,307.0	0,989.0	0,955.0	9,067.0	9,207.4	9,001.0	9,001.0	9,017.6	9,778.1	10,335.3	10,601.4	10,601.4

**Exhibit 165: Okta Cash Flow Statement** 

\$ in millions, except per share data	2020	2021	2022	2023	2024	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	Apr-25	Jul-25	Oct-25	Jan-26	2026 (E)
	Full Year	Full Year	Full Year	Full Year	Full Year	<u>1Q25</u>	<u>2Q25</u>	3Q25E	4Q25E	Full Year	<u>1Q26E</u>	<u>2Q26E</u>	3Q26E	4Q26E	Full Year
Cash Flow Statement															
Cash from Operating Activities															
Net income (loss)	(208.9)	(266.3)	(848.4)	(815.0)	(355.0)	(40.0)	29.0	(53.2)	(28.4)	(92.5)	(22.0)	(6.9)	(2.3)	14.9	(16.3)
Stock-based compensation	126.6	196.2	565.5	677.0	684.0	151.0	148.0	139.5	129.6	568.1	135.7	136.0	129.4	126.8	527.9
Depreciation and amortization	17.8	36.9	107.6	114.0	84.0	21.0	21.0	20.8	21.3	84.2	22.4	23.9	24.1	25.1	95.5
Amortization of debt discount and debt issuance costs	25.9	68.4	86.5	6.0	3.0	1.0	0.0	1.4	1.4	3.9	1.4	1.4	1.4	1.1	5.4
Amortization of deferred commissions	28.6	39.7	57.2	84.0	104.0	30.0	32.0	29.3	30.9	122.2	32.6	35.2	32.0	34.1	133.9
Deferred income taxes	(2.3)	(1.2)	(6.2)	7.0	6.0		(4.0)			(4.0)					-
Non-cash charitable contributions	1.7	9.3	7.2	4.0	0.0					0.0					-
Loss on early extinguishment and conversion of debt	14.6	2.3	0.2	0.0	(106.0)		(3.0)			(3.0)					-
Other	(0.0)	5.5	(6.6)	16.0	38.0	3.0	4.0			7.0					-
Working Capital:	51.5	37.3	141.1	(7.0)	54.0	53.0	(140.0)	(1.7)	18.0	(70.6)	75.4	(79.3)	(110.7)	113.1	(1.5)
Accounts receivable	(37.5)	(66.4)	(174.8)	(87.0)	(79.0)	251.0	(70.0)	(85.3)	(134.2)	(38.5)	202.5	(76.8)	(57.2)	(150.4)	(81.9)
Deferred commissions	(61.2)	(81.0)	(170.6)	(122.0)	(158.0)	(26.0)	(33.0)	(35.6)	(58.3)	(152.9)	(30.5)	(35.8)	(43.1)	(59.7)	(169.1)
Prepaid expenses and other assets	(4.1)	(13.2)	(6.8)	(13.0)	(32.0)	(70.0)	(12.0)	6.6	(20.4)	(95.8)	1.9	3.5	(1.0)	(0.1)	4.2
Operating lease right-of-use assets	13.0	19.1	22.9	27.0	23.0	5.0	5.0			10.0					
Accounts payable	1.7	4.1	6.8	(6.0)	0.0	0.0	(1.0)	1.1	(1.4)	(1.3)	2.8	1.3	(0.7)	0.8	4.3
Accrued compensation	23.0	44.2	50.3	(44.0)	68.0	(51.0)	(4.0)	71.3	(41.8)	(25.4)	25.7	17.9	(25.1)	9.0	27.5
Accrued expenses and other liabilities	10.0	5.5	21.4	8.0	21.0	54.0	(21.0)	(19.0)	17.6	31.7	8.1	10.1	(13.6)	21.5	26.2
Operating lease liabilities	(9.7)	(17.2)	(24.5)	(34.0)	(39.0)	(9.0)	(9.0)	0.0	0.0	(18.0)	-	-	-	-	-
Deferred revenue	116.4	142.1	416.4	264.0	250.0	(101.0)	5.0	59.2	256.4	219.6	(135.0)	0.5	30.0	291.9	187.4
Net cash provided by operating activities	55.6	128.0	104.1	86.0	512.0	219.0	87.0	136.3	172.9	615.2	245.5	110.3	74.0	315.1	744.9
y/y growth	266.5%	130.1%	-18.6%	-17.4%	495.3%	69.8%	64.2%	-12.6%	-0.6%	20.2%	12.1%	26.8%	-45.7%	82.3%	21.1%
% of revenue	9.5%	15.3%	8.0%	4.6%	22.6%	35.5%	13.5%	21.0%	26.7%	24.0%	36.2%	15.4%	10.3%	42.2%	26.1%
Cash from investing activities															
Capitalization of internal-use software	(3.9)	(4.2)	(4.3)	(9.0)	(15.0)	(4.0)	(3.0)	(3.3)	(3.5)	(13.7)	(3.6)	(3.7)	(3.7)	(3.9)	(15.0)
Purchases of property and equipment	(15.4)	(13.1)	(12.3)	(12.0)	(8.0)	(1.0)	(5.0)	(2.9)	(3.3)	(12.2)	(3.2)	(3.9)	(3.6)	(3.8)	(14.5)
Purchase of AFS securities	(999.4)	(2,029.0)	(1,846.7)	(1,411.0)	(1,709.0)	(459.0)	(320.0)	(=,	(0.0)	(779.0)	-	-	-	-	-
Proceeds from sales of AFS securities	27.3	206.1	229.8	0.0	62.0	2.0	0.0			2.0					_
Proceeds from maturities of AFS securities	356.3	535.1	1,482.0	1,308.0	2.134.0	324.0	484.0			808.0					_
Purchase of intangibles	(8.6)	(0.1)	(0.1)	(2.0)	(1.0)	020				000.0					
Acquisitions, net of cash	(44.3)	0.0	(215.2)	(4.0)	(22.0)	(56.0)	0.0	(10.0)	(10.0)	(76.0)	(10.0)	(10.0)	(10.0)	(10.0)	(40.0)
Net cash used in investing activities	(688.0)	(1,305.1)	(366.8)	(130.0)	441.0	(194.0)	156.0	(16.2)	(16.7)	(70.9)	(16.9)	(17.6)	(17.3)	(17.7)	(69.5)
not out a count and an arrowing detrined	(000.0)	(1,00011)	(000.0)	(10010)		(10 110)	10010	(1012)	(10.1)	(1.0.0)	(10.0)	(1110)	(	(,	(00.0)
Cash from financing activities															
Proceeds from IPO, net	0.0	0.0	0.0	0.0											
Proceeds (repayment) from Convt. Senior Notes (CSN		1.134.8	0.0	0.0	(937.0)	0.0	(40.0)	0.0	0.0	(40.0)	_	_	438.0	_	438.0
Payments for warrants related to CSN	(358.6)	(175.4)	0.0	0.0	(7.0)	0.0	(40.0)	0.0	0.0	(40.0)			430.0		430.0
Purchases of capped calls related to CSN	(74.1)	(173.4)	0.0	0.0	(7.0)										
	` '	45.6	53.5	17.0	15.0	4.0	5.0			9.0					
Proceeds from stock option exercises, net of repurcha						4.0									-
Proceeds from shares issued in connection with ESPP	18.8	25.9	35.6	31.0	46.0	5	24.0			24.0					-
Other	(0.1)	0.0	0.0	0.0	(000.0)	(41.0)	(39.0)			(80.0)			400.0		-
Net cash provided by financing activities	853.4	1,091.6	89.1	48.0	(883.0)	(37.0)	(50.0)	0.0	0.0	(87.0)	-	•	438.0	-	438.0
FX Impact on cash and equivalents	(0.2)	2.3	(2.3)	(6.0)	1.0	(1.0)	0.0			(1.0)					-
						a · · · =	000 -	<b>-</b>		0		4 000 0	4 4/	40	
Cash balance, beginning of period	311.2	532.0	448.6	272.7	270.7	341.7	328.7	521.7	641.8	341.7	797.9	1,026.6	1,119.3	1,614.0	797.9
Net change in cash	220.7	(83.3)	(176.0)	(2.0)	71.0	(13.0)	193.0	120.1	156.2	456.3	228.7	92.7	494.7	297.4	1,113.5
Cash balance, end of period	532.0	448.6	272.7	270.7	341.7	328.7	521.7	641.8	797.9	797.9	1,026.6	1,119.3	1,614.0	1,911.4	1,911.4

## Exhibit 166: Okta Discounted Cash Flow (DCF) Analysis – Plausible Case

\$ in millions, except per share data

Assumptions and Inputs	
Current risk-free rate	3.8%
Beta	1.59
Historical equity risk premium	6.5%
Terminal growth rate	5.0%
Market Value (\$M)	\$ 13,557
Debt Value (\$M)	\$ 1,180
Cost of equity	14.1%
Cost of debt	7.4%
Tax rate	20.0%
WACC	13.5%
Last Reported Quarter End	7/31/2024
Full Year End	1/31/2025

Scenario 2: Plausible Case															
		1'-4'1-				- 0				<b>T</b>	''' B			<b>-</b>	·•··
		listoricals				r Growth Pe					sitionary Per			Term	
Fiscal year	F2022	F2023	F2024	F2025E	F2026E	F2027E	F2028E	F2029E	F2030E	F2031E	F2032E	F2033E	F2034E		Perpetui
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	
Period				0.5	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9.5	10.5	
Risk free rate			3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	
Beta			1.59	1.59	1.59	1.59	1.59	1.59	1.49	1.39	1.30	1.20	1.10	1.00	
Equity risk premium			6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity			14.1%	14.1%	14.1%	14.1%	14.1%	14.1%	13.5%	12.9%	12.2%	11.6%	10.9%	10.3%	
Cost of debt			7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	6.8%	6.2%	5.6%	5.0%	4.4%	3.8%	
Debt/Total Value			8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	7.5%	7.0%	6.5%	6.0%	5.5%	5.0%	
WACC			13.5%	13.5%	13.5%	13.5%	13.5%	13.5%	12.9%	12.3%	11.7%	11.1%	10.5%	9.9%	
Discount factor				0.9	0.8	0.7	0.6	0.6	0.5	0.5	0.4	0.4	0.4	0.4	
Total Revenue / Implied Total Revenue	1,300.2	1,857.8	2,263.0	2,629.9	2,986.1	3,343.8	3,778.5	4,269.7	4,767.9	5,260.5	5,734.0	6,173.6	6,564.6	6,892.8	
y/y change		43%	22%	16%	14%	12%	13%	13%	12%	10%	9%	8%	6%	5%	
Free Cash Flow to Firm (FCFF)	(131.7)	47.5	409.3	449.2	616.3	735.6	906.8	1,110.1	1,311.2	1,525.6	1,748.9	1,975.5	2,199.1	2,412.5	
FCF margin	-10%	3%	18%	17%	21%	22%	24%	26%	28%	29%	31%	32%	34%	35%	
y/y change		NM	NM	10%	37%	19%	23%	22%	18%	16%	15%	13%	11%	10%	5%
Diluted Shares Outstanding	148	158	178	182	185	189	191	194	197	200	202	205	207	209	
y/y change		7%	13%	2%	2%	2%	2%	2%	1%	1%	1%	1%	1%	1%	
FCFF per share	(\$0.89)	\$0.30	\$2.29	\$2.47	\$3.33	\$3.90	\$4.74	\$5.71	\$6.65	\$7.64	\$8.65	\$9.66	\$10.64	\$11.55	\$234.04
NPV of FCF per share	(+5.55)	. ,	,	\$2.32	\$2.75	\$2.84	\$3.04	\$3.23	\$3.42	\$3.59	\$3.77	\$3.94	\$4.11	\$4.27	\$86.5
			1										* 1		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,

Cummulative NPV of FCFF/share	\$37.29
Terminal Value FCF/Share	\$86.55
Total NPV of FCF/Share	\$123.84
Net Cash per share	\$ 6.21
Net cash balance	1,245
Working Capital - 5% of revenue	113.15
Shares outstanding	182
Implied Total NPV/Share	\$130
Current Price	\$74.34
Upside/(Downside) Potential	75%

ORCL Exhibit 167: Oracle GAAP Income Statement

\$ in millions, except per share data						_					_					_	
	May-22	May-23	Aug-23	Nov-23	Feb-24	May-24	May-24	Aug-24	Nov-24	Feb-25	May-25 4Q25E	May-25	Aug-25	Nov-25	Feb-26	May-26	May-26
GAAP Income Statement	F2022	F2023	1Q24	2Q24	3Q24	4Q24	F2024	1Q25	2Q25E	3Q25E	4Q25E	F2025E	1Q26E	2Q26E	3Q26E	4Q26E	F2026E
Cloud Services and License Support	30,174	35,308	9,547	9,639	9,963	10,234	39,383	10,519	10,754	11,201	11,842	44,316	12,129	12,637	13,364	14,276	52,406
Cloud License and On-Premise License	5,878	5.779	809	1,178	1,256	1,838	5,081	870	1,256	1,308	2,010	5.443	852	1.249	1,303	2,005	5,409
Total Hardware Revenue	3,184	3,274	714	756	754	842	3,066	655	776	770	861	3,063	664	789	784	877	3,113
Total Services Revenue	3,205	5.594	1.383	1.368	1.307	1.373	5,431	1,263	1,343	1,274	1.406	5,287	1,213	1.295	1,229	1,341	5,078
Total Revenue	42,441	49,955	12,453	12,941	13,280	14,287	52,961	13,307	14,129	14,553	16,119	58,109	14,858	15,970	16,681	18,498	66,007
Total Revenue	42,441	45,555	12,400	12,541	10,200	14,207	02,001	10,001	14,120	14,000	10,113	50,105	14,000	10,570	10,001	10,430	00,001
Cost of Revenue																	
Cloud Services and License Support	5,213	7,763	2,179	2,274	2,452	2,522	9,427	2,597	2,809	3,051	3,305	11,762	3,418	3,627	3,851	4,080	14,976
% of Cloud Services and License Support Revenue	17.3%	22.0%	22.8%	23.6%	24.6%	24.6%	23.9%	24.7%	26.1%	27.2%	27.9%	26.5%	28.2%	28.7%	28.8%	28.6%	28.6%
Hardware	972	1,040	219	213	217	241	890	162	224	222	248	856	193	228	227	253	901
% of Hardware revenue	30.5%	31.8%	30.7%	28.2%	28.8%	28.6%	29.0%	24.7%	28.8%	28.9%	28.8%	28.0%	29.0%	28.9%	29.0%	28.9%	28.9%
Services	2,691	4,761	1,212	1,253	1,200	1,160	4,825	1,147	1,150	1,094	1,203	4,594	1,043	1,117	1,064	1,156	4,381
% of Services Revenue	84.0%	85.1%	87.6%	91.6%	91.8%	84.5%	88.8%	90.8%	85.7%	85.9%	85.5%	86.9%	86.0%	86.3%	86.6%	86.2%	86.3%
Total Cost of Revenue	8,878	13,566	3,611	3,741	3,870	3,924	15,144	3,906	4,184	4,368	4,756	17,215	4,654	4,973	5,143	5,490	20,261
% of revenue	20.9%	27.2%	29.0%	28.9%	29.1%	27.5%	28.6%	29.4%	29.6%	30.0%	29.5%	29.6%	31.3%	31.1%	30.8%	29.7%	30.7%
Gross Profit	24.961	27.545	7.368	7.365	7 511	7 710	29.956	7.922	7.945	8.150	8.537	32.554	8.711	9.010	0.514	10.196	37.430
Cloud Services and License Support Hardware	24,961 3,895	3,536	7,368 495	7,365 543	7,511 537	7,712 601	29,956	7,922 493	7,945 552	8,150 548	1,762	32,554	8,711 471	9,010 561	9,514 557	10,196	37,430
Services	537	218	171	115	107	213	606	116	193	180	(342)	147	170	178	165	(280)	233
Total Gross Profit Gross Margin	33,563 79.1%	36,389 72.8%	8,842 71.0%	9,200 71.1%	9,410 <i>70.9%</i>	10,363 72.5%	37,817 71.4%	9,401 <i>70</i> .6%	9,945 <i>70.4%</i>	10,185 <i>70.0%</i>	11,363 70.5%	40,894 70.4%	10,203 <i>68.7%</i>	10,997 <i>68.9%</i>	11,538 <i>6</i> 9.2%	13,008 <i>70.3%</i>	45,746 69.3%
Cross magn	70.170	72.070	71.070	71.170	70.570	72.070	71.470	70.070	10.470	70.070	70.070	70.470	00.770	00.070	03.270	10.070	03.070
Operating Expenses																	
Sales and Marketing	8,050	8,832	2,026	2,093	2,042	2,114	8,275	2,036	2,215	2,165	2,305	8,720	2,199	2,423	2,398	2,552	9,572
% of revenue	19.0%	17.7%	16.3%	16.2%	15.4%	14.8%	15.6%	15.3%	15.7%	14.9%	14.3%	15.0%	14.8%	15.2%	14.4%	13.8%	14.5%
Research and Development	7,219	8,623	2,216	2,226	2,248	2,226	8,916	2,306	2,360	2,391	2,431	9,487	2,575	2,667	2,740	2,790	10,772
% of revenue	17.0%	17.3%	17.8%	17.2%	16.9%	15.6%	16.8%	17.3%	16.7%	16.4%	15.1%	16.3%	17.3%	16.7%	16.4%	15.1%	16.3%
General and Adminstrative	1,316	1,579	393	375	377	402	1,547	358	385	396	431	1,570	378	419	438	476	1,711
% of revenue	3.1%	3.2%	3.2%	2.9%	2.8%	2.8%	2.9%	2.7%	2.7%	2.7%	2.7%	2.7%	2.5%	2.6%	2.6%	2.6%	2.6%
Other Charges																	
Amortization of Intangibles	1,149	3,582	763	755	749	743	3,010	624	526	526	526	2,203	526	526	526	526	2,105
Acquisition Related and Other	4,714	191	11	47	155	101	314	13	0	0	0	13	0	0	0	0	0
Restructuring	189	490	138	83	90	92	403	73	0	0	0	73	0	0	0	0	0
Total Operating Expenses	22,637	23,297	5,547	5,579	5,661	5,678	22,465	5,410	5,486	5,478	5,692	22,066	5,678	6,036	6,102	6,344	24,160
% of revenue	53.3%	46.6%	44.5%	43.1%	42.6%	39.7%	42.4%	40.7%	38.8%	37.6%	35.3%	38.0%	38.2%	37.8%	36.6%	34.3%	36.6%
Operating Income	10.926	13.092	3.295	3,621	3.749	4.685	15.352	3.991	4.459	4,707	5.671	18.827	4,525	4,961	5,436	6,664	21.586
Operating Margin	25.7%	26.2%	3,295 26.5%	28.0%	3,749 28.2%	32.8%	29.0%	30.0%	4,459 31.6%	32.3%	35.2%	32.4%	4,525 30.5%	31.1%	32.6%	36.0%	32.7%
operating margin	20.770	20.270	20.070	20.070	20.270	02.070	20.070	30.070	31.070	02.070	30.270	<b>32.</b> 470	30.070	J1.170	<b>32.0</b> 70	30.070	J2.770
Interest Expense																(750.4)	
Non-operating (expense) income, net	(2755.0)	(3506.0)	(872.0)	(888.0)	(876.0)	(878.0)	(3514.0)	(842.0)	(815.9)	(815.9)	(791.7)	(3265.5)	(764.4)	(764.4)	(764.4)	(753.1)	(3046.2)
le	(2755.0) (524.0)	(3506.0) (460.0)	(872.0) (49.0)	(888.0) (14.0)	(876.0) (9.0)	(878.0) (26.0)	(3514.0) (98.0)	(842.0) 20.0	(815.9) (125.0)	(815.9) (225.0)	(791.7) (225.0)	(3265.5) (555.0)	(764.4) (250.0)	(764.4) (250.0)	(764.4) (250.0)	(250.0)	(3046.2) (1000.0)
Total Interest and Other Income																	
	(524.0) (3279.0)	(460.0) ( <b>3966.0</b> )	(49.0) (921.0)	(14.0) (902.0)	(9.0) (885.0)	(26.0) (904.0)	(98.0) ( <b>3612.0</b> )	20.0 (822.0)	(125.0) (940.9)	(225.0) (1040.9)	(225.0) (1016.7)	(555.0) (3820.5)	(250.0) (1014.4)	(250.0) (1014.4)	(250.0) (1014.4)	(250.0) (1003.1)	(1000.0) (4046.2)
Income Before Taxes	(524.0) (3279.0) 7,647	(460.0) ( <b>3966.0</b> ) 9,126	(49.0) (921.0) 2,374	(14.0) (902.0) 2,719	(9.0) (885.0) 2,864	(26.0) (904.0) 3,781	(98.0) ( <b>3612.0)</b> 11,740	20.0 ( <b>822.0</b> ) 3,169	(125.0) ( <b>940.9</b> ) 3,518	(225.0) (1040.9) 3,666	(225.0) (1016.7) 4,654	(555.0) (3820.5) 15,007	(250.0) (1014.4) 3,511	(250.0) ( <b>1014.4</b> ) 3,946	(250.0) (1014.4) 4,421	(250.0) ( <b>1003.1</b> ) 5,661	(1000.0) ( <b>4046.2</b> ) 17,539
Income Before Taxes Income Tax Expense (Benefit)	(524.0) (3279.0) 7,647 931	(460.0) ( <b>3966.0</b> ) 9,126 623	(49.0) (921.0) 2,374 (45)	(14.0) (902.0) 2,719 217	(9.0) (885.0) 2,864 464	(26.0) (904.0) 3,781 (639)	(98.0) (3612.0) 11,740 (3)	20.0 (822.0) 3,169 240	(125.0) ( <b>940.9</b> ) 3,518 106	(225.0) (1040.9) 3,666 110	(225.0) (1016.7) 4,654 140	(555.0) (3820.5) 15,007 595	(250.0) (1014.4) 3,511 105	(250.0) (1014.4) 3,946 118	(250.0) (1014.4) 4,421 133	(250.0) (1003.1) 5,661 170	(1000.0) ( <b>4046.2</b> ) 17,539 526
Income Before Taxes	(524.0) (3279.0) 7,647	(460.0) ( <b>3966.0</b> ) 9,126	(49.0) (921.0) 2,374	(14.0) (902.0) 2,719	(9.0) (885.0) 2,864	(26.0) (904.0) 3,781	(98.0) ( <b>3612.0)</b> 11,740	20.0 ( <b>822.0</b> ) 3,169	(125.0) ( <b>940.9</b> ) 3,518	(225.0) (1040.9) 3,666	(225.0) (1016.7) 4,654	(555.0) (3820.5) 15,007	(250.0) (1014.4) 3,511	(250.0) ( <b>1014.4</b> ) 3,946	(250.0) (1014.4) 4,421	(250.0) ( <b>1003.1</b> ) 5,661	(1000.0) ( <b>4046.2</b> ) 17,539
Income Before Taxes Income Tax Expense (Benefit)	(524.0) (3279.0) 7,647 931	(460.0) ( <b>3966.0</b> ) 9,126 623	(49.0) (921.0) 2,374 (45)	(14.0) (902.0) 2,719 217	(9.0) (885.0) 2,864 464	(26.0) (904.0) 3,781 (639)	(98.0) (3612.0) 11,740 (3)	20.0 (822.0) 3,169 240	(125.0) ( <b>940.9</b> ) 3,518 106	(225.0) (1040.9) 3,666 110	(225.0) (1016.7) 4,654 140	(555.0) (3820.5) 15,007 595	(250.0) (1014.4) 3,511 105	(250.0) (1014.4) 3,946 118	(250.0) (1014.4) 4,421 133	(250.0) (1003.1) 5,661 170	(1000.0) ( <b>4046.2</b> ) 17,539 526
Income Before Taxes Income Tax Expense (Benefit) Tax Rate  Net Income	(524.0) (3279.0) 7,647 931 12.2% 6,716	(460.0) (3966.0) 9,126 623 6.8% 8,503	(49.0) (921.0) 2,374 (45) -1.9% 2,420	(14.0) (902.0) 2,719 217 8.0% 2,502	(9.0) (885.0) 2,864 464 16.2% 2,400	(26.0) (904.0) 3,781 (639) -16.9% 4,420	(98.0) (3612.0) 11,740 (3) 0.0% 11,743	20.0 (822.0) 3,169 240 7.6% 2,929	(125.0) (940.9) 3,518 106 3.0% 3,413	(225.0) (1040.9) 3,666 110 3.0% 3,556	(225.0) (1016.7) 4,654 140 3.0% 4,514	(555.0) (3820.5) 15,007 595 4.0% 14,412	(250.0) (1014.4) 3,511 105 3.0% 3,405	(250.0) (1014.4) 3,946 118 3.0% 3,828	(250.0) (1014.4) 4,421 133 3.0% 4,289	(250.0) (1003.1) 5,661 170 3.0% 5,491	(1000.0) (4046.2) 17,539 526 3.0% 17,013
Income Before Taxes Income Tax Expense (Benefit) Tax Rate  Net Income  GAAP EPS	(524.0) (3279.0) 7,647 931 12.2%	(460.0) ( <b>3966.0</b> ) 9,126 623 6.8%	(49.0) (921.0) 2,374 (45) -1.9%	(14.0) (902.0) 2,719 217 8.0%	(9.0) (885.0) 2,864 464 16.2%	(26.0) (904.0) 3,781 (639) -16.9%	(98.0) (3612.0) 11,740 (3) 0.0%	20.0 (822.0) 3,169 240 7.6%	(125.0) (940.9) 3,518 106 3.0%	(225.0) (1040.9) 3,666 110 3.0%	(225.0) (1016.7) 4,654 140 3.0%	(555.0) (3820.5) 15,007 595 4.0%	(250.0) (1014.4) 3,511 105 3.0%	(250.0) (1014.4) 3,946 118 3.0%	(250.0) (1014.4) 4,421 133 3.0%	(250.0) (1003.1) 5,661 170 3.0%	(1000.0) (4046.2) 17,539 526 3.0%
Income Before Taxes Income Tax Expense (Benefit) Tax Rate  Net Income	(524.0) (3279.0) 7,647 931 12.2% 6,716	(460.0) (3966.0) 9,126 623 6.8% 8,503	(49.0) (921.0) 2,374 (45) -1.9% 2,420	(14.0) (902.0) 2,719 217 8.0% 2,502	(9.0) (885.0) 2,864 464 16.2% 2,400	(26.0) (904.0) 3,781 (639) -16.9% 4,420	(98.0) (3612.0) 11,740 (3) 0.0% 11,743	20.0 (822.0) 3,169 240 7.6% 2,929	(125.0) (940.9) 3,518 106 3.0% 3,413	(225.0) (1040.9) 3,666 110 3.0% 3,556	(225.0) (1016.7) 4,654 140 3.0% 4,514 \$1.58	(555.0) (3820.5) 15,007 595 4.0% 14,412 \$5.05	(250.0) (1014.4) 3,511 105 3.0% 3,405	(250.0) (1014.4) 3,946 118 3.0% 3,828	(250.0) (1014.4) 4,421 133 3.0% 4,289 \$1.49	(250.0) (1003.1) 5,661 170 3.0% 5,491 \$1.90	(1000.0) (4046.2) 17,539 526 3.0% 17,013
Income Before Taxes Income Tax Expense (Benefit) Tax Rate  Net Income  GAAP EPS	(524.0) (3279.0) 7,647 931 12.2% 6,716	(460.0) (3966.0) 9,126 623 6.8% 8,503	(49.0) (921.0) 2,374 (45) -1.9% 2,420	(14.0) (902.0) 2,719 217 8.0% 2,502	(9.0) (885.0) 2,864 464 16.2% 2,400	(26.0) (904.0) 3,781 (639) -16.9% 4,420	(98.0) (3612.0) 11,740 (3) 0.0% 11,743	20.0 (822.0) 3,169 240 7.6% 2,929	(125.0) (940.9) 3,518 106 3.0% 3,413	(225.0) (1040.9) 3,666 110 3.0% 3,556	(225.0) (1016.7) 4,654 140 3.0% 4,514 \$1.58	(555.0) (3820.5) 15,007 595 4.0% 14,412 \$5.05	(250.0) (1014.4) 3,511 105 3.0% 3,405	(250.0) (1014.4) 3,946 118 3.0% 3,828	(250.0) (1014.4) 4,421 133 3.0% 4,289 \$1.49	(250.0) (1003.1) 5,661 170 3.0% 5,491 \$1.90	(1000.0) (4046.2) 17,539 526 3.0% 17,013
Income Before Taxes Income Tax Expense (Benefit)  Tax Rate  Net Income  GAAP EPS  y/y growth  Shares Outstanding Basic	(524.0) (3279.0) 7,647 931 12.2% 6,716 \$2.41 -47%	(460.0) (3966.0) 9,126 623 6.8% 8,503 \$3.07 27%	(49.0) (921.0) 2,374 (45) -1.9% 2,420 \$0.86 52.2%	(14.0) (902.0) 2,719 217 8.0% 2,502 \$0.89 40.2%	(9.0) (885.0) 2,864 464 16.2% 2,400 \$0.85 24.7%	(26.0) (904.0) 3,781 (639) -16.9% 4,420 \$1.56 31.4%	(98.0) (3612.0) 11,740 (3) 0.0% 11,743 \$4.16 35%	20.0 (822.0) 3,169 240 7.6% 2,929 \$1.03 19.8%	(125.0) (940.9) 3,518 106 3.0% 3,413 \$1.20 34.8%	(225.0) (1040.9) 3,666 110 3.0% 3,556 \$1.24 46.2%	(225.0) (1016.7) 4,654 140 3.0% 4,514 \$1.58 1.1%	(555.0) (3820.5) 15,007 595 4.0% 14,412 \$5.05 21%	(250.0) (1014.4) 3,511 105 3.0% 3,405 \$1.19 15.7%	(250.0) (1014.4) 3,946 118 3.0% 3,828 \$1.33 11.3%	(250.0) (1014.4) 4,421 133 3.0% 4,289 \$1.49 19.7%	(250.0) (1003.1) 5,661 170 3.0% 5,491 \$1.90 20.7%	(1000.0) (4046.2) 17,539 526 3.0% 17,013 \$5.92 17%
Income Before Taxes Income Tax Expense (Benefit) Tax Rate  Net Income  GAAP EPS y/y growth  Shares Outstanding	(524.0) (3279.0) 7,647 931 12.2% 6,716 \$2.41 -47%	(460.0) (3966.0) 9,126 623 6.8% 8,503 \$3.07 27% 2,696 2,766	(49.0) (921.0) 2,374 (45) -1.9% 2,420 \$0.86 52.2%	(14.0) (902.0) 2,719 217 8.0% 2,502 \$0.89 40.2%	(9.0) (885.0) 2,864 464 16.2% 2,400 \$0.85 24.7%	(26.0) (904.0) 3,781 (639) -16.9% 4,420 \$1.56 31.4%	(98.0) (3612.0) 11,740 (3) 0.0% 11,743 \$4.16 35% 2,744 2,823	20.0 (822.0) 3,169 240 7.6% 2,929 \$1.03 19.8%	(125.0) (940.9) 3,518 106 3.0% 3,413 \$1.20 34.8%	(225.0) (1040.9) 3,666 110 3.0% 3,556 \$1.24 46.2%	(225.0) (1016.7) 4,654 140 3.0% 4,514 \$1.58 1.1%	(555.0) (3820.5) 15,007 595 4.0% 14,412 \$5.05 21%	(250.0) (1014.4) 3,511 105 3.0% 3,405 \$1.19 15.7%	(250.0) (1014.4) 3,946 118 3.0% 3,828 \$1.33 11.3%	(250.0) (1014.4) 4,421 133 3.0% 4,289 \$1.49 19.7%	(250.0) (1003.1) 5,661 170 3.0% 5,491 \$1.90 20.7%	(1000.0) (4046.2) 17,539 526 3.0% 17,013 \$5.92 17% 2,792 2,876
Income Before Taxes Income Tax Expense (Benefit) Tax Rate  Net Income  GAAP EPS y/y growth  Shares Outstanding Basic	(524.0) (3279.0) 7,647 931 12.2% 6,716 \$2.41 -47%	(460.0) (3966.0) 9,126 623 6.8% 8,503 \$3.07 27%	(49.0) (921.0) 2,374 (45) -1.9% 2,420 \$0.86 52.2%	(14.0) (902.0) 2,719 217 8.0% 2,502 \$0.89 40.2%	(9.0) (885.0) 2,864 464 16.2% 2,400 \$0.85 24.7%	(26.0) (904.0) 3,781 (639) -16.9% 4,420 \$1.56 31.4%	(98.0) (3612.0) 11,740 (3) 0.0% 11,743 \$4.16 35%	20.0 (822.0) 3,169 240 7.6% 2,929 \$1.03 19.8%	(125.0) (940.9) 3,518 106 3.0% 3,413 \$1.20 34.8%	(225.0) (1040.9) 3,666 110 3.0% 3,556 \$1.24 46.2%	(225.0) (1016.7) 4,654 140 3.0% 4,514 \$1.58 1.1%	(555.0) (3820.5) 15,007 595 4.0% 14,412 \$5.05 21%	(250.0) (1014.4) 3,511 105 3.0% 3,405 \$1.19 15.7%	(250.0) (1014.4) 3,946 118 3.0% 3,828 \$1.33 11.3%	(250.0) (1014.4) 4,421 133 3.0% 4,289 \$1.49 19.7%	(250.0) (1003.1) 5,661 170 3.0% 5,491 \$1.90 20.7%	(1000.0) (4046.2) 17,539 526 3.0% 17,013 \$5.92 17%

**Exhibit 168: Oracle Non-GAAP Income Statement** 

\$ in millions, except per share data																	
	May-22 F2022	May-23 F2023	Aug-23 1Q24	Nov-23 2Q24	Feb-24 3Q24	May-24 4Q24	May-24 F2024	Aug-24 1Q25	Nov-24 2Q25E	Feb-25 3Q25E	May-25 4Q25E	May-25 F2025E	Aug-25 1Q26E	Nov-25 2Q26E	Feb-26 3Q26E	May-26 4Q26E	May-26 F2026E
Non-GAAP Income Statement	F2022	F2023	IQ24	2Q24	3Q24	4Q24	F2024	1025	ZQZJE	3QZ3E	4Q23E	FZUZGE	IQ26E	2Q20E	3Q26E	4Q20E	F2020E
Cloud Services and License Support	30,174	35,308	9,547	9,639	9,963	10,234	39,383	10,519	10,754	11,201	11,842	44,316	12,129	12,637	13,364	14,276	52,406
	5.1%	17.0%	13.4%	12.1%	11.7%	9.2%	11.5%	10,519	11.6%	12.4%	15.7%	12.5%	15.3%	17.5%	19.3%	20.6%	18.3%
y/y growth		21.2%							11.1%			12.5%					18.3%
y/y growth, CC Cloud License and On-Premise License	6.5% <b>5,878</b>		12.0% <b>809</b>	11.0%	11.0% 1,256	10.0%	11.0% <b>5,081</b>	10.0% <b>870</b>		12.7%	15.9%	5,443	15.3% 852	17.5%	19.3%	20.6%	5,409
		5,779		1,178		1,838			1,256	1,308	2,010			1,249	1,303	2,005	
y/y growth	8.9%	-1.7%	-10.5%	-17.9%	-2.5%	-14.6%	-12.1%	7.5%	6.6%	4.1%	9.3%	7.1%	-2.1%	-0.5%	-0.3%	-0.2%	-0.6%
y/y growth, CC	12.0%	2.6%	-11.0%	-19.0%	-3.0%	-14.0%	-12.3%	8.0%	6.0%	4.5%	9.6%	7.3%	-2.1%	-0.5%	-0.3%	-0.2%	-0.6%
Total Hardware Revenue	3,184	3,274	714	756	754	842	3,066	655	776	770	861	3,063	664	789	784	877	3,113
y/y growth	-5.2%	2.8%	-6.4%	-11.1%	-7.0%	-0.9%	-6.4%	-8.3%	2.7%	2.2%	2.3%	-0.1%	1.3%	1.6%	1.8%	1.8%	1.6%
y/y growth, CC	-3.0%	6.4%	-8.0%	-12.0%	-7.0%	0.0%	-6.7%	-8.0%	2.1%	2.5%	2.5%	0.0%	1.3%	1.6%	1.8%	1.8%	1.6%
Total Services Revenue	3,205	5,594	1,383	1,368	1,307	1,373	5,431	1,263	1,343	1,274	1,406	5,287	1,213	1,295	1,229	1,341	5,078
y/y growth	6.1%	74.5%	1.6%	-1.7%	-5.0%	-6.3%	-2.9%	-8.7%	-1.8%	-2.5%	2.4%	-2.7%	-3.9%	-3.6%	-3.6%	-4.7%	-3.99
y/y growth, CC	8.0%	81.2%	1.0%	-3.0%	-5.0%	-6.0%	-3.3%	-8.0%	-2.5%	-2.1%	2.7%	-2.5%	-3.9%	-3.6%	-3.6%	-4.7%	-3.99
Total Revenue	42,441	49,955	12,453	12,941	13,280	14,287	52,961	13,307	14,129	14,553	16,119	58,109	14,858	15,970	16,681	18,498	66,007
y/y growth	4.8%	17.7%	8.8%	5.4%	7.1%	3.3%	6.0%	6.9%	9.2%	9.6%	12.8%	9.7%	11.7%	13.0%	14.6%	14.8%	13.69
y/y growth, CC	7.0%	21.6%	8.0%	4.0%	7.0%	4.0%	5.7%	8.0%	8.7%	9.9%	13.0%	10.0%	11.7%	13.0%	14.6%	14.8%	13.6%
	-2.2%	-3.9%	0.8%	1.4%	0.1%	-0.7%	0.4%	-1.1%	0.5%	-0.3%	-0.2%	-0.3%	0.0%	0.0%	0.0%		
FX impact, y/y	-2.2%	-3.9%	0.8%	1.4%	0.1%	-0.7%	0.4%	-1.1%	0.5%	-0.3%	-0.2%	-0.3%	0.0%	0.0%	0.0%	0.0%	0.09
Cost of Revenue																	
Cloud Services and License Support	5,008	7,328	2,068	2,137	2,314	2,382	8,901	2,456	2,660	2,900	3,147	11,163	3,261	3,458	3,678	3,899	14,295
Hardware	957	1,021	214	207	211	235	867	156	217	216	241	830	186	221	219	245	872
Services	2,624	4,624	1,178	1,208	1,155	1,116	4,657	1,104	1,101	1,045	1,153	4,403	995	1,062	1,008	1,100	4,164
Total Cost of Revenue	8,589	12,974	3,461	3,552	3,681	3,734	14,426	3,716	3,979	4,161	4,542	16,397	4,442	4,741	4,905	5,244	19,331
% of revenue	20.2%	26.0%	27.8%	27.5%	27.7%	26.1%	27.2%	27.9%	28.2%	28.6%	28.2%	28.2%	29.9%	29.7%	29.4%	28.3%	29.3%
70 01 10101100	20.270	20.070	27.070	27.070	21.170	20.770	27.270	27.070	20.270	20.070	20.270	20.270	20.070	20.770	20.770	20.070	20.07
Gross Profit																	
	25 400	27,980	7,479	7,502	7.640	7.050	30.482	8,063	0.004	0.204	0.605	22.452	0.000	0.470	0.607	40.277	20.444
Cloud Services and License Support	25,166				7,649	7,852			8,094	8,301	8,695	33,153	8,868	9,179	9,687	10,377	38,111
Gross Margin	83.4%	79.2%	78.3%	77.8%	76.8%	76.7%	77.4%	76.7%	75.3%	74.1%	73.4%	74.8%	73.1%	72.6%	72.5%	72.7%	72.7%
Cloud Services Revenue, ex. Cerner	10,848	13,583	3,952	4,100	4,446	4,671	17,171	4,822	5,087	5,644	5,989	21,541	6,189	6,578	7,070	7,586	27,423
Gross Margin	61.0%	63.3%	63.8%	63.3%	61.7%	60.9%	62.3%	62.4%	60.9%	59.4%	57.9%	60.0%	58.4%	58.9%	59.4%	59.9%	59.2%
License Support Revenue	19,326	18,487	4,648	4,603	4,648	4,874	18,773	4,751	4,558	4,568	4,790	18,667	4,663	4,486	4,494	4,698	18,341
Gross Margin	96.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%	94.0%
Cerner Cloud & Support Revenue		3,237.7	947.1	935.4	868.4	688.6	3,439.5	946.5	1,109.3	989.4	1,063.3	4,108.5	1,277.3	1,573.3	1,800.2	1,991.6	6,642.4
Gross Margin		62.0%	62.0%	62.0%	62.0%	62.0%	62.0%	62.0%	64.0%	66.0%	68.0%	65.1%	68.0%	69.0%	70.0%	71.0%	69.7%
Hardware	2,227	2,253	500	549	543	607	2,199	499	559	555	620	2,233	478	568	564	631	2,241
	2,221	2,200															
Gross Margin	60.0%	68.8%	70.0%	72 6%	72 0%	72 1%	71 7%	76 2%			72 0%	72 0%	72 0%	72 0%	72 0%	72 0%	72 0%
Gross Margin	69.9%	68.8%	70.0%	72.6%	72.0%	72.1%	71.7%	76.2%	72.0%	72.0%	72.0%	72.9%	72.0%	72.0%	72.0%	72.0%	
Services	581	970	205	160	152	257	774	159	242	229	253	883	218	233	221	241	914
Services Gross Margin	581 18.1%	970 17.3%	205 14.8%	160 11.7%	152 11.6%	257 18.7%	774 14.3%	159 12.6%	242 18.0%	229 18.0%	253 18.0%	883 16.7%	218 18.0%	233 18.0%	221 18.0%	241 18.0%	914 18.0%
Services Gross Margin Total Gross Profit	581 18.1% 33,851.5	970 17.3% <b>36,981.5</b>	205 14.8% 8,992.5	160 11.7% 9,388.5	152 11.6% 9,599.5	257 18.7% <b>10,553.5</b>	774 14.3% 38,535.5	159 12.6% <b>9,590.5</b>	242 18.0% 10,150.4	229 18.0% 10,392.1	253 18.0% 11,577.4	883 16.7% <b>41,712.0</b>	218 18.0% 10,415.4	233 18.0% 11,228.8	221 18.0% 11,775.4	241 18.0% 13,253.9	914 18.0% <b>46,675.2</b>
Services Gross Margin	581 18.1%	970 17.3%	205 14.8%	160 11.7%	152 11.6%	257 18.7%	774 14.3%	159 12.6%	242 18.0%	229 18.0%	253 18.0%	883 16.7%	218 18.0%	233 18.0%	221 18.0%	241 18.0%	914 18.09 <b>46,675.</b> 2
Services Gross Margin  Total Gross Profit Gross Margin	581 18.1% 33,851.5	970 17.3% <b>36,981.5</b>	205 14.8% 8,992.5	160 11.7% 9,388.5	152 11.6% 9,599.5	257 18.7% <b>10,553.5</b>	774 14.3% 38,535.5	159 12.6% <b>9,590.5</b>	242 18.0% 10,150.4	229 18.0% 10,392.1	253 18.0% 11,577.4	883 16.7% <b>41,712.0</b>	218 18.0% 10,415.4	233 18.0% 11,228.8	221 18.0% 11,775.4	241 18.0% 13,253.9	914 18.0% <b>46,675.2</b>
Senices Gross Margin Total Gross Profit Gross Margin Operating Expenses	581 18.1% 33,851.5 79.8%	970 17.3% <b>36,981.5</b> <b>74.0</b> %	205 14.8% 8,992.5 72.2%	160 11.7% 9,388.5 72.5%	152 11.6% 9,599.5 72.3%	257 18.7% 10,553.5 73.9%	774 14.3% 38,535.5 72.8%	159 12.6% 9,590.5 72.1%	242 18.0% 10,150.4 71.8%	229 18.0% 10,392.1 71.4%	253 18.0% 11,577.4 71.8%	883 16.7% 41,712.0 71.8%	218 18.0% 10,415.4 70.1%	233 18.0% 11,228.8 70.3%	221 18.0% 11,775.4 70.6%	241 18.0% 13,253.9 71.7%	914 18.0% 46,675.2 70.7%
Senices Gross Margin Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing	581 18.1% 33,851.5 79.8%	970 17.3% 36,981.5 74.0%	205 14.8% 8,992.5 72.2%	160 11.7% 9,388.5 72.5%	152 11.6% 9,599.5 72.3%	257 18.7% 10,553.5 73.9%	774 14.3% 38,535.5 72.8%	159 12.6% 9,590.5 72.1%	242 18.0% 10,150.4 71.8%	229 18.0% 10,392.1 71.4%	253 18.0% 11,577.4 71.8%	883 16.7% 41,712.0 71.8%	218 18.0% 10,415.4 70.1%	233 18.0% 11,228.8 70.3%	221 18.0% 11,775.4 70.6%	241 18.0% 13,253.9 71.7%	914 18.0% 46,675.2 70.7%
Services Gross Margin Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue	581 18.1% 33,851.5 79.8% 7,602 17.9%	970 17.3% 36,981.5 74.0% 8,222 16.5%	205 14.8% 8,992.5 72.2%	160 11.7% 9,388.5 72.5% 1,919 14.8%	152 11.6% 9,599.5 72.3% 1,863 14.0%	257 18.7% 10,553.5 73.9% 1,936 13.6%	774 14.3% 38,535.5 72.8% 7,609 14.4%	159 12.6% 9,590.5 72.1%	242 18.0% 10,150.4 71.8% 2,025 14.3%	229 18.0% 10,392.1 71.4% 1,969 13.5%	253 18.0% 11,577.4 71.8% 2,104 13.1%	883 16.7% 41,712.0 71.8% 7,971 13.7%	218 18.0% 10,415.4 70.1% 2,018 13.6%	233 18.0% 11,228.8 70.3% 2,208 13.8%	221 18.0% 11,775.4 70.6% 2,173 13.0%	241 18.0% 13,253.9 71.7% 2,322 12.6%	914 18.09 46,675.2 70.79 8,721 13.29
Senices Gross Margin Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692	159 12.6% 9,590.5 72.1% 1,874 14.1% 1,737	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734	10,392.1 71.4% 1,969 13.5% 1,751	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035	914 18.09 46,675.2 70.79 8,72° 13.29 7,94°
Services Gross Margin Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue	581 18.1% 33,851.5 79.8% 7,602 17.9%	970 17.3% 36,981.5 74.0% 8,222 16.5%	205 14.8% 8,992.5 72.2%	160 11.7% 9,388.5 72.5% 1,919 14.8%	152 11.6% 9,599.5 72.3% 1,863 14.0%	257 18.7% 10,553.5 73.9% 1,936 13.6%	774 14.3% 38,535.5 72.8% 7,609 14.4%	159 12.6% 9,590.5 72.1%	242 18.0% 10,150.4 71.8% 2,025 14.3%	229 18.0% 10,392.1 71.4% 1,969 13.5%	253 18.0% 11,577.4 71.8% 2,104 13.1%	883 16.7% 41,712.0 71.8% 7,971 13.7%	218 18.0% 10,415.4 70.1% 2,018 13.6%	233 18.0% 11,228.8 70.3% 2,208 13.8%	221 18.0% 11,775.4 70.6% 2,173 13.0%	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0%	914 18.09 46,675.2 70.79 8,721 13.29 7,941 12.09
Senices Gross Margin Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692	159 12.6% 9,590.5 72.1% 1,874 14.1% 1,737	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734	10,392.1 71.4% 1,969 13.5% 1,751	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035	914 18.09 46,675.2 70.79 8,72 13.29 7,94 12.09
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2%	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3%	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9%	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8%	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5%	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5%	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6%	159 12.6% 9,590.5 72.1% 1,874 14.1% 1,737 13.1%	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3%	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0%	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0%	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0%	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1%	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3%	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0%	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0%	914 18.09 46,675.2 70.79 8,72 13.29 7,94 12.09 1,254
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of reverue General and Administrative % of revenue	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4%	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 313 2.5%	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 2.2%	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1%	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1%	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2%	159 12.6% 9,590.5 72.1% 1,874 14.1% 1,737 13.1% 272 2.0%	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.0%	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 291 2.0%	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 322 2.0%	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 1,168 2.0%	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1.9%	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1.9%	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1.9%	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9%	914 18.0% 46,675.2 70.7% 8,721 13.2% 7,941 12.0% 1,254 1.9%
Services Gross Margin Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue Total Operating Expenses	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2.5% 14,259	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4% 16,078	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 313 2.5% 3,936	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 2.2% 3,853	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482	159 12.6% 9,590.5 72.1% 1,874 14.1% 1,737 13.1% 272 2.0% 3,883	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.0% 4,041	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 291 2.0% 4,011	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 322 2.0% 4,199	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 1,168 2.0% 16,134	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1.9% 4,240	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1.9% 4,472	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1.9% 4,497	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708	914 18.0% 46,675.2 70.7% 8,721 13.2% 7,941 12.0% 1,254 1.9%
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of reverue General and Administrative % of revenue	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2.5%	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4%	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 313 2.5%	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 2.2%	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1%	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1%	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2%	159 12.6% 9,590.5 72.1% 1,874 14.1% 1,737 13.1% 272 2.0%	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.0%	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 291 2.0%	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 322 2.0%	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 1,168 2.0%	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1.9%	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1.9%	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1.9%	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9%	914 18.0% 46,675.2 70.7% 8,721 13.2% 7,941 12.0% 1,254 1.9%
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative \$ of revenue Total Operating Expenses % of revenue	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2.5% 14,259 33.6%	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4% 16,078 32.2%	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 313 2.5% 3,936 31.6%	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 2.2% 3,853 29.8%	1,863 1,863 1,863 14,0% 1,664 12,5% 281 2,1% 3,808 28,7%	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 27.2%	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2%	159 12.6% 9,590.5 72.1% 1.874 14.1% 1.737 13.1% 272 2.0% 3,883 29.2%	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.0% 4,041 28.6%	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 291 2.0% 4,011 27.6%	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 322 2.0% 4,199 26.1%	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 1,168 2.0% 16,134 27.8%	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1.9% 4,240 28.5%	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1,9% 4,472 28.0%	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1.9% 4,497 27.0%	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708 25.5%	914 18.09 46,675.2 70.79 8,721 13.29 7,941 12.09 1,254 1,99 17,917 27.19
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue  Total Operating Expenses % of revenue  Operating Income	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2.5% 14,259 33.6%	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4% 16,078 32.2%	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 3,936 31.6% 5,056	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 2.2% 3,853 29.8%	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808 28.7%	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 27.2%	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2% 23,052	159 12.6% 9,590.5 72.1% 1,874 14.1% 1,737 13.1% 272 2.0% 3,883 29.2%	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.0% 4,041 28.6%	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 4,011 27.6% 6,381	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 322 2.0% 4,199 26.1%	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 1,168 2.0% 16,134 27.8%	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1.9% 4,240 28.5%	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1,9% 4,472 28.0%	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1.9% 4,497 27.0%	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708 25.5%	914 18.09 46,675.2 70.79 8,721 13.29 7,941 12.09 1,254 1.99 17,917 27.19
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue Total Operating Expenses % of revenue  Operating Income Operating Margin	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2.5% 14,259 33.6%	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4% 16,078 32.2% 20,902 41.8%	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 313 2.55% 3,936 31.6% 5,056 40.6%	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 2.2% 3,853 29.8%	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808 28.7%	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.11% 3,885 27.2% 6,668 46.7%	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2%	159 12.6% 9,590.5 72.1% 1,874 14.1% 1,737 13.1% 272 2.0% 3,883 29.2% 5,708 42.9%	242 18.0% 10,150.4 71.8% 2,025 14,3% 1,734 12,3% 283 2,0% 4,041 28.6% 6,109 43.2%	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 291 2.0% 4,011 27.6% 6,381 43.8%	253 18.0% 11,577.4 71.8% 2,104 13,1% 1,773 11.0% 322 2.0% 4,199 26.1%	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 1,168 2.0% 16,134 27.8% 25,576 44.0%	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1.9% 4,240 28.5% 6,176 41.6%	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1.9% 4,472 28.0%	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1.9% 4,497 27.0%	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708 25.5%	914 18.09 46,675.2 70.79 8,721 13.29 7,941 12.09 1,254 1.997 27.19 28,757 43.69
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue  Total Operating Expenses % of revenue  Operating Income	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2.5% 14,259 33.6%	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4% 16,078 32.2%	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 3,936 31.6% 5,056	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 2.2% 3,853 29.8%	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808 28.7%	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 27.2%	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2% 23,052	159 12.6% 9,590.5 72.1% 1,874 14.1% 1,737 13.1% 272 2.0% 3,883 29.2%	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.0% 4,041 28.6%	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 4,011 27.6% 6,381	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 322 2.0% 4,199 26.1%	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 1,168 2.0% 16,134 27.8%	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1.9% 4,240 28.5%	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1,9% 4,472 28.0%	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1.9% 4,497 27.0%	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708 25.5%	914 18.09 46,675.2 70.79 8,721 13.29 7,941 12.09 1,254 1.997 27.19 28,757 43.69
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue Total Operating Expenses % of revenue  Operating Income Operating Income Operating Income Operating Margin y/y growth	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2,5% 14,259 33.6% 31,591 46.2% 3.1%	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2,17 32.2% 16,078 32.2% 20,902 41.8% 6,7%	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 313 2.5% 3,936 31.6% 5,056 40.6% 13.0%	1,60 11,70 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 2.2% 3,853 29.8% 5,536 42.8% 8.8%	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808 28.7% 5,791 43.6% 11.7%	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 27.2% 6,668 46.7% 8.3%	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2% 23,052 43.5% 10.3%	159 12.6% 9,590.5 72.1% 1.874 14.1% 1.737 13.1% 272 2.0% 42.9% 12.9%	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.0% 4,041 28.6% 6,109 43.2% 10.4%	229 18.0% 10.392.1 71.4% 1,969 13.5% 1,751 12.0% 291 2.0% 4,011 27.6% 6,381 43.8% 10.2%	253 18.0% 11,577.4 71.8% 2,104 13,1% 1,773 322 2.0% 4,199 26.1% 7,378 45.8% 10.6%	883 16.7% 41,712.0 71.8% 7.971 13.7% 6.995 12.0% 1,168 2.0% 16,134 27.8% 25,576 44.0%	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1.9% 4,240 28.5% 6,176 41.6% 8.2%	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1.9% 4,472 28.0% 10.6%	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 712.0% 317 1.9% 4,497 27.0% 43.6% 14.1%	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708 25.5% 8,546 46.2% 15.8%	914 18.09 46,675.2 70.79 8,721 13.29 7,941 12.09 1,255 1.99 17,917 27.19 28,757 43.69
Services Gross Margin Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue Total Operating Expenses % of revenue  Operating Income Operating Income Operating Margin y/y growth Interest Expense	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2,5% 14,259 33.6% 19,591 46.2% 3.1%	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4% 16,078 32.2% 6,7% (3,506)	205 14.8% 8,992.5 72.2% 1.891 15.2% 1,732 13.9% 3133 2.5% 3,936 31.6% 5,056 40.6% 13.0%	1,919 1,4.8% 1,65% 1,919 14.8% 1,653 12.8% 281 2.2% 5,536 42.8% 8.8% (897)	1,863 14,0% 1,863 14,0% 1,664 12,5% 281 2,1% 2,1% 5,791 43,6% 11,7% (876)	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 27.2% 6,668 46.7% 8.3% (878)	774 14.3% 38.535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2% 23,052 43.5% 10.3%	159 12.6% 9,590.5 72.1% 1.874 14.1% 1,737 13.1% 272 2 .0% 3,883 29.2% 5,708 42.9% 12.9%	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.0% 4,041 28.6% 6,109 43.2% (816)	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 291 2.0% 4,011 27.6% 6,381 43.8% 10.2% (816)	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 322 2.0% 4,199 26.1% 7,378 45.8% 10.6%	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 1,168 2.0% 1,168 2.0% 11.0% 25.576 44.0% (3,266)	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 28.2 28.2 4,240 28.5% 6,176 41.6% 8.2%	233 18.0% 11,228.8 70.3% 2,208 13.8% 1.960 12.3% 303 1.9% 4,472 28.0% 6,757 42.3% 10.6%	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1.9% 4,497 27.0% 14.1% (764)	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708 25.5% 8,546 46.2% (753)	914 18.09 46,675.2 70.79 8,721 13.29 7,941 12.09 1,254 1.99 17,911 27.19 28,757 43.69 (3,046
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue  Total Operating Expenses % of revenue  Operating Income Operating Margin y'y growth Interest Expense Other Income (Expense), Net	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2.5% 14,259 33.6% 3.1% (2,755) (524)	970 17.3% 36,981.5 74.0% 8.222 16.5% 6.639 13.3% 1,217 2.4% 16,078 32.2% 20,902 41.8% 6.7% (3,506) (460)	205 14.8% 8,992.5 72.2% 1.891 15.2% 1,732 13.9% 313 2.5% 3,936 31.6% 5,056 40.6% (872) (49)	1,919 1,938.5 72.5% 1,919 14.8% 1,653 12.8% 281 2,2% 3,853 29.8% 5,536 42.8% 8.8% (897) (14)	1,863 1,863 1,863 14,0% 1,664 12,5% 281 2,1% 3,808 28,7% 11,7% (876) (9)	257 18.7% 10,553.5 73.9% 1,936 13.6% 306 2.1% 3,885 27.2% 6,668 46.7% 8.3% (878) (26)	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2% 23,052 43.5% 10.3% (3,523) (98)	159 12.6% 9,590.5 72.1% 1,874 14.1% 1,737 13.1% 272 2.0% 3,883 29.2% 5,708 42.9% 12.9% (842) 20	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.0% 4,041 28.6% 10.4% (816) (125)	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 291 2.0% 4,011 27.6% 6,381 43.8% 10.2% (816) (225)	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 322 2.0% 4,199 26.1% 7,378 45.8% 10.6% (792) (225)	883 16.7% 41,712.0 71.8% 7.971 13.7% 6.995 12.0% 1.168 2.0% 16,134 27.8% 25,576 44.0% 11.0% (3,266) (555)	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1.9% 4,240 28.5% 6,176 41.6% 8.2% (764) (250)	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1.9% 4,472 28.0% (764) (764) (250)	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1.9% 4,497 27.0% 14.1% (764) (250)	241 18.0% 13.253.9 71.7% 2,322 12.6% 2,035 11.0% 351 11.9% 4,708 25.5% 8,546 46.2% (753) (250)	914 18.09 46,675.2 70.79 8,721 13.29 7,941 12.09 1,252 1,99 17,917 27,79 43.69 12.49 (3,044 (1,000
Services Gross Margin Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development to frevenue General and Administrative % of revenue Total Operating Expenses % of revenue  Operating Income Operating Income Operating Margin y/y growth Interest Expense	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2,5% 14,259 33.6% 19,591 46.2% 3.1%	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4% 16,078 32.2% 6,7% (3,506)	205 14.8% 8,992.5 72.2% 1.891 15.2% 1,732 13.9% 3133 2.5% 3,936 31.6% 5,056 40.6% 13.0%	1,919 1,4.8% 1,65% 1,919 14.8% 1,653 12.8% 281 2.2% 5,536 42.8% 8.8% (897)	1,863 14,0% 1,863 14,0% 1,664 12,5% 281 2,1% 2,1% 5,791 43,6% 11,7% (876)	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 27.2% 6,668 46.7% 8.3% (878)	774 14.3% 38.535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2% 23,052 43.5% 10.3%	159 12.6% 9,590.5 72.1% 1.874 14.1% 1,737 13.1% 272 2 .0% 3,883 29.2% 5,708 42.9% 12.9%	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.0% 4,041 28.6% 6,109 43.2% (816)	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 291 2.0% 4,011 27.6% 6,381 43.8% 10.2% (816)	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 322 2.0% 4,199 26.1% 7,378 45.8% 10.6%	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 1,168 2.0% 1,168 2.0% 11.0% 25.576 44.0% (3,266)	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 28.2 28.2 4,240 28.5% 6,176 41.6% 8.2%	233 18.0% 11,228.8 70.3% 2,208 13.8% 1.960 12.3% 303 1.9% 4,472 28.0% 6,757 42.3% 10.6%	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1.9% 4,497 27.0% 14.1% (764)	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708 25.5% 8,546 46.2% (753)	914 18.09 46,675.2 70.79 8,721 13.29 7,941 12.09 1,252 1,99 17,917 27,79 43.69 12.49 (3,044 (1,000
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue  Total Operating Expenses % of revenue  Operating Income Operating Margin y/y growth Interest Expense Other Income (Expense), Net Total Interest and Other Income	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2.5% 14,259 33.6% 3.1% (2,755) (524) (3,279)	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2,4% 32.2% 20,902 41.9% (3,506) (460) (3,966)	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 313 2.5% 3,936 31.6% 5,056 40.6% 13.0% (672] (49) (921)	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 2.2% 3,853 29.8% 5,536 42.8% 8.8% (897) (14) (911)	1,863 14.0% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808 28.7% 11.7% (876) (9) (885)	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 27.2% 8.3% (878) (26) (904)	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 23,052 43.5% 10.3% (3,523) (98) (3,621)	159 12.6% 9,590.5 72.1% 1.874 14.1% 1.737 13.1% 272 2.0% 3.883 29.2% 5,708 42.9% 12.9% (842) 20 (822)	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.0% 4,041 28.6 6,109 43.2% (816) (125) (941)	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 4,011 27.6% 6,381 43.8% 10.2% (816) (225) (1,041)	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 322 2.0% 4,199 26.1% 10.6% (792) (225) (1,017)	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 1,168 2.0% 16,134 27.8% 11.0% (555) (3,266) (555) (3,821)	218 18.0% 10,415.4 70.1% 2.018 13.6% 1,939 13.1% 28.2 1.9% 4,240 28.5% (764) (250) (1,014)	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 4,472 28.0% 10.6% (764) (250) (1,014)	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 7.278 43.6% 14.1% (250) (1,014)	241 18.0% 13.253.9 71.7% 2.322 12.6% 2.035 11.0% 351 1.9% 4,708 25.5% (753) (250) (1,003)	914 18.09 46,675.27 13.29 7.941 12.09 1,255 1.99 17,917 28,755 43.69 12.49 (3,046 (1,000 (4,046
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue  Total Operating Expenses % of revenue  Operating Income Operating Income Operating Margin y/y growth Interest Expense Other Income (Expense), Net Total Interest and Other Income Income Before Taxes	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2.5% 14,259 33.6% (2,755) (524) (3,279)	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,247 20,902 41.8% 6,7% (3,506) (3,506) (3,966)	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,792 13.9% 3,936 3,936 3,936 13.0% (872) (49) (921)	1,919 14.8% 1,653 12.8% 281 2.2% 8.8% 687) (14) (911) 4,625	1,863 1,694 1,863 14,0% 1,664 12,5% 281 2,1% 3,808 28.7% 5,791 43,6% (876) (9) (885)	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 27.2% 6,668 46.7% 8.3% (878) (26) (904)	774 14.3% 38,535.5 72.8%  7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2%  23,052 43.5% 10.3% (3,621) 19,431	159 12.6% 9,590.5 72.1% 1.874 14.1% 1.737 13.1% 272 2.0% 3.883 29.2% 12.9% 12.9% (842) 20 (822)	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 22.0% 4,041 4,041 40.00 6,109 43.2% (816) (125) (941) 5,168	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 291 127.6% 6,381 43.8% 10.2% (816) (225) (1,041)	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 322 2.0% 4,199 26.1% 7,378 45.8% 10.6% (792) (225) (1,017) 6,361	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 1,168 2.0% 116,134 427.8% 25,576 44.0% 11.0% (3,266) (555) (3,821) 21,756	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1,9% 4,240 28.5% 6,176 41.6% 8.2% (764) (250) (1,014)	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1.9% 4,472 28.0% 6,757 42.3% 10.6% (764) (250) (1,014)	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1,9% 4,497 7,278 43.6% (764) (250) (1,014)	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.9% 4,708 25.5% 8,546 46.2% (753) (250) (1,003)	91.1 18.09 46,675.2 70.79 8,72:7 13.29 12.09 1,25-1 1.99 17,911 27.19 28,75; 43.69 12.49 (3,046 (1,000 (4,046)
Services Gross Margin Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue Total Operating Expenses % of revenue  Operating Income Operating Income Operating Margin y/y growth Interest Expense Other Income (Expense), Net Total Interest and Other Income Income Before Taxes Income Taxes	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2,5% 14,259 33.6% 19,591 46.2% 3.1% (2,755) (524) (3,279) 16,312	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 24,978 32.2% 20,902 41.8% (3,506) (460) (3,966)	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 313 2.5% 3,936 31.6% 5,056 40.6% (872) (49) (921) 4,135 778	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 2.2% 3,853 29.8% 5,536 42.8% (897) (14) (911) 4,625 871	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808 28.7% 5,791 43.6% (876) (9) (885)	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 27.2% (878) (26) (904) 5,764 1,158	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 29.2% 23,052 43.5% (3,523) (98) (3,621) 19,431 19,431	159 12.6% 9,590.5 72.1% 1,874 14.1% 1,737 13.1% 272 2.0% 5,708 42.9% (842) 20 (822) 4,886 922	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.041 28.6% 6,109 43.2% (816) (125) (941) 5,168	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 4,011 27.6% (816) (225) (1,041) 5,341	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 4,199 26.1% 7,378 45.8% (792) (225) (1,017) 6,361 1,240	883 16.7% 41,712.0 71.8% 7.971 13.7% 6,995 12.0% 1,168 20.134 27.8% 11.0% (555) (3.266) (555) (3.821) 21,756 44.0%	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1.9% 4,240 28.5% 6,176 41.6% (250) (1,014) 5,161 1,006	233 18.0% 11,228.8 70.3% 2,208 13.8% 303 1.960 12.3% 4,472 28.0% (764) (250) (1,014) 5,742	221 18.0% 11,775.4 70.6% 2,007 12,0% 317 12,0% 4,497 27.0% 14,1% (764) (250) (1,014) 6,264	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 4,708 25.5% (753) (250) (1,003) 7,543 1,471	914 18.09 46,675.27 8,721 13.29 7,941 12.09 1,255 1.99 17,917 27,79 28,755 12.49 (3,046 (1,000 (4,046 24,7111 4,815
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue  Total Operating Expenses % of revenue  Operating Income Operating Income Operating Margin y/y growth Interest Expense Other Income (Expense), Net Total Interest and Other Income Income Before Taxes	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2.5% 14,259 33.6% (2,755) (524) (3,279)	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,247 20,902 41.8% 6,7% (3,506) (3,506) (3,966)	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,792 13.9% 3,936 3,936 3,936 13.0% (872) (49) (921)	1,919 14.8% 1,653 12.8% 281 2.2% 8.8% 687) (14) (911) 4,625	1,863 1,694 1,863 14,0% 1,664 12,5% 281 2,1% 3,808 28.7% 5,791 43,6% (876) (9) (885)	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 27.2% 6,668 46.7% 8.3% (878) (26) (904)	774 14.3% 38,535.5 72.8%  7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2%  23,052 43.5% 10.3% (3,621) 19,431	159 12.6% 9,590.5 72.1% 1.874 14.1% 1.737 13.1% 272 2.0% 3.883 29.2% 12.9% 12.9% (842) 20 (822)	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 22.0% 4,041 4,041 40.4 (816) (125) (941) 5,168	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 291 127.6% 6,381 43.8% 10.2% (816) (225) (1,041)	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 322 2.0% 4,199 26.1% 7,378 45.8% 10.6% (792) (225) (1,017) 6,361	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 1,168 2.0% 11.63 44.0% 11.0% (3,266) (555) (3,821) 21,756	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1,9% 4,240 28.5% 6,176 41.6% 8.2% (764) (250) (1,014)	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1.9% 4,472 28.0% 6,757 42.3% 10.6% (764) (250) (1,014)	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1,9% 4,497 7,278 43.6% (764) (250) (1,014)	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.9% 4,708 25.5% 8,546 46.2% (753) (250) (1,003)	91.18.09 46,675.2 8,72: 13.29 7,94 12.09 1,25: 1,99 17,91: 27,19 28,75: 43.69 (3,046 (1,000 (4,046) 24,71: 4,818
Services Gross Margin Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue Total Operating Expenses % of revenue  Operating Income Operating Income Operating Margin y/y growth Interest Expense Other Income (Expense), Net Total Interest and Other Income Income Before Taxes Income Taxes	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2,5% 14,259 33.6% 19,591 46.2% 3.1% (2,755) (524) (3,279) 16,312	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 24,978 32.2% 20,902 41.8% (3,506) (460) (3,966)	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 313 2.5% 3,936 31.6% 5,056 40.6% (872) (49) (921) 4,135 778	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 2.2% 3,853 29.8% 5,536 42.8% (897) (14) (911) 4,625 871	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808 28.7% 5,791 43.6% (876) (9) (885)	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 27.2% (878) (26) (904) 5,764 1,158	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 29.2% 23,052 43.5% (3,523) (98) (3,621) 19,431 19,431	159 12.6% 9,590.5 72.1% 1,874 14.1% 1,737 13.1% 272 2.0% 5,708 42.9% (842) 20 (822) 4,886 922	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.041 28.6% 6,109 43.2% (816) (125) (941) 5,168	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 4,011 27.6% (816) (225) (1,041) 5,341	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 4,199 26.1% 7,378 45.8% (792) (225) (1,017) 6,361 1,240	883 16.7% 41,712.0 71.8% 7.971 13.7% 6,995 12.0% 1,168 20.134 27.8% 11.0% (555) (3.266) (555) (3.821) 21,756 44.0%	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1.9% 4,240 28.5% 6,176 41.6% (250) (1,014) 5,161 1,006	233 18.0% 11,228.8 70.3% 2,208 13.8% 303 1.960 12.3% 4,472 28.0% (764) (250) (1,014) 5,742	221 18.0% 11,775.4 70.6% 2,007 12,0% 317 12,0% 4,497 27.0% 14,1% (764) (250) (1,014) 6,264	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 4,708 25.5% (753) (250) (1,003) 7,543 1,471	914 18.09 46,675.27 8,721 13.29 7,941 12.09 1,255 1.99 17,917 27,79 28,755 12.49 (3,046 (1,000 (4,046 24,7111 4,815
Services Gross Margin Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue Total Operating Expenses % of revenue  Operating Income Operating Income Operating Margin y/y growth Interest Expense Other Income (Expense), Net Total Interest and Other Income Income Before Taxes Income Taxes	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2,5% 14,259 33.6% 19,591 46.2% 3.1% (2,755) (524) (3,279) 16,312	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4% 16,078 32.2% 20,902 41.8% 6,7% (460) (3,966) 16,936 12,760 16.3%	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 313 2.5% 3,936 31.6% 5,056 40.6% (872) (49) (921) 4,135 778	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 2.2% 3,853 29.8% 5,536 42.8% (897) (14) (911) 4,625 871	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808 28.7% 5,791 43.6% (876) (9) (885)	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 27.2% (878) (26) (904) 5,764 1,158	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 29.2% 23,052 43.5% (3,523) (98) (3,621) 19,431 19,431	159 12.6% 9,590.5 72.1% 1,874 14.1% 1,737 13.1% 272 2.0% 5,708 42.9% (842) 20 (822) 4,886 922	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2,0% 4,041 28.6% (816) (125) (941) 5,168 982 19.0%	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 4,011 27.6% (816) (225) (1,041) 5,341	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 4,199 26.1% 7,378 45.8% (792) (225) (1,017) 6,361 1,240	883 16.7% 41,712.0 71.8% 7.971 13.7% 6,995 12.0% 1,168 20.134 27.8% 11.0% (555) (3.266) (555) (3.821) 21,756 44.0%	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 28.2 1.9% 4,240 28.5% 6,176 41.6% (250) (1,014) 5,161 1,006	233 18.0% 11,228.8 70.3% 2,208 13.8% 303 1.960 12.3% 4,472 28.0% (764) (250) (1,014) 5,742	221 18.0% 11,775.4 70.6% 2,007 12,0% 317 12,0% 4,497 27.0% 14,1% (764) (250) (1,014) 6,264	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 4,708 25.5% (753) (250) (1,003) 7,543 1,471	91.46,675.2 46,675.2 8,72.7 13.22 7,94.1 12.09 1,25.5 1.99 17,917 27.19 28,75; 43.69 (3,044 (1,000 (4,044) 24,711 4,811 19.59
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development to fivenue General and Administrative sof revenue  Total Operating Expenses % of revenue  Operating Income Operating Income Operating Margin y/y growth Interest Expense Other Income (Expense), Net Total Interest and Other Income Income Before Taxes Income Tax Expense (Benefit) Tax Rate	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2,5% 14,259 33.6% 19,591 46.2% 3.1% (2,755) (524) (3,279) 16,312 2,653 16,33%	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 24,978 32.2% 20,902 41.8% (3,506) (460) (3,966)	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 313 2.5% 3,936 31.6% 5,056 40.6% 40.6% (872) (49) (921) 4,135 778 18.8%	160 11.7% 9,388.5 72.5% 1.919 14.8% 1.653 12.8% 281 2.2% 3,853 29.8% 6.8% (897) (14) (911) 4.625 871 18.8%	152 11.6% 9,599.5 72.3% 1.863 14.0% 1.664 12.5% 281 2.1% 3.808 28.7% 11.7% (876) (9) (885) 14.9%	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 22.1% 3,885 27.2% 8.3% (878) (26) (904) 1,158 20.1%	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2% 10.3% (3,523) (98) (3,521) 19,431 3,732 19.2%	159 12.6% 9,590.5 72.1% 1.874 14.1% 1.737 13.1% 272 2.0% 3,883 29.2% 5,708 42.9% (842) 20 (822) 4.886 922 18.9%	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.041 28.6% 6,109 43.2% (816) (125) (941) 5,168	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 2,91 2,0% 4,011 27.6% (816) (225) (1,041) 5,341 1,041 19.5%	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 4,199 26.1% 7,378 45.8% 10.6% (792) (225) (1,017) 6,361 1,240 19.5%	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 16,134 27.8% 11.0% (3,266) (555) (3,821) 21,756 4,186 19.2%	218 18.0% 10,415.4 70.1% 2.018 13.6% 1,939 13.1% 282 28.5% 4,240 28.5% (764) (250) (1,014) 5.161 1,006 19.5%	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1.9% 4,472 28.0% (764) (250) (1,014) 5,742 1,120 19.5%	221 18.0% 11,775.4 70.6% 2,007 12,0% 317 12,0% 4,497 27.0% (764) (250) (1,014) 6,264 1,221 19.5%	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708 25.5% (753) (250) (1,003) 7,543 1,471 19.5%	91.46,675.2 46,675.2 8,72.7 13.22 7,94.1 12.09 1,25.5 1.99 17,917 27.19 28,75; 43.69 (3,044 (1,000 (4,044) 24,711 4,811 19.59
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development to fivenue General and Administrative sof revenue  Total Operating Expenses % of revenue  Operating Income Operating Income Operating Margin y/y growth Interest Expense Other Income (Expense), Net Total Interest and Other Income Income Before Taxes Income Tax Expense (Benefit) Tax Rate	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2,5% 14,259 33.6% 19,591 46.2% 3.1% (2,755) (524) (3,279) 16,312 2,653 16,33%	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4% 16,078 32.2% 20,902 41.8% 6,7% (460) (3,966) 16,936 12,760 16.3%	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 3,936 31.6% 5,056 40.6% 13.0% (872) (49) (921) 4,135 778 18.8% 3,358	160 11.7% 9,388.5 72.5% 1.919 14.8% 1.653 12.8% 281 2.2% 3,853 29.8% 6.8% (897) (14) (911) 4.625 871 18.8%	152 11.6% 9,599.5 72.3% 1.863 14.0% 1.664 12.5% 281 2.1% 3.808 28.7% 11.7% (876) (9) (885) 14.9%	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 306 22.1% 3,885 27.2% (878) (26) (904) 5,764 1,158 20.1%	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2% 10.3% (3,523) (98) (3,521) 19,431 3,732 19.2%	159 12.6% 9,590.5 72.1% 1.874 14.1% 1.737 13.1% 272 2.0% 3,883 29.2% 5,708 42.9% (842) 20 (822) 4.886 922 18.9%	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2,0% 4,041 28.6% (816) (125) (941) 5,168 982 19.0%	229 18.0% 10,392.1 71.4% 1,969 13.5% 1,751 12.0% 2,91 2,0% 4,011 27.6% (816) (225) (1,041) 5,341 1,041 19.5%	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 4,199 26.1% 7,378 45.8% 10.6% (792) (225) (1,017) 6,361 1,240 19.5%	883 16.7% 41,712.0 71.8% 7,971 13.7% 6,995 12.0% 16,134 27.8% 11.0% (3,266) (555) (3,821) 21,756 4,186 19.2%	218 18.0% 10,415.4 70.1% 2.018 13.6% 1,939 13.1% 282 28.5% 4,240 28.5% (764) (250) (1,014) 5.161 1,006 19.5%	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1.9% 4,472 28.0% (764) (250) (1,014) 5,742 1,120 19.5%	221 18.0% 11,775.4 70.6% 2,007 12,0% 317 12,0% 4,497 27.0% (764) (250) (1,014) 6,264 1,221 19.5%	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708 25.5% (753) (250) (1,003) 7,543 1,471 19.5%	914 18.09 46,675.2 70.79 8.721 13.29 7.941 12.09 1,256 1.99 17.912 28,757 43.69 12.49 (3,046 (1,000 (4,046 24,711 4,815 19.59 19.892
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue  Total Operating Expenses % of revenue  Operating Income Operating Margin y/y growth Interest Expense Other Income (Expense), Net Total Interest and Other Income Income Before Taxes Income Taxe Expense (Benefit) Tax Rate  Noting AAP EPS	581 18.1% 33,851.5 79.8%  7,602 17.9% 5,586 13.2% 1,071 2.5% 14,259 33.6%  19,591 46.2% 3.1% (2,755) (524) (3,279) 16,312 2,653 16.3% 13,659	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4% 6,078 32.2% 6,756 (3,566) (460) (3,966) 16,936 2,760 16,936 2,760 16,936 14,176	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 31.3% 3,936 31.6% 40.6% 13.0% (872) (49) (921) 4,135 778 18.8% 3,358	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 12.2% 3,853 29.8% 6.8% (897) (14) (911) 4.625 871 18.8%	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808 28.7% (876) (9) (885) 4,906 (255) 18.9% 3,981	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 2.1% 6,668 46.7% 8.3% (878) (266) (904) 5,764 1,158 20.1% 4,606	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2% 10.3% (3,521) (3,621) 19,431 3,732 19,2% 15,699	159 12.6% 9,590.5 72.1% 1.874 14.1% 17.37 13.1% 272 2.0% 3.883 22.2% (842) 20 (822) 4.886 922 18.9%	242 18.0% 10,150.4 71.8% 2,025 14.3% 12.3% 283 2.0% 4,041 28.6% 6,109 43.2% (816) (125) (941) 5,168 982 19.0% 4,186	229 18.0% 10,392.1 71.4% 1,969 13.5% 291 12.0% 4,011 2.0% 6,381 43.8% 10.2% (816) (225) (1,041) 5,341 1,041 19.5%	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 322 2,0% 4,199 26.1% 10.6% (792) (225) (1,017) 6,361 1,240 19.5% 5,121	883 16.7% 41,712.0 71.8% 7,971 13.7% 6.995 12.0% 1,168 2.0% 11,168 2.0% 11,26% (555) (3,821) 21,756 41,186	218 18.0% 10.415.4 70.1% 2.018 13.6% 1.939 13.1% 282 1.99% 4.240 25.00 (764) (250) (1.014) 5.161 1.006 19.5% 4.155	233 18.0% 11,228.8 70.3% 2,208 13.8% 1.960 12.3% 303 1.9% 4,472 28.0% (764) (250) (1,014) 5,742 1,120 19.5% 4,623	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1,9% 4,497 27.0% 43.6% (764) (250) (1,014) 6,264 1,221 19.5% 5,043	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708 25.5% (550) (1,003) 7,543 1,471 19.5% 6,072	914 18.09 46,675.2 70.79 8,721 13.29 1,254 1,29 1,254 1,27 27,19 27,19 27,19 27,19 12,49 (3,046 (1,000 (4,046 24,711 4,811 19.59
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue  Total Operating Expenses % of revenue  Operating Income Operating Income Operating Margin y/y growth Interest Expense Unter Income (Expense), Net Total Interest and Other Income Income Before Taxes Income Tax Expense (Benefit) Tax Rate  Net Income	581 18.1% 33,851.5 79.8%  7,602 17.9% 5,586 13.2% 1,071 2,5% 14,259 33.6% 3.1% (2,755) (524) (3,279) 16,312 2,653 16,3% 13,659	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4% 16,078 32.2% (3,506) (460) (3,966) 16,936 2,760 16.3%	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 3,936 31.6% 5,056 40.6% 13.0% (872) (49) (921) 4,135 778 18.8% 3,358	160 11.7% 9,388.5 72.5% 1.919 14.8% 1.653 12.8% 281 2.2% 3,853 29.8% 6.8% (897) (14) (911) 4.625 871 18.8%	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808 28.7% 11.7% (876) (9) (885) 4,906 925 18.9%	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 306 22.1% 3,885 27.2% (878) (26) (904) 5,764 1,158 20.1%	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29,2% 10,3% (3,523) (98) (3,521) 19,431 3,732 19,2%	159 12.6% 9,590.5 72.1% 1.874 14.1% 1.737 13.1% 272 2.0% 3.883 29.2% 12.9% (842) 20 (822) 4.886 922 18.9%	242 18.0% 10,150.4 71.8% 2,025 14.3% 12.3% 2,03% 4,041 28.6% 6,109 43.2% (816) (125) (941) 5,168 982 19.0%	229 18.0% 10,392.1 71.4% 1.969 13.5% 1.751 12.0% 4,011 27.6% (816) (225) (1,041) 5,341 1,041 19.5% 4,299	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 11.0% 4,199 26.1% 7,378 45.8% 10.6% (792) (225) (1,017) 6,361 1,240 19.5% 5,121	883 16.7% 41,712.0 71.8% 7.971 13.7% 6.995 12.0% 11.168 2.0% 16.134 27.8% (3.266) (555) (3.21) 21,756 4.186 19.2%	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 282 1.9% 4,240 28.5% (764) (250) (1,014) 5,161 1,006 19.5% 4,155	233 18.0% 11,228.8 70.3% 2,208 13.8% 1,960 12.3% 303 1.9% 4,472 28.0% (764) (250) (1,014) 5,742 1,120 19.5%	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 12.9% 4,497 27.0% (764) (250) (1,014) 6,264 1,221 19.5% 5,043	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708 25.5% (753) (250) (1,003) 7,543 1,471 19.5% 6,072	914 18.09 46,675.2 70.79 8,721 13.29 1,254 1,29 1,254 1,27 27,19 27,19 27,19 27,19 12,49 (3,046 (1,000 (4,046 24,711 4,811 19.59
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue General and Administrative Total Operating Expenses % of revenue  Operating Income Operating Margin y/y growth Interest Expense Other Income (Expense), Net Total Interest and Other Income Income Before Taxes Income Taxes Income Taxes Income Taxes Noni-GAAP EPS y/y growth	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2.5% 14,259 33.6% 2,755) (524) (3,279) 16,312 2,653 16,3% 13,659	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4% 6,078 32.2% 6,756 (3,566) (460) (3,966) 16,936 2,760 16,936 2,760 16,936 14,176	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 31.3% 3,936 31.6% 40.6% 13.0% (872) (49) (921) 4,135 778 18.8% 3,358	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 12.2% 3,853 29.8% 6.8% (897) (14) (911) 4.625 871 18.8%	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808 28.7% (876) (9) (885) 4,906 (255) 18.9% 3,981	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 2.1% 6,668 46.7% 8.3% (878) (266) (904) 5,764 1,158 20.1% 4,606	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2% 10.3% (3,521) (3,621) 19,431 3,732 19,2% 15,699	159 12.6% 9,590.5 72.1% 1.874 14.1% 17.37 13.1% 272 2.0% 3.883 22.2% (842) 20 (822) 4.886 922 18.9%	242 18.0% 10,150.4 71.8% 2,025 14.3% 12.3% 283 2.0% 4,041 28.6% 6,109 43.2% (816) (125) (941) 5,168 982 19.0%	229 18.0% 10,392.1 71.4% 1,969 13.5% 291 12.0% 4,011 2.0% 6,381 43.8% 10.2% (816) (225) (1,041) 5,341 1,041 19.5%	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 322 2,0% 4,199 26.1% 10.6% (792) (225) (1,017) 6,361 1,240 19.5% 5,121	883 16.7% 41,712.0 71.8% 7,971 13.7% 6.995 12.0% 1,168 2.0% 11,168 2.0% 11,26% (555) (3,821) 21,756 41,186	218 18.0% 10.415.4 70.1% 2.018 13.6% 1.939 13.1% 282 1.99% 4.240 25.00 (764) (250) (1.014) 5.161 1.006 19.5% 4.155	233 18.0% 11,228.8 70.3% 2,208 13.8% 1.960 12.3% 303 1.9% 4,472 28.0% (764) (250) (1,014) 5,742 1,120 19.5% 4,623	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1,9% 4,497 27.0% 43.6% (764) (250) (1,014) 6,264 1,221 19.5% 5,043	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708 25.5% (550) (1,003) 7,543 1,471 19.5% 6,072	914 18.09 46,675.2 70.79 8,721 13.29 1,254 1,29 1,254 1,27 27,19 27,19 27,19 27,19 12,49 (3,046 (1,000 (4,046 24,711 4,811 19.59
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue Total Operating Expenses % of revenue  Operating Income Operating Income Operating Income Operating Income Interest Expense Other Income (Expense), Net Total Interest and Other Income Income Before Taxes Income Tax Expense (Benefit) Tax Rate  Net Income  Non-GAAR EPS y/y growth  Shares Outstanding	581 18.1% 33,851.5 79.8% 7,602 17.9% 5,586 13.2% 1,071 2,5% 14,259 33.6% 3,1% (2,755) (524) (3,279) 16,312 2,653 16,3% 13,659 4,9% 0.11	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,2.17 22.9% 6,7% (3,506) (460) (3,966) 16,936 2,760 16,936 1,760 16,936 1,760 16,936 1,760 1,7	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 2.5% 3,936 31.6% 5,056 40.6% 13.0% (872] (49) (921) 4,135 778 18.8% 5,358 5,56%	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 2.2% 3,853 29.8% 8.8% (897) (14) (911) 4,625 871 18.8% 3,754	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808 28.7% 6,791 43.6% 11.7% (876) (9) (885) 4,906 925 18.9% 3,981	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 306 2.1% 3,885 27.2% 8.3% (878) (26) (904) 5,764 1,158 20.1% 4,606 \$1.63	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2% 10.3% (3,523) (98) (3,621) 19,431 3,732 19.2% 15,699 \$5.56 8.5%	159 12.6% 9,590.5 72.1% 1.874 14.1% 1.737 13.1% 272 2.0% 3,883 29.2% 12.9% (842) 20 (822) 4.886 922 18.9% 3,964 \$1.39	242 18.0% 10,150.4 71.8% 2,025 14.3% 1,734 12.3% 283 2.0% 4,041 28.6% 10.4% (816) (125) (941) 5,168 982 19.0% 4,186	229 18.0% 10.392.1 71.4% 1.969 13.5% 1.751 172.0% 4,011 22.0% 4,011 27.6% (816) (225) (1,041) 5.341 1.041 1.95% 4,299	253 18.0% 11,577.4 71.8% 2,104 13.1% 1.773 322 2.0% 4,199 26.1% 10.6% (792) (225) (1,017) 6.361 1,240	883 16.7% 41,712.0 71.8% 7.971 13.7% 6.995 12.0% 1,168 2.0% 16,134 27.8% 11.0% (3,266) (555) (3,821) 21,756 4,186 19.2% 17,570	218 18.0% 10,415.4 70.1% 2,018 13.6% 1,939 13.1% 4,240 28.5% 6,176 41.6% 8.2% (764) (250) (1,014) 5,161 1,006 19.5% 4,155 \$1.45 4.3%	233 18.0% 11,228.8 70.3% 2,208 1,38% 1,960 12,3% 303 1,9% 4,472 28.0% 4,472 28.0% (764) (250) (1,014) 5,742 1,120 19.5% 4,623	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 72.0% 317 1.9% 4,497 27.0% 4,497 (764) (250) (1,014) 6,264 1,221 19.5% 5,043 \$1,75 16.4%	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 4,708 25.5% (753) (250) (1,003) 7,543 1,471 19.5% 6,072	914 18.09 46,675.2 70.79 8,721 13.29 7,941 12.09 1,254 1.99 27.19 28,757 43.69 12.49 (1,000 (4,046 24,711 4,815 19.59 19.89 19.89 19.89 19.89 12.49
Services Gross Margin  Total Gross Profit Gross Margin  Operating Expenses Sales and Marketing % of revenue Research and Development % of revenue General and Administrative % of revenue General and Administrative Total Operating Expenses % of revenue  Operating Income Operating Margin y/y growth Interest Expense Other Income (Expense), Net Total Interest and Other Income Income Before Taxes Income Taxes Income Taxes Income Taxes Noni-GAAP EPS y/y growth	581 18.1% 33,851.5 79.8%  7,602 17.9% 5,586 13.2% 1,071 2,5% 14,259 33.6% 3.1% (2,755) (524) (3,279) 16,312 2,653 16,3% 13,659	970 17.3% 36,981.5 74.0% 8,222 16.5% 6,639 13.3% 1,217 2.4% 6,078 32.2% 6,756 (3,566) (460) (3,966) 16,936 2,760 16,936 2,760 16,936 14,176	205 14.8% 8,992.5 72.2% 1,891 15.2% 1,732 13.9% 31.3% 3,936 31.6% 40.6% 13.0% (872) (49) (921) 4,135 778 18.8% 3,358	160 11.7% 9,388.5 72.5% 1,919 14.8% 1,653 12.8% 281 12.2% 3,853 29.8% 6.8% (897) (14) (911) 4.625 871 18.8%	152 11.6% 9,599.5 72.3% 1,863 14.0% 1,664 12.5% 281 2.1% 3,808 28.7% (876) (9) (885) 4,906 (255) 18.9% 3,981	257 18.7% 10,553.5 73.9% 1,936 13.6% 1,643 11.5% 306 2.1% 3,885 2.1% 6,668 46.7% 8.3% (878) (266) (904) 5,764 1,158 20.1% 4,606	774 14.3% 38,535.5 72.8% 7,609 14.4% 6,692 12.6% 1,181 2.2% 15,482 29.2% 10.3% (3,521) (3,621) 19,431 3,732 19,2% 15,699	159 12.6% 9,590.5 72.1% 1.874 14.1% 17.37 13.1% 272 2.0% 3.883 22.2% (842) 20 (822) 4.886 922 18.9%	242 18.0% 10,150.4 71.8% 2,025 14.3% 12.3% 283 2.0% 4,041 28.6% 6,109 43.2% (816) (125) (941) 5,168 982 19.0%	229 18.0% 10,392.1 71.4% 1,969 13.5% 291 12.0% 4,011 2.0% 6,381 43.8% 10.2% (816) (225) (1,041) 5,341 1,041 19.5%	253 18.0% 11,577.4 71.8% 2,104 13.1% 1,773 322 2,0% 4,199 26.1% 10.6% (792) (225) (1,017) 6,361 1,240 19.5% 5,121	883 16.7% 41,712.0 71.8% 7,971 13.7% 6.995 12.0% 1,168 2.0% 11,168 2.0% 11,26% (555) (3,821) 21,756 41,186	218 18.0% 10.415.4 70.1% 2.018 13.6% 1.939 13.1% 282 1.99% 4.240 25.00 (764) (250) (1.014) 5.161 1.006 19.5% 4.155	233 18.0% 11,228.8 70.3% 2,208 13.8% 1.960 12.3% 303 1.9% 4,472 28.0% (764) (250) (1,014) 5,742 1,120 19.5% 4,623	221 18.0% 11,775.4 70.6% 2,173 13.0% 2,007 12.0% 317 1,9% 4,497 27.0% 43.6% (764) (250) (1,014) 6,264 1,221 19.5% 5,043	241 18.0% 13,253.9 71.7% 2,322 12.6% 2,035 11.0% 351 1.9% 4,708 25.5% (550) (1,003) 7,543 1,471 19.5% 6,072	72.0% 914 18.0% 46,675.2 70.7% 8,721 13.2% 1,254 1.9% 1,254 1,9% 12.4% 12.4% 12.4% 13.046(1,000) 14.040 19.5% 19.892 24,711 4,819 19.5% 26,92 2,792 2,876

**Exhibit 169: Oracle Balance Sheet** 

(\$ III IIIIIIIOIIS, except per Share data)	M 00	M 00	A 00	N 00	F-1-04	M 04	M 04	4 04	N 04	F-1-05		M 05	A 05	N 05	F-1-00		M 00
	May-22 F2022	May-23 F2023	Aug-23 1Q24	Nov-23 2Q24	Feb-24 3Q24	May-24 4Q24	May-24 F2024	Aug-24 1Q25	Nov-24 2Q25E	Feb-25 3Q25E	May-25 4Q25E	May-25 F2025E	Aug-25 1Q26E	Nov-25 2Q26E	Feb-26 3Q26E	May-26 4Q26E	May-26 F2026E
Current accets	F2022	F2023	1024	2024	3Q24	4024	F2024	1025	2Q25E	3Q25E	4Q23E	FZUZ3E	IQ26E	2Q20E	3Q20E	4Q26E	F2026E
Current assets  Cash and cash equivalents	21,383.0	9,765.0	44.040.0	0.044.0	9,481.0	40.454.0	10,454.0	40.040.0	0.450.0	40.050.0	0.050.0	8,950.8	0.004.0	5.054.0	0.400.7	0.450.0	9,156.0
Marketable securities			11,613.0	8,244.0		10,454.0		10,616.0	9,158.9	10,252.2	8,950.8		9,031.9	5,654.3	8,180.7	9,156.0	
Trade receivables, net	519.0 5.953.0	422.0 6.915.0	470.0	446.0	423.0	207.0	207.0	295.0	295.0	295.0	295.0	295.0	295.0	295.0	295.0	295.0	295.0
	-,	-,	6,519.0	6,804.0	7,297.0	7,874.0	7,874.0	8,021.0	7,122.7	7,336.3	7,949.2	7,949.2	7,978.3	8,225.8	8,591.7	9,325.1	9,325.1
Prepaid expenses and other current assets	3,778.0	3,902.0	3,564.0	3,795.0	3,862.0	4,019.0	4,019.0	4,140.0	4,140.0	4,140.0	4,140.0	4,140.0	4,140.0	4,140.0	4,140.0	4,140.0	4,140.0
Total current assets	31,633.0	21,004.0	22,166.0	19,289.0	21,063.0	22,554.0	22,554.0	23,072.0	20,716.6	22,023.5	21,335.0	21,335.0	21,445.2	18,315.0	21,207.4	22,916.1	22,916.1
Non-current assets																	
Property and equipment, net	9,716.0	17,069.0	17.644.0	18.009.0	19.117.0	21.536.0	21,536.0	23.094.0	25,283,7	27.888.5	30,780.5	30,780.5	32,408.2	34.197.1	36.045.5	38,204,4	38,204.4
Intangible assets, net	1,440.0	9,837.0	9.074.0	8.378.0	7.629.0	6.890.0	6,890.0	6.270.0	6,270.0	6.270.0	6,270.0	6,270.0	6.270.0	6,270.0	6,270.0	6,270.0	6,270.0
Goodwill	43,811.0	62,261.0	62,206.0	62,231.0	62,222.0	62,230.0	62,230.0	62,249.0	62,249.0	62,249.0	62,249.0	62,249.0	62.249.0	62,249.0	62,249.0	62,249.0	62,249.0
Deferred tax assets	12,782.0	12,226.0	12.243.0	12,758.0	12,688.0	12,273.0	12,273.0	12,219.0	12,219.0	12,219.0	12,219.0	12,219.0	12,219.0	12,219.0	12,219.0	12,219.0	12,219.0
Other non current assets	9,915.0	11,987.0	13.329.0	13,659.0	14,363.0	15,493.0	15,493.0	17,310.0	17.237.8	17,172.6	17,408.8	17,408.8	17.829.1	17.886.6	17.681.6	17.758.2	17,758.2
Total assets	109,297.0	134,384.0	136.662.0	134.324.0	137.082.0	140.976.0	140,976.0	144,214.0	143.976.0	147.822.7	150.262.3	150,262.3	152.420.5	151.136.8	155.672.5	159,616,6	159,616.6
			•					,					·				
Current liabilities																	
Current Debt	3,749.0	4,061.0	4,499.0	6,321.0	5,510.0	10,605.0	10,605.0	9,201.0	11,714.0	11,714.0	8,298.0	8,298.0	4,798.0	4,798.0	4,798.0	4,798.0	4,798.0
Accounts payable	1,317.0	1,204.0	1,034.0	1,107.0	1,658.0	2,357.0	2,357.0	2,207.0	1,751.7	2,033.0	2,327.8	2,327.8	2,063.3	2,000.3	2,337.7	2,588.9	2,588.9
Accrued compensation and related benefits	1,944.0	2,053.0	1,818.0	1,706.0	1,796.0	1,916.0	1,916.0	1,772.0	1,842.7	1,886.5	2,147.7	2,147.7	1,954.9	1,966.3	2,075.7	2,324.7	2,324.7
Deferred revenue, current	8,357.0	8,970.0	11,120.0	8,878.0	8,931.0	9,313.0	9,313.0	11,455.0	9,478.6	9,621.9	10,288.4	10,288.4	12,870.4	10,669.7	10,807.7	11,475.2	11,475.2
Other current liabilities	4,144.0	6,802.0	6,886.0	6,395.0	6,990.0	7,353.0	7,353.0	7,410.0	7,410.0	7,410.0	7,410.0	7,410.0	8,244.5	8,244.5	8,244.5	8,244.5	8,244.5
Total current liabilities	19,511.0	23,090.0	25,357.0	24,407.0	24,885.0	31,544.0	31,544.0	32,045.0	32,197.1	32,665.4	30,471.8	30,471.8	29,931.0	27,678.8	28,263.6	29,431.4	29,431.4
Long term liabilities																	
Long Term Debt	72,110.0	86,420.0	84,442.0	82,468.0	82,470.0	76,264.0	76,264.0	75,314.0	70,155.0	70,155.0	70,155.0	70,155.0	70,155.0	70,155.0	70,155.0	67,405.0	67,405.0
Income taxes payable	12,210.0	11,077.0	11,201.0	10,046.0	10,451.0	10,817.0	10,817.0	11,038.0	13,180.0	13,133.0	12,856.0	12,856.0	12,983.0	15,125.0	15,078.0	14,801.0	14,801.0
Deferred tax liabilities	6,031.0	5,772.0	5,281.0	5,244.0	4,483.0	3,692.0	3,692.0	3,442.0	3,442.0	3,442.0	3,442.0	3,442.0	3,442.0	3,442.0	3,442.0	3,442.0	3,442.0
Other liabilities	5,203.0	6,469.0	7,540.0	7,781.0	8,611.0	9,420.0	9,420.0	11,106.0	11,106.0	11,106.0	11,106.0	11,106.0	11,106.0	11,106.0	11,106.0	11,106.0	11,106.0
Total Liabilities	115,065.0	132,828.0	133,821.0	129,946.0	130,900.0	131,737.0	131,737.0	132,945.0	130,080.1	130,501.4	128,030.8	128,030.8	127,617.0	127,506.8	128,044.6	126,185.4	126,185.4
Stockholders' equity	(5,768.0)	1,556.0	2,841.0	4,378.0	6,182.0	9,239.0	9,239.0	11,269.0	13,896.0	17,321.2	22,231.5	22,231.5	24,803.4	23,630.0	27,627.9	33,431.3	33,431.3
Total liabilities and shareholders' equity	109,297.0	134,384.0	136,662.0	134,324.0	137,082.0	140,976.0	140,976.0	144,214.0	143,976.0	147,822.7	150,262.3	150,262.3	152,420.5	151,136.8	155,672.5	159,616.6	159,616.6

**Exhibit 170: Oracle Statement of Cash Flows** 

(\$ III IIIIIIIOIIS, except per strate data)	May-22	May-23	Aug-23	Nov-23	Feb-24	May-24	May-24	Aug-24	Nov-24	Feb-25	May-25	May-25	Aug-25	Nov-25	Feb-26	May-26	May-26
	F2022	F2023	1Q24	2Q24	3Q24	4Q24	F2024	1Q25	2Q25E	3Q25E	4Q25E	F2025E	1Q26E	2Q26E	3Q26E	4Q26E	F2026E
Cash from Operating Activities																	
Net income (loss)	6,717.0	8,503.0	2,420.0	2,503.0	2,400.0	3,144.0	10,467.0	2,929.0	3,412.9	3,555.8	4,514.3	14,412.1	3,405.3	3,827.9	4,288.8	5,491.3	17,013.3
Depreciation	1,972.0	2,526.0	712.0	798.0	808.0	811.0	3,129.0	804.0	867.8	908.4	1,022.3	3,602.5	957.1	1,044.8	1,107.9	1,247.1	4,356.9
Amortization of intangible assets	1,150.0	3,582.0	763.0	755.0	749.0	743.0	3,010.0	624.0	526.3	526.3	526.3	2,202.8	526.3	526.3	526.3	526.3	2,105.0
Deferred income taxes	(1,146.0)	(2,167.0)	(517.0)	(532.0)	(706.0)	(384.0)	(2,139.0)	(151.0)	(532.0)	(706.0)	(384.0)	(1,773.0)	(151.0)	(532.0)	(706.0)	(384.0)	(1,773.0)
Stock-based compensation	2,613.0	3,547.0	849.0	1,029.0	1,049.0	1,047.0	3,974.0	1,007.0	1,123.5	1,148.5	1,181.3	4,460.2	1,124.3	1,269.9	1,316.4	1,355.6	5,066.2
Other, net	220.0	661.0	169.0	162.0	300.0	89.0	720.0	130.0				130.0					0.0
Working Capital:	(1,987.0)	513.0	2,578.0	(4,572.0)	875.0	631.0	(488.0)	2,084.0	(3,278.9)	1,093.1	1,128.3	1,026.4	2,897.6	(4,477.3)	1,196.3	1,112.9	729.5
Accounts receivable	(874.0)	(151.0)	380.0	(235.0)	(554.0)	(556.0)	(965.0)	(81.0)	898.3	(213.6)	(612.9)	(9.2)	(29.1)	(247.4)	(366.0)	(733.4)	(1,375.9)
Prepaid expenses and other assets	11.0	317.0	269.0	32.0	156.0	85.0	542.0	367.0	72.2	65.1	(236.2)	268.2	(420.3)	(57.5)	205.1	(76.6)	(349.4)
Accounts payable and other liabilities	(733.0)	(281.0)	(457.0)	(591.0)	366.0	88.0	(594.0)	(531.0)	(384.6)	325.1	556.0	(34.5)	377.2	(51.5)	446.8	500.2	1,272.7
Income taxes payable	(398.0)	(153.0)	69.0	(1,610.0)	753.0	661.0	(127.0)	24.0	(1,610.0)	753.0	661.0	(172.0)	24.0	(1,610.0)	753.0	661.0	(172.0)
Deferred revenue	7.0	781.0	2,317.0	(2,168.0)	154.0	353.0	656.0	2,305.0	(2,254.9)	163.5	760.3	974.0	2,945.8	(2,510.8)	157.4	761.6	1,354.1
Net cash provided by operating activities	9,539.0	17,165.0	6,974.0	143.0	5,475.0	6,081.0	18,673.0	7,427.0	2,119.5	6,526.0	7,988.4	24,061.0	8,759.7	1,659.5	7,729.6	9,349.1	27,497.9
y/y growth	-40.0%	79.9%	9.1%	-83.2%	28.1%	7.7%	8.8%	6.5%	1382.2%	19.2%	31.4%	28.9%	17.9%	-21.7%	18.4%	17.0%	14.3%
Cash from investing activities																	
Purchase of property and equipment	(4,511.0)	(8,695.0)	(1,314.0)	(1,080.0)	(1,674.0)	(2,798.0)	(6,866.0)	(2,303.0)	(3,532.3)	(4,074.9)	(4513.4)	(14,423.6)	(3,417.2)	(3,673.1)	(3,836.6)	(4254.6)	(15,181.5)
Acquisitions, net of cash	(148.0)	(27,721.0)	0.0	(59.0)	0.0	(4.0)	(63.0)	0.0				0.0					0.0
Proceeds and purchases of investments, net	15,879.0	(68.0)	(248.0)	(110.0)	(109.0)	36.0	(431.0)	(462.0)				(462.0)					0.0
Net cash used in investing activities	11,220.0	(36,484.0)	(1,562.0)	(1,249.0)	(1,783.0)	(2,766.0)	(7,360.0)	(2,765.0)	(3,532.3)	(4,074.9)	(4,513.4)	(14,885.6)	(3,417.2)	(3,673.1)	(3,836.6)	(4,254.6)	(15,181.5)
Cash from financing activities			_	_	_			_									
Repurchase of common stock	(16,248.0)	(1,300.0)	(150)	(450)	(450)	(152)	(1,202.0)	(150)	(300.0)	(300.0)	(300.0)	(1,050.0)	(300.0)	(300.0)	(300.0)	(300.0)	(1,200.0)
Proceeds from equity issuance	482.0	1,192.0	308	118	28.0	288.0	742.0	179.0	150.0	150.0	150.0	629.0	150.0	150.0	150.0	150.0	600.0
Shares repurchased for tax withholdings	(1,093.0)	(1,203.0)	(1,060)	(673)	(132.0)	(175.0)	(2,040.0)	(851.0)	(100.0)	(100.0)	(100.0)	(1,151.0)	(500.0)	(100.0)	(100.0)	(100.0)	(800.0)
Payments of dividends	(3,457.0)	(3,668.0)	(1,091)	(1,099)	(1,099.0)	(1,102.0)	(4,391.0)	(1,103.0)	(1,105.4)	(1,107.9)	(1,110.4)	(4,426.7)	(1,111.3)	(1,113.9)	(1,116.6)	(1,119.3)	(4,461.2)
Debt proceeds (repayments)	(8,250.0)	12,944.0	(1,562)	(189)	(813.0)	(936.0)	(3,500.0)	(2,399.0)	(2,646.0)	0.0	(3,416.0)	(8,461.0)	(3,500.0)	0.0	0.0	(2,750.0)	(6,250.0)
Other, net	(560.0)	(55.0)	27	4	3.0	(30.0)	4.0	(261.0)				(261.0)					0.0
Net cash provided by financing activities	(29,126.0)	7,910.0	(3,528.0)	(2,289.0)	(2,463.0)	(2,107.0)	(10,387.0)	(4,585.0)	(4,001.4)	(1,357.9)	(4,776.4)	(14,720.7)	(5,261.3)	(1,363.9)	(1,366.6)	(4,119.3)	(12,111.2)
FX Impact on cash and equivalents	(348.0)	(209.0)	(36.0)	26.0	8.0	72.0	70.0	85.0				85.0					0.0
Cash balance, beginning of period	33,748.1	25,033.1	13,415.1	15,263.1	11,894.1	13,131.1	13,415.1	14,411.1	14,573.1	9,158.9	10,252.2	14,411.1	8,950.8	9,031.9	5,654.3	8,180.7	8,950.8
Net change in cash	(8,715.0)	(11,618.0)	1,848.0	(3,369.0)	1,237.0	1,280.0	996.0	162.0	(5,414.2)	1,093.3	(1,301.4)	(5,460.3)	81.1	(3,377.6)	2,526.4	975.3	205.2
Cash balance, end of period	25,033.1	13,415.1	15,263.1	11,894.1	13,131.1	14,411.1	14,411.1	14,573.1	9,158.9	10,252.2	8,950.8	8,950.8	9,031.9	5,654.3	8,180.7	9,156.0	9,156.0

## **Exhibit 171: Oracle Discounted Cash Flow Analysis (DCF)**

\$ in millions, except per share data

Assumptions and Inputs	
Current risk-free rate	3.70%
Beta	1.40
Historical equity risk premium	6.5%
Terminal growth rate	5.0%
Market Value (\$M)	\$ 482,914
Debt Value (\$M)	\$ 91,811
Cost of equity	12.8%
Cost of debt	6.0%
Tax rate	19.0%
WACC	11.5%

 Last earnings period end
 8/31/2024
 Worder

 Next Fiscal Year End
 5/31/2025

Scenario 1: Base Case															l
	H	listoricals			Hyper	Growth Per	riod			Trans	ition ary Pe	riod	-	Terminal	
Fiscal year	F2022	F2023	F 2024	F 2025E	F 2026E	F 2027E	F 2028E	F 2029E	F2030E	F 2031E	F2032E	F2033E	F2034E	F 2035E	Perpetui
Corresponding Calendar Year	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032		
Period				0.8	1.8	2.8	3.8	4.8	5.8	6.8	7.8	8.8	9.8	10.8	
Riskfreerate	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	
Beta	1.40	1.40	1.40	1.40	1.40	1.40	1.40	1.40	1.33	1.27	1.20	1.13	1.07	1.00	
Equity risk premium	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity	12.8%	12.8%	12.8%	12.8%	12.8%	12.8%	12.8%	12.8%	12.4%	11.9%	11.5%	11.1%	10.6%	10.2%	
Cost of debt	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	
Debt/Total Value			16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	15.0%	
WACC			11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.2%	10.8%	10.4%	10.1%	9.7%	9.4%	
Discount factor				0.921	0.826	0.741	0.664	0.595	0.544	0.500	0.463	0.432	0.405	0.381	-
Total Revenue	42,441	49,955	52,961	58,109	66,007	77,007	89,674	104,163	119,057	133,867	148,029	160,936	171,975	180,574	Ī
y/y change	•	17.7%	6.0%	9.7%	13.6%	16.7%	16.4%	16.2%	14.3%	12.4%	10.6%	8.7%	6.9%	5.0%	
Free Cash Flow to Firm (FCFF)	4,639	(17,711)	13,396	11,232	13,584	19,831	25,109	30,207	35,717	41,499	47,369	53,109	58,472	63,201	
FCF margin		-35.5%	25.3%	19.3%	20.6%	25.8%	28.0%	29.0%	30.0%	31.0%	32.0%	33.0%	34.0%	35%	
y/y change		-481.8%	-175.6%	-16.1%	20.9%	46.0%	26.6%	20.3%	18.2%	16.2%	14. 1%	12.1%	10.1%		4.5
Diluted Shares Outstanding	2,742	2,796	2,834	2,863	2,886	2,912	2,938	2,965	2,990	3,013	3,034	3,054	3,071	3,086	
y/y change			1.3%	1.0%	0.8%	0.9%	0.9%	0.9%	0.8%	0.8%	0.7%	0.6%	0.6%	0.5%	
FCFF per share				3.92	4.71	6.81	8.54	10.19	11.95	13.77	15.61	17.39	19.04	20.48	418.0
NPV of FCF per share				3.62	3.89	5.04	5.67	6.07	6.50	6.89	7.23	7.51	7.71	7.80	159.1

NPV of FCF/Share, F2023-F2033	\$67.93
Terminal Value FCF/Share	\$159.15
Total NPV of FCF/Share	\$227.08
Net Cash per share	\$ (26.94)
Net cash balance	(73,899)
Working Capital - 5% of revenue	2,905.4
Shares outstanding	2,851
Total Implied NPV/Share	\$ 200.14
Current Price, 9/30/24	\$ 170.40
Upside/(Downside) Potential	17%

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# Exhibit 172: OneStream GAAP Income Statement

\$ in millions, except per share data	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Dec-24	Dec-25	Dec-26
GAAP Income Statement	2022	<u>1Q23</u>	<u>2Q23</u>	<u>3Q23</u>	<u>4Q23</u>	<u>2023</u>	<u>1Q24</u>	<u>2Q24</u>	3Q24E	4Q24E	2024E	2025E	2026E
Subscription	195.1	64.1	71.8	79.4	87.6	302.9	95.7	103.1	107.7	111.5	418.1	517.2	643.2
License	50.5	6.8	6.7	19.5	7.6	40.5	6.2	6.9	8.2	7.0	28.3	21.2	21.9
Software Revenue	245.5	70.9	78.5	98.9	95.2	343.4	101.9	110.0	115.9	118.6	446.4	538.3	665.1
Professional Services and Other	33.8	7.9	8.0	8.1	7.4	31.5	8.4	7.5	8.1	7.8	31.8	33.6	33.7
Total Revenue	279.3	78.8	86.5	107.0	102.6	374.9	110.3	117.5	124.0	126.4	478.2	572.0	698.8
Total Revenue	219.3	70.0	00.5	107.0	102.0	374.3	110.3	117.3	124.0	120.4	470.2	312.0	030.0
Cost of Revenue													
Software	47.6	15.9	17.9	19.4	20.9	74.1	23.1	26.5	32.4	25.6	107.6	111.2	133.2
% of Product Revenue	24.4%	24.9%	25.0%	24.4%	23.9%	24.5%	24.1%	25.7%	30.1%	22.9%	25.7%	21.5%	20.7%
Professional Services and Other	45.0	9.8	10.8	10.2	9.6	40.4	10.9	10.5	29.7	12.1	63.2	54.9	55.6
% of Professional Services and Other Revenue	133.3%	123.8%	134.6%	125.6%	129.0%	128.3%	129.6%	140.2%	368.1%	155.1%	199.0%	163.2%	164.9%
Total Cost of Revenue	92.5	25.8	28.7	29.5	30.5	114.5	34.0	37.0	62.1	37.7	170.8	166.1	188.8
% of revenue	33.1%	32.7%	33.2%	27.6%	29.7%	30.5%	30.9%	31.5%	50.1%	29.8%	35.7%	29.0%	27.0%
Gross Profit													
Software	198.0	54.9	60.6	79.5	74.3	269.3	78.8	83.5	83.5	93.0	338.8	427.2	531.9
Gross Margin	80.6%	77.5%	77.1%	80.4%	78.0%	78.4%	77.3%	75.9%	72.0%	78.4%	75.9%	79.3%	80.0%
Professional Services and Other	(11.2)	(1.9)	(2.8)	(2.1)	(2.2)	(8.9)	(2.5)	(3.0)	(21.7)	(4.3)	(31.5)	(21.2)	(21.9)
Gross Margin	-33.0%	-23.6%	-34.6%	-25.6%	-29.0%	-28.2%	-29.6%	-40.2%	-268.1%	-55.1%	-99.0%	-63.2%	-64.9%
Total Gross Profit	-33.0% <b>186.8</b>	-23.6% <b>53.1</b>	-34.6% <b>57.8</b>	-25.6% <b>77.5</b>	-29.0% <b>72.1</b>	-28.2% <b>260.4</b>	-29.6% <b>76.3</b>	-40.2% <b>80.5</b>	-208.1% <b>61.8</b>	-33.1% <b>88.7</b>	-99.0% <b>307.3</b>	-03.2% <b>405.9</b>	-64.9% <b>510.0</b>
	66.9%	67.3%	66.8%	72.4%	70.3%	69.5%	69.1%	68.5%	49.9%	70.2%	64.3%	71.0%	
Gross Margin	00.9%	07.3%	00.0%	12.470	70.3%	09.5%	09.1%	00.5%	49.9%	70.2%	04.3%	71.0%	73.0%
Operating Expenses													
Sales and Marketing	153.3	47.3	46.7	42.2	39.6	175.8	48.3	52.2	197.4	67.6	365.6	302.3	352.8
% of revenue	54.9%	60.0%	54.0%	39.5%	38.6%	46.9%	43.8%	44.4%	159.2%	53.5%	76.5%	52.8%	50.5%
Research and Development	43.1	12.5	13.2	13.9	15.7	55.3	16.9	20.0	70.2	26.8	133.8	113.0	142.3
% of revenue	15.4%	15.9%	15.3%	13.0%	15.3%	14.7%	15.3%	17.0%	56.6%	21.2%	28.0%	19.8%	20.4%
General and Administrative	49.7	14.7	14.1	14.4	16.7	59.8	16.4	19.9	76.5	24.2	137.0	115.2	123.7
% of revenue	17.8%	18.7%	16.3%	13.4%	16.2%	16.0%	14.9%	17.0%	61.7%	19.1%	28.7%	20.1%	17.7%
Total Operating Expenses	246.1	74.5	74.0	70.5	71.9	290.9	81.6	92.1	344.1	118.6	636.4	530.5	618.8
% of revenue	88.1%	94.6%	85.6%	65.9%	70.1%	77.6%	74.0%	78.4%	277.6%	93.8%	133.1%	92.7%	88.6%
70 01 10101110	00.170	04.070	00.070	00.070	70.170	77.070	74.070	10.470	277.070	30.070	100.170	32.770	00.070
Operating Income	(59.3)	(21.5)	(16.2)	7.0	0.2	(30.5)	(5.4)	(11.6)	(282.3)	(29.8)	(329.1)	(124.6)	(108.8)
Operating Margin	-21.2%	-27.2%	-18.8%	6.5%	0.2%	-8.1%	-4.9%	-9.8%	-227.7%	-23.6%	-68.8%	-21.8%	-15.6%
Interest (expense) income, net	(0.1)	0.5	1.0	1.1	1.4	4.1	1.6	1.7	1.4	1.4	6.1	5.3	5.9
Other Income (Expense), Net	(5.5)	(1.8)	0.0	(1.1)	1.8	(1.1)	(0.9)	2.4	0.0	0.0	1.5	0.0	0.0
Total Interest and Other Income	(5.5)	(1.3)	1.1	0.1	3.2	3.0	0.7	4.1	1.4	1.4	7.6	5.3	5.9
Total interest and other moonie	(5.5)	(1.3)		0.1	5.2	5.0	0.7	7.1	1.4	1.4	7.0	3.3	3.3
Income Before Taxes	(64.8)	(22.8)	(15.2)	7.1	3.4	(27.5)	(4.6)	(7.5)	(280.9)	(28.4)	(321.5)	(119.3)	(102.9)
Income Tax Expense (Benefit)	0.7	0.3	0.2	0.3	0.6	1.4	0.3	0.3	0.0	0.0	0.6	0.0	0.0
Tax Rate	-1.0%	NM	NM	4.2%	19.0%	-5.1%	NM	NM	0.0%	0.0%	-0.2%	0.0%	0.0%
Net Income	(65.5)	(23.1)	(15.4)	6.8	2.8	(28.9)	(4.959)	(7.850)	(280.9)	(28.4)	(322.1)	(119.3)	(102.9)
GAAP EPS							_		(\$1.20)	(\$0.12)	(\$1.37)	(\$0.50)	(\$0.43)
Shares Outstanding													
Basic									234.0	235.2	234.6	238.1	241.1
y/y growth												1.5%	1.3%
q/q growth										0.5%			
Diluted									234.0	235.2	234.6	238.1	241.1
y/y growth												1.5%	1.3%
q/q growth										0.5%			

Exhibit 173: OneStream Non-GAAP Income Statement

EXHIBIT 173. One Stream Non-GAAP II			71 IL										
\$ in millions, except per share data	Dec-22 2022	Mar-23 1Q23	Jun-23 2Q23	Sep-23 3Q23	Dec-23 4Q23	Dec-23 2023	Mar-24 1Q24	Jun-24 2Q24	Sep-24 3Q24E	Dec-24 4Q24E	Dec-24 2024E	Dec-25 2025E	Dec-26 2026E
Non-GAAP Income Statement													
Subscription	195.1	64.1	71.8	79.4	87.6	302.9	95.7	103.1	107.7	111.5	418.1	517.2	643.2
y/y growth		61.0%	56.8%	53.7%	51.5%	55.3%	49.3%	43.6%	35.6%	27.4%	38.0%	23.7%	24.4%
g/g growth		10.9%	12.1%	10.5%	10.3%		9.3%	7.8%	4.4%	3.6%			,,
License	50.5	6.8	6.7	19.5	7.6	40.5	6.2	6.9	8.2	7.0	28.3	21.2	21.9
	50.5		-43.6%	49.6%					-58.1%	-7.2%			3.4%
y/y growth		-48.2%			-39.5%	-19.7%	-9.0%	3.8%			-30.2%	-25.2%	3.4%
q/q growth		-45.8%	-2.1%	193.1%	-61.1%		-18.5%	11.7%	18.4%	-14.0%		_	
Software	245.5	70.9	78.5	98.9	95.2	343.4	101.9	110.0	115.9	118.6	446.4	538.3	665.1
y/y growth		33.9%	36.3%	52.9%	35.3%	39.9%	43.7%	40.2%	17.2%	24.6%	30.0%	20.6%	23.5%
q/q growth		0.8%	10.8%	26.0%	-3.8%		7.0%	8.0%	5.3%	2.3%			
Professional Services and Other	33.7	7.9	8.0	8.1	7.4	31.5	8.4	7.5	8.1	7.8	31.8	33.6	33.7
y/y growth		-15.2%	-13.9%	1.7%	4.4%	-6.7%	6.2%	-6.8%	-0.1%	5.1%	1.0%	5.8%	0.2%
Total Revenue	279.2	78.8	86.5	107.0	102.6	374.9	110.3	117.5	124.0	126.4	478.2	572.0	698.8
	213.2												
y/y growth		26.6%	29.3%	47.3%	32.5%	34.3%	40.0%	35.8%	15.9%	23.2%	27.5%	19.6%	22.2%
Cost of Revenue													
Software	47.6	15.9	17.9	19.4	20.9	74.1	23.1	26.5	26.7	24.9	101.2	107.9	129.5
% of Product Revenue	24.4%	24.9%	25.0%	24.4%	23.9%	24.5%	24.1%	25.7%	24.7%	22.3%	24.2%	20.9%	20.1%
Professional Services and Other	44.9	9.8	10.8	10.2	9.6	40.3	10.9	10.5	11.1	10.2	42.6	43.7	42.8
% of Professional Services and Other Revenue	133.1%	123.7%	134.6%	125.6%	129.0%	128.2%	129.6%	140.2%	137.0%	130.0%	134.1%	130.0%	127.0%
Total Cost of Revenue	92.4	25.8	28.7	29.5	30.5	114.5	34.0	37.0	37.7	35.1	143.8	151.6	172.3
% of revenue	33.1%	32.7%	33.2%	27.6%	29.7%	30.5%	30.9%	31.5%	30.4%	27.7%	30.1%	26.5%	24.7%
Gross Profit													
Software	198.0	54.9	60.6	79.5	74.3	269.3	78.8	83.5	89.2	93.7	345.2	430.4	535.6
Gross Margin	80.6%	77.5%	77.1%	80.4%	78.0%	78.4%	77.3%	75.9%	77.0%	79.0%	77.3%	80.0%	80.5%
Professional Services and Other	(11.2)	(1.9)	(2.8)	(2.1)	(2.2)	(8.9)	(2.5)	(3.0)	(3.0)	(2.3)	(10.8)	(10.1)	(9.1)
Gross Margin	-33.1%	-23.7%	-34.6%	-25.6%	-29.0%	-28.2%	-29.6%	-40.2%	-37.0%	-30.0%	-34.1%	-30.0%	-27.0%
Ÿ												420.3	
Total Gross Profit	186.8	53.1	57.8	77.5	72.1	260.4	76.3	80.5	86.2	91.3	334.4		526.5
Gross Margin	66.9%	67.3%	66.8%	72.4%	70.3%	69.5%	69.1%	68.5%	69.6%	72.3%	69.9%	73.5%	75.3%
Operating Expenses													
Sales and Marketing	150.4	46.0	44.9	41.8	39.2	171.9	48.0	51.3	54.3	54.3	207.9	239.0	281.1
% of revenue	53.9%	58.4%	51.8%	39.0%	38.2%	45.8%	43.5%	43.7%	43.8%	43.0%	43.5%	45.5%	40.2%
Research and Development	42.3	12.3	13.1	13.8	15.6	54.8	16.8	18.8	18.5	19.0	73.1	84.1	109.7
% of revenue	15.2%	15.6%	15.2%	12.9%	15.2%	14.6%	15.2%	16.0%	14.9%	15.0%	15.3%	14.7%	15.7%
General and Administrative	45.2	13.4	13.1	13.5	15.9	56.0	15.8	19.3	16.0	16.4	67.5	78.9	82.3
% of revenue	16.2%	17.1%	15.2%	12.6%	15.5%	14.9%	14.3%	16.4%	12.9%	13.0%	14.1%	13.8%	11.8%
Total Operating Expenses	237.9	71.8	71.1	69.0	70.7	282.7	80.5	89.4	88.8	89.7	348.4	402.0	473.1
% of revenue	85.2%	91.1%	82.2%	64.5%	68.9%	75.4%	73.0%	76.1%	71.6%	71.0%	72.9%	70.3%	67.7%
Operating Income	(51.1)	(18.8)	(13.3)	8.4	1.4	(22.3)	(4.3)	(8.9)	(2.5)	1.6	(14.0)	18.3	53.4
Operating Margin	-18.3%	-23.8%	-15.4%	7.9%	1.4%	-5.9%	-3.9%	-7.5%	-2.0%	1.3%	-2.9%	3.2%	7.6%
Interest (expense) income, net	(0.1)	0.5	1.0	1.1	1.4	4.1	1.6	1.7	1.4	1.4	6.1	5.3	5.9
Other Income (Expense), Net	(5.5)	(1.8)	0.0	(1.1)	1.4	(1.1)	(0.9)	2.4	0.0	0.0	1.5	0.0	0.0
				. ,							-		
Total Interest and Other Income	(5.5)	(1.3)	1.1	0.1	3.2	3.0	0.7	4.1	1.4	1.4	7.6	5.3	5.9
Income Before Taxes	(56.6)	(20.1)	(12.3)	8.5	4.6	(19.3)	(3.5)	(4.8)	(1.1)	3.0	(6.4)	23.6	59.3
Income Tax Expense (Benefit)	0.7	0.3	0.2	0.3	0.6	1.4	0.3	0.3	(0.2)	0.6	1.0	4.7	11.9
Tax Rate	-1.2%	-1.5%	-1.4%	3.5%	14.1%	-7.4%	-8.9%	-6.9%	20.0%	20.0%	-16.0%	20.0%	20.0%
100.100	1.2/0	1.078	17/0	0.078	1-7.170	7.470	0.578	0.070	20.070	20.078	10.078	20.078	20.078
Net Income	(57.3)	(20.4)	(12.4)	8.2	3.9	(20.7)	(3.8)	(5.1)	(0.9)	2.4	(7.5)	18.9	47.4
Non-GAAP EPS		_							(\$0.00)	\$0.01	(\$0.03)	\$0.07	\$0.18
Shares Outstanding									(\$0.00)	Ψ0.01	(\$0.00)	φ0.01	ψ0.10
Basic									234.0	235.2	224.6	238.1	241.1
									234.0	230.2	234.6		
y/y growth												1.5%	1.3%
q/q growth									_	0.5%			
									252.0	256.3	254.2	259.1	265.2
Diluted					ı					200.0	202		
Diluted  y/y growth											202	1.9%	2.4%
										1.7%	20112		2.4%

Exhibit 174: OneStream Balance Sheet													
(\$ in millions, except per share data)	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Dec-24	Dec-25	Dec-26
	2022	1Q23	2Q23	3Q23	4Q23	2023	1Q24	2Q24	3Q24E	4Q24E	2024E	2025E	2026E
Current assets													
Cash and cash equivalents	14.7	96.4	96.2	90.7	117.1	117.1	141.3	140.5	451.6	119.4	119.4	134.0	158.4
Marketable securities	86.2	0.1	0.1	0.0	0.0	0.0	0.0	0.0			0.0	0.0	0.0
Accounts receivable, net	87.6	68.5	74.4	98.2	107.3	107.3	88.9	92.9	125.6	141.5	141.5	195.2	235.6
Unbilled accounts receivable	38.2	37.9	35.9	34.6	31.5	31.5	31.8	29.6	32.2	32.9	32.9	36.0	40.6
Deferred commissions, current	13.9	14.4	16.2	15.8	17.2	17.2	17.9	19.1	19.6	26.3	26.3	40.5	58.1
Prepaid expenses and other current assets	9.3	11.2	9.9	9.5	13.1	13.1	13.2	9.4	14.9	15.2	15.2	18.0	22.1
Total current assets	249.9	228.5	232.7	248.8	286.2	286.2	293.0	291.5	643.9	335.3	335.3	423.6	514.7
Non-current assets													
Property and equipment, net	9.5	9.3	10.3	11.3	10.3	10.3	10.4	10.7	11.2	11.7	11.7	8.7	6.4
Unbilled accounts receivable, noncurrent	5.0	5.2	6.3	5.2	2.0	2.0	10.4	10.7	1.8	1.8	1.8	1.8	1.8
Deferred commissions, non-current	35.0	35.4	35.6	36.1	41.0	41.0	40.7	41.3	45.8	61.5	61.5	94.5	135.5
Operating lease right-of-use assets	15.4	18.0	18.7	19.0	18.6	18.6	40.7 17.8	17.2	45.6 17.2	17.2	17.2	17.2	17.2
Intangible Assets	13.4	10.0	10.7	19.0	10.0	10.0	17.0	3.1	17.2	17.2	17.2	17.2	17.2
Goodwill								3. i 9.1					
Other assets	5.3	3.1	2.8	3.3	3.5	3.5	4.4	4.9	5.0	<i>E</i> 1	5.1	6.0	7.4
Total assets	320.0	299.6	306.4	323.8	361.6	361.6	4.1 367.7	379.7	724.9	5.1 <b>432.6</b>	432.6	551.8	683.1
TOTAL ASSETS	320.0	299.0	300.4	323.0	301.0	301.0	301.1	319.1	124.9	432.0	432.0	331.0	003.1
Current liabilities													
Accounts payable	18.8	10.3	16.4	14.1	8.3	8.3	13.9	24.7	21.4	18.9	18.9	15.1	20.9
Accrued compensation	57.6	13.7	19.8	17.8	22.4	73.6	17.4	25.4	22.0	27.8	27.8	32.9	40.5
Accrued commissions					10.2		6.4	6.0	9.9	10.1	10.1	12.0	14.8
Deferred revenue, current	113.3	123.2	137.1	146.5	177.5	177.5	186.7	193.5	195.5	245.0	245.0	310.9	381.8
Operating lease liabilities, current	0.0				2.5	2.5	2.8	3.0	3.0	3.0	3.0	3.0	3.0
Other current liabilities	23.7	25.6	17.8	20.9	11.5	11.5	16.9	10.0	28.0	26.5	26.5	24.1	34.1
Total current liabilities	213.5	172.7	191.0	199.3	232.4	273.9	244.2	262.6	279.9	331.3	331.3	398.0	495.1
Long term liabilities													
Noncurrent debt	3.5	0.0	0.0	0.0	0.0	0.0	0.0		0.0	0.0	0.0	0.0	0.0
Deferred revenue, non-current	3.0	2.8	3.4	3.1	5.1	5.1	4.2	3.3	4.1	4.3	4.3	5.5	5.7
a/a growth	5.0	-7.5%	20.2%	-6.6%	63.6%	0.1	-19.0%	-20.0%	21.7%	6.9%	7.5	0.0	0.7
Operating lease liabilities, non-current	13.3	17.0	17.3	18.0	17.5	17.5	17.0	-20.0% 16.1	16.1	16.1	16.1	16.1	16.1
Other noncurrent liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.2	0.0	0.0	0.0	0.0	0.0
Total Liabilities	233.3	192.4	211.7	220.5	255.0	296.6	265.5	282.2	300.1	351.7	351.7	419.6	516.9
וטומו בומטוווונפס	200.0	132.4	211.7	220.3	233.0	230.0	200.0	202.2	300.1	331.7	331.7	713.0	310.5
Stockholders' equity	127.1	107.2	94.7	103.3	106.5	106.5	102.5	97.5	424.8	80.8	80.8	132.3	166.1
			-										

306.4

323.8

361.6

361.6

368.0

379.7

Total liabilities and shareholders' equity 320.0 299.6 306
Source: company reports, Guggenheim Securities, LLC estimates and analysis

724.9

432.6

551.8

683.1

432.6

(\$ in millions, except per share data)	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Dec-24	Dec-25	Dec-26
	2022	1Q23	2Q23	3Q23	4Q23	2023	1Q24	2Q24	3Q24E	4Q24E	2024E	2025E	2026E
Cash from Operating Activities													
Net income (loss)	(65.5)	(23.1)	(15.4)	6.8	2.8	(28.9)	(5.0)	(7.9)	(280.9)	(28.4)	(322.1)	(119.3)	(102.9)
Depreciation and amortization	2.7	0.7	0.7	0.8	0.7	2.9	0.7	0.9	0.8	0.8	3.1	3.0	2.2
Bad debt expense	0.5	0.5	0.3	0.5	0.3	1.6	0.9	0.7			1.6	0.0	0.0
Amortization of deferred commissions	14.7	3.8	3.9	4.9	4.3	17.0	0.7	8.8	5.8	5.4	20.8	25.3	31.5
Noncash operating lease expense	2.2	0.7	0.7	0.3	0.8	2.4	4.6	(3.2)			1.4	0.0	0.0
Equity-based compensation, net	8.3	2.7	2.9	1.4	1.2	8.3	1.1	2.7	279.8	31.4	315.1	142.9	162.2
Other noncash operating activities, net	5.4	1.9	(0.2)	0.2	(0.2)	1.6	0.4	(2.4)			(2.0)	0.0	0.0
Working Capital:	(1.2)	10.8	7.7	(19.2)	17.1	16.4	22.2	8.4	(42.2)	8.9	(2.7)	(40.2)	(61.7)
Accounts receivable	(34.8)	18.6	(5.2)	(21.9)	(3.2)	(11.7)	17.6	(2.6)	(32.7)	(15.9)	(33.6)	(53.7)	(40.4)
Deferred commissions	(27.2)	(4.7)	(5.9)	(5.0)	(10.7)	(26.4)	(4.9)	(6.8)	(10.8)	(27.9)	(50.4)	(72.4)	(90.1)
Prepaid expenses and other assets	(19.0)	(6.2)	0.4	(0.6)	(3.6)	(10.0)	0.2	2.4	(5.6)	(0.4)	(3.3)	(3.7)	(5.5)
Accounts payable	3.9	(8.7)	5.4	(3.1)	(5.3)	(11.6)	5.4	8.7	3.3	2.5	19.9	3.8	(5.8)
Deferred revenue	54.7	9.6	14.5	9.2	32.9	66.2	8.3	6.0	2.7	49.7	66.7	82.7	77.0
Accrued and other liabilities	21.3	2.2	(1.4)	2.2	6.8	9.8	(4.4)	0.8	0.8	0.8	(2.0)	3.2	3.2
Net cash provided by operating activities	(32.9)	(2.0)	0.8	(4.4)	26.8	21.3	25.5	8.1	(36.7)	18.1	15.1	11.7	31.4
y/y growth		-88.7%	-109.5%	-65.8%	374.5%	-164.6%	-1405.7%	916.2%	739.6%	-32.4%	-29.2%	-22.6%	169.2%
Operating cash flow margin	-11.8%	-2.5%	0.9%	-4.1%	26.1%	5.7%	23.2%	6.9%	-29.6%	14.3%	3.1%	2.0%	4.5%
Cash from investing activities	( <b>-</b> 0)			4		(0.0)					(0.0)	(= =\	( <b>-</b> a)
Purchases of property and equipment	(5.0)	(0.4)	(1.0)	(0.9)	(0.2)	(2.6)	(0.7)	(0.4)	(1.2)	(1.3)	(3.6)	(5.7)	(7.0)
Acquisition of business, net of cash acquired								(7.6)					
Sales of marketable securities	41.3	87.2	0.0	0.1	0.0	87.3	0.0	0.0			0.0	0.0	0.0
Purchases of marketable securities	(1.4)	0.0	0.0	0.0	0.0	0.0	0.0	0.0			0.0	0.0	0.0
Net cash used in investing activities	34.9	86.8	(1.0)	(0.8)	(0.2)	84.7	(0.7)	(8.0)	(1.2)	(1.3)	(3.6)	(5.7)	(7.0)
Cash from financing activities													
Proceeds from borrowings on revolving credit facility	3.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0					
Payments of deferred offering costs	(1.9)	0.0	0.0	0.0	0.0	0.0	(0.4)	(0.7)					
Payments of deferred financing costs	0.0	0.0	0.0	0.0	(0.5)	(0.5)	0.0	0.0					
Repayments of borrowings on revolving credit facility	0.0	(3.5)	0.0	0.0	0.0	(3.5)	0.0	0.0					
Proceeds from exercise of common unit options	0.0	0.2	0.0	0.0	0.0	0.2	0.0	0.0					
Principal payments on finance lease obligation	(0.1)	(0.0)	(0.0)	0.0	0.0	(0.0)	0.0	0.0					
Net cash provided by financing activities	1.5	(3.3)	(0.0)	0.0	(0.5)	(3.8)	(0.4)	(0.7)	0.0	0.0	0.0	0.0	0.0
FX Impact on cash and equivalents	(0.2)	0.1	0.1	(0.3)	0.3	0.2	(0.3)	(0.2)			(0.5)	0.0	0.0
Cash balance, beginning of period	11.5	14.7	96.4	96.2	90.7	14.7	117.1	141.3	140.5	102.6	117.1	128.1	134.0
Net change in cash	3.2	81.7	(0.1)	(5.5)	26.4	102.4	24.2	(0.8)	(38.0)	16.9	11.0	5.9	24.4
Cash balance, end of period	14.7	96.4	96.2	90.7	117.1	117.1	141.3	140.5	102.6	119.4	128.1	134.0	158.4

### Exhibit 176: OneStream Discounted Cash Flow Model - Plausible Case

12/31/2024

\$ in millions, except per share data

Next Fiscal Year End

Assumptions and Inputs	
Current risk-free rate	3.83%
Beta	1.50
Historical equity risk premium	6.5%
Terminal growth rate	5.0%
Market Value (\$M)	\$ 8,616
Debt Value (\$M)	\$ -
Cost of equity	13.6%
Cost of debt	4.5%
Tax rate	20.0%
WACC	13.6%
Last earnings period end	6/30/2024

Scenario 2: Plausible Case															
	His	toricals			Hyper	Growth Peri	iod			Transi	tionary Peri	iod		Terminal	
Fiscal year	2021	2022	2023	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E	Per
Corresponding Calendar Year		2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	
Period				0.5	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9.5	10.5	
Risk free rate		3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	
Beta		1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.42	1.33	1.25	1.17	1.08	1.00	
Equity risk premium		6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity		13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	13.0%	12.5%	12.0%	11.4%	10.9%	10.3%	
Cost of debt		4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	
Debt/Total Value			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.7%	3.3%	5.0%	6.7%	8.3%	10.0%	
WACC			13.6%	13.6%	13.6%	13.6%	13.6%	13.6%	12.9%	12.2%	11.5%	10.9%	10.3%	9.7%	
Discount factor				0.938	0.826	0.727	0.640	0.564	0.514	0.473	0.441	0.415	0.395	0.380	
Total Revenue	184	279	375	493	620	776	970	1,212	1,474	1,745	2,007	2,241	2,427	2,549	
y/y change		52.2%	34.3%	31.6%	25.6%	25.2%	25.0%	25.0%	21.7%	18.3%	15.0%	11.7%	8.3%	5.0%	
Free Cash Flow to Firm (FCFF)		(38)	22	17	50	116	194	242	332	436	552	672	789	892	
FCF margin		-13.6%	5.8%	3.4%	8.0%	15.0%	20.0%	20.0%	22.5%	25.0%	27.5%	30.0%	32.5%	35%	
y/y change			-157.8%	-23.0%	193.8%	134.7%	66.7%	25.0%	36.9%	31.5%	26.5%	21.8%	17.4%		
Diluted Shares Outstanding				254	259	265	268	271	273	275	277	279	281	282	
y/y change					1.9%	2.4%	1.0%	1.0%	0.9%	0.8%	0.8%	0.7%	0.6%	0.5%	
FCFF per share				0.07	0.19	0.44	0.72	0.90	1.22	1.58	1.99	2.41	2.81	3.16	
NPV of FCF per share				0.06	0.16	0.32	0.46	0.51	0.62	0.75	0.88	1.00	1.11	1.20	

NPV of FCF/Share, F2023-F2033	\$7.07
Terminal Value FCF/Share	\$25.78
Total NPV of FCF/Share	\$32.85
Net Cash per share	\$ 1.69
Net cash balance	452
Working Capital - 5% of revenue	24.7
Shares outstanding	252
Total Implied NPV/Share	\$ 35
Current Price	\$ 33.90
Upside/(Downside) Potential	2%

**PANW** 

**Exhibit 177: Palo Alto Networks GAAP Income Statement** 

EXHIBIT 177. Palo Alto Netw		AP IIICO														(=)
\$ in millions, except per share data	2019 Full Year	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Oct-23 1Q24	Jan-24 2Q24	Apr-24 3Q24	Jul-24 4Q24	2024 Full Year	Oct-24 1Q25E	Jan-25 2Q25E	Apr-25 3Q25E	Jul-25 4Q25E	2025 (E) Full Year	2026 (E) Full Year
GAAP Income Statement																
Product	1,096.2	1,064.2	1,120.3	1,363.1	1,578.4	341.1	390.7	391.0	480.5	1,603.3	371.0	388.0	402.9	516.7	1,678.7	1,729.3
Subscription	1,032.7	1,405.3	1,898.8	2,539.0	3,335.8	988.3	1,027.1	1,045.6	1,127.5	4,188.5	1,180.7	1,240.6	1,299.7	1,388.6	5,109.6	6,141.4
Support	770.7	938.9	1,237.0	1,599.4	1,978.5	548.7	557.3	548.2	581.5	2,235.7	563.3	579.4	583.9	609.7	2,336.3	2,450.2
Subscription & Support	1,803.4	2,344.2	3,135.8	4,138.4	5,314.3	1,537.0	1,584.4	1,593.8	1,709.0	6,424.2	1,744.0	1,820.0	1,883.6	1,998.3	7,445.9	8,591.6
Total Revenue	2,899.6	3,408.4	4,256.1	5,501.5	6,892.7	1,878.1	1,975.1	1,984.8	2,189.5	8,027.5	2,115.0	2,208.0	2,286.5	2,515.0	9,124.5	10,320.9
Cost of Revenue																
Product	315.9	294.4	308.5	455.5	418.3	77.4	88.2	77.9	104.7	348.2	80.5	83.9	87.2	110.9	362.6	372.2
Subscription & Support	492.5	705.1	966.4	1,263.2	1,491.4	395.4	410.9	435.7	469.0	1.711.0	461.4	480.3	498.2	528.6	1,968.5	2,235.4
Total Cost of Revenue	808.4	999.5	1,274.9	1,718.7	1,909.7	472.8	499.1	513.6	573.7	2,059.2	541.9	564.2	585.4	639.6	2,331.1	2,607.6
% of revenue	27.9%	29.3%	30.0%	31.2%	27.7%	25.2%	25.3%	25.9%	26.2%	25.7%	25.6%	25.6%	25.6%	25.4%	25.5%	25.3%
Gross Profit																
Product	780.3	769.8	811.8	907.6	1.160.1	263.7	302.5	313.1	375.8	1.255.1	290.5	304.1	315.7	405.8	1.316.1	1.357.1
Gross Margin	71.2%	72.3%	72.5%	66.6%	73.5%	77.3%	77.4%	80.1%	78.2%	78.3%	78.3%	78.4%	78.3%	78.5%	78.4%	78.5%
Subscription & Support	1,310.9	1,639.1	2,169.4	2,875.2	3,822.9	1,141.6	1,173.5	1,158.1	1,240.0	4,713.2	1,282.6	1,339.7	1,385.4	1,469.6	5,477.3	6.356.2
Gross Margin	72.7%	69.9%	69.2%	69.5%	71.9%	74.3%	74.1%	72.7%	72.6%	73.4%	73.5%	73.6%	73.6%	73.5%	73.6%	74.0%
Total Gross Profit	2,091.2	2.408.9	2,981.2	3,782.8	4,983.0	1,405.3	1,476.0	1,471.2	1,615.8	5,968.3	1,573.1	1,643.8	1,701.1	1,875.4	6,793.4	7,713.3
Gross Margin	72.1%	70.7%	70.0%	68.8%	72.3%	74.8%	74.7%	74.1%	73.8%	74.3%	74.4%	74.4%	74.4%	74.6%	74.5%	74.7%
Oroso margin	12.170	70.170	70.070	00.070	72.070	14.070	74.770	14.170	70.070	74.070	7 - 7 - 7 - 7 - 7 - 7 - 7 - 7 - 7 - 7 -	7 - 1 - 7 - 7 - 7	14.470	14.070	74.070	141170
Operating Expenses																
Research and Development	539.5	768.1	1,140.4	1,417.7	1,604.0	409.5	447.9	457.2	494.8	1,809.4	450.3	485.9	517.5	572.2	2,025.9	2,229.6
% of revenue	18.6%	22.5%	26.8%	25.8%	23.3%	21.8%	22.7%	23.0%	22.6%	22.5%	21.3%	22.0%	22.6%	22.8%	22.2%	21.6%
Sales and Marketing	1,344.0	1,520.2	1,753.8	2,148.9	2,544.0	660.5	673.0	718.7	742.3	2,794.5	731.8	740.8	786.6	852.3	3,111.5	3,469.5
% of revenue	46.4%	44.6%	41.2%	39.1%	36.9%	35.2%	34.1%	36.2%	33.9%	34.8%	34.6%	33.6%	34.4%	33.9%	34.1%	33.6%
General and Administrative	261.8	299.6	391.1	405.0	447.7	120.1	301.5	118.6	140.3	680.5	129.8	123.1	126.1	132.9	511.9	561.3
% of revenue	9.0%	8.8%	9.2%	7.4%	6.5%	6.4%	15.3%	6.0%	6.4%	8.5%	6.1%	5.6%	5.5%	5.3%	5.6%	5.4%
Total Operating Expenses	2,145.3	2,587.9	3,285.3	3,971.6	4,595.7	1,190.1	1,422.4	1,294.5	1,377.4	5,284.4	1,311.9	1,349.7	1,430.3	1,557.4	5,649.3	6,260.3
% of revenue	74.0%	75.9%	77.2%	72.2%	66.7%	63.4%	72.0%	65.2%	62.9%	65.8%	62.0%	61.1%	62.6%	61.9%	61.9%	60.7%
Operating Income	(54.1)	(179.0)	(304.1)	(188.8)	387.3	215.2	53.6	176.7	238.4	683.9	261.3	294.0	270.8	318.0	1,144.1	1,453.0
Operating Margin	-1.9%	-5.3%	-7.1%	-3.4%	5.6%	11.5%	2.7%	8.9%	10.9%	8.5%	12.4%	13.3%	11.8%	12.6%	12.5%	14.1%
Interest Income	0.0	0.0	0.0	0.0						0.0	0.0	0.0	0.0	0.0	0.0	0.0
					(27.2)	(2.0)	(2.0)	(2.2)	(0.2)							
Interest Expense	(83.9) 63.4	(88.7) 35.9	(163.3) 2.4	(27.4) 9.0	(27.2) 206.2	(2.9) 70.3	(2.8)	(2.3) 76.8	(0.3) 80.9	(8.3)	(1.4) 75.5	(1.4) 75.5	(1.4)	(1.4)	(5.6)	(5.6) 320.0
Other Income (Expense), Net						70.3 67.4	84.7			312.7			75.5	75.5	302.0	320.0 <b>314.4</b>
Total Interest and Other Income	(20.5)	(52.8)	(160.9)	(18.4)	179.0	67.4	81.9	74.5	80.6	304.4	74.1	74.1	74.1	74.1	296.4	314.4
Income Before Taxes	(74.6)	(231.8)	(465.0)	(207.2)	566.3	282.6	135.5	251.2	319.0	988.3	335.4	368.1	344.9	392.1	1,440.5	1,767.3
Income Tax Expense (Benefit)	7.3	35.2	33.9	59.8	126.6	88.4	(1,611.4)	(27.6)	(38.7)	(1,589.3)	73.8	81.0	75.9	86.3	316.9	388.8
Tax Rate	NM	NM	NM	NM	22.4%	31.3%	NM	-11.0%	-12.1%	-160.8%	22.0%	22.0%	22.0%	22.0%	22.0%	22.0%
Net Income	(81.9)	(267.0)	(498.9)	(267.0)	439.7	194.2	1,746.9	278.8	357.7	2,577.6	261.6	287.1	269.0	305.8	1,123.6	1,378.5
GAAP EPS	(\$0.87)	(\$2.76)	(\$5.18)	(\$2.72)	\$1.27	\$0.56	\$4.89	\$0.79	\$1.01	\$7.24	\$0.80	\$0.88	\$0.82	\$0.92	\$3.42	\$4.11
Shares Outstanding																
Basic	94.5	96.9	96.4	98.6	303.2	310.1	319.6	322.9	324.4	319.2	326.0	327.7	329.3	330.9	328.5	335.1
y/y growth	3.1%	2.5%	-0.5%	2.2%	207.7%	34.9%	5.7%	6.3%	5.7%	5.3%	5.1%	2.5%	2.0%	2.0%	2.9%	2.0%
g/g growth						1.0%	3.1%	1.0%	0.5%		0.5%	0.5%	0.5%	0.5%		
Diluted	94.5	96.9	96.4	101.7	342.3	349.8	357.5	354.6	353.9	354.0	326.0	327.7	329.3	330.9	328.5	335.1
y/y growth	3.1%	2.5%	-0.5%	5.5%	236.6%	3.4%	7.8%	2.9%	-0.2%	3.4%	-6.8%	-8.3%	-7.1%	-6.5%	-7.2%	2.0%
q/q growth						-1.3%	2.2%	-0.8%	-0.2%		-7.9%	0.5%	0.5%	0.5%		

Exhibit 178: Palo Alto Networks Non-GAAP Income Statement

EXHIBIT 176. Palo Alto Netw			IIICOIII							0004					0005 (5)	2000 (5)
\$ in millions, except per share data	2019 Full Year	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Oct-23 1Q24	Jan-24 2Q24	Apr-24 3Q24	Jul-24 4Q24	2024 Full Year	Oct-24 1Q25E	Jan-25 2Q25E	Apr-25 3Q25E	Jul-25 4Q25E	2025 (E) Full Year	2026 (E) Full Year
Non-GAAP Income Statement																
Product	1,096.2	1,064.2	1,120.3	1,363.1	1,578.4	341.1	390.7	391.0	480.5	1,603.3	371.0	388.0	402.9	516.7	1,678.7	1,729.3
Subscription	1,032.7	1,405.3	1,898.8	2,539.0	3,335.8	988.3	1,027.1	1,045.6	1,127.5	4,188.5	1,180.7	1,240.6	1,299.7	1,388.6	5,109.6	6,141.4
Support	770.7	938.9	1,237.0	1.599.4	1,978.5	548.7	557.3	548.2	581.5	2,235.7	563.3	579.4	583.9	609.7	2.336.3	2.450.2
Subscription & Support	1.803.4	2.344.2	3.135.8	4.138.4	5,314.3	1,537.0	1,584.4	1,593.8	1,709.0	6.424.2	1.744.0	1,820.0	1,883.6	1,998.3	7.445.9	8,591.6
Total Revenue	2,899.6	3,408,4	4,256.1	5,501.5	6,892.7	1,878.1	1.975.1	1.984.8	2,189.5	8.027.5	2,115.0	2,208.0	2,286.5	2,515.0	9,124.5	10.320.9
y/y growth	27.5%	17.5%	24.9%	29.3%	25.3%	20.1%	19.3%	15.3%	12.1%	16.5%	12.6%	11.8%	15.2%	14.9%	13.7%	13.1%
q/q growth	27.070	171070	2	20.070	20.070	-3.8%	5.2%	0.5%	10.3%	70.070	-3.4%	4.4%	3.6%	10.0%	70.770	10.170
· · ·						0.070	0.270	0.070	70.070		0.770	,0	0.070	70.070		
Cost of Revenue																
Product	299.7	284.8	294.8	427.2	403.9	73.8	84.8	74.4	101.8	334.8	78.6	82.2	85.4	109.5	355.6	364.9
Subscription & Support	373.9	548.5	759.9	1,025.3	1,258.5	338.5	349.8	370.0	405.2	1,463.5	404.6	422.2	437.0	463.6	1,727.4	1,976.1
Total Cost of Revenue	673.6	833.3	1,054.7	1,452.5	1,662.4	412.3	434.6	444.4	507.0	1,798.3	483.2	504.4	522.4	573.1	2,083.1	2,341.0
% of revenue	23.2%	24.4%	24.8%	26.4%	24.1%	22.0%	22.0%	22.4%	23.2%	22.4%	22.8%	22.8%	22.8%	22.8%	22.8%	22.7%
Gross Profit																
Product	796.5	779.4	825.5	935.9	1,174.5	267.3	305.9	316.6	378.7	1,268.5	292.4	305.8	317.6	407.2	1,323.0	1,364.4
Gross Margin	72.7%	73.2%	73.7%	68.7%	74.4%	78.4%	78.3%	81.0%	78.8%	79.1%	78.8%	78.8%	78.8%	78.8%	78.8%	78.9%
Subscription & Support	1,429.5	1,795.7	2,375.9	3,113.1	4,055.8	1,198.5	1,234.6	1,223.8	1,303.8	4,960.7	1,339.4	1,397.7	1,446.6	1,534.7	5,718.4	6,615.5
Gross Margin	79.3%	76.6%	75.8%	75.2%	76.3%	78.0%	77.9%	76.8%	76.3%	77.2%	76.8%	76.8%	76.8%	76.8%	76.8%	77.0%
Total Gross Profit	2,226.0	2,575.1	3,201.4	4,049.0	5,230.3	1,465.8	1,540.5	1,540.4	1,682.5	6,229.2	1,631.8	1,703.5	1,764.2	1,941.9	7,041.5	7,980.0
Gross Margin	76.8%	75.6%	75.2%	73.6%	75.9%	78.0%	78.0%	77.6%	76.8%	77.6%	77.2%	77.2%	77.2%	77.2%	77.2%	77.3%
Operating Expenses																
	0.47.0	407.0	704.0	000.0	4 007 4	005.0	000.0	040.0	050.0	4.050.0	040.0	000.0	005.0	005.0	4 440 4	4 505 0
Research and Development	347.8	487.9	701.2	926.3	1,097.4 <i>15.9%</i>	285.6	302.0	319.8	350.8	1,258.2	318.3	333.6	365.8	395.6	1,413.4	1,585.9
% of revenue	12.0%	14.3%	16.5%	16.8%		15.2%	15.3%	16.1%	16.0%	15.7%	15.1%	15.1%	16.0%	15.7%	15.5%	15.4%
Sales and Marketing	1,101.1	1,290.0	1,452.1	1,805.9	2,168.0	571.2	586.0	631.8	660.1	2,449.1	637.7	651.3	692.8	754.5	2,736.4	3,073.8
% of revenue	38.0%	37.8%	34.1%	32.8%	31.5%	30.4%	29.7%	31.8%	30.1%	30.5%	30.2%	29.5%	30.3%	30.0%	30.0%	29.8%
General and Administrative	139.9	198.1	245.8	274.0	305.0	79.7	88.3	80.9	83.3	332.2	86.7	92.7	91.7	96.6	367.7	409.7
% of revenue	4.8%	5.8%	5.8%	5.0%	4.4%	4.2%	4.5%	4.1%	3.8%	4.1%	4.1%	4.2%	4.0%	3.8%	4.0%	4.0%
Total Operating Expenses	1,588.8	1,976.0	2,399.1	3,006.2	3,570.4	936.5	976.3	1,032.5	1,094.2	4,039.5	1,042.7	1,077.7	1,150.4	1,246.7	4,517.5	5,069.4
% of revenue	54.8%	58.0%	56.4%	54.6%	51.8%	49.9%	49.4%	52.0%	50.0%	50.3%	49.3%	48.8%	50.3%	49.6%	49.5%	49.1%
Operating Income	637.2	599.1	802.3	1,042.8	1,659.9	529.3	564.2	507.9	588.3	2,189.7	589.1	625.8	613.8	695.2	2,524.0	2,910.6
Operating Margin	22.0%	17.6%	18.9%	19.0%	24.1%	28.2%	28.6%	25.6%	26.9%	27.3%	27.9%	28.3%	26.8%	27.6%	27.7%	28.2%
Interest Income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest Expense	(13.7)	(14.8)	(20.4)	(22.0)	(27.2)	(2.9)	(2.8)	(2.3)	0.3	(7.7)	(0.9)	(0.9)	(0.9)	(0.9)	(3.6)	(3.6)
Other Income (Expense), Net	68.1	37.0	4.8	8.1	213.5	71.3	84.7	77.6	81.5	315.1	75.5	75.5	75.5	75.5	302.0	320.0
Total Interest and Other Income	54.4	22.2	(15.6)	(13.9)	186.3	68.4	81.9	75.3	81.8	307.4	74.6	74.6	74.6	74.6	298.4	316.4
			, ,	, ,												
Income Before Taxes	691.6	621.3	786.7	1,028.9	1,846.2	597.7	646.1	583.2	670.1	2,497.1	663.7	700.4	688.4	769.8	2,822.4	3,227.0
Income Tax Expense (Benefit)	152.2	136.7	173.0	226.4	406.2	131.4	142.5	128.3	147.3	549.5	146.0	154.1	151.5	169.4	620.9	709.9
Tax Rate	22.0%	22.0%	22.0%	22.0%	22.0%	22.0%	22.1%	22.0%	22.0%	22.0%	22.0%	22.0%	22.0%	22.0%	22.0%	22.0%
Net Income	539.4	484.6	613.7	802.5	1,440.0	466.3	504.7	454.9	522.8	1,948.7	517.7	546.3	537.0	600.5	2,201.4	2,517.0
Non-GAAP EPS	\$5.45	\$4.88	\$6.14	\$7.56	\$4.44	\$1.38	\$1.46	\$1.32	\$1.51	\$5.67	\$1.48	\$1.56	\$1.52	\$1.69	\$6.25	\$7.05
y/y growth	29.9%	-10.4%	25.9%	23.1%	-41.3%	65.9%	38.8%	19.3%	4.8%	27.8%	7.6%	6.9%	15.4%	12.2%	10.3%	12.8%
Shares Outstanding																
Basic	94.5	96.9	96.4	98.6	285.7	310.1	319.6	322.9	324.4	319.3	326.0	327.7	329.3	330.9	328.5	335.1
y/y growth	3.1%	2.5%	-0.5%	2.2%		34.9%	5.7%	6.3%	5.7%	11.7%	5.1%	2.5%	2.0%	2.0%	2.9%	2.0%
q/q growth						1.0%	3.1%	1.0%	0.5%		0.5%	0.5%	0.5%	0.5%		
Diluted	99.0	99.3	99.9	106.1	324.4	338.2	344.5	345.1	346.5	343.6	349.0	351.2	353.0	354.8	352.0	356.9
y/y growth	3.7%	0.3%	0.6%	6.2%		5.5%	8.9%	6.1%	3.4%	5.9%	3.2%	2.0%	2.3%	2.4%	2.4%	1.4%
q/q growth						0.9%	1.9%	0.2%	0.4%		0.7%	0.6%	0.5%	0.5%		
% of basic						109.1%	107.8%	106.9%	106.8%		107.1%	107.2%	107.2%	107.2%		
	·															

**Exhibit 179: Palo Alto Networks Balance Sheet** 

0: ""	2010	2000	0004	0000	0000	1				0004					0005 (5)	0000 (5)
\$ in millions, except per share data	2019	2020	2021	2022	2023	Oct-23	Jan-24	Apr-24	Jul-24	2024	Oct-24	Jan-25	Apr-25	Jul-25	2025 (E)	2026 (E)
Dalamas Ohaat	Full Year	Full Year	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24</u>	<u>4Q24</u>	Full Year	<u>1Q25E</u>	2Q25E	<u>3Q25E</u>	4Q25E	Full Year	Full Year
Balance Sheet																
Current assets																
Cash and cash equivalents	961.4	2,958.0	1,874.2	2,118.5	1,135.3	2,491.4	1,782.5	1,373.7	1,535.2	1,535.2	2,808.0	3,474.3	4,111.1	4,419.2	4,419.2	7,802.7
Short-term investments	1,841.7	789.8	1,026.9	1,516.0	1,254.7	1,402.4	1,588.5	1,516.7	1,043.6	1,043.6	1,043.6	1,043.6	1,043.6	1,043.6	1,043.6	1,043.6
Accounts receivable, net	582.4	1,037.1	1,240.4	2,142.5	2,463.2	1,413.0	1,896.3	1,715.4	2,618.6	2,618.6	1,599.3	1,839.0	1,879.4	3,155.8	3,155.8	3,581.0
Short-term financing receivables, net	0.0	0.0	0.0	111.3	388.8	445.9	445.5	572.3	725.9	725.9	685.3	750.7	777.4	1,207.2	1,207.2	1,584.3
Short-term deferred contract costs	0.0	206.0	276.5	317.7	339.2	328.7	328.0	337.0	369.0	369.0	343.2	345.3	357.6	366.0	366.0	393.7
Prepaid expenses and other current assets	279.3	138.3	229.3	208.9	466.8	396.2	405.9	403.7	557.4	557.4	431.5	441.6	457.3	633.8	633.8	622.4
Total current assets	3,664.8	5,129.2	4,647.3	6,414.9	6,048.0	6,477.6	6,446.7	5,918.8	6,849.7	6,849.7	6,910.9	7,894.4	8,626.4	10,825.6	10,825.6	15,027.8
Non-current assets																
Property and equipment, net	296.0	348.1	318.4	357.8	354.5	352.6	352.3	350.3	361.1	361.1	366.0	374.4	383.5	396.7	396.7	414.4
Operating lease righ-of-use assets	0.0	258.7	262.9	242.0	263.3	274.3	355.8	369.7	385.9	385.9	385.9	385.9	385.9	385.9	385.9	385.9
Long-term investments	575.4	554.4	888.3	1,051.9	3,047.9	2,988.9	3,619.6	3,504.4	4,173.2	4,173.2	4,173.2	4,173.2	4,173.2	4,173.2	4,173.2	4,173.2
Long-term financing receivables, net	0.0	0.0	0.0	192.1	653.3	639.8	639.9	882.5	1,182.1	1,182.1	1,184.4	1,280.6	1,371.9	1,509.0	1,509.0	1,754.1
Long-term deferred contract costs	0.0	422.3	494.6	550.1	547.1	515.4	504.6	511.2	562.0	562.0	548.3	540.1	547.7	560.6	560.6	603.1
Goodwill	1,352.3	1,812.9	2,710.1	2,747.7	2,926.8	2,926.8	3,372.7	3,372.7	3,350.1	3,350.1	3,472.3	3,594.4	3,716.6	3,838.7	3,838.7	4,308.3
Intangible assets, net	280.6	358.2	498.6	384.5	315.4	290.5	440.1	407.9	374.9	374.9	353.7	331.7	308.8	283.7	283.7	180.4
Deferred tax assets	0.0	0.0	0.0	17.0	23.1	25.4	2,234.3	2,291.9	2,399.0	2,399.0	2,399.0	2,399.0	2,399.0	2,399.0	2,399.0	2,399.0
Other assets	423.1	181.6	421.4	295.6	321.7	317.2	326.0	321.4	352.9	352.9	338.4	353.3	365.8	402.4	402.4	452.7
Total assets	6,592.2	9,065.4	10,241.6	12,253.6	14,501.1	14,808.5	18,292.0	17,930.8	19,990.9	19,990.9	20,132.1	21,326.9	22,278.7	24,774.8	24,774.8	29,698.9
-																
Current liabilities																
Accounts payable	73.3	63.6	56.9	128.0	132.3	131.8	178.8	108.9	116.3	116.3	148.3	165.8	108.8	150.7	150.7	154.4
Accrued compensation	235.5	322.2	430.6	461.1	548.3	331.4	452.6	385.9	554.7	554.7	338.4	397.4	365.8	553.3	553.3	384.8
Accrued and other liabilities	162.4	256.8	329.4	399.2	390.8	371.5	394.2	412.6	506.7	506.7	423.0	441.6	457.3	553.3	553.3	396.1
Deferred revenue, current	1.582.1	2.049.1	2.741.9	3.641.2	4.674.6	4.732.0	4.918.1	5.014.9	5.541.1	5.541.1	5.581.0	5.782.6	5,962.6	6,641.8	6.641.8	7,965.8
Convertible senior notes, net	0.0	0.0	1,557.9	3,676.8	1,991.5	1,946.7	1,821.8	1,162.5	963.9	963.9	964.9	965.4	965.9	966.4	966.4	968.4
Total current liabilities	2.053.3	2.691.7	5,116.7	8.306.3	7,737.5	7.513.4	7.765.5	7.084.8	7.682.7	7.682.7	7.455.7	7,752.9	7.860.4	8.865.5	8.865.5	9.869.6
	,	,	-,	-,	,	1,01011	1,1 0010	.,	.,	,	1,10011	.,	.,	5,555.5	.,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Long term liabilities																
Covertible senior notes, net	1,430.0	3,084.1	1,668.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred revenue, less current	1,306.6	1,761.1	2,282.1	3,352.8	4,621.8	4,710.8	4,900.3	5,152.7	5,939.4	5,939.4	5,971.7	6,187.4	6,380.0	7,106.7	7,106.7	8,364.1
Long-term operating lease liabilities	0.0	336.6	313.4	276.1	279.2	275.8	362.7	369.8	387.7	387.7	387.7	387.7	387.7	387.7	387.7	387.7
Deferred tax liabilities	0.0	0.0	0.0	5.8	28.1	30.1	588.5	503.0	380.5	380.5	380.5	380.5	380.5	380.5	380.5	380.5
Other long-term liabilities	216.0	90.1	97.7	102.6	86.1	107.9	317.8	352.7	430.9	430.9	211.5	309.1	384.1	503.0	503.0	452.7
Total Liabilities	5.005.9	7,963.6	9,478.0	12,043.6	12,752.7	12,638.0	13,934.8	13,463.0	14,821.2	14,821.2	14,407.1	15,017.6	15,392.8	17,243.4	17,243.4	19,454.6
I OLUI EIGENIILIGO	3,003.3	7,303.0	3,470.0	12,073.0	12,132.1	12,000.0	10,007.0	.5,705.0	17,021.2	17,021.2	. 7,707.1	.5,517.0	10,002.0	.1,245.4	.1,275.4	. 3,737.0
Stockholders' equity	1,586.3	1,101.8	763.6	210.0	1.748.4	2,170.5	4,357.2	4,467.8	5,169.7	5,169.7	5.725.0	6.309.3	6,886.0	7,531.4	7,531.4	10,244.3
Total liabilities and shareholders' equity	6.592.2	9.065.4	10.241.6	12.253.6	14,501.1	14,808.5	18,292.0	17,930.8	19.990.9	19.990.9	20,132.1	21,326.9	22,278.7	24.774.8	24.774.8	29,698.9
Occurred Occurred State Occurred to the first	-,	9,005.4	10,241.0	12,233.0	14,301.1	14,000.3	10,292.0	17,930.8	19,990.9	13,330.9	20,132.1	21,320.9	22,210.1	24,114.0	24,114.0	23,030.9

**Exhibit 180: Palo Alto Networks Cash Flow Statement** 

\$ in millions, except per share data	2019	2020	2021	2022	2023	Oct-23	Jan-24	Apr-24	Jul-24	2024	Oct-24	Jan-25	Apr-25	Jul-25	2025 (E)	2026 (E)
	Full Year	Full Year	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	3Q24	<u>4Q24</u>	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year	Full Year
Cash Flow Statement																
Cash from Operating Activities																
Net income (loss)	(81.9)	(267.0)	(498.9)	(267.0)	439.7	194.2	1,746.9	278.8	357.7	2,577.6	261.6	287.1	269.0	305.8	1,123.6	1,378.5
Stock-based compensation	567.7	658.4	894.5	1,011.1	1,074.5	271.0	272.0	263.5	268.9	1,075.4	306.7	309.7	320.1	352.1	1,288.6	1,354.4
Depreciation and amortization	153.8	206.1	260.4	282.6	282.2	64.3	68.6	74.3	76.1	283.3	63.2	65.1	67.1	70.5	265.9	292.0
Amortization of deferred costs	216.4	254.4	298.0	362.1	413.4	105.5	108.9	110.3	121.3	446.0	110.8	115.0	117.3	129.5	472.6	486.9
Deferred income taxes	0.0	0.0	0.0	(1.4)	12.5	(0.3)	(1,691.0)	(127.0)	(215.4)	(2,033.7)					0.0	0.0
Amortization of debt discount and debt issuance costs	70.2	73.9	142.9	7.2	6.7	1.0	1.1	0.8	0.6	3.5	0.5	0.5	0.5	0.5	2.0	2.0
Amortization of operating lease right-of-use assets	7.0	47.4	44.5	54.4	49.9	12.4	13.7	14.6	14.6	55.3					0.0	0.0
Amortization of investment premiums, net of accretion of purch	(17.5)	(9.3)	13.1	13.5	(52.2)	(14.7)	(16.2)	(15.6)	(13.6)	(60.1)					0.0	0.0
Working Capital:	234.9	71.8	348.6	522.2	550.8	892.6	186.0	(70.8)	(97.5)	910.3	711.6	74.9	50.7	(357.1)	480.2	565.7
Accounts receivable	(108.7)	(435.6)	(172.4)	(902.0)	(320.3)	1,050.2	(482.2)	180.9	(903.2)	(154.3)	1,019.3	(239.6)	(40.4)	(1,276.4)	(537.2)	(425.2)
Financial receivables, net			(272.6)	(30.1)	(738.7)	(43.6)	0.3	(369.4)	(453.2)	(865.9)	38.3	(161.6)	(118.0)	(566.8)	(808.2)	(622.2)
Deferred contract costs		(194.0)	(440.8)	(458.8)	(431.9)	(63.3)	(96.0)	(125.9)	(204.1)	(489.3)	(71.3)	(108.9)	(137.2)	(150.9)	(468.3)	(557.0)
Prepaid expenses and other assets	(325.1)	(215.0)	(299.1)	(110.0)	(270.6)	54.0	(8.1)	1.3	(181.3)	(134.1)	140.4	(25.0)	(28.3)	(213.0)	(125.9)	(38.9)
Accounts payable	32.3	(12.8)	(11.8)	69.3	1.0	(0.4)	47.7	(67.8)	5.5	(15.0)	32.0	17.6	(57.1)	42.0	34.4	3.7
Accrued compensation	66.8	75.7	105.1	30.4	84.4	(216.9)	118.6	(66.7)	168.8	3.8	(216.3)	59.0	(31.6)	187.5	(1.4)	(168.5)
Accrued expenses and other liabilities	(20.6)	(39.8)	(28.5)	(46.6)	(74.8)	(33.8)	233.6	27.6	157.1	384.5	(303.1)	116.2	90.7	214.8	118.7	(207.5)
Deferred revenue	590.2	893.3	1,196.1	1,970.0	2,301.7	146.4	372.1	349.2	1,312.9	2,180.6	72.3	417.3	372.6	1,405.9	2,268.0	2,581.5
Net cash provided by operating activities	1,055.6	1,035.7	1,503.0	1,984.7	2,777.5	1,526.0	690.0	528.9	512.7	3,257.6	1,454.4	852.4	824.8	501.3	3,632.9	4,079.6
y/y growth	1.7%	-1.9%	45.1%	32.0%	39.9%	23.4%	-0.7%	22.4%	23.8%	17.3%	-4.7%	23.5%	55.9%	-2.2%	11.5%	12.3%
% of revenue	36.4%	30.4%	35.3%	36.1%	40.3%	81.3%	34.9%	26.6%	23.4%	40.6%	68.8%	38.6%	36.1%	19.9%	39.8%	39.5%
One by the second secon																
Cash from investing activities	(0.004.0)	(4 400 0)	(4.050.0)	(0.074.7)	(= 400 A)	(0= 4 =)	(4.450.5)	()	(4.004.0)	(0.554.0)						
Purchase of investments	(2,984.6)	(1,180.8)	(1,958.9)	(2,271.7)	(5,460.4)	(854.7)	(1,156.7)	(475.1)	(1,064.8)	(3,551.3)	0.0	0.0	0.0	0.0	0.0	0.0
Proceeds from sales of investments	6.5	0.0 2.266.7	131.1 1.240.5	449.2	965.9	304.6 457.9	126.6	69.6	455.4 488.3	956.2					0.0	0.0
Proceeds from maturities of investments	2,057.1			1,118.9	2,811.5 (204.5)	457.9	350.4	556.0	488.3	1,852.6	(400.0)	(400.0)	(400.0)	(400.0)	(488.6)	0.0
Acquisitions, net of cash	(773.7) (131.2)	(583.5) (214.4)	(777.3) (116.0)	(37.0) (192.8)	(204.5)	(36.8)	(610.6) (35.2)	(07.4)	(47.4)	(610.6) (156.8)	(122.2) (47.0)	(122.2) (51.4)	(122.2) (53.3)	(122.2) (58.6)	(210.3)	(469.6) (206.4)
Purchases of property and equipment  Net cash used in investing activities	(1,825.9)	288.0	(1,480.6)	(933.4)	(2,033.8)	(129.0)	(1,325.5)	(37.4) 113.1	(168.5)	(1,509.9)	(169.1)	(173.6)	(175.4)	(180.8)	(698.9)	(676.0)
Net cash used in investing activities	(1,023.9)	200.0	(1,400.0)	(933.4)	(2,033.0)	(129.0)	(1,323.3)	113.1	(100.3)	(1,509.9)	(109.1)	(173.0)	(173.4)	(100.0)	(090.9)	(676.0)
Cash from financing activities																
Debt proceeds (repayments)	(481.1)	1,811.1	(1.1)	(0.6)	(1,692.0)	(46.0)	(126.3)	(661.8)	(199.6)	(1,033.7)	0.0	0.0	0.0	0.0	0.0	0.0
Repurchase of common stock	(330.0)	(1,198.1)	(1,178.1)	(892.3)	(272.7)	(66.7)	0.0	(500.0)	0.0	(566.7)	(100.0)	(100.0)	(100.0)	(100.0)	(400.0)	(400.0)
Proceeds from employee equity incentive plans	71.7	84.0	104.0	136.6	258.8	86.4	57.5	115.8	24.2	283.9	(100.0) 87.5	(100.0) 87.5	87.5	87.5	350.0	380.0
											87.5	87.5	87.5	67.5		
Other	(34.5)	(24.0)	(28.8)	(50.3)	(20.4)	(15.5)	(3.8)	(3.4)	(3.9)	(26.6)	/40 F\	(40 F)	(40.5)	(40.5)	0.0	0.0
Net cash provided by financing activities	(773.9)	673.0	(1,104.0)	(806.6)	(1,726.3)	(41.8)	(72.6)	(1,049.4)	(179.3)	(1,343.1) 0.0	(12.5)	(12.5)	(12.5)	(12.5)	(50.0) 0.0	(20.0) 0.0
FX Impact on cash and equivalents	0.0	0.0	0.0	0.0	0.0					0.0					0.0	0.0
Cash balance, beginning of period	2,509.2	965.0	2,961.7	1,880.1	2,124.8	1,142.2	2,497.4	1,789.3	1,381.9	1,142.2	1,546.8	2,819.6	3,485.9	4,122.7	1,546.8	4,430.8
Net change in cash	(1,544.2)	1,996.7	(1,081.6)	244.7	(982.6)	1,355.2	(708.1)	(407.4)	164.9	404.6	1,272.8	666.3	636.8	308.1	2,884.0	3,383.5
Cash balance, end of period	965.0	2,961.7	1,880.1	2,124.8	1,142.2	2,497.4	1,789.3	1,381.9	1,546.8	1,546.8	2,819.6	3,485.9	4,122.7	4,430.8	4,430.8	7,814.3
Source: Company reports Guaganhaim Securit	ica IIC	antimate	and a	no lucio												

**PRGS** 

Exhibit 181: Progress GAAP Income Statement \$ in millions, except per share data

\$ In millions, except per snare data	2020	2021	2022	2023	Feb-24	May-24	Aug-24	Nov-24	2024 (E)	Feb-25	May-25	Aug-25	Nov-25	2025 (E)	2026 (E)
	Full Year	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24	4Q24E	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year	Full Year
GAAP Income Statement															
Software Licenses	115.2 326.9	156.6	188.3 413.7	220.8 473.7	64.1 120.6	54.0	57.9	73.2	249.1	64.1 120.6	54.0 128.9	60.7	69.5	248.3 520.3	260.7
Maintenance and Services Total Revenue	326.9 <b>442.2</b>	375.0 <b>531.6</b>	602.0	694.4	184.7	121.1 175.1	120.8 178.7	138.8 <b>212.0</b>	501.4 <b>750.4</b>	120.6 <b>184.7</b>	128.9 182.9	132.6 <b>193.3</b>	138.3 <b>207.7</b>	768.6	526.7 <b>787.5</b>
i otal Revenue	442.2	531.6	602.0	694.4	164.7	1/5.1	1/6./	212.0	750.4	104.7	162.9	193.3	207.7	700.0	767.5
Cost of Revenue															
License	4.8	5.3	10.2	11.2	2.7	2.5	2.7	4.5	12.4	2.7	2.5	2.8	4.2	12.3	12.9
Maintenance and services	49.7	58.2	62.2	85.3	22.2	22.2	20.1	26.0	90.5	22.2	23.4	23.4	25.5	94.5	95.7
Amortization of acquired intangibles	7.9	14.9	22.1	30.2	7.9	7.4	6.3	7.9	29.5	8.0	8.0	8.0	7.9	31.9	31.9
Total Cost of Revenue	62.4	78.5	94.5	126.6	32.8	32.1	29.1	38.4	132.4	32.9	33.9	34.3	37.7	138.8	140.6
% of revenue	14.1%	14.8%	15.7%	18.2%	17.8%	18.3%	16.3%	18.1%	17.6%	17.8%	18.5%	17.7%	18.1%	18.1%	17.9%
Cuasa Buofit															
Gross Profit	110.5	454.0	470.4	200.0	64.4	E4 E	55.0	CO 7	226.7	64.4	E4 E	F7.0	CE 2	220.0	247.0
License Maintenance and Services	110.5 277.2	151.3 316.8	178.1 351.5	209.6 388.4	61.4 98.4	51.5 98.9	55.2 100.8	68.7 112.8	236.7 410.9	61.4 98.4	51.5 105.5	57.9 109.1	65.3 112.8	236.0 425.8	247.8 431.0
Total Gross Profit	379.8	453.1	507.5	567.9	151.9	143.0	149.6	173.6	618.1	151.8	149.0	159.1	170.1	629.9	646.9
Gross Margin	85.9%	85.2%	84.3%	81.8%	82.2%	81.7%	83.7%	81.9%	82.4%	82.2%	81.5%	82.3%	81.9%	81.9%	82.1%
Cross margin	00.070	00.270	04.070	01.070	02.270	01.170	00.770	01.070	02.470	02.270	01.070	02.070	01.070	01.070	02.170
Operating Expenses															
Sales and Marketing	100.1	125.9	140.8	156.1	39.1	37.9	37.1	50.7	164.8	38.5	39.0	41.8	48.0	167.3	168.6
Product Development	88.6	103.3	114.6	132.4	35.0	35.4	34.7	41.3	146.5	34.5	36.3	36.7	38.6	146.1	149.0
General and Administrative	54.0	65.1	77.9	83.2	21.3	22.0	20.5	25.9	89.7	21.0	22.7	21.7	24.6	90.0	91.9
Amortization of Acquired Intangibles	20.0	32.0	46.9	66.4	17.4	16.3	13.8	17.7	65.2	17.6	17.6	17.6	17.7	70.5	70.5
Impairement of Intangible Assets															
Restructuring Expense	5.9	6.3	0.9	8.4	2.3	0.7	0.3	6.5	9.8					0.0	0.0
Acquisition-Related Expenses	3.6	4.4	4.6	4.7	0.7	0.5	1.9	8.6	11.7					0.0	0.0
Loss on Asset Held for Sale			(10.8)	0.0	1.0		0.9		0.0					0.0	0.0
Other	070.0	007.0	0.6	6.2		3.0		1.2	6.1	444 -	445.5	447.0	400.0	0.0	0.0
Total Operating Expenses % of revenue	<b>272.3</b> 62%	<b>337.0</b> 63%	375.4 62%	<b>457.3</b> 66%	116.9 63%	115.9 66%	<b>109.3</b> <i>61%</i>	151.8 72%	<b>493.8</b> 66%	111.7 60%	115.5 63%	117.8 61%	128.9 62%	<b>473.8</b> 62%	<b>479.9</b> 61%
% or revenue	02%	03%	02%	00%	03%	00%	01%	12%	00%	60%	03%	01%	02%	02%	01%
Operating Income	107.4	116.1	132.1	110.5	35.0	27.1	40.3	21.7	124.2	40.1	33.5	41.2	41.2	156.1	167.0
Operating Margin	24%	22%	22%	16%	19%	16%	23%	10%	17%	22%	18%	21%	20%	20%	21%
Other Expense, Net	(11.1)	(20.6)	(14.9)	(30.9)	(7.4)	(7.0)	(6.1)	(10.1)	(30.6)	(10.1)	(10.1)	(10.1)	(10.1)	(40.5)	(40.5)
Other Expense, Net	(11.1)	(20.6)	(14.9)	(30.9)	(7.4)	(7.0)	(6.1)	(10.1)	(30.6)	(10.1)	(10.1)	(10.1)	(10.1)	(40.5)	(40.5)
Income Before Taxes	96.4	95.5	117.3	79.7	27.6	20.1	34.3	11.6	93.6	30.0	23.4	31.1	31.1	115.6	126.5
Income Tax Expense (Benefit)	16.9	17.1	22.2	9.5	5.0	3.9	5.8	1.2	15.9	6.3	4.9	6.5	6.5	24.3	26.6
Tax Rate	17.6%	17.9%	18.9%	11.9%	18.0%	19.6%	17.0%	10.0%	17.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
Net Income	79.4	78.4	95.1	70.2	22.6	16.2	28.5	10.4	77.7	23.7	18.5	24.6	24.6	91.3	99.9
GAAP EPS	\$1.75	\$1.76	\$2.12	\$1.57	\$0.51	\$0.37	\$0.65	\$0.24	\$1.76	\$0.55	\$0.43	\$0.57	\$0.57	\$2.08	\$2.27
Shares Outstanding	71110	71110	72	7.1.07	Ψ0.01	- 40.01			70	Ψ0.00	Ψ00	Ψ0.01	φ0.01	Ψ <u>1</u> .00	V-11
Basic	44.9	43.9	43.5	43.5	43.8	43.2	42.9	42.9	43.2	43.0	43.0	43.0	43.1	43.0	43.2
y/y growth	0.2%	-2.2%	-1.0%	0.0%	1.2%	-0.3%	-1.3%	-1.9%	-0.6%	-1.9%	-0.5%	0.4%	0.4%	-0.4%	0.4%
q/q growth					0.2%	-1.3%	-0.8%	0.1%		0.1%	0.1%	0.1%	0.1%		
Diluted	45.3	44.6	44.9	44.7	44.8	44.0	43.7	42.9	44.1	43.0	43.0	43.0	43.1	43.9	44.1
y/y growth	0.0%	-1.5%	0.6%	-0.5%	1.1%	-1.1%	-2.8%	-4.3%	-1.3%	-4.2%	-2.2%	-1.5%	0.4%	-0.4%	0.4%
q/q growth					0.0%	-1.9%	-0.6%	-1.8%		0.1%	0.1%	0.1%	0.1%		
% of basic	101.0%	101.6%			102.3%	101.7%	102.0%	100.0%		100.0%	100.0%	100.0%	100.0%		

**Exhibit 182: Progress Non-GAAP Income Statement** 

φ III IIIIIIOIIS, except per snare data								i							
	2020	2021	2022	2023	Feb-24	May-24	Aug-24	Nov-24	2024 (E)	Feb-25	May-25	Aug-25	Nov-25	2025 (E)	2026 (E)
Non CAAR Income Statement	Full Year	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24</u>	4Q24E	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year	Full Year
Non-GAAP Income Statement Software Licenses	115.4	159.7	188.7	220.8	64.1	54.0	57.9	73.2	249.1	64.1	54.0	60.7	69.5	248.3	260.7
Maintenance and services	334.2	397.8	421.9	477.3	120.6	121.1	120.8	138.8	501.4	120.6	128.9	132.6	138.3	520.3	526.7
Total Revenue	449.5	557.6	610.6	698.2	184.7	175.1	178.7	212.0	750.4	184.7	182.9	193.3	207.7	768.6	787.5
y/y growth	4.1%	24.0%	9.5%	14.3%	11.5%	-2.3%	1.7%	19.4%	7.5%	0.0%	4.4%	8.2%	-2.0%		2.4%
	4.170	24.0%	9.5%	14.3%	4.0%	-2.3% -5.2%	2.1%	18.6%	7.5%	-12.9%	-1.0%	5.7%	7.5%		2.470
q/q growth					4.0%	-5.2%	2.1%	10.0%		-12.9%	-1.0%	5.7%	7.5%		
Cost of Revenue															
License	4.8	5.3	10.2	11.2	2.7	2.5	2.7	4.5	12.4	2.7	2.5	2.8	4.2	12.3	12.9
Maintenance and services	48.4	56.7	60.2	82.3	21.2	21.3	19.2	25.1	86.9	21.2	22.4	22.5	24.6	90.8	91.9
Total Cost of Revenue	53.1	62.0	70.5	93.4	24.0	23.8	21.9	29.6	99.2	24.0	24.9	25.4	28.8	103.1	104.8
% of revenue	11.8%	11.1%	11.5%	13.4%	13.0%	13.6%	12.3%	14.0%	13.2%	13.0%	13.6%	13.1%	13.9%	13.4%	13.3%
Gross Profit															
License	110.6	154.4	178.5	209.7	61.4	51.5	55.2	68.7	236.7	61.4	51.5	57.9	65.3	236.0	247.8
Gross Margin	95.9%	96.7%	94.6%	94.9%	95.7%	95.4%	95.3%	93.9%	95.0%	95.7%	95.4%	95.3%	93.9%	95.0%	95.0%
Maintenance and services	285.8	341.2	361.7	395.0	99.4	99.8	101.6	113.7	414.5	99.4	106.5	110.0	113.6	429.5	434.8
Gross Margin	85.5%	85.8%	85.7%	82.8%	82.4%	82.4%	84.1%	81.9%	82.7%	82.4%	82.6%	83.0%	82.2%	82.5%	82.5%
Total Gross Profit	396.4	495.6	540.2	604.7	160.7	151.3	156.8	182.4	651.2	160.8	157.9	167.9	178.9	665.5	682.6
Gross Margin	88.2%	88.9%	88.5%	86.6%	87.0%	86.4%	87.7%	86.0%	86.8%	87.0%	86.4%	86.9%	86.1%	86.6%	86.7%
Operating Expenses															
Sales and Marketing	95.7	119.8	135.9	149.3	36.8	35.4	35.0	48.8	156.0	36.2	36.4	39.4	46.1	158.2	159.3
% of revenue	21.3%	21.5%	22.3%	21.4%	19.9%	20.2%	19.6%	23.0%	20.8%	19.6%	19.9%	20.4%	22.2%	20.6%	20.2%
Product Development	81.3	95.2	104.2	120.2	31.3	32.0	31.5	37.9	132.8	30.8	32.7	33.2	35.3	132.1	134.6
% of revenue	18.1%	17.1%	17.1%	17.2%	17.0%	18.3%	17.6%	17.9%	17.7%	16.7%	17.9%	17.2%	17.0%	17.2%	17.1%
General and Administrative	43.6	51.1	58.0	64.6	15.8	16.8	16.1	20.8	69.5	15.5	17.3%	17.2 %	19.5	69.2	70.7
% of revenue	9.7%	9.2%	9.5%	9.3%	8.6%	9.6%	9.0%	9.8%	9.3%	8.4%	9.4%	8.8%	9.4%	9.0%	9.0%
Total Operating Expenses	220.6	266.2	298.1	334.1	84.0	84.2	82.6	107.5	358.3	82.6	86.3	89.7	101.0	359.5	364.6
% of revenue	49.1%	47.7%	48.8%	47.9%	45.5%	48.1%	46.2%	50.7%	47.7%	44.7%	47.2%	46.4%	48.6%	46.8%	46.3%
70 Of Tevenue	43.170	47.770	40.070	47.570	40.070	40.170	40.2 /0	30.770	47.770	77.170	47.270	40.470	70.070	40.070	40.570
Operating Income	175.8	229.4	242.1	270.6	76.8	67.1	74.1	74.9	292.9	78.2	71.6	78.2	77.9	306.0	318.1
Operating Margin	39.1%	41.1%	39.6%	38.8%	41.6%	38.3%	41.5%	35.3%	39.0%	42.3%	39.2%	40.5%	37.5%	39.8%	40.4%
04 E N.	(44.4)	(40.4)	(4.4.0)	(00.0)	( <b>7</b> A)	(7.0)	(0.4)	(40.4)	(00.0)	(40.4)	(40.4)	(40.4)	(40.4)	(40.5)	(40.5)
Other Expense, Net	(11.1)	(13.4)	(14.9)	(30.9)	(7.4)	(7.0)	(6.1)	(10.1)	(30.6)	(10.1)	(10.1)	(10.1)	(10.1)	(40.5)	(40.5)
Income Before Taxes	164.7	216.1	227.2	239.8	69.4	60.1	68.1	64.8	262.3	68.1	61.5	68.1	67.8	265.5	277.6
Income Tax Expense (Benefit)	31.6	43.2	44.4	45.6	13.4	12.2	12.8	11.5	49.9	12.9	11.7	12.9	12.9	50.4	52.7
Tax Rate	19.2%	20.0%	19.6%	19.0%	19.4%	20.3%	18.9%	17.7%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%
Net Income	133.2	172.9	182.8	194.2	55.9	47.9	55.2	53.3	212.4	55.1	49.8	55.2	54.9	215.1	224.8
Non-GAAP EPS	\$2.94	\$3.87	\$4.07	\$4.35	\$1.25	\$1.09	\$1.26	\$1.22	\$4.82	\$1.26	\$1.14	\$1.26	\$1.25	\$4.90	\$5.10
y/y growth	9.4%	31.9%	5.1%	6.8%	4.9%	3.2%	16.6%	19.3%	10.8%	0.9%	4.3%	-0.5%	2.6%		4.1%
Shares Outstanding	0.770	011070	0.770	0.070		0.270	70.070	70.070	70.070	0.070		0.070	2.070	,	,0
Basic	44.9	43.9	43.5	43.5	43.8	43.2	42.9	42.9	43.2	43.0	43.0	43.0	43.1	43.0	43.2
y/y growth	0.2%	-2.2%	-1.0%	0.0%	1.2%	-0.3%	-1.3%	-1.9%	-0.6%	-1.9%	-0.5%	0.4%	0.4%		0.4%
g/g growth	0.270	2.270	1.070	0.070	0.2%	-1.3%	-0.8%	0.1%	0.070	0.1%	0.1%	0.1%	0.1%		0.170
Diluted	45.3	44.6	44.9	44.7	44.8	44.0	43.7	43.8	44.1	43.8	43.9	43.9	43.9	43.9	44.1
y/y growth	75.5	77.0	0.6%	-0.5%	1.1%	-1.1%	-2.8%	-2.4%	-1.3%	-2.3%	-0.2%	0.4%	0.4%		0.4%
g/g growth			0.070	0.070	0.0%	-1.9%	-0.6%	0.1%	1.070	0.1%	0.1%	0.1%	0.1%		0.170
% of basic	101.0%	101.6%	103.2%	102.8%	102.3%	101.7%	102.0%	102.0%	102.0%	102.0%	102.0%	102.0%	102.0%	102.0%	102.0%
/0 UI DASIU	101.0%	101.0%	103.270	102.070	102.5%	101.170	102.070	102.070	102.076	102.070	102.070	102.070	102.070	102.076	102.070

**Exhibit 183: Progress Balance Sheet** 

y III millions, except per share data	2020	2021	2022	2023	Feb-24	May-24	Aug-24	Nov-24	2024 (E)	Feb-25	May-25	Aug-25	Nov-25	2025 (E)	2026 (E)
Balance Sheet	Full Year	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24</u>	4Q24E	Full Year	<u>1Q25E</u>	<u>2Q25E</u>	<u>3Q25E</u>	4Q25E	Full Year	Full Year
Current assets															
	106.0	157.4	251.8	127.0	133.2	190.4	232.7	232.1	232.1	272.7	356.6	428.8	436.0	436.0	655.7
Total cash and cash equivalents Accounts receivable, net		99.8	97.8	-	88.8	190.4 82.4	232.7 87.7	144.0	144.0	272.7 91.1	90.2	428.8 116.5		159.4	
Unbilled receivables and contract assets	84.0	25.8		125.8 30.0	43.8	33.2			35.6	43.6	90.2 34.4	34.8	159.4	34.9	160.9
	24.9		29.2				35.2	35.6					34.9		35.8
Other current assets	24.0 238.9	39.5 <b>337.8</b>	42.8	48.0	46.0	37.1	33.0	50.0 <b>461.8</b>	50.0 <b>461.8</b>	44.3 <b>451.7</b>	36.6 <b>517.7</b>	32.5	49.9	49.9	52.8 <b>905.2</b>
Total current assets	238.9	337.8	421.5	330.8	311.9	343.0	388.6	461.8	461.8	451.7	517.7	612.6	680.2	680.2	905.2
Non-current assets															
Property and equipment, net	29.8	14.3	14.9	15.2	14.1	13.1	12.6	11.1	11.1	17.1	14.1	12.0	10.5	10.5	9.7
Goodwill and intangible assets, net	704.5	958.3	888.4	1.186.4	1.160.8	1.137.4	1.117.5	1.091.9	1.091.9	1.066.3	1.040.7	1.015.1	989.5	989.5	887.1
Right-of-use lease assets	30.6	25.3	17.6	18.7	15.3	14.2	12.9	12.9	12.9	12.9	12.9	12.9	12.9	12.9	12.9
Long-term unbilled receivables and contract assets	17.1	17.5	39.9	28.4	44.6	32.4	34.6	69.5	69.5	87.9	68.0	65.7	68.1	68.1	69.8
Other assets	20.8	10.3	24.6	23.3	26.7	46.2	53.8	53.8	53.8	53.8	53.8	53.8	53.8	53.8	53.8
Total assets	1,041.8	1,363.5	1,407.0	1,602.8	1,573.3	1,586.4	1,619.9	1,700.9	1,700.9	1,689.6	1,707.2	1,772.0	1,814.9	1,814.9	1,938.5
Current liabilities															
Accounts payable and other current liabilities	70.9	84.2	76.6	92.8	69.8	71.2	88.0	84.8	84.8	68.7	73.1	92.8	83.1	83.1	76.6
Current portion of long-term debt, net	18.2	25.8	6.2	13.1	14.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Short-term operating lease liabilities	7.0	7.9	7.5	10.1	9.8	9.4	8.9	8.9	8.9	8.9	8.9	8.9	8.9	8.9	8.9
Short-term deferred revenue	166.4	205.0	227.7	236.1	247.2	226.6	218.0	271.4	271.4	243.8	234.1	247.4	265.9	265.9	272.4
Total current liabilities	262.5	322.9	318.0	352.1	341.6	307.2	314.9	365.0	365.0	321.4	316.1	349.1	357.9	357.9	357.9
Non-current liabilities															
Long-term debt, net	364.3	240.0	259.2	356.1	321.1	0.0	0.0	450.0	450.0	450.0	450.0	450.0	450.0	450.0	450.0
Convertible senior notes, net		294.5	352.6	354.8	355.3	794.3	795.3	360.0	360.0	360.0	360.0	360.0	360.0	360.0	360.0
Long-term operating lease liabilities	27.0	23.1	15.0	13.0	11.2	10.0	8.6	8.6	8.6	8.6	8.6	8.6	8.6	8.6	8.6
Long-term deferred revenue	26.9	47.4	54.8	58.9	74.5	65.0	67.3	80.6	80.6	73.9	73.1	77.3	83.1	83.1	80.9
Other long-term liabilities	15.1	23.1	13.3	8.1	7.8	8.2	8.1	9.3	9.3	8.1	8.8	8.5	9.1	9.1	10.2
Total liabilities	695.8	951.0	1,013.0	1,143.1	1,111.6	1,184.7	1,194.2	1,273.5	1,273.5	1,222.1	1,216.6	1,253.5	1,268.7	1,268.7	1,267.6
						-	-				·	-	·		
Stockholders' equity	346.0	412.5	394.0	459.7	461.7	401.7	425.6	427.4	427.4	467.6	490.6	518.5	546.2	546.2	670.8
Total liabilities and stockholders' equity	1,041.8	1,363.5	1,407.0	1,602.8	1,573.3	1,586.4	1,619.9	1,700.9	1,700.9	1,689.6	1,707.2	1,772.0	1,814.9	1,814.9	1,938.5

**Exhibit 184: Progress Cash Flow Statement** 

\$ III IIIIIIOIIS, except per snare data	2020	2021	2022	2023	Feb-24	May-24	Aug-24	Nov-24	2024 (E)	Feb-25	May-25	Aug-25	Nov-25	2025 (E)	2026 (F)
		-		Full Year	1Q24	2Q24	3Q24		Full Year		2Q25E	3Q25E		Full Year	
Cash Flow Statement	ruii i eai	ruii i eai	ruii i eai	ruii reai	10(24	<u> 2Q24</u>	<u> 3Q24</u>	4Q24L	ruii ieai	TQZJL	ZQZJL	JUZJE	4QZJL	ruii reai	ruii Teai
Cash from Operating Activities															
Net income (loss)	79.7	78.4	95.1	70.2	22.6	16.2	28.5	10.4	77.7	23.7	18.5	24.6	24.6	91.3	99.9
Depreciation and amortization	34.8	61.2	76.8	105.3	27.5	27.5	23.1	28.4	106.6	27.9	29.6	28.8	28.3	114.7	115.0
Stock-based compensation	23.5	29.7	37.1	40.5	12.5	12.0	10.6	11.3	46.4	12.5	12.5	11.4	11.1	47.5	48.7
Non-cash lease expense	8.6	10.9	7.8	0.0	12.0	12.0	10.0	11.0	0.0	12.0	12.0			0.0	0.0
Gain/Loss on disposal of property and equipment/int.	0.1	0.0	(10.8)						0.0					0.0	0.0
Impairment of intangible and long-lived assets	0	0.0	0.0	0.0					0.0					0.0	0.0
Loss on assets held for sales			0.0	0.0					0.0					0.0	0.0
Deferred income taxes	(2.6)	(0.9)	(7.6)						0.0					0.0	0.0
Allowances for bad debt and sales credits	0.2	(0.3)	0.8	0.0					0.0					0.0	0.0
Other non-cash adjustments		(515)	(3.5)		1.3	(0.8)	(6.1)								
Changes in Working Capital:	0.6	(0.6)	(7.0)		6.5	8.8	1.7	(44.2)	(28.9)	(19.2)	32.4	16.5	(47.5)	(17.8)	(8.1)
Net cash provided by operating activities	144.8	178.5	188.7	173.9	70.5	63.7	57.7	6.0	201.8	44.9	92.9	81.4	16.5	235.7	255.4
y/y growth	12.7%	23.3%	5.7%	-7.8%	50.8%	32.8%	25.2%	-82.0%	16.0%	-36.4%	45.9%	41.1%	176.6%	16.8%	8.4%
% of revenue	32.2%	32.0%	30.9%		38.2%	36.4%	32.3%	2.8%	26.9%	24.3%	50.8%	42.1%	7.9%	30.7%	32.4%
,	02.270	02.070	00.070	2	00.270	00.770	02.070	2.070	20.070	2	00.070	.2,0	7.070	001170	02.770
Cash from Investing Activities															
Purchase of investments	(5.0)														
Sales and maturities of investments	16.4	6.0	0.3												
Purchases of property and equipment	(6.5)	(4.7)	(6.1)	(5.6)	(0.3)	(1.0)	(1.1)	(1.3)	(3.6)	(0.3)	(1.0)	(1.2)	(1.2)	(3.7)	(3.8)
Acquisition of businessess, net of cash	(213.1)	(254.0)	(0)	(356.1)	(0.0)	()	()	(1.0)	(0.0)	(0.0)	()	()	(/	(0)	(0.0)
Decrease in escrow receivable and other	0.9	2.3		(000)											
Net cash used in investing activities	(207.3)	(250.3)	(5.8)	(361.7)	(0.3)	(1.0)	(1.1)	(1.3)	(3.6)	(0.3)	(1.0)	(1.2)	(1.2)	(3.7)	(3.8)
not oden dood in intoching dominion	(20110)	(200.0)	(0.0)	(00111)	(0.0)	(,	(,	(110)	(0.0)	(0.0)	(,	(/	(/	(0.17	(0.0)
Cash from Financing Activities															
Proceeds from stock-based compensation plans	11.1	15.0	4.1												
Payments for taxes related to net share settlements	(5.3)	(5.2)	(3.1)												
Repurchases of common stock, net	(60.0)	(35.0)	(65.0)		(14.9)	(44.6)	(9.8)	(20.0)	(89.3)	(8.0)	(8.0)	(8.0)	(8.0)	(32.0)	(32.0)
Dividend payments to stockholders	(29.9)	(31.6)	(31.1)	(31.6)	(8.2)	(8.0)	(7.7)	` ′	(23.8)	, ,	, ,			0.0	0.0
Proceeds from the issuance of debt	98.5	350.1	7.2	195.0		431.9			431.9					0.0	0.0
Purchase of capped calls		(43.1)	0.0	0.0		(42.2)			(42.2)					0.0	0.0
Payment of principal on long-term debt	(11.3)	(117.3)	(6.9)	(91.9)	(33.4)	(337.8)		14.7	(356.5)	0.0	0.0	0.0	0.0	0.0	0.0
Payment of debt issuance costs	, ,	(0.9)	(2.0)	0.0		,			0.0					0.0	0.0
Payments for acquisitions, net of cash acquired		` ′	, ,	0.8											
Other			4.3	(6.0)	(7.4)	(4.8)	3.1		(9.1)					0.0	0.0
Net cash provided by financing activities	3.1	132.1	(92.4)	58.4	(63.9)	(5.5)	(14.3)	(5.3)	(89.0)	(8.0)	(8.0)	(8.0)	(8.0)	(32.0)	(32.0)
FX impact	3.1	(3.0)	0.7												
Oash halanaa hariiraiya of assiad	454.4	00.4	457.4	050.0	407.0	400.0	400.4	000 7	407.0	000.4	070.7	050.0	400.0	000.4	400.0
Cash balance, beginning of period	154.4	98.1	157.1	256.3	127.0	133.2	190.4	232.7	127.0	236.1	272.7	356.6	428.8	236.1	436.0
Net change in cash	(56.3)	57.3	91.2	(129.3)	6.3	57.2	42.3	(0.6)	109.1	36.6	83.9	72.2	7.2	199.9	219.7
Cash balance, end of period	98.1	155.4	248.3	127.0	133.2	190.4	232.7	232.1	236.1	272.7	356.6	428.8	436.0	436.0	655.7

## Exhibit 185: Progress Discounted Cash Flow (DCF) - Plausible

\$ in millions, except per share data

Assumptions and Inputs	
Current risk-free rate	3.8%
Historical risk-free rate	5.0%
Beta	0.7
Historical equity risk premium	6.5%
Terminal growth rate	5.0%
Market Value (\$M)	\$3,009
Debt Value (\$M)	\$795
Cost of equity	8.4%
Cost of debt	8.7%
Tax rate	21.0%
WACC	8.1%

 Last Reported Quarter End
 8/31/2024

 Full Year End
 11/30/2024

Scenario 1: Base Case															
	н	istoricals			Hyper	Growth Per	iod			Transi	tionary Peri	iod		Term	inal
Fiscal year	2021	2022	2023	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E	Perpetuity
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	
Period				0.3	1.3	2.3	2.3	3.3	4.3	5.3	6.3	7.3	8.3	9.3	
Risk free rate			3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	
Beta			0.7	0.7	0.7	0.7	0.7	0.7	0.8	0.8	0.9	0.9	1.0	1.0	
Equity risk premium			6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity			8.4%	8.4%	8.4%	8.4%	8.4%	8.4%	8.7%	9.0%	9.4%	9.7%	10.0%	10.3%	
Cost of debt			8.7%	8.7%	8.7%	8.7%	8.7%	8.7%	8.7%	8.7%	8.7%	8.7%	8.7%	8.7%	
Debt/Total Value			20.9%	20.9%	20.9%	20.9%	20.9%	20.9%	21.6%	22.3%	23.0%	23.6%	24.3%	25.0%	
WACC			8.1%	8.1%	8.1%	8.1%	8.1%	8.1%	8.3%	8.6%	8.8%	9.0%	9.2%	9.4%	
Discount factor				1.0	0.9	8.0	0.8	0.8	0.7	0.6	0.6	0.5	0.5	0.4	
Total Revenue / Implied Revenue	558	611	698	750	769	776	784	792	799	806	813	819	825	831	
y/y change		9.5%	14.3%	7.5%	2.4%	1.0%	1.0%	1.0%	0.9%	0.9%	0.8%	0.8%	0.7%	1%	
Free Cash Flow to Firm (FCFF)	(49)	220	(155)	264	296	233	243	253	260	266	272	279	285	291	
FCF margin	-8.7%	36.0%	-22.3%	35.2%	38.5%	30.0%	31.0%	32.0%	33%	33%	34%	34%	35%	35%	
y/y change			-170.7%	-269.9%	12.1%	-21.3%	4.4%	4%	3%	2%	2%	2%	2%	2%	3%
Diluted Shares Outstanding	45	45	45	44	44	44	44	44	44	44	44	44	44	44_	
y/y change		0.6%	-0.5%	-1.3%	-0.4%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
FCFF per share		\$4.90	(\$3.48)	\$5.99	\$6.74	\$5.31	\$5.54	\$5.77	\$5.92	\$6.06	\$6.21	\$6.35	\$6.49	\$6.62	\$102.80
NPV of FCF per share				\$5.87	\$6.12	\$4.45	\$4.65	\$4.48	\$4.21	\$3.94	\$3.67	\$3.40	\$3.13	\$2.87	\$44.62

Cummulative NPV of FCFF/share	\$46.81
Terminal Value FCF/Share	\$44.62
Total NPV of FCF/Share	\$ 91.42
Net Cash per share	\$ (13.67)
Net cash balance	(563)
Working Capital - 5% of revenue	34.91
Shares outstanding	44
Implied Total NPV/Share	\$78
Current Price	\$67.37
Upside/(Downside) Potential	15%

**PSTG** 

Exhibit 186: Pure Storage GAAP Income Statement

Eximple 100. I allo otolago	0/1/11	1001110	tatomon															
\$ in millions, except per share data	Jan-21 FY21	Jan-22 FY22	Jan-23 FY23	Apr-23 F1Q24	Jul-23 F2Q24	Oct-23 F3Q24	Jan-24 F4Q24	Jan-24 FY24	Apr-24 F1Q25	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	2025 (E) FY25E	Apr-25 F1Q26E	Jul-25 F2Q26E	Oct-25 F3Q26E	Jan-26 F4Q26E	2026 (E) FY26E
GAAP Income Statement										12020				14202				
Product	1,144.1	1,442.3	1,792.2	309.0	399.7	453.3	460.9	1,622.9	347.4	402.6	439.5	457.9	1,647.4	328.0	430.3	495.8	507.6	1,761.6
Subscription Services	540.1	738.5	961.3	280.3	288.9	309.6	328.9	1,207.8	346.1	361.2	376.0	398.0	1,481.3	419.3	437.3	456.9	481.2	1,794.7
Total Revenue	1,684.2	2,180.8	2,753.4	589.3	688.7	762.8	789.8	2,830.6	693.5	763.8	815.4	856.0	3,128.6	747.3	867.6	952.6	988.8	3,556.4
Cost of Revenue																		
Product	353.0	477.9	569.8	96.2	120.6	126.8	128.8	472.4	100.8	129.7	133.5	141.1	505.0	93.0	136.8	153.1	158.9	541.7
Subscription Services	182.3	230.4	286.0	79.7	81.5	83.3	92.5	337.0	97.0	94.0	98.5	109.6	399.1	111.5	110.3	118.1	130.7	470.7
Total Cost of Revenue	535.3	708.3	855.8	176.0	202.1	210.1	221.3	809.4	197.8	223.7	232.0	250.7	904.2	204.5	247.1	271.2	289.6	1,012.4
% of revenue	31.8%	32.5%	31.1%	29.9%	29.3%	27.5%	28.0%	28.6%	28.5%	29.3%	28.5%	29.3%	28.9%	27.4%	28.5%	28.5%	29.3%	28.5%
Gross Profit																		
Product	791.1	964.4	1,222.4	212.8	279.1	326.5	332.0	1,150.4	246.6	272.9	305.9	316.9	1,142.3	235.0	293.5	342.7	348.7	1,219.9
Gross Margin	69.1%	66.9%	68.2%	68.9%	69.8%	72.0%	72.0%	70.9%	71.0%	67.8%	69.6%	69.2%	69.3%	71.7%	68.2%	69.1%	68.7%	69.2%
Subscription Services	357.8	508.1	675.3	200.6	207.5	226.2	236.5	870.8	249.1	267.2	277.4	288.4	1.082.1	307.8	327.0	338.8	350.5	1.324.0
Gross Margin	66.3%	68.8%	70.2%	71.6%	71.8%	73.1%	71.9%	72.1%	72.0%	74.0%	73.8%	72.5%	73.1%	73.4%	74.8%	74.2%	72.8%	73.8%
Total Gross Profit	1,148.9	1,472.5	1,897.6	413.3	486.6	552.7	568.5	2,021.2	495.7	540.1	583.4	605.3	2.224.5	542.8	620.5	681.5	699.2	2,544.0
Gross Margin	68.2%	67.5%	68.9%	70.1%	70.7%	72.5%	72.0%	71.4%	71.5%	70.7%	71.5%	70.7%	71.1%	72.6%	71.5%	71.5%	70.7%	71.5%
Operating Expenses																		
Research and Development	480.5	581.9	692.5	185.3	182.5	182.1	186.8	736.8	193.8	195.5	227.1	218.4	834.8	187.0	209.6	260.0	246.7	903.2
% of revenue	28.5%	26.7%	25.2%	31.4%	26.5%	23.9%	23.7%	26.0%	27.9%	25.6%	27.8%	25.5%	26.7%	25.0%	24.2%	27.3%	24.9%	25.4%
Sales and Marketing	716.0	799.0	883.6	232.4	232.7	231.7	248.1	945.0	251.0	250.3	248.0	274.1	1,023.4	253.8	270.2	279.2	305.5	1,108.7
% of revenue	42.5%	36.6%	32.1%	39.4%	33.8%	30.4%	31.4%	33.4%	36.2%	32.8%	30.4%	32.0%	32.7%	34.0%	31.1%	29.3%	30.9%	31.2%
General and Administrative	213.5	190.0	238.0	67.4	60.8	64.7	59.3	252.2	76.8	69.4	70.4	66.4	283.0	73.6	75.6	81.3	76.2	306.7
% of revenue	12.7%	8.7%	8.6%	11.4%	8.8%	8.5%	7.5%	8.9%	11.1%	9.1%	8.6%	7.8%	9.0%	9.9%	8.7%	8.5%	7.7%	8.6%
Impairment and other					16.8		16.8		15.9									
% of revenue					2.4%		2.1%		2.3%									
Total Operating Expenses	1,410.0	1,570.9	1,814.1	485.2	492.8	478.5	511.1	1,934.0	537.5	515.2	545.4	558.9	2,141.1	514.4	555.3	620.5	628.4	2,318.7
% of revenue	83.7%	72.0%	65.9%	82.3%	71.6%	62.7%	64.7%	68.3%	77.5%	67.5%	66.9%	65.3%	68.4%	68.8%	64.0%	65.1%	63.6%	65.2%
Operating Income	(261.0)	(98.4)	83.5	(71.8)	(6.2)	74.2	57.4	87.2	(41.8)	24.9	37.9	46.4	83.3	28.4	65.2	61.0	70.8	225.3
Operating Margin	-15.5%	-4.5%	3.0%	-12.2%	-0.9%	9.7%	7.3%	3.1%	-6.0%	3.3%	4.7%	5.4%	2.7%	3.8%	7.5%	6.4%	7.2%	6.3%
Other Income (Expense), Net	(9.1)	(30.1)	8.3	11.7	6.7	5.2	13.4	37.0	14.1	19.4	19.4	19.8	72.7	21.8	23.1	25.6	25.6	96.1
Income Before Taxes	(270.2)	(128.5)	91.8	(60.1)	0.5	79.4	70.8	90.6	(27.7)	44.3	57.3	66.2	140.1	50.2	88.3	86.6	96.4	321.4
Income Tax Provision	11.9	14.8	18.7	7.3	7.6	9.0	5.4	29.3	7.3	8.6	8.0	8.7	32.6	7.0	9.6	10.0	10.8	37.4
Tax Rate	-4.4%	-11.5%	20.4%	NM	1653.5%	11.3%	7.6%	32.3%	NM	19.5%	13.9%	13.1%	23.3%	13.9%	10.9%	11.6%	11.2%	11.6%
Net Income	(282.1)	(143.3)	73.1	(67.4)	(7.1)	70.4	65.4	61.3	(35.0)	35.7	49.4	57.5	107.5	43.2	78.6	76.5	85.6	284.0
GAAP EPS	(\$1.05)	(\$0.50)	\$0.22	(\$0.22)	(\$0.02)	\$0.22	\$0.20	\$0.19	(\$0.11)	\$0.10	\$0.14	\$0.17	\$0.32	\$0.12	\$0.22	\$0.21	\$0.24	\$0.80
y/y growth	-32.5%	52.4%	143.0%	-465.2%	-165.8%	8669.0%	-10.1%	-9.8%	50.8%	551.9%	-35.7%	-15.7%	63.3%	213.9%	114.4%	48.9%	43.1%	152.1%
Shares Outstanding		22.170					, 0	2.270			22/0	. 2 70	22.270	2.2.270			, 0	
Basic	267.8	285.9	299.5	305.9	309.5	314.2	317.7	311.8	322.6	326.3	329.6	332.9	327.8	336.2	339.6	343.0	346.4	341.3
y/y growth	5.9%	6.7%	4.8%	3.4%	4.0%	4.4%	4.6%	4.1%	5.5%	5.4%	4.9%	4.8%	5.1%	4.2%	4.1%	4.1%	4.1%	4.1%
g/q growth				0.7%	3.3%	1.5%	1.1%		1.5%	4.7%	1.0%	1.0%		1.0%	1.0%	1.0%	1.0%	
Diluted	267.8	285.9	339.2	305.9	309.5	314.2	332.0	315.4	322.6	343.4	342.8	346.2	338.8	349.7	353.2	356.7	360.3	354.9
y/y growth	5.9%	6.7%	18.6%	3.4%	-1.0%	4.4%	-2.3%	-7.0%	5.5%	11.0%	9.1%	4.3%	7.4%	8.4%	2.8%	4.1%	4.1%	4.8%
q/q growth				-10.0%	-8.7%	1.5%	5.7%		-2.8%	6.5%	-0.2%	1.0%		1.0%	1.0%	1.0%	1.0%	
Cauraci Campanii ranama Cua			110000		d analy	-:-												

**Exhibit 187: Pure Storage Non-GAAP Income Statement** 

FY21   FY22   FY23   F1Q24   F2Q24   F3Q24   F4Q24   F1Q25   F1Q25   F2Q25   F3Q25   F4Q25   F4Q25   F1Q26   F2Q25   F2Q25   F3Q25   F4Q25   F1Q26   F2Q25   F3Q25		Oct-25 F3Q26E	Jan-26 F4Q26E	
Product         1,144.1         1,442.3         1,792.2         399.7         453.3         460.9         1,622.9         347.4         402.6         439.5         457.9         1,647.4         328.0         4           y/y growth         -7.6%         26.1%         24.3%         -23.0%         -3.6%         5.1%         -15.4%         -9.4%         12.4%         0.7%         -3.1%         -0.6%         1.5%         -5.6%         9.2%         4.2%         -80.1%         3	430.3			
Product         1,144.1         1,442.3         1,792.2         309.0         399.7         453.3         460.9         1,622.9         347.4         402.6         439.5         457.9         1,647.4         328.0         4           y/y growth q/q growth         -7.6%         26.1%         24.3%         -23.0%         -3.6%         5.1%         -15.4%         -9.4%         12.4%         0.7%         -3.1%         -0.6%         1.5%         -5.6%         -5.6%         -6         -43.3%         -77.7%         13.4%         1.7%         -24.6%         -75.2%         9.2%         4.2%         -80.1%         3	430.3			
y/y growth -7.6% 26.1% 24.3% -23.0% -3.6% 5.1% -15.4% -9.4% 12.4% 0.7% -3.1% -0.6% 1.5% -5.6% (q/q growth -43.3% -77.7% 13.4% 1.7% -24.6% -75.2% 9.2% 4.2% -80.1% 3		495.8	507.6	6 1.761.6
q/q growth -43.3% -77.7% 13.4% 1.7% -24.6% -75.2% 9.2% 4.2% -80.1% 3	6.9%	12.8%		
	31.2%	15.2%		
76  of total $107.376$ $100.17$	49.6%	52.0%		
Subscription Services 540.1 738.5 961.3 280.3 288.9 309.6 328.9 1,207.8 346.1 361.2 376.0 398.0 1,481.3 419.3 4	437.3	456.9		
	21.1%	21.5%		
	4.3%	4.5%		
	50.4%	48.0%		
1 1.	867.6	952.6		
	13.6%	16.8%		
q/q growth -27.3% -75.0% 10.8% 3.5% -12.2% -73.0% 6.8% 5.0% -76.1% 10.8%	16.1%	9.8%	3.8%	%
Cost of Revenue				
Product   338.9   458.6   545.5   90.2   113.8   121.9   122.6   448.6   94.4   122.8   131.8   137.4   486.4   90.7   1	133.4	151.2	154.8	8 530.1
Subscription Services   166.6   208.2   261.4   73.6   73.7   76.1   85.2   308.7   86.9   85.3   90.6   101.1   364.0   104.5   1	102.4	109.2	121.3	3 437.4
Total Cost of Revenue 505.5 666.8 806.9 163.8 187.6 198.1 207.8 757.2 181.3 208.1 222.4 238.5 850.3 195.3 2	235.8	260.4	276.1	1 967.5
% of revenue 30.0% 30.6% 29.3% 27.8% 27.2% 26.0% 26.3% 26.8% 26.1% 27.2% 27.3% 27.9% 27.2% 26.1% 2	27.2%	27.3%	27.9%	% 27.2%
Gross Profit				
	296.9	344.6	352.8	8 1,231.5
	69.0%	69.5%		
	334.9	347.7	359.9	
	76.6%	76.1%		
		692.3		
				/   2.300.0
	631.8			
Gross Margin 70.0% 69.4% 70.7% 72.2% 72.8% 74.0% 73.7% 73.2% 73.9% 72.8% 72.7% 72.1% 72.8% 73.9% 7	631.8 72.8%	72.7%		
Gross Margin 70.0% 69.4% 70.7% 72.2% 72.8% 74.0% 73.7% 73.2% 73.9% 72.8% 72.7% 72.1% 72.8% 73.9% 7.00 73.9% 72.8% 72.7% 72.1% 72.8% 73.9% 72.8% 73.9% 72.8% 73.9% 72.8% 73.9% 72.8% 73.9% 73.9% 73.9% 72.8% 73.9% 73.9% 73.9% 72.8% 73.9%				
Operating Expenses	72.8%	72.7%	72.19	% 72.8%
Operating Expenses         Research and Development         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1	<b>72.8%</b> 159.1	<b>72.7%</b> 203.0	72.19 182.7	<b>72.8</b> % <b>72.8</b> % 7 691.8
Operating Expenses         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           % of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         1.	72.8% 159.1 18.3%	<b>72.7%</b> 203.0 21.3%	182.7 18.5%	<b>72.8% 7 691.8 % 19.5%</b>
Operating Expenses         Research and Development         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           % of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         1.           Sales and Marketing         647.5         721.7         801.5         213.6         210.3         211.2         228.5         863.6         225.2         224.1         225.8         247.6         922.7         235.2         2	72.8% 159.1 18.3% 245.9	203.0 21.3% 254.2	182.7 18.5% 276.2	72.89 7 691.8 % 19.59 2 1,011.5
Operating Expenses         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           % of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         22.0%         19.7%         22.0%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         22.5%         863.6	72.8% 159.1 18.3% 245.9 28.3%	203.0 21.3% 254.2 26.7%	182.7 18.5% 276.2 27.9%	7 691.8 7 695.8 % 19.5 2 1,011.5 % 28.4
Operating Expenses         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           % of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         10.7%	72.8% 159.1 18.3% 245.9 28.3% 57.5	203.0 21.3% 254.2 26.7% 59.8	182.7 18.5% 276.2 27.9% 64.4	7 691.8 7 691.8 9 19.59 2 1,011.5 6 28.49 4 233.5
Operating Expenses         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           % of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%	72.8% 159.1 18.3% 245.9 28.3%	203.0 21.3% 254.2 26.7%	182.7 18.5% 276.2 27.9% 64.4	7 691.8 7 691.8 9 19.59 2 1,011.5 6 28.49 4 233.5
Operating Expenses         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           Research and Development % of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         21.6%         21.6%         21.6%         21.6%         21.6%         21.6%         21.6%         21.6%         22.2         22.1%         225.8 <td>72.8% 159.1 18.3% 245.9 28.3% 57.5</td> <td>203.0 21.3% 254.2 26.7% 59.8</td> <td>182.7 18.5% 276.2 27.9% 64.4</td> <td>7 691.8 7 691.8 9 19.59 2 1,011.5 6 28.49 4 233.5</td>	72.8% 159.1 18.3% 245.9 28.3% 57.5	203.0 21.3% 254.2 26.7% 59.8	182.7 18.5% 276.2 27.9% 64.4	7 691.8 7 691.8 9 19.59 2 1,011.5 6 28.49 4 233.5
Operating Expenses         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           % of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%	72.8% 159.1 18.3% 245.9 28.3% 57.5	203.0 21.3% 254.2 26.7% 59.8	182.7 18.5% 276.2 27.9% 64.4	7 691.8 7 691.8 9 19.59 2 1,011.5 6 28.49 4 233.5
Operating Expenses         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           Research and Development % of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         19.7%         21.3%         222.8         863.6         225.2         224.1         225.8         247.6         922.7         235.2         2         29.7%         29.9%         29.5%         31.5%         27.7%	159.1 18.3% 245.9 28.3% 57.5 6.6%	72.7% 203.0 21.3% 254.2 26.7% 59.8 6.3%	182.7 18.5% 276.2 27.9% 64.4 6.5%	% 72.89 7 691.8 % 19.59 2 1,011.5 % 28.49 4 233.5 % 6.69
Operating Expenses         Research and Development         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           % of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         24.76         922.7         235.2         22.3%         29.3%         27.7%         28.9%         29.3%         27.7%         28.9%         29.5%         31.5%         29.3%         27.7%         28.9%         29.5%         31.5%         29.3%         27.7%         28.9%         29.5%         31.5%         29.3%         27.7%         28.9%         29.5%         31.5%         29.3%         27.7%         28.9%         29.5%         31.5%         29.3%         27.7%         28.9%         29.5%         31.5%         29.3%         27.7%         28.9%         29.5%	72.8% 159.1 18.3% 245.9 28.3% 57.5 6.6%	72.7% 203.0 21.3% 254.2 26.7% 59.8 6.3%	182.7 18.5% 276.2 27.9% 64.4 6.5%	% 72.89  7 691.8  % 19.59  2 1,011.5  % 28.49  4 233.5  6.69  3 1,936.8
Operating Expenses         Research and Development         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           % of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         24.76         922.7         235.2         22.3%         29.3%         27.7%         28.9%         29.3%         27.7%         28.9%         29.5%         31.5%         29.3%         27.7%         28.9%         29.5%         31.5%         29.3%         27.7%         28.9%         29.5%         31.5%         29.3%         27.7%         28.9%         29.5%         31.5%         29.3%         27.7%         28.9%         29.5%         31.5%         29.3%         27.7%         28.9%         29.5%         31.5%         29.5%         31.5%         29.3%         27.7%	159.1 18.3% 245.9 28.3% 57.5 6.6%	72.7% 203.0 21.3% 254.2 26.7% 59.8 6.3%	182.7 18.5% 276.2 27.9% 64.4 6.5%	% 72.89  7 691.8  % 19.59  2 1,011.5  % 28.49  4 233.5  6.69  3 1,936.8
Operating Expenses         Research and Development         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           % of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         20.0%         18.6%         21.6%         29.2%         29.3%         29.5%         29.5%	159.1 18.3% 245.9 28.3% 57.5 6.6% 462.5 53.3%	72.7% 203.0 21.3% 254.2 26.7% 59.8 6.3% 517.0 54.3%	182.7 18.5 18.5 276.2 27.9 64.4 6.5%	72.89 7 691.8 7 691.8 7 691.8 7 691.8 7 691.8 7 6.6 7 691.8 7 6.6 7 19.5 7 1,011.5 7 28.4 7 233.5 7 6.6 7 54.5
Operating Expenses         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           Research and Development Working         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         21.6%         21.3%         211.2         228.5         863.6         225.2         224.1         225.8         247.6         922.7         235.2         2         26.7%         28.9%         30.5%         32.5%	72.8% 159.1 18.3% 245.9 28.3% 57.5 6.6% 462.5 53.3%	72.7%  203.0 21.3% 254.2 26.7% 59.8 6.3%  517.0 54.3%	182.7 182.7 18.5 276.2 27.9 64.4 6.5 523.3 52.9 189.5	72.89 7 691.8 7 19.59 2 1,011.5 28.49 4 233.5 6.69 3 1,936.8 54.59 5 652.1
Operating Expenses         Research and Development         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           Research and Development % of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         20.0%         18.6%         24.7.6         922.7         235.2         2         24.7         29.3%         29.3%         29.3%         29.3%         29.7%         29.5%         31.5%         29.5%         31.5%         29.5%         31.5%         29.5%	159.1 18.3% 245.9 28.3% 57.5 6.6% 462.5 53.3%	72.7%  203.0 21.3% 254.2 26.7% 59.8 6.3%  517.0 54.3%	182.7 18.5% 276.2 27.9% 64.4 6.5% 523.3 52.9%	% 72.89  7 691.8  8 19.59  2 1,011.5  28.49  4 233.5  6.69  3 1,936.8  54.59  5 652.1  18.39
Operating Expenses         Research and Development         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           Research and Development % of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         19.7%         20.0%         18.6%         24.7.6         922.7         235.2         2         24.7         29.3%         29.3%         29.3%         29.7%         29.5%         31.5%         29.5%         31.5%         29.5%         31.5%         29.5%         31.5%         29.5%	159.1 18.3% 245.9 28.3% 57.5 6.6% 462.5 53.3% 169.3 19.5% 23.1	72.7% 203.0 21.3% 254.2 26.7% 59.8 6.3% 517.0 54.3% 175.3 18.4% 25.6	182.7 18.5% 27.6.2 27.9 64.4 6.5% 523.3 52.9% 189.5 19.29	% 72.89  7 691.8  19.59  1,011.5  2 1,011.5  28.49  4 233.5  6.69  3 1,936.8  54.59  5 652.1  18.39  6 96.1
Operating Expenses         Research and Development         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           Research and Development         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         10.7         11.7         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         18.8%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         22.4.1         225.8         247.6         922.7         235.2         2         25.2         224.1         225.8         247.6         922.7         235.2         2         25.5         26.9%         25.5         25.5         25.5         25.5         25.5	159.1 18.3% 245.9 28.3% 57.5 6.6% 462.5 53.3% 169.3 19.5% 23.1	72.7% 203.0 21.3% 254.2 26.7% 59.8 6.3% 517.0 54.3% 175.3 18.4% 25.6 200.9	182.7 18.5 276.2 27.9 64.4 6.5 523.3 52.9 189.5 19.2 25.6	% 72.89  7 691.8  % 19.59  2 1,011.5  28.49  4 233.5  6.69  3 1,936.8  54.59  5 652.1  18.39  6 96.1  0 748.2
Operating Expenses         Research and Development         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           W of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         224.1         225.2         224.1         225.8         247.6         922.7         235.2         2         24.4%         19.7%         20.0%         30.5%         32.5%         29.3%         27.7%         28.9%         20.5%         31.5%         22.9.5%         31.5%         22.9.5%         31.5%	72.8%  159.1 18.3% 245.9 28.3% 57.5 6.6%  462.5 53.3% 169.3 19.5% 23.1 192.4 9.6	72.7% 203.0 21.3% 254.2 26.7% 59.8 6.3% 517.0 54.3% 175.3 18.4% 25.6	182.7 18.59 276.2 27.99 64.4 6.59 189.5 19.29 25.6 215.0 10.8	% 72.89  7 691.8  19.59 2 1,011.5 % 28.49 4 233.5 6.69  3 1,936.8 54.59  5 652.1 % 96.1 0 748.2 8 37.4
Operating Expenses         Research and Development         347.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           W of revenue         20.6%         19.1%         18.6%         24.4%         19.1%         17.9%         18.3%         19.7%         20.0%         18.6%         21.6%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         21.6%         19.7%         19.7%         19.7%         19.7%         19.7%         20.0%         18.6%         224.1         225.2         224.1         225.8         247.6         922.7         235.2         2         24.4%         19.7%         20.0%         30.5%         32.5%         29.3%         27.7%         28.9%         20.5%         31.5%         22.9.5%         31.5%         22.9.5%         31.5%	159.1 18.3% 245.9 28.3% 57.5 6.6% 462.5 53.3% 169.3 19.5% 23.1	72.7% 203.0 21.3% 254.2 26.7% 59.8 6.3% 517.0 54.3% 175.3 18.4% 25.6 200.9	182.7 18.59 276.2 27.99 64.4 6.59 189.5 19.29 25.6 215.0 10.8	% 72.89  7 691.8  19.59 2 1,011.5 % 28.49 4 233.5 6.69  3 1,936.8 54.59  5 652.1 % 96.1 0 748.2 8 37.4
Operating Expenses   Research and Development   347.0   417.5   512.8   143.6   131.7   136.6   144.4   556.3   138.5   142.3   176.2   160.7   617.8   147.0   1   % of revenue   20.6%   19.1%   18.6%   24.4%   19.1%   17.9%   18.3%   19.7%   20.0%   18.6%   21.6%   18.6%   19.7%   1	72.8%  159.1 18.3% 245.9 28.3% 57.5 6.6%  462.5 53.3% 169.3 19.5% 23.1 192.4 9.6	72.7%  203.0 21.3% 254.2 26.7% 59.8 6.3%  517.0 54.3%  175.3 18.4% 25.6 200.9 10.0	182.7 18.59 276.2 27.99 64.4 6.59 189.5 19.29 25.6 215.0 10.8	72.89 7 691.8 9 19.59 2 1,011.5 28.49 4 233.5 6 6.69 5 652.1 8 39 6 96.1 0 748.2 8 37.4 6 5.09
Comparing Expenses   Comparing Expense   Comparing Expenses   Comparing Expense   Comparing Ex	159.1 18.3% 245.9 28.3% 57.5 6.6% 462.5 53.3% 169.3 19.5% 23.1 192.4 9.6 5.0%	72.7%  203.0 21.3% 254.2 26.7% 59.8 6.3%  517.0 54.3%  175.3 18.4% 25.6 200.9 10.0 5.0%	182.7 18.5% 276.2 27.9% 64.4 6.5% 523.3 52.9% 189.5 19.2% 25.6 215.0 10.8 5.0%	72.89 7 691.8 7 19.59 1,011.5 9 2 2 1,011.5 9 4 233.5 6.69 3 1,936.8 54.59 5 652.1 18.39 6 96.1 0 748.2 8 37.4 % 5.09
Operating Expenses   Company   Com	72.8%  159.1 18.3% 245.9 28.3% 57.5 6.6%  462.5 53.3%  169.3 19.5% 23.1 192.4 9.6 5.0%	72.7% 203.0 21.3% 254.2 26.7% 59.8 6.3% 517.0 54.3% 175.3 18.4% 25.6 200.9 10.0 5.0%	182.7 18.5 276.2 27.9 64.4 6.5 523.3 52.9 189.5 19.2 25.6 215.0	72.89 7 691.8 7 19.59 1,011.5 9 2 2 1,011.5 9 4 233.5 6.69 3 1,936.8 54.59 5 652.1 18.39 6 96.1 0 748.2 8 37.4 % 5.09
Operating Expenses         A47.0         417.5         512.8         143.6         131.7         136.6         144.4         556.3         138.5         142.3         176.2         160.7         617.8         147.0         1           % of revenue         20.6%         19.1%         18.6%         24.4%         19.7%	72.8%  159.1 18.3% 245.9 28.3% 57.5 6.6%  462.5 53.3% 19.5% 23.1 192.4 9.6 5.0% 182.8	72.7%  203.0 21.3% 254.2 26.7% 59.8 6.3%  517.0 54.3%  175.3 18.4% 25.6 200.9 10.0 5.0%  190.8	182.7 18.59 276.2 27.99 64.4 6.59 189.5 19.29 25.6 215.0 10.8 5.09 204.3	% 72.89  7 691.8  19.59  1,011.5  28.49  4 233.5  6.69  3 1,936.8  54.59  6 96.1  0 748.2  8 37.4  6 96.1  7 \$2.00
Operating Expenses   Research and Development   347.0   417.5   512.8   143.6   131.7   136.6   144.4   556.3   138.5   142.3   176.2   160.7   617.8   147.0   1   148.6   147.0   1   148.6   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.4   148.6   148.6   148.4   148.6   148.6   148.6   148.4   148.6   148.	72.8%  159.1 18.3% 245.9 28.3% 57.5 6.6%  462.5 53.3% 19.5% 23.1 192.4 9.6 5.0% 182.8  \$0.52	72.7%  203.0 21.3% 254.2 26.7% 59.8 6.3%  517.0 54.3%  25.6 200.9 10.0 5.0%  190.8 \$0.53	182.7 18.5% 276.2 27.99 64.4 6.5% 189.5 19.2% 25.6 215.0 10.88 5.0% 204.3	% 72.89  7 691.8 19.59 2 1,011.5 % 28.49 4 233.5 6.69  3 1,936.8 54.59 5 652.1 7 48.39 6 96.1 0 748.2 0 3 710.8 7 \$2.00
Operating Expenses   Research and Development   347.0   417.5   512.8   143.6   131.7   136.6   144.4   556.3   138.5   142.3   176.2   160.7   617.8   147.0   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   1   147.0   147.0   1   147.0   147.0   1   147.0	159.1 18.3% 245.9 28.3% 57.5 6.6% 462.5 53.3% 169.3 19.5% 23.1 192.4 9.6 5.0% 182.8 \$0.52	72.7%  203.0 21.3% 254.2 26.7% 59.8 6.3%  517.0 54.3%  25.6 200.9 10.0 5.0% 190.8  \$0.53	182.7 18.5% 276.2 27.9% 64.4 6.5% 523.3 52.9% 189.5 19.2% 25.6 215.0 10.8 5.0% 204.3	% 72.89  7 691.8 19.59 1,011.5 2 1,011.5 3 1,936.8 54.59 5 652.1 7 18.39 6 96.1 0 748.2 3 710.8 7 \$2.00
Operating Expenses   347.0	72.8%  159.1 18.3% 245.9 28.3% 57.5 6.6%  462.5 53.3% 19.5% 23.1 192.4 9.6 5.0% 182.8  \$0.52	72.7%  203.0 21.3% 254.2 26.7% 59.8 6.3%  517.0 54.3%  25.6 200.9 10.0 5.0%  190.8 \$0.53	182.7 18.59 276.2 27.99 64.4 6.59 189.5 19.29 25.6 215.0 10.8 5.09 204.3 \$0.57	% 72.89  7 691.8  96 19.59  2 1,011.5  % 28.49  4 233.5  6.69  3 1,936.8  54.59  6 96.1  0 748.2  8 37.4  5.09  3 710.8  7 \$2.00  4.4  4.19  3.3  341.

**Exhibit 188: Pure Storage Balance Sheet** 

C in millions expent not share date	Jan-21		lan 22	Amr 22	Jul-23	Oct-23	lon 24	Jan-24	Amr 24	Jul-24	0~4.24	lan 25	202E (E)	Amr 25	Jul-25	0-4-25	lan 20	2026 (E)
\$ in millions, except per share data	FY21	Jan-22 FY22	Jan-23 FY23	Apr-23 F1Q24	Jul-23 F2Q24	F3Q24	Jan-24 F4Q24	Jan-24 FY24	Apr-24 F1Q25	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	2025 (E) FY25E	Apr-25 F1Q26E	Jui-25 F2Q26E	Oct-25 F3Q26E	Jan-26 F4Q26E	FY26E
Balance Sheet	<u> </u>	<u> </u>	<u>F123</u>	F IQZ4	FZQZ4	<u> </u>	<u> </u>	<u>F124</u>	FIQZJ	<u>FZQZJ</u>	FJQZJE	F4QZJE	FIZJE	FIQZOE	FZQZ0E	F3Q20E	F4QZ0E	FIZUE
Current assets																		
Cash and cash equivalents	337.1	466.2	580.9	378.3	408.9	529.2	702.5	702.5	900.6	965.0	997.2	1,179.3	1.179.3	1.294.1	1.515.3	1,514.2	1,813.9	1.813.9
Marketable securities	916.4	947.1	1,001.4	805.7	819.8	821.9	828.6	828.6	823.4	855.5	855.5	855.5	855.5	855.5	855.5	855.5	855.5	855.5
Accounts receivable, net	460.9	542.1	612.5	391.3	525.3	636.3	662.2	662.2	423.5	416.5	580.8	666.0	666.0	538.2	568.2	783.0	791.0	791.0
Inventory	46.7	38.9	50.2	51.8	47.5	46.2	42.7	42.7	40.7	43.5	61.1	25.9	25.9	55.2	46.5	76.7	27.6	27.6
Deferred Commissions, current	57.2	81.6	68.6	68.8	71.3	74.3	88.7	88.7	85.4	87.4	90.5	93.5	93.5	88.5	85.2	90.8	96.1	96.1
Prepaid expenses and other current assets	89.8	116.2	161.4	171.8	168.3	139.1	173.4	173.4	174.2	185.1	202.6	200.5	200.5	186.6	200.4	219.8	215.2	215.2
Total current assets	1.908.2	2.192.2	2.474.9	1.867.8	2.041.1	2.247.0	2.498.1	2.498.1	2.447.8	2.553.0	2.787.6	3.020.6	3.020.6	3.018.1	3.271.0	3.540.0	3.799.4	3.799.4
	1,000.	_,	_,	1,001110	_,	_,	_,	_,	_,	_,	_,	-,	0,020.0	-,	-,	-,	-,	-,
Non-current assets																		
Property and equipment, net	163.0	195.3	272.4	302.9	325.8	337.6	352.6	352.6	368.2	396.7	406.9	418.6	418.6	427.0	442.8	463.0	483.6	483.6
Operating lease right-of-use assets	134.7	111.8	158.9	155.2	133.1	126.6	129.9	129.9	126.4	138.8	138.8	138.8	138.8	138.8	138.8	138.8	138.8	138.8
Deferred commissions, non-current	130.7	164.7	177.2	179.4	184.1	190.6	215.6	215.6	211.2	210.8	218.1	225.4	225.4	213.3	205.5	219.0	231.7	231.7
Intangible assets, net	76.6	62.6	49.2	45.1	40.9	36.9	33.0	33.0	29.2	27.0	27.0	27.0	27.0	27.0	27.0	27.0	27.0	27.0
Goodwill	358.7	358.7	361.4	361.4	361.4	361.4	361.4	361.4	361.4	361.4	361.4	361.4	361.4	361.4	361.4	361.4	361.4	361.4
Deferred income taxes, non-current	-	-	-	-	-	-	-	•	-	-	-	-	-	-	-	-	-	-
Restricted cash	10.5	10.5	10.5	10.0	10.0	10.0	9.6	9.6	9.6	14.8	14.8	14.8	14.8	14.8	14.8	14.8	14.8	14.8
Other long-term assets	36.9	39.4	38.8	37.6	37.6	45.5	55.5	55.5	69.8	78.8	51.5	49.6	49.6	57.9	64.7	58.1	58.1	58.1
Total assets	2,819.4	3,135.3	3,543.5	2,959.3	3,133.9	3,355.5	3,655.8	3,655.8	3,623.6	3,781.3	4,006.1	4,256.3	4,256.3	4,258.2	4,526.0	4,822.1	5,114.8	5,114.8
0 48 1997																		
Current liabilities	67.5	70.7	67.1	74.0	00.0	404.4	00.0	82.8		00.4	07.0	00.0	86.2	00.0	00.4	407.5	00.0	00.0
Accounts payable			-	71.3	98.0	101.1	82.8		55.7	68.1	97.0	86.2		69.3	93.1	127.5	99.8	99.8
Accrued compensation and benefits	160.8	205.4	232.6	143.2	165.4	149.7	250.3	250.3	137.7	176.6	188.5	197.9	197.9 119.4	149.5	173.5	190.5	197.8	197.8
Accrued expenses and other liabilities Operating lease liabilities, current	61.8	78.5	123.7	121.2	128.8	141.2	135.8	135.8	127.9	119.4	119.4	119.4		119.4	119.4	119.4	119.4	119.4
Deferred revenue, current	32.2	35.1	33.7	38.0	41.7	44.3	44.7	44.7	44.8	49.6	49.6	49.6	49.6	49.6	49.6	49.6	49.6	49.6
Deterred revenue, current  Debt. current	438.3	562.6	718.1 574.5	732.4	769.9	801.6	852.2	852.2	860.2	869.3	895.4	953.6	953.6	934.5	962.6	1,001.1	1,071.2	1,071.2
Liability related to early exercised stock options	-	-	574.5	-	-	-	-	•	-				-	-				_
Total current liabilities	760.7	952.3	1.749.9	1.106.2	1.203.8	1.237.9	1.365.7	1.365.7	1.226.3	1.283.0	1.349.9	1.406.7	1.406.7	1.322.3	1.398.2	1.488.1	1.537.8	1.537.8
Total current liabilities	700.7	332.3	1,745.5	1,100.2	1,203.6	1,237.9	1,303.7	1,303.7	1,220.3	1,203.0	1,349.9	1,400.7	1,400.7	1,322.3	1,390.2	1,400.1	1,557.6	1,337.6
Long term liabilities																		
Long-term debt, net	755.8	786.8		100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Operating lease liabilities, non-current	120.4	93.5	142.5	139.7	132.2	122.4	123.2	123.2	120.7	128.7	128.7	128.7	128.7	128.7	128.7	128.7	128.7	128.7
Deferred revenue, non-current	405.4	517.3	667.5	663.2	667.2	694.9	742.3	742.3	741.3	754.3	777.0	827.5	827.5	810.9	835.2	868.6	929.5	929.5
Deferred tax liabilities, non-current	405.4	517.3	007.5	003.2	007.2	054.9	742.3	142.3	741.3	104.3	777.0	021.5	027.5	010.9	035.2	000.0	5∠5.5	929.5
Other liabilities, non-current	27.2	31.1	42.4	44.3	44.4	51.8	54.5	54.5	61.4	62.1	66.3	69.6	69.6	60.8	70.6	77.5	80.4	80.4
Total Liabilities	2.069.4	2,381.0	2.602.2	2,053.4	2,147.6	2.207.1	2,385.7	2,385.7	2.249.6	2.328.1	2,421.8	2,532.5	2,532.5	2.422.6	2,532.7	2,662.9	2,776.3	2,776.3
I Otal Liabilities	2,009.4	2,301.0	2,002.2	2,033.4	2,147.0	2,207.1	2,303.7	2,303.7	2,249.0	2,320.1	2,421.0	2,332.3	2,332.3	2,422.0	2,332.7	2,002.9	2,110.3	2,110.3
Stockholders' equity	750.0	754.3	941.2	905.8	986.3	1,148.5	1,270.1	1,270.1	1,374.0	1,453.2	1,579.5	1,719.0	1,719.0	1,826.9	1,984.6	2,150.4	2,329.7	2,329.7
Total liabilities and shareholders' equity	2,819.4	3,135.3	3,543.5	2.959.3	3.133.9	3.355.5	3.655.8	3,655.8	3.623.6	3.781.3	4.006.1	4.256.3	4,256.3	4.258.2	4.526.0	4.822.1	5.114.8	5,114.8
i otai nasinties and snarenoluers equity	2,013.4	3,133.3	3,373.3	2,303.3	3,133.9	3,333.3	3,033.0	3,033.0	3,023.0	3,101.3	+,000. I	4,200.3	7,200.3	4,230.2	4,520.0	→,022. I	5,114.0	3,117.0

**Exhibit 189: Pure Storage Cash Flow Statement** 

Exhibit 109. Pure Storage Ca							r					1						
\$ in millions, except per share data	Jan-21	Jan-22	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	Apr-25	Jul-25	Oct-25	Jan-26	2026 (E)
Cook Flow Statement	<u>FY21</u>	<u>FY22</u>	FY23	<u>F1Q24</u>	F2Q24	F3Q24	F4Q24	FY24	<u>F1Q25</u>	F2Q25	F3Q25E	F4Q25E	FY25E	F1Q26E	F2Q26E	F3Q26E	F4Q26E	FY26E
Cash Flow Statement																		
Cash from Operating Activities	(222.4)	// /a a		/a= 10					/a= a\									
Net income (loss)	(282.1)	(143.3)	73.1	(67.4)	(7.1)	70.4	65.4	61.3	(35.0)	35.7	49.4	57.5	107.5	43.2	78.6	76.5	85.6	284.0
Depreciation and amortization	70.0	83.2	100.4	29.7	30.2	31.6	32.9	124.4	33.9	35.9	38.7	39.7	148.2	44.0	44.9	46.5	48.6	184.0
Amortization of debt discount and debt issuan	29.1	31.6	3.2					-					-					-
Stock-based compensation	242.3	287.0	327.6	77.8	89.4	88.0	76.2	331.4	113.0	104.9	101.9	107.0	426.8	89.7	104.1	114.3	118.7	426.8
Impairment of long-lived assets	7.5	0.5	-		16.8			16.8	6.4				6.4					-
Other, net	7.3	13.1	4.1	(1.8)	(1.2)	(2.8)	7.4	1.6	2.3	1.1			3.5					-
Working Capital:	113.4	138.1	258.8	134.9	(26.5)	(28.8)	62.5	142.2	100.9	49.0	(88.7)	54.3	115.4	11.4	79.3	(146.8)	141.0	84.9
Accounts receivable	0.4	(81.2)	(70.7)	221.2	(134.0)	(111.2)	(25.7)	(49.7)	238.8	7.0	(164.3)	(85.2)	(3.8)	127.8	(30.0)	(214.8)	(8.1)	(125.0)
Inventory	(8.7)	4.1	(14.2)	0.3	4.2	0.8	1.5	6.8	2.4	(5.0)	(17.5)	35.2	15.1	(29.3)	8.8	(30.2)	49.0	(1.7)
Deferred commissions	(48.7)	(58.4)	0.5	(2.3)	(7.2)	(9.5)	(39.4)	(58.5)	7.7	(1.6)	(10.4)	(10.3)	(14.6)	17.1	11.0	(19.1)	(18.0)	(8.9)
Prepaid expenses and other assets	(34.0)	(25.8)	(29.5)	(6.1)	5.7	20.0	(45.4)	(25.7)	(9.2)	(17.8)	9.8	3.9	(13.2)	5.6	(20.6)	(12.9)	4.7	(23.2)
Operating lease right-of-use assets	28.8	30.0	33.8	11.0	8.6	6.8	8.2	34.6	8.1	8.4	-		16.5	-	(====)	( )	-	(,
Accounts payable	(14.4)	6.7	(7.1)	(4.0)	30.3	7.5	(20.4)	13.5	(26.6)	13.4	28.9	(10.7)	5.0	(17.0)	23.8	34.4	(27.7)	13.6
Accrued compensation and other liabilities	77.0	59.0	73.6	(89.1)	31.6	4.8	96.1	43.3	(116.7)	30.4	16.1	12.7	(57.5)	(57.2)	33.8	23.9	10.2	10.7
Operating lease liabilities	(27.3)	(32.4)	(33.4)	(6.1)	(7.0)	(7.5)	(10.4)	(31.0)	(10.6)	(8.0)	-	12.7	(18.6)	(37.2)	- 55.0	25.5	10.2	10.7
Deferred revenue	140.3	236.2	305.8	10.0	41.4	59.5	98.0	208.9	7.0	22.2	48.7	108.7	186.6	(35.6)	52.4	71.9	130.9	219.5
	187.6		767.2		101.6			677.7	221.5	226.6		258.4				90.6	394.0	979.7
Net cash provided by operating activities		410.1		173.2		158.4	244.4				101.3		807.8	188.3	306.9			
y/y growth	-1.0%	118.6%	87.1%	-21.3%	-36.2%	2.4%	4.9%	-11.7%	27.9%	123.0%	-36.1%	5.7%	19.2%	-15.0%	35.4%	-10.6%	52.4%	21.3%
q/q growth				-25.7%	-41.3%	55.9%	54.3%		-9.4%	2.3%	-55.3%	155.2%		-27.2%	63.0%	-70.5%	335.0%	
Operating cash flow margin %	11.1%	18.8%	27.9%	29.4%	14.8%	20.8%	30.9%	23.9%	31.9%	29.7%	12.4%	30.2%	25.8%	25.2%	35.4%	9.5%	39.8%	27.5%
Consensus Estimate (VA)	149.5	394.6	680.2	217.1	122.2	202.6	180.4	677.8	231.7	113.6	106.1	237.2	791.5	216.4	210.9	210.2	290.7	928.2
Margin	9.0%	18.8%	24.7%	38.7%	17.9%	26.6%	19.6%	23.9%	34.0%	15.0%	13.0%	27.6%	25.3%	28.0%	24.7%	23.0%	29.5%	26.3%
Cash from investing activities																		
Purchases of property and equipment	(95.0)	(93.5)	(144.4)	(46.1)	(49.8)	(40.0)	(43.6)	(179.5)	(48.8)	(60.0)	(48.9)	(51.4)	(209.1)	(52.3)	(60.7)	(66.7)	(69.2)	(248.9)
Capitalized internal-use software costs	-	(8.8)	(13.7)	(5.3)	(5.3)	(5.1)	(3.7)	(19.4)	-	-	-	-	-	-	-	-	-	-
Acquisitions, net of cash acquired	(339.6)	-	(2.0)		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purchase of other investments	(5.0)	-	-					-					-					-
Purchase of intangibles	-	-	-					-					-					-
Purchase of marketable securities	(574.0)	(617.6)	(501.4)	(128.8)	(117.8)	(105.1)	(119.8)	(471.5)	(165.1)	(105.3)			(270.5)					-
Sales of marketable securities	171.5	200.5	6.2	43.0	5.7	3.7	6.6	59.1	37.7	10.7			48.4					_
Maturities of marketable securities	423.9	366.2	434.0	288.4	98.3	109.2	115.0	610.9	127.9	70.1			198.0					_
Decrease (increase) in restricted cash	-	-	-					-					-					_
Net cash used in investing activities	(418.1)	(153.3)	(221.4)	151.2	(68.9)	(37.2)	(41.8)	(0.5)	(48.4)	(84.5)	(48.9)	(51.4)	(233.2)	(52.3)	(60.7)	(66.7)	(69.2)	(248.9)
not bush used in involving uservinos	(,	(100.0)	(==,		(00.0)	(0)	( ,	(0.0)	()	(00)	(10.0)	(5.1.1)	(200.2)	(02.0)	(55)	(00)	(00.2)	(2.0.0)
Cash from financing activities																		
Net proceeds from exercise of stock options	59.4	48.7	24.8	4.6	25.2	3.1	6.9	39.8	13.2	4.5			17.8					_
Proceeds from issuance of CS under ESPP	32.4	36.6	40.0	21.2	-	23.9	-	45.1	25.3	4.5			25.3					_
Principal payments on borrowings and finance			40.0	21.2	-	(7.5)	(1.6)	45.1	(1.1)	(2.8)			25.5					_
,			(057.0)	(470.0)	(0.0)		` '	(470.0)	(1.1)	(2.0)								
Proceeds from borrowings, net of issuance of		(2.1)	(257.2)	(476.8)	(0.3)	6.9	- (40.4)	(470.2)	(40.5)	(74.0)	-	-	(00.7)	-	-	-	-	-
Tax withholding on vesting of equity awards	(8.3)	(10.8)	(19.6)	(6.8)	(5.1)	(4.8)	(13.4)	(30.0)	(12.5)	(74.2)			(86.7)					
Repurchase of common stock	(135.2)	(200.2)	(219.1)	(69.9)	(22.0)	(22.5)	(21.5)	(135.8)	-		(25.0)	(25.0)	(50.0)	(25.0)	(25.0)	(25.0)	(25.0)	(100.0)
Payment for purchase of capped call	-	-	-					-					-					-
Other	-	-	-					-					-					-
Net cash provided by financing activities	200.2	(127.8)	(431.2)	(527.6)	(2.1)	(0.9)	(29.6)	(551.1)	25.0	(72.5)	(25.0)	(25.0)	(93.6)	(25.0)	(25.0)	(25.0)	(25.0)	(100.0)
FX Impact on cash and equivalents	-	-	-					-					-					-
Cash balance, beginning of period	377.9	347.7	476.7	591.4	388.2	418.9	539.2	591.4	712.1	910.2	979.8	1,007.1	712.1	1,193.1	1,304.1	1,525.3	1,524.1	1,193.1
Net change in cash	(30.2)	129.1	114.7	(203.2)	30.6	120.3	173.0	126.2	198.1	69.6	27.3	182.1	481.0	110.9	221.2	(1.1)	299.8	630.7
Cash balance, end of period	347.7	476.7	591.4	388.2	418.9	539.2	712.1	717.6	910.2	979.8	1,007.1	1,189.2	1,193.1	1,304.1	1,525.3	1,524.1	1,823.9	1,823.9
0												•						

Exhibit 190: Pure Storage Discounted Cash Flow Statement - Plausible Case

Assumptions and Inputs	
Current risk-free rate	4.0%
Beta	1.70
Historical equity risk premium	6.5%
Terminal growth rate	5.0%
Market Value (\$M)	16,592
Debt Value (\$M)	\$ 100
Cost of equity	15.1%
Cost of debt	7.5%
Tax rate	20.0%
WACC	15.0%
Last Reported Quarter End	7/31/2024
Full Year End	1/31/2025

0 1 4 84 31 0 1															
Scenario 1: Plausible Scenario															
	н	istoricals			Hyper	Growth Per	ind			Trans	itionary Peri	ind		Terminal	
Fiscal year	F2022	F2023	F2024	F2025E	F2026E	F2027E	F2028E	F2029E	F2030E	F2031E	F2032E	F2033E	F2034E	F2035E	Perpetuit
Corresponding Calendar Year	2021	2022	2023	2023	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	respetun
Period	2021	2022	2023	0.5	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9.5	10.5	
Toriou				0.0	1.0	2.0	0.0	4.0	0.0	0.0	7.0	0.0	0.0	10.0	
Risk free rate			4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	
Beta			1.70	1.70	1.70	1.70	1.70	1.70	1.58	1.47	1.35	1.23	1.12	1.00	
Historical equity risk premium			6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity			15.1%	15.1%	15.1%	15.1%	15.1%	15.1%	14.3%	13.5%	12.8%	12.0%	11.3%	10.5%	
Cost of debt			7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	
Debt/Total Value			0.6%	0.6%	0.6%	0.6%	0.6%	0.6%	0.7%	0.7%	0.8%	0.9%	0.9%	1.0%	
WACC			15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	14.2%	13.5%	12.7%	12.0%	11.2%	10.5%	
Discount factor				0.93	0.81	0.71	0.61	0.53	0.48	0.44	0.41	0.38	0.36	0.35	
Total Revenue / Implied Total Revenue	2,180.8	2,753.4	2,830.6	3,191.3	3,635.8	4,121.3	4,670.0	5,370.5	6,086.5	6,796.6	7,476.3	8,099.3	8,639.3	9,071.3	
y/y change		26.3%	2.8%	12.7%	13.9%	13.4%	13.3%	15.0%	13%	12%	10%	8%	7%	5%	
Free Cash Flow to Firm (FCFF)	107.7	388.0	343.1	548.6	630.7	769.1	980.7	1,235.2	1,521.6	1,835.1	2,168.1	2,510.8	2,851.0	3,174.9	
FCF margin	4.9%	14.1%	12.1%	17.2%	17.3%	18.7%	21.0%	23.0%	25%	27%	29%	31%	33%	35%	
y/y change		NM	-11.6%	NM	15.0%	21.9%	27.5%	26.0%	23.2%	20.6%	18.1%	15.8%	13.5%	11.4%	5%
,,														<u> </u>	
Diluted Shares Outstanding	301	316	326	343	355	366	375	382	390	398	406	414	422	431	
y/y change		4.9%	3.4%	5.0%	3.6%	3.1%	2.5%	2.0%	2%	2%	2%	2%	2%	2%	
FCFF per share	\$0.36	\$1.23	\$1.05	\$1.60	\$1.78	\$2.10	\$2.62	\$3.23	\$3.90	\$4.61	\$5.34	\$6.07	\$6.75	\$7.37	\$135.14
NPV of FCF per share				\$1.49	\$1.44	\$1.48	\$1.60	\$1.72	\$1.88	\$2.03	\$2.18	\$2.32	\$2.46	\$2.59	\$47.57

Cummulative NPV of FCFF/share	\$21.20
Terminal Value FCF/Share	\$47.57
Total NPV of FCF/Share	\$68.77
Net Cash per share	\$ 3.36
Net cash balance	1,251
Working Capital - 5% of revenue	141.5
Shares outstanding	330
Implied Total NPV/Share	\$72
Current Price	\$50.24
Upside/(Downside) Potential	44%

**RBRK** 

**Exhibit 191: Rubrik GAAP Income Statement** 

\$ in millions, except per share data	Jan-22 FY22	Apr-22 F1Q23	Jul-22 F2Q23	Oct-22 F3Q23	Jan-23 F4Q23	Jan-23 FY23	Apr-23 F1Q24	Jul-23 F2Q24	Oct-23 F3Q24	Jan-24 F4Q24	Jan-24 FY24	Apr-24 F1Q25	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	Jan-25 FY25E	Apr-25 F1Q26E	Jul-25 F2Q26E	Oct-25 F3Q26E	Jan-26 F4Q26E	Jan-26 FY26E
GAAP Income Statement																					
Subscription	260.5	78.0	105.5	103.4	98.4	385.3	108.4	127.5	143.4	158.7	537.9	172.2	191.3	205.0	219.5	787.9	246.5	267.1	280.6	292.4	1,086.6
Maintenance	91.0	21.9	20.9	18.2	15.3	76.2	12.3	10.6	9.0	6.9	38.7	5.7	5.0	4.0	3.0	17.7	2.5	2.0	1.4	0.9	6.8
Other Products	154.6	32.3	40.9	43.1	22.0	138.3	15.1	13.5	13.3	9.5	51.3	9.5	8.6	8.6	4.3	31.0	7.6	6.9	6.9	3.4	24.8
Total Revenue	506.1	132.2	167.2	164.7	135.7	599.8	135.7	151.5	165.6	175.0	627.9	187.3	205.0	217.6	226.7	836.6	256.6	275.9	288.9	296.8	1,118.2
Cost of Revenue																					
Subscription	32.4	11.7	13.7	17.4	19.5	62.3	21.6	23.2	22.7	30.4	97.9	73.7	45.8	46.5	52.7	218.7	61.4	67.4	67.1	71.1	266.9
Maintenance	20.5	4.6	4.3	3.4	2.8	15.1	2.3	1.7	1.4	1.1	6.5	3.6	1.0	0.7	0.5	5.8	0.6	0.5	0.3	0.2	1.6
Other Products	100.1	24.5	31.1	33.4	15.8	104.7	12.0	10.4	9.6	8.5	40.6	18.6	8.3	7.4	3.7	38.1	7.9	7.2	5.9	3.0	24.0
Total Cost of Revenue	153.0	40.8	49.1	54.1	38.1	182.0	35.9	35.4	33.7	40.0	145.0	96.0	55.2	54.6	56.9	262.6	69.9	75.2	73.2	74.2	292.5
% of revenue	30.2%	30.8%	29.4%	32.8%	28.1%	30.3%	26.4%	23.4%	20.4%	22.8%	23.1%	51.2%	26.9%	25.1%	25.1%	31.4%	27.3%	27.2%	25.3%	25.0%	26.2%
70 of revenue	30.270	00.070	25.470	02.070	20.170	30.370	20.470	20.470	20.470	22.070	20.170	01.270	20.570	20.170	20.170	01.470	27.070	27.270	20.070	20.070	20.270
Gross Profit																					
Subscription	228.2	66.3	91.7	86.0	78.9	323.0	86.8	104.3	120.7	128.3	439.9	98.5	145.5	158.5	166.8	569.3	185.1	199.7	213.5	221.4	819.7
Subscription Gross Margin	87.6%	85.0%	87.0%	83.2%	80.2%	83.8%	80.0%	81.8%	84.2%	80.8%	81.8%	57.2%	76.1%	77.3%	76.0%	72.2%	75.1%	74.8%	76.1%	75.7%	75.4%
Maintenance	70.6	17.2	16.6	14.9	12.5	61.2	10.0	8.8	7.6	5.8	32.3	2.1	4.0	3.3	2.5	11.8	1.8	1.4	1.2	0.8	5.2
Maintenance Gross Margin	77.5%	78.8%	79.5%	81.6%	81.7%	80.2%	81.5%	83.5%	84.5%	84.7%	83.3%	36.3%	79.3%	83.1%	83.0%	67.0%	73.9%	72.5%	82.0%	82.0%	76.3%
Other Products	54.5	7.8	9.8	9.8	6.2	33.7	3.1	3.0	3.7	0.9	10.7	(9.2)	0.3	1.2	0.6	(7.1)	(0.3)	(0.3)	1.0	0.4	0.8
Other Products Gross Margin	35.2%	24.2%	24.0%	22.7%	28.3%	24.3%	20.4%	22.6%	27.5%	10.0%	20.9%	-97.2%	3.3%	14.3%	13.2%	-23.0%	-4.2%	-4.6%	14.2%	12.7%	3.2%
Total Gross Profit	353.2	91.4	118.1	110.7	97.6	417.8	99.8	116.1	131.9	135.0	482.9	91.3	149.8	163.0	169.8	574.0	186.6	200.8	215.7	222.6	825.7
Gross Margin	69.8%	69.2%	70.6%	67.2%	71.9%	69.7%	73.6%	76.6%	79.6%	77.2%	76.9%	48.8%	73.1%	74.9%	74.9%	68.6%	72.7%	72.8%	74.7%	75.0%	73.8%
Oross margin	03.070	03.270	70.070	07.270	71.570	03.170	70.070	70.070	10.070	77.270	70.570	40.070	70.170	14.570	14.570	00.070	72.770	72.070	14.170	70.070	70.070
Operating Expenses																					
Research and Development	159.6	42.4	43.8	43.4	45.5	175.1	46.3	49.8	51.4	59.1	206.5	285.4	86.2	72.2	105.9	549.7	91.8	81.8	81.6	120.0	375.2
% of revenue	31.5%	32.1%	26.2%	26.4%	33.5%	29.2%	34.1%	32.8%	31.0%	33.8%	32.9%	152.4%	42.1%	33.2%	46.7%	65.7%	35.8%	29.6%	28.2%	40.4%	33.6%
Sales and Marketing	355.5	93.4	111.5	104.8	107.8	417.5	115.4	117.6	120.8	128.7	482.5	379.3	167.9	161.1	141.8	850.2	186.1	171.8	182.6	156.8	697.2
% of revenue	70.2%	70.7%	66.7%	63.6%	79.4%	69.6%	85.0%	77.6%	73.0%	73.5%	76.8%	202.5%	81.9%	74.0%	62.6%	101.6%	72.6%	62.2%	63.2%	52.8%	62.4%
General and Administrative	87.9	21.1	21.0	21.6	23.1	86.8	22.8	22.3	25.0	30.3	100.4	151.5	63.9	43.5	40.9	299.8	49.8	50.1	48.4	44.7	193.1
% of revenue	17.4%	16.0%	12.5%	13.1%	17.0%	14.5%	16.8%	14.7%	15.1%	17.3%	16.0%	80.9%	31.2%	20.0%	18.1%	299.6 35.8%	19.4%	18.2%	16.8%	15.1%	17.3%
Total Operating Expenses	603.0	156.9	176.3	169.8	17.0%	679.4	184.4	189.7	197.2	218.2	789.4	816.2	318.1	276.7	288.6	1,699.6	327.8	303.7	312.6	321.5	1,265.5
% of revenue	119.1%	118.7%	105.4%	103.1%	129.9%	113.3%	135.9%	125.2%	119.1%	124.6%	125.7%	435.7%	155.2%	127.2%	127.3%	203.2%	127.8%	110.1%	108.2%	108.3%	113.2%
% or revenue	119.1%	110.7%	105.4%	103.1%	129.9%	113.3%	135.9%	123.2%	119.1%	124.0%	123.7%	433.7%	155.2%	127.2%	127.3%	203.2%	127.0%	110.1%	100.2%	106.3%	113.2%
Operating Income	(249.8)	(65.5)	(58.1)	(59.2)	(78.7)	(261.5)	(84.6)	(73.5)	(65.3)	(83.1)	(306.5)	(724.8)	(168.3)	(113.7)	(118.8)	(1,125.6)	(141.2)	(102.9)	(96.8)	(98.9)	(439.9)
Operating Margin	-49.4%	-49.6%	-34.8%	-35.9%	-58.0%	-43.6%	-62.3%	-48.5%	-39.4%	-47.5%	-48.8%	-387.0%	-82.1%	-52.2%	-52.4%	-134.6%	-55.0%	-37.3%	-33.5%	-33.3%	-39.3%
Other Income	1.5	0.5	0.7	1.7	2.3	5.1	2.6	2.7	2.9	2.9	11.2	2.9	7.3	2.9	2.5	15.6	1.5	3.6	1.5	1.2	7.8
Other Expense	1.3	0.3	2.4	4.7	5.5	12.7	6.1	7.3	8.9	9.9	32.2	10.6	(10.2)	11.3	11.4	23.1	20.6	(19.9)	21.9	22.2	44.8
	1.3	0.1	2.4	4.7	5.5	12.7	0.1	1.3	0.9	9.9	32.2			11.3	11.4	23.1	20.6	(19.9)	21.9	22.2	44.0
Other Income (expense), net												0.6	(1.5)								
Income Before Taxes	(249.6)	(65.2)	(59.8)	(62.2)	(81.9)	(269.2)	(88.1)	(78.1)	(71.2)	(90.1)	(327.5)	(733.1)	(172.7)	(122.1)	(127.8)	(1155.7)	(160.3)	(79.4)	(117.3)	(119.9)	(476.9)
Income Tax Provision	. ,	. ,	2.2	. ,		(209.2)	1.2	3.0	15.0	. ,	26.7	. ,		3.0	٠, ,	. ,		6.6	. ,	6.2	16.0
	4.8	1.4		0.8	4.1					7.4		(1.1) NM	4.2		4.0	10.2	(1.4)		4.6		
Tax Rate	-1.9%	NM	NM	NM	NM	-3.2%	NM	NM	NM	NM	-8.2%	IVIVI	NM	NM	NM	-0.9%	NM	NM	NM	NM	-3.3%
Net Income	(254.4)	(66.7)	(62.1)	(63.1)	(86.0)	(277.7)	(89.3)	(81.1)	(86.3)	(97.5)	(354.2)	(732.1)	(176.9)	(125.1)	(131.8)	(1,165.9)	(158.9)	(86.0)	(121.9)	(126.1)	(492.8)
0.110.500	(0.1.10)	(04.40)	(04.05)	(01.05)	(04.44)	(24.00)	(04.40)	(04.45)	(04.44)	(04.50)	(05.05)	(011 10)	(00.00)	(00.00)	(00.00)	(4= = 4)	(00.00)	(00.11)	(00.01)	(00.00)	(00.40)
GAAP EPS	(\$4.40)	(\$1.12)	(\$1.05)	(\$1.05)	(\$1.44)	(\$4.66)	(\$1.49)	(\$1.45)	(\$1.41)	(\$1.59)	(\$5.95)	(\$11.48)	(\$0.98)	(\$0.68)	(\$0.69)	(\$7.54)	(\$0.82)	(\$0.44)	(\$0.61)	(\$0.62)	(\$2.48)
WASO	57.0	E0 5	E0.4	60.0	E0.7	EC 0	E0.0	EC 0	64.0	64.0	EC 0	62.0	470.0	404.0	400.0	454.0	402.4	400.0	200.4	202.2	400.0
Basic	57.8	59.5	59.1	60.0	59.7	59.6	59.9	56.0	61.0	61.3	59.6	63.8	179.9	184.9	189.9	154.6		196.9	200.4	203.9	198.6
y/y growth		6.0%	1.9%	2.5%	1.2%	3.1%	0.7%	-5.2%	1.6%	2.6%	-0.1%	6.4%	221.0%	202.9%	209.9%	159.5%	203.1%	9.5%	8.4%	7.4%	28.5%
q/q growth		0.8%	-0.7%	1.6%	-0.6%		0.4%	-6.5%	8.9%	0.4%		4.1%	181.9%	2.8%	2.7%		1.8%	1.8%	1.8%	1.7%	
Diluted	57.8	59.5	59.1	60.0	59.7	59.6	59.9	56.0	61.0	61.3	59.6	63.8	179.9	184.9	189.9	154.6		196.9	200.4	203.9	198.6
y/y growth		6.0%	1.9%	2.5%	1.2%	3.1%	0.7%	-5.2%	1.6%	2.6%	-0.1%	6.4%	221.0%	202.9%	209.9%	159.5%		9.5%	8.4%	7.4%	28.5%
q/q growth		0.8%	-0.7%	1.6%	-0.6%		0.4%	-6.5%	8.9%	0.4%		4.1%	181.9%	2.8%	2.7%		1.8%	1.8%	1.8%	1.7%	
Diluted vs Basic variance	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Course: Company reports	^			110	· C (	and an	alvoio														

Exhibit 192: Rubrik Non-GAAP Income Statement

EXHIBIT 192. RUDITK NO	I-GAAF	IIICOII	ie Stat	emem	١.,																
\$ in millions, except per share data	Jan-22	Apr-22	Jul-22	Oct-22	Jan-23	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
	FY22	F1Q23	F2Q23	F3Q23	F4Q23	FY23	F1Q24	F2Q24	F3Q24	F4Q24	FY24	F1Q25	F2Q25	F3Q25E	F4Q25E	FY25E	F1Q26E	F2Q26E	F3Q26E	F4Q26E	FY26E
Non-GAAP Income Statement	260.5	78.0	105.5	103.4	00.4	385.3	108.4	127.5	440.4	158.7	537.9	172.2	191.3	205.0	219.5	787.9	246.5	267.1	280.6	000.4	4 000 0
Subscription	260.5				98.4				143.4											292.4	1,086.6
y/y growth		60.7% -8.3%	63.3% 35.2%	65.6% -2.0%	15.8% -4.8%	47.9%	39.0% 10.1%	20.8% 17.6%	38.7% 12.5%	61.2% 10.7%	39.6%	58.9% 8.5%	50.1% 11.1%	43.0% 7.1%	38.3% 7.1%	46.5%	43.2% -68.7%	39.6% 8.3%	36.9% 5.1%	33.2% 4.2%	37.9%
q/q growth % of total	51.5%	59.0%	63.1%	62.7%	72.5%	64.2%	79.9%	84.1%	86.6%	90.7%	85.7%	91.9%	93.3%	94.2%	96.8%	94.2%	96.1%	96.8%	97.1%	98.5%	97.2%
Maintenance	91.0	21.9	20.9	18.2	15.3	76.2	12.3	10.6	9.0	6.9	38.7	5.7	5.0	4.0	3.0	17.7	2.5	2.0	1.4	0.9	6.8
y/y growth	31.0	-3.5%	-10.4%	-20.3%	-31.2%	-16.3%	-43.8%	-49.2%	-50.7%	-55.0%	-49.2%	-53.9%	-52.6%	-55.5%	-56.8%	-54.4%	-56.6%	-61.1%	-63.8%	-68.4%	-61.5%
g/g growth		-1.7%	-4.6%	-12.6%	-16.0%	10.570	-19.7%	-13.8%	-15.2%	-23.3%	40.270	-17.7%	-11.5%	-20.4%	-25.5%	04.470	-86.1%	-20.7%	-26.0%	-34.9%	01.070
% of total	18.0%	16.5%	12.5%	11.1%	11.3%	12.7%	9.1%	7.0%	5.4%	3.9%	6.2%	3.0%	2.4%	1.8%	1.3%	2.1%	1.0%	0.7%	0.5%	0.3%	0.6%
Other Products	154.6	32.3	40.9	43.1	22.0	138.3	15.1	13.5	13.3	9.5	51.3	9.5	8.6	8.6	4.3	31.0	7.6	6.9	6.9	3.4	24.8
y/y growth		7.7%	22.2%	5.3%	-56.2%	-10.5%	-53.4%	-67.0%	-69.3%	-56.9%	-62.9%	-37.2%	-36.1%	-35.0%	-55.0%	-39.6%	-20.0%	-20.0%	-20.0%	-20.0%	-20.0%
g/g growth		-35.6%	26.6%	5.5%	-49.0%		-31.5%	-10.4%	-1.7%	-28.5%		-0.3%	-8.8%	0.0%	-50.5%		-75.6%	-8.8%	0.0%	-50.5%	
% of total	30.5%	24.4%	24.5%	26.2%	16.2%	23.1%	11.1%	8.9%	8.0%	5.4%	8.2%	5.0%	4.2%	4.0%	1.9%	3.7%	2.9%	2.5%	2.4%	1.1%	2.2%
Total Revenue	506.1	132.2	167.2	164.7	135.7	599.8	135.7	151.5	165.6	175.0	627.9	187.3	205.0	217.6	226.7	836.6	256.6	275.9	288.9	296.8	1,118.2
y/y growth		30.6%	37.9%	30.5%	-13.8%	18.5%	2.7%	-9.4%	0.5%	29.0%	4.7%	38.0%	35.2%	31.4%	29.5%	33.2%	37.0%	34.6%	32.8%	30.9%	33.7%
q/q growth		-16.0%	26.5%	-1.5%	-17.6%		0.0%	11.6%	9.3%	5.7%		-70.2%	9.4%	6.2%	4.2%		-69.3%	7.6%	4.7%	2.7%	
Cost of Revenue																				,	
Subscription	30.0	11.3	13.4	17.0	19.3	61.1	21.6	23.1	21.9	29.5	96.1	43.5	40.6	45.6	51.7	181.4	58.1	61.5	66.1	67.3	253.0
Maintenance	19.6	4.6	4.3	3.4	2.8	15.0	2.3	1.7	1.4	1.1	6.5	1.2	0.7	0.7	0.5	3.0	0.4	0.4	0.3	0.2	1.2
Other Products	99.6	24.4	31.1	33.4	15.8	104.5	12.0	10.4	9.6	8.5	40.6	1.5	5.9	7.4	3.7	18.4	6.5	5.9	5.9	2.9	21.2
Total Cost of Revenue	149.3	40.3	48.8	53.8	37.9	180.7	35.8	35.3	32.9	39.0	143.1	46.2	47.2	53.6	55.9	202.8	65.0	67.7	72.3	70.4	275.5
% of revenue	29.5%	30.5%	29.2%	32.6%	27.9%	30.1%	26.4%	23.3%	19.9%	22.3%	22.8%	24.6%	23.0%	24.6%	24.6%	24.2%	25.3%	24.5%	25.0%	23.7%	24.6%
Gross Profit																				- 1	
Subscription	230.5	66.7	92.1	86.3	79.1	324.1	86.8	104.3	121.5	129.2	441.8	128.7	150.7	159.4	167.7	606.6	188.4	205.6	214.5	225.1	833.7
Subscription Gross Margin	88.5%	85.5%	87.3%	83.5%	80.4%	84.1%	80.1%	81.8%	84.7%	81.4%	82.1%	74.8%	78.8%	77.8%	76.4%	77.0%	76.4%	77.0%	76.4%	77.0%	76.7%
Maintenance	71.4	17.3	16.6	14.9	12.5	61.2	10.0	8.8	7.6	5.8	32.3	4.5	4.3	3.3	2.5	14.6	2.0	1.6	1.2	0.8	5.6
Maintenance Gross Margin	78.4%	78.9%	79.5%	81.6%	81.7%	80.3%	81.5%	83.5%	84.5%	84.7%	83.3%	79.5%	86.3%	83.1%	83.0%	82.8%	82.0%	82.0%	82.0%	82.0%	82.0%
Other Products	55.0	8.0	9.8	9.8	6.2	33.8	3.1	3.1	3.7	1.0	10.7	7.9	2.8	1.2	0.6	12.5	1.1	1.0	1.0	0.5	3.5
Other Products Gross Margin	35.6%	24.6%	24.0%	22.7%	28.3%	24.4%	20.4%	22.6%	27.5%	10.0%	20.9%	83.9%	31.9%	14.3%	14.3%	40.4%	14.2%	14.2%	14.2%	14.2%	14.2%
Total Gross Profit	356.9	91.9	118.5	111.0	97.8	419.1	99.9	116.2	132.7	136.0	484.8	141.2	157.8	164.0	170.8	633.7	191.5	208.2	216.6	226.4	842.7
Gross Margin	70.5%	69.5%	70.8%	67.4%	72.1%	69.9%	73.6%	76.7%	80.1%	77.7%	77.2%	75.4%	77.0%	75.4%	75.4%	75.8%	74.7%	75.5%	75.0%	76.3%	75.4%
<u>-</u>																					
Operating Expenses																				,	
Research and Development	143.5	40.7	43.3	43.1	44.8	172.0	46.1	49.1	51.2	56.5	202.9	61.2	57.9	56.4	66.4	241.9	73.6	66.9	63.3	75.1	278.9
% of revenue	28.4%	30.8%	25.9%	26.2%	33.0%	28.7%	34.0%	32.4%	30.9%	32.3%	32.3%	32.7%	28.3%	25.9%	29.3%	28.9%	28.7%	24.3%	21.9%	25.3%	24.9%
Sales and Marketing	340.4	92.8	110.8	104.7	106.9	415.1	115.2	117.1	120.6	128.4	481.2	139.4	133.7	138.9	137.5	549.5	166.6	153.8	156.9	151.9	629.2
% of revenue	67.3%	70.2%	66.3%	63.5%	78.8%	69.2%	84.8%	77.2%	72.8%	73.4%	76.6%	74.4%	65.2%	63.8%	60.7%	65.7%	64.9%	55.7%	54.3%	51.2%	56.3%
General and Administrative	76.4	20.0	20.8	21.5	23.1	85.5	22.8	22.3	24.8	29.8	99.6	34.1	28.5	31.5	32.6	126.7	40.3	31.5	34.5	35.3	141.6
% of revenue	15.1%	15.2%	12.4%	13.1%	17.0%	14.2%	16.8%	14.7%	15.0%	17.0%	15.9%	18.2%	13.9%	14.5%	14.4%	15.1%	15.7%	11.4%	12.0%	11.9%	12.7%
Total Operating Expenses	560.4	153.5	175.0	169.3	174.8	672.6	184.0	188.5	196.6	214.7	783.8	234.7	220.1	226.7	236.6	918.1	280.5	252.2	254.8	262.2	1,049.6
% of revenue	110.7%	116.2%	104.6%	102.8%	128.8%	112.1%	135.6%	124.4%	118.7%	122.7%	124.8%	125.3%	107.4%	104.2%	104.4%	109.7%	109.3%	91.4%	88.2%	88.4%	93.9%
Operating Income	(203.5)	(61.7)	(56.5)	(58.3)	(77.0)	(253.5)	(84.1)	(72.3)	(63.9)	(78.7)	(299.0)	(93.6)	(62.3)	(62.7)	(65.8)	(284.4)	(88.9)	(44.0)	(38.1)	(35.9)	(206.9)
Operating Margin	-40.2%	-46.7%	-33.8%	-35.4%	-56.7%	-42.3%	-62.0%	-47.7%	-38.6%	-45.0%	-47.6%	-50.0%	-30.4%	-28.8%	-29.0%	-34.0%	-34.7%	-15.9%	-13.2%	-12.1%	-18.5%
Other Income	1.5	0.5	0.7	1.7	2.3	5.1	2.6	2.7	2.9	2.9	11.2	2.9	7.3	2.9	2.5	15.6	1.5	3.6	1.5	1.2	7.8
Other Expense	1.3	0.1	2.4	4.7	5.5	12.7	6.1	7.3	8.9	9.9	32.2	10.6	(10.2)	11.3	11.4	23.1	20.6	(19.9)	21.9	22.2	44.8
Other Income (expense), net					***		•••						( /					(,		/	
																				- 1	
Income Before Taxes	(203.3)	(61.4)	(58.2)	(61.4)	(80.2)	(261.1)	(87.6)	(76.8)	(69.8)	(85.7)	(319.9)	(101.3)	(65.3)	(71.1)	(74.7)	(312.4)	(108.1)	(20.5)	(58.6)	(56.8)	(243.9)
Income Tax Expense (Benefit)	4.8	1.4	2.2	0.8	4.1	8.6	1.2	3.0	15.0	7.4	26.7	(0.9)	4.3	3.0	4.0	10.4	(1.4)	6.6	4.6	6.2	16.0
Tax Rate	-2.4%	-2.3%	-3.8%	-1.4%	-5.1%	-3.3%	-1.4%	-4.0%	-21.5%	-8.6%	-8.3%	0.9%	-6.6%	-4.2%	-5.4%	-3.3%	1.3%	-32.3%	-7.8%	-10.9%	-6.5%
Net Income	(208.1)	(62.8)	(60.4)	(62.2)	(84.2)	(269.7)	(88.78)	(79.9)	(84.8)	(93.1)	(346.6)	(101.0)	(71.1)	(74.1)	(78.8)	(322.8)	(106.6)	(27.1)	(63.2)	(63.0)	(259.9)
New CAAR ERS	(62.60)	(£4.00)	(\$4.04)	(£4.04)	(\$4.44)	(¢4 E0)	(¢4.48)	(64.20)	(£4.20)	(\$4 EQ)	(\$E.70)	(\$4 EQ)	(¢0.40)	(£0.40)	(\$0.44)	(£2.00)	(\$0.55\	/£0.4-4\	(£0.29)	(\$0.24)	(64.24)
Non-GAAP EPS WASO	(\$3.60)	(\$1.06)	(\$1.01)	(\$1.04)	(\$1.41)	(\$4.53)	(\$1.48)	(\$1.32)	(\$1.39)	(\$1.52)	(\$5.72)	(\$1.58)	(\$0.40)	(\$0.40)	(\$0.41)	(\$2.09)	(\$0.55)	(\$0.14)	(\$0.32)	(\$0.31)	(\$1.31)
Basic	57.8	59.3	59.5	59.7	59.8	59.6	59.9	60.3	61.0	61.3	60.6	63.8	179.9	184.9	189.9	154.6	193.4	196.9	200.4	203.9	198.6
y/y growth	57.0	5.5%	3.3%	1.9%	1.4%	3.0%	1.1%	1.3%	2.2%	2.4%	1.8%	6.4%	198.3%	202.9%	209.9%	155.0%	203.1%	9.5%	8.4%	7.4%	28.5%
Diluted	57.8	59.3	59.5	59.7	59.8	59.6	59.9	60.3	61.0	61.3	60.6	63.8	179.9	216.6	221.6	170.5	225.1	228.6	232.1	235.6	230.4
y/y growth	27.10	5.5%	3.3%	1.9%	1.4%	3.0%	1.1%	1.3%	2.2%	2.4%	1.8%	6.4%	198.3%	255.0%	261.8%	181.2%	252.9%	27.1%	7.2%	6.3%	35.1%
7.7 0		/0				570			/0					/0				,0	/0	/0	

## Exhibit 193: Rubrik Balance Sheet

\$ in millions, except per share data	Jan-22 FY22	Apr-22 F1Q23	Jul-22 F2Q23	Oct-22 F3Q23	Jan-23 F4Q23	Jan-23 FY23	Apr-23 F1Q24	Jul-23 F2Q24	Oct-23 F3Q24	Jan-24 F4Q24	Jan-24 FY24	Apr-24 F1Q25	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	Jan-25 FY25E	Apr-25 F1Q26E	Jul-25 F2Q26E	Oct-25 F3Q26E	Jan-26 F4Q26E	Jan-26 FY26E
Balance Sheet																					
Current assets																					
Cash, cash equivalents, short-term investments	138.8	109.7	246.4	279.9	295.9	295.9	272.6	262.2	270.6	279.3	279.3	502.6	142.3	136.7	149.6	149.6	610.2	605.6	546.8	601.4	601.4
Short-term investments												103.7	459.0			-					
Accounts receivables	159.4	108.7	145.1	145.1	150.6	150.6	128.5	151.6	137.6	133.5	133.5	97.4	138.2	147.8	196.3	196.3	191.2	211.7	269.1	309.0	309.0
Deferred commissions	38.0	41.4	52.5	50.5	57.5	57.5	58.8	64.6	68.0	72.1	72.1	74.5	83.5	88.6	92.2	92.2	90.2	99.8	96.9	99.0	99.0
Prepaid expenses and other current assets	32.8	35.6	40.3	46.2	60.7	60.7	49.2	46.1	60.7	63.9	63.9	74.7	65.9	60.9	72.5	72.5	92.1	77.7	69.3	83.1	83.1
Total current assets	369.0	295.4	484.3	521.7	564.8	564.8	509.1	524.5	536.8	548.7	548.7	852.9	889.0	434.1	510.6	510.6	983.6	994.9	982.2	1,092.5	1,092.5
Non-current assets																					
Property and equipment	35.5	35.2	39.3	42.1	49.3	49.3	49.7	49.1	47.4	47.9	47.9	46.0	46.2	49.8	49.7	49.7	52.6	55.8	59.1	62.3	62.3
Deferred commissions, noncurrent	63.5	66.0	83.2	83.8	97.7	97.7	99.9	110.1	106.3	113.8	113.8	114.2	130.1	122.4	127.3	127.3	124.6	137.8	133.8	136.8	136.8
Goodwill	4.2	4.2	4.2	4.2	4.2	4.2	4.2	4.2	100.3	100.3	100.3	100.3	100.3	100.3	100.3	100.3	100.3	100.3	100.3	100.3	100.3
Other assets, noncurrent	46.8	53.5	55.4	56.6	53.1	53.1	53.9	51.0	62.2	62.9	62.9	52.9	52.6	43.5	40.8	40.8	72.5	70.8	57.8	41.5	41.5
Total assets	519.0	454.3	666.5	708.5	769.2	769.2	716.8	739.0	853.1	873.6	873.6	1,166.4	1,218.2	750.1	828.8	828.8	1,333.6	1,359.7	1,333.3	1,433.5	1,433.5
Current liabilities																					
Accounts payable	14.1	17.1	9.0	1.8	8.1	8.1	8.0	6.3	6.0	6.9	6.9	8.6	10.3	9.6	8.8	8.8	12.0	14.8	13.0	11.2	11.2
Accrued expenses and other current liabilities	110.0	75.2	104.0	96.0	111.4	111.4	75.6	89.2	82.6	122.9	122.9	160.3	140.3	130.6	163.2	163.2	219.6	188.9	173.4	213.7	213.7
Deferred revenue, current	213.3	228.1	246.1	198.6	316.0	316.0	363.3	420.1	469.3	526.5	526.5	569.2	626.1	663.7	750.0	750.0	862.5	905.6	937.3	1,021.7	1,021.7
Total current liabilities	337.3	320.4	359.1	296.5	435.4	435.4	446.9	515.6	557.8	656.3	656.3	738.0	776.7	803.9	922.0	922.0	1,094.1	1,109.3	1,123.7	1,246.6	1,246.6
Long term liabilities																					
Deferred revenue, noncurrent	254.2	267.3	328.0	492.1	490.3	490.3	514.9	541.2	567.7	579.8	579.8	590.6	575.4	604.2	634.4	634.4	634.4	666.1	679.4	713.4	713.4
Other liabilities, noncurrent	32.1	33.8	35.9	35.3	36.4	36.4	35.1	34.7	50.5	55.1	55.1	55.2	58.6	58.6	58.6	58.6	58.6	58.6	58.6	58.6	58.6
Debt, noncurrent	-	-	170.8	174.6	179.7	179.7	179.9	186.1	286.9	287.0	287.0	297.1	306.8	306.8	306.8	306.8	306.8	306.8	306.8	306.8	306.8
Total Liabilities	623.6	621.5	893.8	998.5	1,141.8	1,141.8	1,176.7	1,277.5	1,462.9	1,578.2	1,578.2	1,681.0	1,717.5	1,773.4	1,921.8	1,921.8	2,093.9	2,140.7	2,168.5	2,325.3	2,325.3
Stockholders' equity	(104.6)	(167.2)	(227.3)	(290.1)	(372.6)	(372.6)	(459.9)	(538.5)	(609.8)	(704.5)	(704.5)	(514.6)	(499.3)	(1,023.3)	(1,093.0)	(1,093.0)	(760.3)	(781.1)	(835.2)	(891.9)	(891.9)
Total liabilities and shareholders' equity	519.0	454.3	666.5	708.5	769.2	769.2	716.8	739.0	853.1	873.6	873.6	1,166.4	1,218.2	750.1	828.8	828.8	1,333.6	1,359.7	1,333.3	1,433.5	1,433.5

## Exhibit 194: Rubrik Cash Flow Statement

\$ in millions, except per share data	Jan-22 Full Year	Apr-22 F1Q23	Jul-22 F2Q23	Oct-22 F3Q23	Jan-23 F4Q23	Jan-23 FY23	Apr-23 F1Q24	Jul-23 F2Q24	Oct-23 F3Q24	Jan-24 F4Q24	Jan-24 FY24	Apr-24 F1Q25	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	Jan-25 FY25E	Apr-25 F1Q26E	Jul-25 F2Q26E	Oct-25 F3Q26E	Jan-26 F4Q26E	Jan-26 FY26E
Cash Flow Statement																					
Cash from Operating Activities																					
Net income (loss)	(254.4)	(66.7)	(62.1)	(63.1)	(86.0)	(277.7)	(89.3)	(81.1)	(86.3)	(93.1)	(349.8)	(732.1)	(176.9)	(125.1)	(131.8)	(1,165.9)	(158.9)	(86.0)	(121.9)	(126.1)	(492.8)
Depreciation and amortization	21.3	5.3	5.5	5.8	5.9	22.4	5.6	6.0	6.2	6.5	24.3	7.2	7.0	5.5	5.9	25.6	5.9	6.3	6.6	7.0	25.9
Stock-based compensation	45.1	3.6	1.3	0.5	1.5	7.0	0.4	1.2	0.7	-	2.3	630.3	105.0	50.0	52.1	837.5	51.3	55.2	57.8	59.4	223.6
Amortization of deferred commissions	83.3	17.4	25.8	21.1	17.0	81.3	16.4	19.6	20.6	19.8	76.5	20.4	22.1	24.3	24.0	90.7	24.9	24.4	27.0	26.2	102.6
Non-cash interest	-	-	-	3.7	4.9	8.5	-	6.0	4.1	-	10.1	9.7	9.5	10.0	10.0	39.2	10.0	10.0	10.0	10.0	40.0
Deferred income taxes	2.9	0.1	1.5	(0.3)	3.2	4.4	0.4	1.2	(0.3)	0.6	1.9	(1.0)	2.4	(0.0)	2.2	3.6	(1.5)	3.7	(0.0)	3.3	5.5
Other	2.5	0.1	0.2	(0.4)	(0.9)	(1.0)	0.0	(0.8)	(0.5)	(2.6)	(3.8)	0.9	(2.4)			(1.5)					-
Working Capital:	16.4	15.4	2.6	73.7	82.8	174.5	48.9	41.1	62.4	81.5	233.9	33.2	6.3	38.7	56.3	134.6	107.3	(8.6)	(28.4)	84.9	155.2
Accounts receivable	(51.4)	50.7	(36.4)	0.0	(5.6)	8.8	22.2	(23.1)	14.1	4.0	17.2	36.2	(41.0)	(9.6)	(48.4)	(62.9)	5.1	(20.5)	(57.5)	(39.8)	(112.7)
Deferred commissions	(124.2)	(23.2)	(54.1)	(19.7)	(37.9)	(135.0)	(19.9)	(35.7)	(20.2)	(31.3)	(107.1)	(23.2)	(47.0)	(21.7)	(32.5)	(124.4)	(20.2)	(47.3)	(20.1)	(31.3)	(118.8)
Prepaid expenses and other assets	0.9	(10.0)	(6.8)	(5.4)	(10.5)	(32.7)	12.5	4.6	(11.3)	(3.6)	2.3	(13.9)	10.6	14.1	(8.9)	1.8	(51.2)	16.1	21.4	2.5	(11.3)
Accounts payable	3.7	2.6	(7.6)	(7.2)	4.6	(7.5)	0.4	(0.7)	(0.2)	(0.6)	(1.0)	2.7	2.1	(0.6)	(0.8)	3.4	3.2	2.7	(1.8)	(1.8)	2.4
Accrued expenses and other liabilities	16.2	(32.6)	28.8	(10.6)	16.5	2.1	(38.2)	12.7	4.7	43.6	22.9	(22.1)	39.8	(9.7)	30.5	38.5	57.9	(34.4)	(15.5)	37.0	44.9
Deferred revenue	171.2	28.0	78.7	116.6	115.5	338.8	72.0	83.2	75.3	69.3	299.8	53.5	41.8	66.3	116.5	278.1	112.5	74.8	45.0	118.3	350.7
Net cash provided by operating activities	(82.8)	(24.8)	(25.2)	40.9	28.4	19.3	(17.5)	(6.7)	6.9	12.8	(4.5)	(31.4)	(27.1)	3.4	18.7	(36.3)	39.1	5.0	(48.9)	64.8	60.0
y/y growth		33.1%	-4.0%	223.4%	143.7%	123.3%	29.7%	73.2%	-83.1%	-55.0%	-123.4%	-79.8%	-301.3%	-50.6%	46.6%	-704.0%	224.5%	118.3%	-1529.4%	246.4%	265.1%
q/q growth		-313.3%	-1.4%	262.5%	-30.7%		-161.5%	61.3%	202.5%	84.6%		-345.7%	13.7%	112.6%	447.3%		108.8%	-87.3%	-1084.9%	232.6%	
Op. cash flow margin	-16.4%	-18.8%	-15.1%	24.8%	20.9%	3.2%	-12.9%	-4.5%	4.2%	7.3%	-0.7%	-16.8%	-13.2%	1.6%	8.3%	-4.3%	15.2%	1.8%	-16.9%	21.8%	5.4%
Cash from investing activities																					
Purchases of property and equipment	(15.0)	(2.9)	(7.0)	(3.5)	(11.7)	(25.0)	(3.4)	(4.5)	(1.5)	(3.0)	(12.3)	(3.6)	(2.6)	(5.9)	(3.0)	(15.1)	(5.8)	(6.2)	(6.5)	(6.7)	(25.1)
Capitalized software development costs	(5.5)	(1.9)	(2.3)	(2.4)	(2.7)	(9.3)	(2.4)	(2.2)	(2.0)	(1.1)	(7.7)	(2.1)	(2.3)	(3.2)	(2.9)	(10.5)	(3.1)	(3.3)	(3.4)	(3.5)	(13.3)
Purchases of investments	(144.3)	(1.1)	(79.9)	(83.1)	(55.0)	(219.0)	(72.2)	(77.6)	(71.8)	(24.4)	(246.0)	(42.7)	(406.6)	-	- 1	(449.3)	-	-		- '	- 1
Sales of investments	22.9	18.9	17.0		- 1	35.9	7.5	- 1	- 1	- 1	7.5	28.0	- 1			28.0					-
Maturities of investments	150.2	6.9	3.0	14.0	68.3	92.2	75.5	57.1	65.8	56.8	255.2	61.2	55.4			116.6					-
Cash paid for business combination									(90.3)	-	(90.3)										
Net cash used in investing activities	8.4	20.0	(69.2)	(75.0)	(1.0)	(125.2)	5.0	(27.3)	(99.8)	28.4	(93.6)	40.7	(356.2)	(9.1)	(5.8)	(330.4)	(8.8)	(9.5)	(9.9)	(10.2)	(38.5)
Cash from financing activities																					
Proceeds from issuance of preferred stock, r	15.0	-	-	-	-	-	-	-	-	-	-	-				-					-
Taxes paid related to net share settlement of	-											(350.4)	(79.9)								
Proceeds from exercise of stock options	9.2	1.2	1.1	1.0	0.6	3.8	1.0	1.0	1.1	0.3	3.4	3.6	0.1			3.7					-
Payment for repurchase of unvested shares	(1.3)	-	(0.0)	-	-	(0.0)	-	-	-	-	-	-	-			-					-
Payments for deferred offering costs	-	-		(2.0)	(0.8)	(2.7)	(0.4)	(0.8)	(1.7)	(0.8)	(3.7)	(0.8)	(2.8)			(3.5)					-
Proceeds from issuance of debt, net of disco	-	-	171.5		- 1	171.5			96.5	- 1	96.5	(0.5)	- 1	-	-	(0.5)	-	-	-	-	-
Payment for debt issuance costs	-	_	(0.7)	-	-	(0.7)	_	_	(0.2)	-	(0.2)	(0.0)	(0.2)	-	-	(0.2)	-	-	-	-	-
Plug (IPO Proceeds and Other)						` ′			, ,		- 1	710.3	104.9			815.2					-
Net cash provided by financing activities	22.9	1.2	171.8	(0.9)	(0.2)	171.8	0.6	0.2	95.7	(0.5)	95.9	362.2	22.2	-	-	814.7		-	-	-	-
FX Impact on cash and equivalents	0.2	(0.7)	(0.5)	(8.0)	0.9	(1.0)	0.5	0.4	(1.0)	(1.3)	(1.4)	(0.5)	0.9			0.4					-
Cash balance, beginning of period	126.9	75.7	71.3	148.3	112.5	75.7	140.6	129.3	95.8	97.7	140.6	137.1	508.1	147.9	142.3	137.1	585.4	615.7	611.2	552.4	585.4
Net change in cash	(51.3)	(4.4)	77.0	(35.8)	28.1	64.9	(11.3)	(33.5)	1.9	39.4	(3.5)	371.0	(360.2)	(5.6)	12.9	448.4	30.3	(4.5)	(58.8)	54.6	21.5
Cash balance, end of period	75.7	71.3	148.3	112.5	140.6	140.6	129.3	95.8	97.7	137.1	137.1	508.1	147.9	142.3	155.1	585.4	615.7	611.2	552.4	607.0	607.0
ousii balance, end of period	13.1	71.3	170.3	112.5	1-10.0	140.0	123.3	33.0	31.1	137.1	137.1	500.1	141.3	142.3	133.1	303.4	010.7	VII.2	JJZ.4	007.0	307.0

### Exhibit 195: Rubrik Discounted Cash Flow Analysis (DCF) - Plausible

\$ in millions, except per share data

Assumptions and Inputs	
Current risk-free rate	4.0%
Beta	1.50
Historical equity risk premium	6.5%
Terminal growth rate	5.0%
Market Value (\$M)	5,782
Debt Value (\$M)	\$ 186
Cost of equity	13.8%
Cost of debt	4.0%
Tax rate	20.0%
WACC	13.4%
Last Reported Quarter End	7/31/2024
Full Year End	1/31/2025

Scenario 2: Plausible Case															
	Ui.	storicals			Umar	Croudh Do	riad	1		Trans	itianam, Da	riad		Terminal	
Front co.			F0004	FORGE		Growth Pe		E0000E	FORGE		itionary Pe		E000 4E	Terminal	B
Fiscal year	F2022	F2023	F2024	F2025E	F2026E	F2027E	F2028E	F2029E	F2030E	F2031E	F2032E	F2033E	F2034E		Perpetuity
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	
Period				0.5	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9.5	10.5	
Risk free rate			4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	
Beta			1.50	1.50	1.50	1.50	1.50	1.50	1.42	1.33	1.25	1.17	1.08	1.00	
Historical equity risk premium			6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity			13.8%	13.8%	13.8%	13.8%	13.8%	13.8%	13.2%	12.7%	12.1%	11.6%	11.0%	10.5%	
Cost of debt			4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	
Debt/Total Value			3.1%	3.1%	3.1%	3.1%	3.1%	3.1%	2.9%	2.7%	2.5%	2.2%	2.0%	1.8%	
WACC			13.4%	13.4%	13.4%	13.4%	13.4%	13.4%	12.9%	12.4%	11.9%	11.4%	10.9%	10.4%	
Discount factor				0.94	0.83	0.73	0.64	0.57	0.51	0.47	0.43	0.40	0.37	0.35	
Total Revenue / Implied Total Revenue		599.8	627.9	853.7	1,176.9	1,519.2	1,909.1	2,336.7	2,792.3	3,255.8	3,701.8	4,101.5	4,425.5	4,646.8	
y/y change			4.7%	36.0%	37.8%	29.1%	25.7%	22.4%	19%	17%	14%	11%	8%	5%	
Free Cash Flow to Firm (FCFF)		(15.0)	(24.5)	(63.2)	22.7	126.8	173.5	314.6	476.2	672.1	897.0	1,141.1	1,390.1	1,626.4	
FCF margin		-2.5%	-3.9%	-7.4%	1.9%	8.3%	9.1%	13.5%	17%	21%	24%	28%	31%	35%	
y/y change			63.4%	NM	-135.9%	459.4%	36.9%	81.3%	51.4%	41.1%	33.5%	27.2%	21.8%	17.0%	5%
Diluted Shares Outstanding				222	236	248	256	264	271	277	283	288	291	294	
y/y change					6.3%	5.0%	5.0%	3.1%	3%	2%	2%	2%	1%	1%	
FCFF per share				(\$0.29)	\$0.10	\$0.51	\$0.68	\$1.19	\$1.76	\$2.42	\$3.17	\$3.97	\$4.77	\$5.53	\$103.09
NPV of FCF per share				(\$0.27)	\$0.08	\$0.37	\$0.44	\$0.68	\$0.90	\$1.13	\$1.36	\$1.59	\$1.79	\$1.96	\$36.59

Cummulative NPV of FCFF/share	\$10.04
Terminal Value FCF/Share	\$36.59
Total NPV of FCF/Share	\$46.62
Net Cash per share	\$ 0.97
Net cash balance	206
Working Capital - 5% of revenue	31.4
Shares outstanding	180
Implied Total NPV/Share	\$48
Current Price	 \$32.15
Upside/(Downside) Potential	48%

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Exhibit 196: SentinelOne GAAP Income Statement

\$ in millions, except per share data	2020	2021	2022	2023	Apr-23	Jul-23	Oct-23	Jan-24	2024	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	2026 (E)
	<b>Full Year</b>	Full Year	Full Year	Full Year	1Q24	<u> 2Q24</u>	3Q24	4Q24	Full Year	1Q25	2Q25	3Q25E	4Q25E	Full Year	
GAAP Income Statement							_								
Total Revenue	46.5	93.1	204.8	422.2	133.4	149.4	164.2	174.2	621.2	186.4	198.9	209.5	220.1	815.0	
y/y growth		100.2%	120.1%	106.1%	70.5%	45.8%	42.4%	38.1%	47.1%	39.7%	33.1%	27.6%	26.4%	31.2%	25.4%
q/q growth					5.8%	12.0%	9.9%	6.1%		7.0%	6.8%	5.3%	5.1%		
Cost of revenue	18.3	39.3	81.7	144.2	42.6	44.7	43.8	48.3	179.3	50.1	50.7	53.3	55.5	209.6	260.1
Gross Profit	28.1	53.7	123.1	278.0	90.8	104.8	120.4	125.9	441.9	136.2	148.2	156.2	164.7	605.4	761.7
Gross Margin	60.6%	57.7%	60.1%	65.8%	68.1%	70.1%	73.3%	72.3%	71.1%	73.1%	74.5%	74.6%	74.8%	74.3%	74.5%
Operating Expenses															
Research and Development	36.7	62.4	136.3	207.0	55.3	54.2	52.3	56.4	218.2	58.3	63.6	62.2	64.6	248.8	291.1
% of revenue	78.9%	67.1%	66.5%	49.0%	41.4%	36.2%	31.9%	32.4%	35.1%	31.3%	32.0%	29.7%	29.4%	30.5%	28.5%
Sales and Marketing	51.3	77.7	160.6	310.8	99.2	98.3	98.2	101.5	397.2	115.8	119.6	121.6	129.1	486.1	433.3
% of revenue	110.4%	83.5%	78.4%	73.6%	74.3%	65.8%	59.8%	58.3%	63.9%	62.2%	60.1%	58.0%	58.6%	59.6%	42.4%
General and Administrative	15.1	29.1	93.5	162.7	51.8	48.4	51.2	46.8	198.2	42.7	44.4	42.1	43.6	172.8	247.0
% of revenue	32.5%	31.2%	45.7%	38.5%	38.8%	32.4%	31.2%	26.9%	31.9%	22.9%	22.3%	20.1%	19.8%	21.2%	24.2%
Restructuring						4.3	0.1	2.4							
% of revenue						2.8%	0.0%	1.4%			0.0%				
Total Operating Expenses	103.1	169.2	390.4	680.6	206.2	205.1	201.9	207.1	813.6	216.8	227.6	225.9	237.3	907.7	971.5
% of revenue	221.9%	181.9%	190.6%	161.2%	154.6%	137.3%	123.0%	118.9%	131.0%	116.3%	114.4%	107.8%	107.8%	111.4%	95.1%
Operating Income	(75.0)	(115.5)	(267.2)	(402.6)	(115.4)	(100.4)	(81.5)	(81.2)	(371.7)	(80.6)	(79.4)	(69.7)	(72.6)	(302.3)	
Operating Margin	-161.3%	-124.1%	-130.5%	-95.4%	-86.5%	-67.2%	-49.6%	-46.6%	-59.8%	-43.3%	-39.9%	-33.3%	-33.0%	-37.1%	-20.5%
Interest Expense	(2.0)	(1.4)	(0.8)	(1.8)	(0.6)	(0.6)	(0.0)	(0.0)	(1.2)	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	(0.1
Other Income (Expense), Net	(0.2)	(0.4)	(2.3)	(1.3)	(0.4)	1.4	0.6	(0.7)	0.9	(0.0)	(0.4)	0.0	0.0	(0.5)	0.0
Total Interest and Other Income	(1.3)	(1.6)	(2.9)	18.3	9.6	12.3	12.5	11.2	45.6	12.0	12.4	12.6	12.6	49.6	51.8
Income Before Taxes	(76.3)	(117.1)	(270.1)	(384.3)	(105.8)	(88.1)	(69.0)	(70.0)	(326.1)	(68.6)	(67.0)	(57.1)	(60.1)	(252.7)	(158.0
Income Tax Expense (Benefit)	0.2	0.5	1.0	(5.6)	1.1	1.5	1.3	2.0	5.9	1.5	2.2	0.0	0.0	3.7	0.0
Tax Rate	-0.3%	-0.4%	-0.4%	1.5%	-1.0%	-1.7%	-1.9%	-2.9%	-1.8%	-2.2%	-3.3%	0.0%	0.0%	-1.5%	0.0%
Net Income	(76.6)	(117.6)	(271.1)	(378.7)	(106.9)	(89.5)	(70.3)	(72.0)	(332.0)	(70.1)	(69.2)	(57.1)	(60.1)	(256.4)	(158.0
GAAP EPS	(\$2.34)	(\$3.31)	(\$1.56)	(\$1.36)	(\$0.37)	(\$0.31)	(\$0.24)	(\$0.24)	(\$1.13)	(\$0.23)	(\$0.22)	(\$0.18)	(\$0.19)	(\$0.81)	(\$0.47
Shares Outstanding			-/							,					
Basic	32.7	35.5	174.1	277.8	288.3	293.2	296.7	301.4	294.9	309.5	312.6	317.3	322.1	315.4	334.
y/y growth		8.5%	390.5%	59.6%	6.9%	5.7%	5.7%	6.3%	6.1%	7.4%	6.6%	7.0%	6.9%	7.0%	6.0%
Diluted	32.7		174.1	277.8	288.3	293.2	296.7	301.4	294.9	309.5	312.6	317.3	322.1	315.4	
		8.5%	390.5%												6.0%

Exhibit 197: SentinelOne Non-GAAP Income Statement

EXHIBIT 137. Gentinerone Non-OAAL Inc.															
\$ in millions, except per share data	2020	2021	2022	2023	Apr-23	Jul-23	Oct-23	Jan-24	2024	Apr-24	Jul-24	Oct-24	Jan-25		2026 (E)
	Full Year	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24	4Q24	Full Year	<u>1Q25</u>	2Q25	3Q25E	4Q25E	<b>Full Year</b>	Full Year
Non-GAAP Income Statement															
Total Revenue	46.5	93.1	204.8	422.2	133.4	149.4	164.2	174.2	621.2	186.4	198.9	209.5	220.1	815.0	1,021.8
y/y growth		100.2%	120.1%	106.1%	70.5%	45.8%	42.4%	38.1%	47.1%	39.7%	33.1%	27.6%	26.4%	31.2%	25.4%
g/g growth					5.8%	12.0%	9.9%	6.1%		-70.0%	6.8%	5.3%	5.1%		
, , ,															
Cost of revenue	18.2	39.0	75.9	117.6	33.3	34.5	34.1	38.2	140.1	39.3	40.8	44.0	46.2	170.3	224.8
% of revenue	39.1%	41.9%	37.1%	27.9%	24.9%	23.1%	20.7%	22.0%	22.6%	21.1%	20.5%	21.0%	21.0%	20.9%	22.0%
Total Gross Profit	28.3	54.0	128.9	304.6	100.1	114.9	130.1	135.9	481.1	147.0	158.2	165.5	173.9	644.7	797.0
Gross Margin	60.9%	58.1%	62.9%	72.1%	75.1%	76.9%	79.3%	78.0%	77.4%	78.9%	79.5%	79.0%	79.0%	79.1%	78.0%
				121171					1111,0		101071				
Operating Expenses															
Research and Development	35.0	55.9	100.7	153.8	39.9	38.3	36.3	40.5	154.9	39.7	41.8	44.0	46.2	171.7	214.6
% of revenue	75.3%	60.0%	49.2%	36.4%	29.9%	25.6%	22.1%	23.2%	24.9%	21.3%	21.0%	21.0%	21.0%	21.1%	21.0%
Sales and Marketing	50.3	73.9	143.1	261.8	84.1	82.2	81.9	83.4	331.6	94.6	98.1	102.7	110.1	405.4	354.3
% of revenue	108.2%	79.4%	69.9%	62.0%	63.0%	55.0%	49.9%	47.9%	53.4%	50.8%	49.3%	49.0%	50.0%	49.7%	34.7%
General and Administrative	13.6	23.9	59.6	97.8	26.8	27.8	30.1	27.9	112.7	23.9	24.6	25.1	26.4	100.1	173.7
% of revenue	29.3%	25.7%	29.1%	23.2%	20.1%	18.6%	18.4%	16.0%	18.1%	12.8%	12.4%	12.0%	12.0%	12.3%	17.0%
Total Operating Expenses	98.9	153.6	303.5	513.4	150.9	148.3	148.3	151.8	599.3	158.1	164.5	171.8	182.7	677.2	742.6
% of revenue	212.8%	165.1%	148.2%	121.6%	113.1%	99.3%	90.3%	87.1%	96.5%	84.8%	82.7%	82.0%	83.0%	83.1%	72.7%
70 01 10V011d0	2 12.070	100.170	1 10.270	121.070	110.170	00.070	00.070	01.170	00.070	01.070	OL.170	02.070	00.070	00.170	12.170
Operating Income	(70.6)	(99.6)	(174.6)	(208.9)	(50.8)	(33.4)	(18.2)	(15.9)	(118.2)	(11.1)	(6.4)	(6.3)	(8.8)	(32.5)	54.4
Operating Margin	-152.0%	-107.0%	-85.2%	-49.5%	-38.1%	-22.4%	-11.1%	-9.1%		-5.9%	-3.2%	-3.0%	-4.0%	-4.0%	5.3%
	102.070	1011070	00.270	70.070	00		,0	01170	707070	0.070	0.270	0.070			0.070
Interest Income	0.9	0.2	0.2	21.4	10.5	11.5	11.9	12.0	45.9	12.1	12.9	12.7	12.6	50.2	52.0
Interest Expense	(2.0)	(1.4)	(0.8)	(1.8)	(0.6)	(0.6)	(0.0)	(0.0)	(1.2)	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	(0.1)
Other Income (Expense), Net	(0.2)	(0.4)	(2.3)	(1.3)	(0.4)	1.4	0.6	(0.7)	0.9	(0.0)	(0.4)	(0.0)	(0.0)	(0.5)	0.0
Total Interest and Other Income	(1.3)	(1.6)	(2.9)		9.6	10.3	11.8	11.2	45.6	12.0	12.1	12.6	12.6	49.6	51.8
Total interest and other moonie	(1.0)	(1.0)	(2.0)	10.0	0.0	10.0			40.0	12.0			.2.0	10.0	01.0
Income Before Taxes	(72.0)	(101.2)	(177.5)	(190.6)	(41.2)	(23.1)	(6.4)	(4.6)	(72.6)	0.9	5.7	6.3	3.8	17.1	106.3
Income Tax Expense (Benefit)	0.2	0.5	1.0	4.1	1.1	1.5	1.3	2.0	5.9	1.5	2.2	(0.1)	(0.0)	3.6	(1.1)
Tax Rate	-0.3%	-0.5%	-0.6%	-2.1%	-2.6%	-6.4%	-20.6%	-43.5%	-8.1%	163.5%	38.6%	-1.0%	-1.0%	21.1%	-1.0%
Net Income	(72.2)	(101.7)	(178.5)	(194.6)	(42.3)	(24.6)	(7.7)	(6.6)	(78.5)	(0.6)	3.5	6.4	3.8	13.5	107.3
Non-GAAP EPS		(\$2.87)	(\$1.03)	(\$0.70)	(\$0.15)	(\$0.08)	(\$0.03)	(\$0.02)	(\$0.27)	(\$0.00)	\$0.01	\$0.02	\$0.01	\$0.05	\$0.32
Shares Outstanding		(\$2.01)	-(Ψ1.00)	(40.70)	(40.10)	(40.00)	(\$0.00)	(ψ0:02)	(\$0.27)	(\$0.00)	40.01	Ψ0.02	Ψ0.01	Ψ0.00	Ψ0.02
Basic	32.7	35.5	174.1	277.8	288.3	293.2	296.7	301.4	294.9	309.5	312.6	317.3	322.1	315.4	334.
y/y growth	32.7	8.5%	390.5%	59.6%	6.9%	5.7%	5.7%	6.3%	6.1%	7.4%	6.6%	7.0%	6.9%	7.0%	6.0%
Diluted	32.7	35.5	174.1	277.8	288.3	293.2	296.7	301.4	294.9	309.5	312.6	317.3	322.1	315.4	334.3
y/y growth	32.7	8.5%		59.6%	6.9%	5.7%	5.7%	6.3%	6.1%	7.4%	6.6%	7.0%	6.9%	7.0%	6.0%
Source Company reports Custonhoim Couriti	110		390.0%		0.3/0	J. 1 /0	J. 1 /0	0.5/6	0.170	1.7/0	0.076	7.070	0.3/0	7.070	0.070

Exhibit 198: SentinelOne Balance Sheet

\$ in millions, except per share data	2020	2021	2022	2023	Apr-23	Jul-23	Oct-23	Jan-24	2024	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	2026 (E)
	Full Year	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24	4Q24	Full Year	1Q25	2Q25	3Q25E	4Q25E	Full Year	Full Year
Balance Sheet															
Current assets															
Cash and cash equivalents	45.4	395.5	1,669.3	137.9	150.1	133.1	127.3	256.7	256.7	198.7	205.9	212.2	246.9	246.9	325.0
Short-term investments	0.3	0.4	0.4	485.6	568.1	598.5	670.6	669.3	669.3	574.5	502.3	492.3	482.3	482.3	442.3
Accounts receivable, net	31.0	39.3	101.5	151.5	128.2	124.5	133.8	214.3	214.3	133.8	155.1	167.6	217.1	217.1	334.8
Deferred contract acquisition costs, current	8.4	14.7	27.5	37.9	39.4	42.8	45.9	54.2	54.2	55.4	57.4	51.4	59.8	59.8	67.5
Prepaid expenses and other current assets	3.6	13.2	18.9	101.8	99.7	95.8	91.8	102.9	102.9	103.6	100.6	100.6	114.5	114.5	130.9
Restricted cash, current	0.0	0.9	0.0					0.0	0.0	0.0	0.0			0.0	
Total current assets	88.7	464.1	1,817.7	914.7	985.5	994.8	1,069.4	1,297.3	1,297.3	1,065.9	1,021.3	1,024.1	1,120.6	1,120.6	1,300.6
Non-current assets															
Property and equipment, net	8.3	13.4	24.9	38.7	41.0	43.9	46.0	48.8	48.8	57.1	64.3	65.7	67.3	67.3	76.3
Operating lease right-of-use assets	0.0	18.0	23.9	23.6	23.0	22.0	21.0	18.5	18.5	17.5	16.5	16.5	16.5	16.5	16.5
Deferred contract acquisition costs, non-current	12.8	21.9	41.0	55.5	55.4	58.6	60.2	71.6	71.6	70.3	72.1	77.1	89.7	89.7	101.3
Intangible assets, net	0.3	0.5	15.8	145.1	138.3	131.1	127.2	122.9	122.9	126.8	120.3	123.5	126.9	126.9	144.9
Goodwill	0.0	0.0	108.2	540.3	540.3	540.3	540.3	549.4	549.4	629.6	629.6	629.6	629.6	629.6	629.6
Long term investments				535.4	423.9	410.3	325.2	204.8	204.8	336.5	417.2	417.2	417.2	417.2	417.2
Other assets	0.0	0.0	8.0	5.5	5.3	6.2	6.7	8.0	8.0	5.9	5.9	4.3	5.8	5.8	1.7
Total assets	112.5	520.6	2,042.2	2,258.9	2,212.8	2,207.2	2,195.9	2,321.4	2,321.4	2,309.7	2,347.1	2,357.9	2,473.6	2,473.6	2,688.1
	112.5	520.6	2,042.2	2,258.9	2,212.8	2,207.2	2,195.9	2,321.4	2,321.4	2,309.7	2,347.1	2,357.9	2,473.6	2,473.6	2,688.1
Total assets  Current liabilities	112.5	520.6	,	,	2,212.8	2,207.2	2,195.9	2,321.4	2,321.4	2,309.7	,	2,357.9	2,473.6	2,473.6	
Current liabilities Accounts payable	4.6	11.8	9.9	11.2	<b>2,212.8</b> 13.2	<b>2,207.2</b>	<b>2,195.9</b> 13.8	<b>2,321.4</b> 6.8	6.8	<b>2,309.7</b> 9.2	<b>2,347.1</b> 6.7	<b>2,357.9</b> 14.5	8.2	8.2	10.6
Current liabilities			,	,	,	, -	,	,-	,	,,,,,,,	,	, , , , , ,	,		10.6
Current liabilities Accounts payable	4.6	11.8	9.9	11.2	13.2	13.8	13.8	6.8	6.8	9.2	6.7	14.5	8.2	8.2	10.6 109.1 109.1
Current liabilities  Accounts payable  Accrued liabilities  Accrued payroll and benefits  Operating lease liabilities, current	4.6 2.3 12.0 0.0	11.8 3.7	9.9 22.7	11.2 100.0	13.2 101.4	13.8 104.5	13.8 99.9	6.8 104.7	6.8 104.7	9.2 105.5	6.7 113.3	14.5 100.6	8.2 105.7	8.2 105.7	10.6 109.1 109.1
Current liabilities Accounts payable Accrued liabilities Accrued payroll and benefits	4.6 2.3 12.0 0.0 52.8	11.8 3.7 20.1 3.6 89.6	9.9 22.7 61.2 4.6 183.0	11.2 100.0 55.0 3.9 303.2	13.2 101.4 44.0	13.8 104.5 50.4	13.8 99.9 52.8	6.8 104.7 74.3	6.8 104.7 74.3 4.7 399.6	9.2 105.5 55.4	6.7 113.3 63.7	14.5 100.6 71.2	8.2 105.7 88.1	8.2 105.7 88.1	10.6 109.1 109.1 7.6 565.0
Current liabilities  Accounts payable  Accrued liabilities  Accrued payroll and benefits  Operating lease liabilities, current	4.6 2.3 12.0 0.0	11.8 3.7 20.1 3.6	9.9 22.7 61.2 4.6	11.2 100.0 55.0 3.9	13.2 101.4 44.0 4.5	13.8 104.5 50.4 4.6	13.8 99.9 52.8 4.4	6.8 104.7 74.3 4.7	6.8 104.7 74.3 4.7	9.2 105.5 55.4 4.7	6.7 113.3 63.7 4.6	14.5 100.6 71.2 5.9	8.2 105.7 88.1 6.2	8.2 105.7 88.1 6.2	10.6 109.1 109.1 7.6
Current liabilities  Accounts payable  Accrued liabilities  Accrued payroll and benefits  Operating lease liabilities, current  Deferred revenue, current  Total current liabilities	4.6 2.3 12.0 0.0 52.8	11.8 3.7 20.1 3.6 89.6	9.9 22.7 61.2 4.6 183.0	11.2 100.0 55.0 3.9 303.2	13.2 101.4 44.0 4.5 309.8	13.8 104.5 50.4 4.6 325.0	13.8 99.9 52.8 4.4 327.9	6.8 104.7 74.3 4.7 399.6	6.8 104.7 74.3 4.7 399.6	9.2 105.5 55.4 4.7 391.3	6.7 113.3 63.7 4.6 399.5	14.5 100.6 71.2 5.9 404.2	8.2 105.7 88.1 6.2 484.3	8.2 105.7 88.1 6.2 484.3	10.6 109.1 109.1 7.6 565.0
Current liabilities  Accounts payable  Accrued liabilities  Accrued payroll and benefits  Operating lease liabilities, current  Deferred revenue, current  Total current liabilities  Long term liabilities	4.6 2.3 12.0 0.0 52.8 71.7	11.8 3.7 20.1 3.6 89.6 128.9	9.9 22.7 61.2 4.6 183.0 281.3	11.2 100.0 55.0 3.9 303.2 473.3	13.2 101.4 44.0 4.5 309.8 472.9	13.8 104.5 50.4 4.6 325.0 <b>498.4</b>	13.8 99.9 52.8 4.4 327.9 <b>498.8</b>	6.8 104.7 74.3 4.7 399.6 <b>590.1</b>	6.8 104.7 74.3 4.7 399.6 <b>590.1</b>	9.2 105.5 55.4 4.7 391.3 566.0	6.7 113.3 63.7 4.6 399.5 587.9	14.5 100.6 71.2 5.9 404.2 <b>596.3</b>	8.2 105.7 88.1 6.2 484.3 <b>692.4</b>	8.2 105.7 88.1 6.2 484.3 <b>692.4</b>	10.6 109.1 109.1 7.6 565.0 <b>801.4</b>
Current liabilities  Accounts payable  Accrued liabilities  Accrued payroll and benefits  Operating lease liabilities, current  Deferred revenue, current  Total current liabilities  Long term liabilities  Deferred revenue, non-current	4.6 2.3 12.0 0.0 52.8 71.7	11.8 3.7 20.1 3.6 89.6 128.9	9.9 22.7 61.2 4.6 183.0 281.3	11.2 100.0 55.0 3.9 303.2 473.3	13.2 101.4 44.0 4.5 309.8 472.9	13.8 104.5 50.4 4.6 325.0 <b>498.4</b>	13.8 99.9 52.8 4.4 327.9 <b>498.8</b>	6.8 104.7 74.3 4.7 399.6 <b>590.1</b>	6.8 104.7 74.3 4.7 399.6 <b>590.1</b>	9.2 105.5 55.4 4.7 391.3 566.0	6.7 113.3 63.7 4.6 399.5 <b>587.9</b>	14.5 100.6 71.2 5.9 404.2 596.3	8.2 105.7 88.1 6.2 484.3 <b>692.4</b>	8.2 105.7 88.1 6.2 484.3 <b>692.4</b>	10.6 109.1 109.1 7.6 565.0 <b>801.4</b>
Current liabilities  Accounts payable  Accrued liabilities  Accrued payroll and benefits  Operating lease liabilities, current  Deferred revenue, current  Total current liabilities  Long term liabilities  Deferred revenue, non-current  Long-term debt	4.6 2.3 12.0 0.0 52.8 71.7 39.9 19.6	11.8 3.7 20.1 3.6 89.6 128.9	9.9 22.7 61.2 4.6 183.0 281.3	11.2 100.0 55.0 3.9 303.2 473.3	13.2 101.4 44.0 4.5 309.8 472.9	13.8 104.5 50.4 4.6 325.0 498.4	13.8 99.9 52.8 4.4 327.9 <b>498.8</b>	6.8 104.7 74.3 4.7 399.6 <b>590.1</b> 114.9	6.8 104.7 74.3 4.7 399.6 <b>590.1</b> 114.9	9.2 105.5 55.4 4.7 391.3 566.0	6.7 113.3 63.7 4.6 399.5 <b>587.9</b>	14.5 100.6 71.2 5.9 404.2 <b>596.3</b>	8.2 105.7 88.1 6.2 484.3 <b>692.4</b> 128.7	8.2 105.7 88.1 6.2 484.3 <b>692.4</b> 128.7	10.6 109.1 109.1 7.6 565.0 <b>801.4</b> 150.2
Current liabilities     Accounts payable     Accrued liabilities     Accrued payroll and benefits     Operating lease liabilities, current     Deferred revenue, current  Total current liabilities  Long term liabilities  Deferred revenue, non-current     Long-term debt     Operating lease liabilities, non-current	4.6 2.3 12.0 0.0 52.8 71.7 39.9 19.6 0.0	11.8 3.7 20.1 3.6 89.6 128.9 52.2 19.6 18.8	9.9 22.7 61.2 4.6 183.0 281.3 79.1 0.0 24.5	11.2 100.0 55.0 3.9 303.2 473.3	13.2 101.4 44.0 4.5 309.8 472.9 98.7 0.0 22.0	13.8 104.5 50.4 4.6 325.0 498.4 96.3 0.0 20.5	13.8 99.9 52.8 4.4 327.9 <b>498.8</b> 94.6 0.0 18.5	6.8 104.7 74.3 4.7 399.6 <b>590.1</b> 114.9 0.0 18.2	6.8 104.7 74.3 4.7 399.6 <b>590.1</b> 114.9 0.0 18.2	9.2 105.5 55.4 4.7 391.3 <b>566.0</b> 101.8 0.0 16.8	6.7 113.3 63.7 4.6 399.5 <b>587.9</b> 103.1 0.0 15.5	14.5 100.6 71.2 5.9 404.2 596.3	8.2 105.7 88.1 6.2 484.3 <b>692.4</b> 128.7 0.0	8.2 105.7 88.1 6.2 484.3 <b>692.4</b> 128.7 0.0	10.6 109.1 109.1 7.6 565.0 <b>801.4</b> 150.2 0.0
Current liabilities  Accounts payable  Accrued liabilities  Accrued payroll and benefits  Operating lease liabilities, current  Deferred revenue, current  Total current liabilities  Long term liabilities  Deferred revenue, non-current  Long-term debt  Operating lease liabilities, non-current  Other liabilities	4.6 2.3 12.0 0.0 52.8 71.7 39.9 19.6 0.0 3.6	11.8 3.7 20.1 3.6 89.6 128.9 52.2 19.6 18.8 0.4	9.9 22.7 61.2 4.6 183.0 281.3 79.1 0.0 24.5 6.5	11.2 100.0 55.0 3.9 303.2 473.3 103.1 0.0 23.1 2.8	13.2 101.4 44.0 4.5 309.8 472.9 98.7 0.0 22.0 2.0	13.8 104.5 50.4 4.6 325.0 498.4 96.3 0.0 20.5 2.6	13.8 99.9 52.8 4.4 327.9 <b>498.8</b> 94.6 0.0 18.5 3.1	6.8 104.7 74.3 4.7 399.6 <b>590.1</b> 114.9 0.0 18.2 4.1	6.8 104.7 74.3 4.7 399.6 <b>590.1</b> 114.9 0.0 18.2 4.1	9.2 105.5 55.4 4.7 391.3 566.0	6.7 113.3 63.7 4.6 399.5 <b>587.9</b> 103.1 0.0 15.5 6.9	14.5 100.6 71.2 5.9 404.2 596.3	8.2 105.7 88.1 6.2 484.3 <b>692.4</b> 128.7 0.0 13.2 8.8	8.2 105.7 88.1 6.2 484.3 <b>692.4</b> 128.7 0.0 13.2 8.8	10.6 109.1 109.1 7.6 565.0 801.4 150.2 0.0 16.4 5.5
Current liabilities     Accounts payable     Accrued liabilities     Accrued payroll and benefits     Operating lease liabilities, current     Deferred revenue, current  Total current liabilities  Long term liabilities  Deferred revenue, non-current     Long-term debt     Operating lease liabilities, non-current	4.6 2.3 12.0 0.0 52.8 71.7 39.9 19.6 0.0	11.8 3.7 20.1 3.6 89.6 128.9 52.2 19.6 18.8	9.9 22.7 61.2 4.6 183.0 281.3 79.1 0.0 24.5	11.2 100.0 55.0 3.9 303.2 473.3	13.2 101.4 44.0 4.5 309.8 472.9 98.7 0.0 22.0	13.8 104.5 50.4 4.6 325.0 498.4 96.3 0.0 20.5	13.8 99.9 52.8 4.4 327.9 <b>498.8</b> 94.6 0.0 18.5	6.8 104.7 74.3 4.7 399.6 <b>590.1</b> 114.9 0.0 18.2	6.8 104.7 74.3 4.7 399.6 <b>590.1</b> 114.9 0.0 18.2	9.2 105.5 55.4 4.7 391.3 <b>566.0</b> 101.8 0.0 16.8	6.7 113.3 63.7 4.6 399.5 <b>587.9</b> 103.1 0.0 15.5	14.5 100.6 71.2 5.9 404.2 596.3	8.2 105.7 88.1 6.2 484.3 <b>692.4</b> 128.7 0.0	8.2 105.7 88.1 6.2 484.3 <b>692.4</b> 128.7 0.0	10.6 109.1 109.1 7.6 565.0 801.4
Current liabilities  Accounts payable  Accrued liabilities  Accrued payroll and benefits  Operating lease liabilities, current  Deferred revenue, current  Total current liabilities  Long term liabilities  Deferred revenue, non-current  Long-term debt  Operating lease liabilities, non-current  Other liabilities  Total Liabilities	4.6 2.3 12.0 0.0 52.8 71.7 39.9 19.6 0.0 3.6 134.8	11.8 3.7 20.1 3.6 89.6 128.9 52.2 19.6 18.8 0.4 220.0	9.9 22.7 61.2 4.6 183.0 281.3 79.1 0.0 24.5 6.5 391.4	11.2 100.0 55.0 3.9 303.2 473.3 103.1 0.0 23.1 2.8 602.2	13.2 101.4 44.0 4.5 309.8 472.9 98.7 0.0 22.0 22.0 595.6	13.8 104.5 50.4 4.6 325.0 498.4 96.3 0.0 20.5 2.6 617.9	13.8 99.9 52.8 4.4 327.9 498.8 94.6 0.0 18.5 3.1	6.8 104.7 74.3 4.7 399.6 <b>590.1</b> 114.9 0.0 18.2 4.1 <b>727.4</b>	6.8 104.7 74.3 4.7 399.6 <b>590.1</b> 114.9 0.0 18.2 4.1 <b>727.4</b>	9.2 105.5 55.4 4.7 391.3 <b>566.0</b> 101.8 0.0 16.8 9.5 <b>694.1</b>	6.7 113.3 63.7 4.6 399.5 587.9 103.1 0.0 15.5 6.9 713.4	14.5 100.6 71.2 5.9 404.2 596.3 107.4 0.0 12.6 8.4 724.7	8.2 105.7 88.1 6.2 484.3 <b>692.4</b> 128.7 0.0 13.2 8.8 <b>843.2</b>	8.2 105.7 88.1 6.2 484.3 <b>692.4</b> 128.7 0.0 13.2 8.8 <b>843.2</b>	10.6 109.1 109.1 7.6 565.0 <b>801.4</b> 150.2 0.0 16.4 5.5 <b>973.4</b>
Current liabilities  Accounts payable  Accrued liabilities  Accrued payroll and benefits  Operating lease liabilities, current  Deferred revenue, current  Total current liabilities  Long term liabilities  Deferred revenue, non-current  Long-term debt  Operating lease liabilities, non-current  Other liabilities	4.6 2.3 12.0 0.0 52.8 71.7 39.9 19.6 0.0 3.6	11.8 3.7 20.1 3.6 89.6 128.9 52.2 19.6 18.8 0.4	9.9 22.7 61.2 4.6 183.0 281.3 79.1 0.0 24.5 6.5	11.2 100.0 55.0 3.9 303.2 473.3 103.1 0.0 23.1 2.8	13.2 101.4 44.0 4.5 309.8 472.9 98.7 0.0 22.0 2.0	13.8 104.5 50.4 4.6 325.0 498.4 96.3 0.0 20.5 2.6	13.8 99.9 52.8 4.4 327.9 <b>498.8</b> 94.6 0.0 18.5 3.1	6.8 104.7 74.3 4.7 399.6 <b>590.1</b> 114.9 0.0 18.2 4.1	6.8 104.7 74.3 4.7 399.6 <b>590.1</b> 114.9 0.0 18.2 4.1	9.2 105.5 55.4 4.7 391.3 566.0	6.7 113.3 63.7 4.6 399.5 <b>587.9</b> 103.1 0.0 15.5 6.9	14.5 100.6 71.2 5.9 404.2 596.3	8.2 105.7 88.1 6.2 484.3 <b>692.4</b> 128.7 0.0 13.2 8.8	8.2 105.7 88.1 6.2 484.3 <b>692.4</b> 128.7 0.0 13.2 8.8	10.6 109.1 109.1 7.6 565.0 801.4 150.2 0.0 16.4 5.5

**Exhibit 199: SentinelOne Cash Flow Statement** 

\$ in millions, except per share data	2020	2021	2022	2023	Apr-23	Jul-23	Oct-23	Jan-24	2024	Apr-24	Jul-24	Oct-24	Jan-25	2025 (E)	2026 (E)
Cook Flour Statement	Full Year	Full Year	Full Year	Full Year	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24</u>	<u>4Q24</u>	Full Year	<u>1Q25</u>	<u>2Q25</u>	3Q25E	4Q25E	Full Year	Full Year
Cash Flow Statement Cash from Operating Activities															
Net income (loss)	(76.6)	(117.6)	(271.1)	(378.7)	(106.9)	(89.5)	(70.3)	(72.0)	(338.7)	(70.1)	(69.2)	(57.1)	(60.1)	(256.4)	(158.0)
Depreciation and amortization	1.9	2.8	7.9	29.7	9.1	9.5	9.9	10.4	38.9	10.7	10.4	11.2	11.0	43.3	41.0
Amortization of deferred contract acquisition costs	5.7	11.5	21.7	36.4	10.7	11.5	12.4	14.0	48.7	15.3	16.0	14.7	14.6	60.6	68.7
Non-cash operating lease costs	0.0	3.1	2.9	3.6	0.9	1.0	1.0	1.0	4.0	1.0	1.0	14.7	14.0	1.9	0.0
Stock-based compensation expense	4.3	15.9	87.9	164.5	55.5	52.8	54.9	53.6	216.9	58.6	64.7	56.6	57.2	237.0	242.3
Loss on investments, accretion of discounts, amort of			07.5	104.5	33.3	32.0	(16.3)	(3.7)	(19.9)	(3.6)	(3.8)	30.0	31.2	(7.4)	0.0
Net gain on strategic investments	promiums, i	ict					(2.7)	0.0	(2.7)	0.0	(0.3)			(0.3)	0.0
Other	(0.0)	(0.0)	(0.5)	(13.4)	(4.2)	(8.1)	13.0	4.0	4.6	1.6	0.3			1.9	0.0
Working Capital:	20.2	17.7	55.6	(35.4)	6.7	10.8	(24.2)	(13.5)	(20.2)	28.7	(16.8)	(13.3)	17.9	16.6	(87.8)
Accounts receivable	(19.0)	(8.3)	(59.1)	(44.4)	23.6	4.3	(9.1)	(80.8)	(61.9)	80.9	(21.7)	(12.5)	(49.5)	(2.7)	(117.7)
Prepaid expenses and other assets	(13.0)	(9.4)	(7.3)	(14.5)	3.2	3.1	3.8	(11.3)	(1.2)	3.9	5.0	1.6	(15.3)	(4.8)	(117.7)
Deferred contract acquisition costs	(14.6)	(26.9)	(53.6)	(61.3)	(12.1)	(18.2)	(17.0)	(33.8)	(81.0)	(15.2)	(19.7)	(13.7)	(35.7)	(84.3)	(88.0)
Accounts payable	2.9	7.4	(2.1)	3.7	1.1	(0.1)	0.9	(6.4)	(4.5)	2.4	(2.4)	7.7	(6.3)	1.4	2.4
Accrued liabilities	0.6	1.4	18.1	5.0	1.4	3.0	(4.6)	4.5	4.3	(2.5)	8.0	(12.7)	5.1	(2.2)	3.4
Accrued payroll and benefits	5.6	7.8	41.5	(7.2)	(10.9)	6.5	2.4	21.1	19.1	(18.9)	8.3	7.6	16.8	13.7	21.1
Operating lease liabilities	0.0	(3.3)	(3.1)	(5.3)	(10.9)	(1.3)	(2.2)	0.2	(4.4)	(1.5)	(1.3)	(1.7)	0.9	(3.6)	4.6
Deferred revenue	46.3	49.1	115.1	92.5	2.2	12.9	1.2	91.9	108.2	(22.1)	9.5	9.0	101.5	97.9	102.1
Other liabilities	(0.3)	49.1	6.1	(3.8)	(0.8)	0.6	0.4	1.0	1.3	1.7	(2.5)	1.4	0.4	1.1	(3.3)
Net cash provided by operating activities	(44.4)	(66.6)	(95.6)	(193.3)	(28.1)	(11.9)	(22.2)	(6.2)	(68.4)	42.0	2.3	12.1	40.8	97.1	106.2
y/y growth	(44.4)	(66.6) NM	(95.6) NM	(193.3) NM	(26.1) NM	(11.9) NM	NM	(6.2) NM	(66.4) NM	42.0 NM		NM	40.6 NM	NM	9.4%
% of revenue	-95.6%	-71.5%	-46.7%	-45.8%	-21.0%	-8.0%	-13.5%	-3.5%	-11.0%	22.5%	1.2%	5.8%	18.5%	11.9%	10.4%
% of ARR	+DIV/0!	-71.5% #DIV/0!	-46.7% -34.4%	-45.6% -37.0%	-21.0% -5.0%	-6.0% -1.9%	-13.5% -3.3%	-0.9%	-11.0% -9.4%	22.5% 5.5%	0.3%	5.6% 1.4%	4.4%	10.6%	9.5%
% OF ARK	#DI V/U!	#DI V/U!	-34.4%	-37.0%	-5.0%	-1.9%	-3.3%	-0.9%	-9.4%	5.5%	0.3%	1.4%	4.4%	10.0%	9.5%
Cash from investing activities															
Purchases of property and equipment	(1.0)	(3.3)	(3.7)	(5.0)	(0.5)	(0.0)	(0.6)	(0.2)	(1.3)	(0.9)	(0.6)	(0.5)	(0.6)	(2.5)	(2.6)
Purchase of intangibles assets	(0.2)	(0.2)	(0.8)	(0.4)	(0.2)	(0.0)	(3.2)	(0.1)	(3.5)	(0.7)	0.6			(0.1)	0.0
Capitalization of internal-use software	(1.7)	(2.8)	(5.8)	(13.5)	(2.9)	(3.3)	(3.5)	(4.3)	(14.0)	(7.4)	(7.2)	(5.2)	(5.5)	(25.3)	(25.5)
Purchase of short-term investments	(0.3)	` '	(6.0)	(1,938.0)	(150.6)	(199.8)	(112.1)	(3.7)	(466.3)	(247.0)	(195.7)	0.0	0.0	(442.6)	0.0
Maturities of short-term investments	, ,		0.0	925.2	185.3	186.7	132.3	134.9	639.2	210.6	194.1	10.0	10.0	424.7	40.0
Cash paid for acquisition, net of cash and restricted c	ash acquire	d	(3.4)	(281.0)				(13.6)	(13.6)	(61.6)	0.0	(10.0)	(10.0)	(81.6)	(40.0)
Net cash used in investing activities	(3.2)	(6.3)	(19.7)	(1,312.7)	31.1	(16.4)	12.9	113.0	140.6	(106.9)	(8.7)	(5.8)	(6.1)	(127.4)	(28.1)
Oak from from the said fit															
Cash from financing activities			<b>(=</b> .)	(0.7)											
Payments of deferred offering costs			(7.4)	(0.2)				0.0	0.0					0.0	0.0
Repayment of debt		(0.1)	(20.0)	0.0				0.0						0.0	0.0
Proceeds from exercise of stock options	0.9	4.8	14.6	17.3	9.8	4.1	3.5	11.0	28.3	6.6	6.3			12.8	0.0
Repurchase of early exercised stock options										(0.2)	0.2			(0.0)	
Proceeds from issuance of common stock under the	ı''		11.4	19.2		6.4		12.7	19.1		8.8			8.8	0.0
Proceeds from issuance of Series D, E, and F redeer			0.0	0.0				0.0						0.0	0.0
Proceeds from IPO and private placement, net of under			1,388.6	0.0				0.0					_	0.0	0.0
Net cash provided by financing activities	52.8	424.0	1,387.1	36.3	9.8	10.5	3.5	23.7	47.5	6.3	15.2	0.0	0.0	21.6	0.0
FX Impact on cash and equivalents	0.0	0.3	1.1	0.0					0.0					0.0	0.0
Cash balance, beginning of period	42.5	47.7	399.1	1.672.1	202.4	215.2	197.4	191.6	202.4	322.1	263.5	272.4	278.7	322.1	313.4
Net change in cash	5.2	351.4	1,272.9	(1,469.6)	12.8	(17.8)	(5.9)	130.5	119.7	(58.6)	8.8	6.3	34.7	(8.7)	78.1
Cash balance, end of period	47.7	399.1	1.672.1	202.4	215.2	197.4	191.6	322.1	322.1	263.5	272.4	278.7	313.4	313.4	391.5

# Exhibit 200: SentinelOne Discounted Cash Flow (DCF) - Base

\$ in millions, except per share data

Assumptions and Inputs	
Current risk-free rate	3.8%
Beta	1.8
Historical equity risk premium	6.5%
Terminal growth rate	5.0%
Market Value (\$M)	7,477.8
Debt Value (\$M)	\$ -
Cost of equity	15.4%
Cost of debt	7.5%
Tax rate	20.0%
WACC	15.4%
Last Reported Quarter End	7/31/2024
Full Year End	1/31/2025

Scenario 2: Plausible Case															
	н	listoricals			Hyper	Growth Pe	riod			Trans	sitionary Pe	riod		Terminal	
Fiscal year	F2022	F2023	F2024	F2025E	F2026E	F2027E	F2028E	F2029E	F2030E	F2031E	F2032E	F2033E	F2034E	F2035E	Perpetuity
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	
Period				0.5	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9.5	10.5	
Risk free rate			3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	
Beta			1.78	1.78	1.78	1.78	1.78	1.78	1.65	1.52	1.39	1.26	1.13	1.00	
Historical equity risk premium			6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity			15.4%	15.4%	15.4%	15.4%	15.4%	15.4%	14.6%	13.7%	12.9%	12.0%	11.2%	10.3%	
Cost of debt			7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%	
Debt/Total Value			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
WACC			15.4%	15.4%	15.4%	15.4%	15.4%	15.4%	14.6%	13.7%	12.9%	12.0%	11.2%	10.3%	
Discount factor				0.93	0.81	0.70	0.61	0.52	0.47	0.43	0.40	0.38	0.37	0.36	
Total Revenue / Implied Total Revenue	204.8	422.2	621.2	814.9	1,019.6	1,241.7	1,508.7	1,818.0	2,142.2	2,467.1	2,775.5	3,048.4	3,266.9	3,413.9	
y/y change		106.1%	47.1%	31.2%	25.1%	21.8%	21.5%	20.5%	18%	15%	13%	10%	7%	5%	
Free Cash Flow to Firm (FCFF)	(107.9)	(513.0)	(150.5)	(37.9)	(14.2)	124.2	196.1	290.9	410.6	551.0	707.7	873.9	1,039.9	1,194.9	
FCF margin	-52.7%	-121.5%	-24.2%	-4.7%	-1.4%	10.0%	13%	16%	19%	22%	26%	29%	32%	35%	
y/y change		NM	NM	NM	NM	NM	58.0%	48.3%	41%	34%	28%	23%	19%	15%	5%
Diluted Shares Outstanding	174	278	295	315	334	348	358	365	372	378	384	389	394	397	
y/y change		59.6%	6.1%	7.0%	6.0%	4%	3%	2%	2%	2%	2%	1%	1%	1%	
FCFF per share	(\$0.62)	(\$1.85)	(\$0.51)	(\$0.12)	(\$0.04)	\$0.36	\$0.55	\$0.80	\$1.10	\$1.46	\$1.84	\$2.25	\$2.64	\$3.01	\$51.48
NPV of FCF per share				(\$0.11)	(\$0.03)	\$0.25	\$0.33	\$0.42	\$0.52	\$0.63	\$0.74	\$0.86	\$0.97	\$1.07	\$18.32

Upside/(Downside) Potential	15%
Current Price	\$ 23.92
Implied Total NPV/Share	\$27
Shares outstanding	313
Working Capital - 5% of revenue	31.1
Net cash balance	1,125
Net Cash per share	\$ 3.50
Total NPV of FCF/Share	\$23.96
Terminal Value FCF/Share	\$18.32
Cummulative NPV of FCFF/share	\$5.64

SMAR
Exhibit 201: Smartsheet GAAP Income Statement

	Jan-21 F2021	Jan-22 F2022	Jan-23 F2023	Apr-23 F1Q24	Jul-23 F2Q24	Oct-23 F3Q24	Jan-24 F4Q24	Jan-24 F2024	Apr-24 F1Q25	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	Jan-25 (E) F2025E	Apr-25 F1Q26E	Jul-25 F2Q26E	Oct-25 F3Q26E	Jan-26 F4Q26E	Jan-26 (E) F2026E
GAAP Income Statement	1 2021	I ZUZZ	1 2023	11027	1 2027	1 302-	1 7027	1 2024	I IQZJ	1 2025	TOQZUL	1 4Q23L	I ZUZUL	TQZUL	I ZQZ0L	JQZUL	THEZUL	1 2020L
Subscription Revenue	352.8	507.4	713.7	206.0	221.5	232.5	244.0	904.0	249.1	263.5	271.8	284.1	1,068.5	288.6	306.0	318.4	330.8	1,243.7
y/y growth	44.5%	43.8%	40.7%	32.7%	27.7%	24.9%	22.7%	26.7%	20.9%	19.0%	16.9%	16.4%	18.2%	15.9%	16.1%	17.1%	16.4%	16.4%
Professional Services	32.7	43.5	53.2	13.9	14.1	13.4	12.9	54.3	13.9	12.9	11.7	12.2	50.7	13.6	14.4	15.0	15.5	58.5
y/y growth	22.0%	32.8%	22.4%	6.5%	6.9%	(0.4%)	(4.2%)	2.1%	0.0%	(8.4%)	(13.1%)	(5.4%)	(6.7%)	(2.3%)	11.6%	28.0%	27.3%	15.4%
Total Revenue	385.5	550.8	766.9	219.9	235.6	245.9	256.9	958.3	263.0	276.4	283.5	296.3	1,119.2	302.2	320.3	333.3	346.4	1,302.2
y/y growth	42.3%	42.9%	39.2%	30.6%	26.2%	23.2%	21.0%	25.0%	19.6%	17.3%	15.3%	15.3%	16.8%	14.9%	15.9%	17.6%	16.9%	16.3%
g/g growth				3.6%	7.1%	4.4%	4.5%		2.3%	5.1%	2.6%	4.5%		2.0%	6.0%	4.1%	3.9%	
Cost of Revenue																		
Subscription	59.4	77.5	114.4	33.2	33.6	34.3	33.6	134.7	35.8	38.0	42.2	40.7	156.7	45.9	49.0	50.8	52.5	198.2
Professional Services	26.2	39.0	50.9	12.7	13.5	12.8	12.8	51.8	12.6	11.9	11.5	11.9	47.8	13.5	14.1	15.0	15.5	58.1
Total Cost of Revenue	85.5	116.5	165.3	45.9	47.0	47.0	46.5	186.4	48.3	49.9	53.8	52.6	204.5	59.4	63.1	65.7	68.0	256.3
% of Revenue	22.2%	21.1%	21.6%	20.9%	20.0%	19.1%	18.1%	19.5%	18.4%	18.0%	19.0%	17.7%	18.3%	19.7%	19.7%	19.7%	19.6%	19.7%
Gross Profit																		
Subscription	293.4	429.9	599.4	172.8	187.9	198.2	210.4	769.4	213.3	225.5	229.6	243.4	911.9	242.7	257.0	267.6	278.3	1,045.5
Professional Services and Other	6.6	4.4	2.3	1.2	0.6	0.7	0.1	2.5	1.3	1.0	0.1	0.3	2.8	0.1	0.2	0.0	0.0	0.3
Total Gross Profit	300.0	434.4	601.6	174.0	188.5	198.9	210.5	771.9	214.7	226.6	229.7	243.8	914.7	242.7	257.2	267.6	278.3	1,045.9
Gross Margin %	77.8%	78.9%	78.4%	79.1%	80.0%	80.9%	81.9%	80.5%	81.6%	82.0%	81.0%	82.3%	81.7%	80.3%	80.3%	80.3%	80.4%	80.3%
Operating Expenses																		
Research and Development	118.7	165.4	215.2	56.2	58.4	58.3	61.3	234.1	62.4	63.6	62.9	65.2	254.2	69.3	73.2	70.9	74.6	288.0
Sales and Marketing	230.3	329.8	479.3	115.0	129.8	137.9	127.9	510.6	125.2	130.2	143.6	143.9	543.0	141.3	150.1	165.6	166.6	623.6
General and Administrative	71.4	109.2	128.8	35.0	36.5	38.2	37.9	147.5	38.1	41.2	38.8	43.4	161.6	41.4	42.6	42.8	48.7	175.5
Total Operating Expenses	420.4	604.4	823.3	206.1	224.7	234.3	227.0	892.2	225.8	235.0	245.4	252.5	958.8	251.9	266.0	279.4	289.9	1,087.1
% of Revenue	109.1%	109.7%	107.3%	93.7%	95.4%	95.3%	88.4%	93.1%	85.9%	85.0%	86.6%	85.2%	85.7%	83.4%	83.0%	83.8%	83.7%	83.5%
Income/ (Loss) from Operations	(120.5)	(170.0)	(221.6)	(32.1)	(36.1)	(35.5)	(16.6)	(120.3)	(11.1)	(8.5)	(15.7)	(8.8)	(44.1)	(9.1)	(8.7)	(11.8)	(11.6)	(41.2)
Operating Margin %	-31.2%	-30.9%	-28.9%	-14.6%	-15.3%	-14.4%	-6.4%	-12.6%	-4.2%	-3.1%	-5.5%	-3.0%	-3.9%	-3.0%	-2.7%	-3.5%	-3.3%	-3.2%
Liverities	4 7	0.0				7.0	7.0	25.0	7.0		- 4	7.4	00.0	<b>-</b> .			40.4	04.0
Interest Income	1.7 0.0	0.2 (0.9)	7.7 1.1	5.2 (0.5)	5.8 (0.1)	7.0 (0.8)	7.6 (0.1)	25.6 (1.5)	7.8 (0.4)	8.8 (0.3)	7.1	7.1 (0.1)	30.8	7.4 (0.4)	7.7 (0.3)	8.8 (0.6)	10.1 (0.1)	34.0 (1.3)
Other Income (Expense), Net		(0.9) (170.8)			(30.4)		(9.1)	, ,			(0.6)	` '	(1.3)	. ,	. ,	, ,		, ,
Income/ (Loss) Before Income Tax Provision	(118.7)	(170.8)	(212.8)	(27.4)	(30.4)	(29.3)	(9.1)	(96.1)	(3.7)	0.1	(9.2)	(1.8)	(14.6)	(2.2)	(1.2)	(3.6)	(1.6)	(8.5)
Income Tax Provision	3.8	(0.3)	(2.8)	(2.4)	(3.0)	(3.2)	0.1	(8.5)	(5.2)	7.8	0.0	0.0	2.6	0.0	0.0	0.0	0.0	0.0
Tax Rate	-3.2%	0.2%	1.3%	8.9%	9.9%	10.8%	-1.2%	8.8%	140.7%	8349.5%	0.0%	0.0%	-17.8%	0.0%	0.0%	0.0%	0.0%	0.0%
rax rate	0.270	0.270	1.070	0.070	0.070	10.070		0.070		00 10.070	0.070	0.070	77.070	0.070	0.070	0.070	0.070	0.070
Net Loss and Comprehensive Loss	(115.0)	(171.1)	(215.6)	(29.9)	(33.4)	(32.4)	(9.0)	(104.6)	(8.9)	7.9	(9.2)	(1.8)	(12.0)	(2.2)	(1.2)	(3.6)	(1.6)	(8.5)
GAAP EPS	(\$0.95)	(\$1.36)	(\$1.66)	(\$0.23)	(\$0.25)	(\$0.24)	(\$0.07)	(\$0.78)	(\$0.06)	\$0.06	(\$0.07)	(\$0.01)	(\$0.09)	(\$0.02)	(\$0.01)	(\$0.02)	(\$0.01)	(\$0.06)
Shares Outstanding																		
Basic	120.7	125.6	130.1	132.5	133.8	135.2	136.4	134.5	137.4	138.4	139.1	139.7	138.6	141.0	142.4	143.7	145.1	143.1
y/y growth	6.8%	4.1%	3.5%	3.1%	3.2%	3.5%	3.8%	3.4%	3.7%	3.4%	2.9%	2.4%	3.1%	2.6%	2.9%	3.3%	3.9%	3.2%
q/q growth				0.8%	1.0%	1.0%	0.9%		0.8%	0.7%	0.5%	0.4%		1.0%	0.9%	1.0%	1.0%	
Diluted	120.7	125.6	130.1	132.5	133.8	135.2	136.4	134.5	137.4	141.2	139.1	139.7	138.6	141.0	142.4	143.7	145.1	143.1
y/y growth	6.8%	4.1%	3.5%	3.1%	3.2%	3.5%	3.8%	3.4%	3.7%	5.5%	2.9%	2.4%	3.1%	2.6%	0.9%	3.3%	3.9%	3.2%

## **Exhibit 202: Smartsheet Non-GAAP Income Statement**

\$ in millions, except per share data

	Jan-21	Jan-22	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25 (E)	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26 (E)
	F2021	F2022	F2023	F1Q24	F2Q24	F3Q24	F4Q24	F2024	F1Q25	F2Q25	F3Q25E	F4Q25E	F2025E	F1Q26E	F2Q26E		F4Q26E	F2026E
Income Statement (Non-GAAP)																		
Subscription Revenue	352.8	507.4	713.7	206.0	221.5	232.5	244.0	904.0	249.1	263.5	271.8	284.1	1,068.5	288.6	306.0	318.4	330.8	1,243.7
y/y growth	44.5%	43.8%	40.7%	32.7%	27.7%	24.9%	22.7%	26.7%	20.9%	19.0%	16.9%	16.4%	18.2%	15.9%	16.1%	17.1%	16.4%	16.4%
Professional Services	32.7	43.5	53.2	13.9	14.1	13.4	12.9	54.3	13.9	12.9	11.7	12.2	50.7	13.6	14.4	15.0	15.5	58.5
y/y growth	22.0%	32.8%	22.4%	6.5%	6.9%	(0.4%)	(4.2%)	2.1%	0.0%	(8.4%)	(13.1%)	(5.4%)	(6.7%)	(2.3%)	11.6%	28.0%	27.3%	15.4%
Total Revenue	385.5	550.8	766.9	219.9	235.6	245.9	256.9	958.3	263.0	276.4	283.5	296.3	1,119.2	302.2	320.3	333.3	346.4	1,302.2
y/y growth	42.3%	42.9%	39.2%	30.6%	26.2%	23.2%	21.0%	25.0%	19.6%	17.3%	15.3%	15.3%	16.8%	14.9%	15.9%	17.6%	16.9%	16.3%
Cost of Revenue																		
Subscription	48.7	61.1	94.0	27.9	28.3	29.1	28.5	113.8	30.7	33.1	36.7	35.5	136.1	40.4	42.8	44.6	46.3	174.1
Professional Services	24.0	35.2	44.5	10.8	11.5	11.0	11.0	44.3	10.8	10.3	9.6	10.0	40.8	11.5	12.2	12.7	13.2	49.7
Total Cost of Revenue	72.7	96.4	138.5	38.7	39.8	40.1	39.5	158.1	41.6	43.5	46.3	45.5	176.8	51.9	55.1	57.3	59.5	223.8
% of Revenue	18.9%	17.5%	18.1%	17.6%	16.9%	16.3%	15.4%	16.5%	15.8%	15.7%	16.3%	15.4%	15.8%	17.2%	17.2%	17.2%	17.2%	17.2%
Gross Profit				:														
Subscription	304.1	446.2	619.7	178.1	193.2	203.3	215.5	790.2	218.3	230.4	235.1	248.6	932.4	248.2	263.1	273.8	284.5	1,069.6
Gross Margin	86.2%	88.0%	86.8%	86.5%	87.2%	87.5%	88.3%	87.4%	87.7%	87.4%	86.5%	87.5%	87.3%	86.0%	86.0%	86.0%	86.0%	86.0%
Professional Services	8.7	8.2	8.7	3.1	2.5	2.5	1.9	10.0	3.1	2.5	2.1	2.2	9.9	2.0	2.2	2.2	2.3	8.8
Gross Margin	26.6%	18.9%	16.3%	22.2%	17.9%	18.3%	15.0%	18.4%	22.2%	19.7%	18.0%	18.0%	19.6%	15.0%	15.0%	15.0%	15.0%	15.0%
Total Gross Profit	312.8	454.5	628.4	181.2	195.7	205.8	217.5	800.2	221.4	232.933	237.2	250.8	942.4	250.2	265.3	276.0	286.8	1,078.4
Gross Margin %	81.1%	82.5%	81.9%	82.4%	83.1%	83.7%	84.6%	83.5%	84.2%	84.3%	83.7%	84.6%	84.2%	82.8%	82.8%	82.8%	82.8%	82.8%
O																		
Operating Expenses	93.7	124.7	153.0	38.8	40.7	40.9	42.2	162.6	44.4	45.4	43.9	45.9	179.6	48.7	50.2	49.2	51.1	199.2
Research and Development % of Revenue	24.3%	22.6%	20.0%	36.6 17.6%	17.3%	16.6%	16.4%	17.0%	16.9%	16.4%	43.9 15.5%	45.9 15.5%	16.0%	16.1%	15.7%	49.2 14.8%	14.8%	15.3%
Sales and Marketing	204.4	288.6	414.8	94.6	109.5	119.0	108.6	431.7	107.4	114.5	123.0	124.5	469.4	121.1	130.3	142.2	142.9	536.4
% of Revenue	53.0%	52.4%	54.1%	43.0%	46.5%	48.4%	42.3%	45.0%	40.8%	41.4%	43.4%	42.0%	41.9%	40.1%	40.7%	42.7%	41.3%	41.2%
General and Adminstrative	56.0	75.4	96.5	25.0	26.3	26.5	42.3% 27.1	105.0	40.6% 27.6	27.7	43.4% 27.8	32.6	115.7	29.4	29.7	30.2	35.5	124.9
% of Revenue	14.5%	13.7%	12.6%	11.4%	20.3 11.1%	10.8%	10.6%		10.5%	10.0%	9.8%	11.0%	10.3%	9.7%	9.3%	9.1%	10.3%	9.6%
	354.0	488.7	664.4	11.4% 158.4	17.1% 176.5	10.8% 186.4	10.6% 177.9	11.0% <b>699.3</b>	10.5% 179.3	10.0% <b>187.6</b>	9.8% 194.8	203.0	764.7	199.2	9.3% 210.2	9.1% 221.5	229.5	9.6% <b>860.4</b>
Total Operating Expenses							-						-					
% of Revenue	91.8%	88.7%	86.6%	72.0%	74.9%	75.8%	69.2%	73.0%	68.2%	67.9%	68.7%	68.5%	68.3%	65.9%	65.6%	66.5%	66.3%	66.1%
Operating Income	(41.2)	(34.2)	(36.0)	22.8	19.2	19.4	39.6	100.9	42.1	45.3	42.5	47.8	177.7	51.0	55.0	54.5	57.4	217.9
Operating Margin %	-10.7%	-6.2%	-4.7%	10.4%	8.2%	7.9%	15.4%	10.5%	16.0%	16.4%	15.0%	16.1%	15.9%	16.9%	17.2%	16.4%	16.6%	16.7%
- paramagan ya	101170		,.			110,0	1011,1	10.070					101071		,		10.070	10.170
Interest Income	1.7	0.2	7.7	5.2	5.8	7.0	7.6	25.6	7.8	8.8	7.1	7.1	30.8	7.4	7.7	8.8	10.1	34.0
Other Income (Expense), Net	(4.0)	(0.9)	1.1	(0.5)	(0.1)	(0.6)	(0.1)	(1.3)	(0.4)	(0.3)	(0.6)	(0.1)	(1.3)	(0.4)	(0.3)	(0.6)	(0.1)	(1.3)
Income/ (Loss) Before Income Tax Provision	(43.5)	(35.0)	(27.1)	27.5	25.0	25.7	47.0	125.3	49.5	53.9	48.9	54.8	207.2	58.0	62.5	62.8	67.3	250.6
Income Tax Provision	3.8	(0.3)	(2.8)	(2.4)	(3.0)	(3.2)	0.1	(8.5)	(5.2)	7.8	(4.9)	(8.2)	(10.5)	(2.9)	(3.1)	(3.1)	(3.4)	(12.5)
Tax rate	(8.6%)	0.8%	10.5%	(8.9%)	(12.0%)	(12.3%)	0.2%	(6.8%)	(10.5%)	14.4%	(10.0%)	(15.0%)	(5.1%)	(5.0%)	(5.0%)	(5.0%)	(5.0%)	(5.0%)
Net Loss and Comprehensive Loss	(39.7)	(35.3)	(30.0)	25.0	22.0	22.6	47.1	116.8	44.4	61.6	44.0	46.6	196.6	55.1	59.4	59.6	64.0	238.1
Non-GAAP EPS (Diluted)	(\$0.33)	(\$0.28)	(\$0.23)	\$0.18	\$0.16	\$0.16	\$0.34	\$0.85	\$0.32	\$0.44	\$0.31	\$0.32	\$1.39	\$0.38	\$0.41	\$0.41	\$0.43	\$1.63
Shares Outstanding																		
Basic	120.7	125.6	130.1	132.5	133.8	135.2	136.4	134.5	137.4	138.4	139.1	139.7	138.6	141.0	142.4	143.7	145.1	143.1
y/y growth	6.8%	4.1%	3.5%	3.1%	3.2%	3.5%	3.8%	3.4%	3.7%	3.4%	2.9%	2.4%	3.1%	2.6%	2.9%	3.3%	3.9%	3.2%
Diluted	120.7	125.6	130.7	136.7	137.4	138.4	139.7	138.0	140.1	141.2	142.5	143.7	141.9	144.4	145.8	147.2	148.6	146.5
y/y growth	6.8%	4.1%	4.1%	6.4%	6.0%	6.0%	4.2%	5.6%	2.5%	2.8%	3.0%	2.9%	2.8%	3.1%	3.3%	3.3%	3.4%	3.3%

## **Exhibit 203: Smartsheet GAAP Balance Sheet**

\$ in millions, except per share data

	Jan-21 F2021	Jan-22 F2022	Jan-23 F2023	Apr-23 F1Q24	Jul-23 F2Q24	Oct-23 F3Q24	Jan-24 F4Q24	Jan-24 F2024	Apr-24 F1Q25	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	Jan-25 (E) F2025E	Apr-25 F1Q26E	Jul-25	Oct-25 F3Q26E	Jan-26 F4Q26E	Jan-26 (E) F2026E
Balance Sheet	<u> </u>	F2022	F2023	F I Q Z 4	F2Q24	F3Q24	F4Q24	F2024	FIQZJ	FZQZJ	FJQZJE	F4Q2JE	FZUZJE	FIQZOL	FZQZ0E	FJQZUL	F4Q20L	FZUZUE
Current Assets																		
Cash and Cash Equivalents	442.2	449.1	223.2	294.9	237.3	233.2	282.1	282.1	333.5	393.5	398.7	424.1	424.1	461.5	568.6	696.3	739.0	739.0
Short Term Investments	0.0	0.0	233.2	194.6	311.7	335.5	346.7	346.7	336.0	313.1	313.1	313.1	313.1	313.1	313.1	313.1	313.1	313.1
Accounts Receivable, Net	102.6	151.1	198.6	152.1	156.5	179.5	238.7	238.7	156.8	193.1	264.1	302.3	302.3	211.9	231.7	248.4	360.6	360.6
Prepaid Expenses and Other Current Assets	13.5	34.4	55.1	68.0	54.9	53.6	64.4	64.4	83.4	64.0	56.7	71.1	71.1	96.7	76.9	66.7	83.1	83.1
Deferred Offering Costs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Current Assets	558.4	634.6	710.1	709.7	760.4	801.8	931.9	931.9	909.8	963.6	1,032.5	1,110.6	1,110.6	1,083.2	1,190.3	1,324.4	1,495.8	1,495.8
Non-Current Assets																		
Restricted Cash	0.0	0.0	0.2	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term Investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred Commission:`	60.5	91.3	121.8	129.1	136.2	142.1	148.9	148.9	152.8	155.7	161.9	168.5	168.5	175.1	182.1	159.5	167.1	167.1
Property & Equipment, Net	28.6	36.8	39.4	39.2	40.3	41.7	42.4	42.4	43.5	41.2	40.0	39.2	39.2	38.7	38.7	38.9	39.3	39.3
Intangible Assets, Net	54.1	44.1	39.1	36.1	33.4	30.5	28.0	28.0	25.3	22.9	20.1	17.4	17.4	14.7	11.8	8.8	5.7	5.7
Goodwill	125.6	125.6	142.4	141.5	141.7	140.9	141.5	141.5	141.5	141.5	141.5	141.5	141.5	141.5	141.5	141.5	141.5	141.5
Other Assets	84.5	70.4	57.3	54.3	50.5	46.0	44.9	44.9	42.9	37.9	56.7	59.3	59.3	60.4	64.1	66.7	69.3	69.3
Total Assets	911.8	1,002.8	1,110.2	1,110.0	1,162.8	1,203.2	1,337.5	1,337.5	1,315.7	1,362.8	1,452.7	1,536.5	1,536.5	1,513.7	1,628.5	1,739.8	1,918.8	1,918.8
Current Liabilities																		
Accounts Payable	2.9	1.5	2.2	1.7	1.5	1.0	2.9	2.9	0.9	6.1	1.2	4.0	4.0	0.6	4.2	4.4	0.7	0.7
Accrued Compensation and Related Benefits	47.9	66.7	68.3	53.1	66.2	75.2	77.5	77.5	59.3	61.5	75.9	74.7	74.7	64.4	90.3	103.1	97.6	97.6
Other Accrued Liabilities	34.3	36.9	46.7	28.8	35.1	31.3	30.5	30.5	30.6	30.7	37.0	27.3	27.3	29.1	30.8	32.1	33.3	33.3
Capital Lease Payable	0.0	0.0	0.0	19.3	17.6	16.5	16.3	16.3	16.0	16.3	16.3	16.3	16.3	16.3	16.3	16.3	16.3	16.3
Deferred Revenue	222.7	332.3	457.5	453.8	461.2	482.9	568.7	568.7	541.7	548.0	573.7	675.6	675.6	643.6	651.1	681.6	802.7	802.7
Current Liabilities	307.7	437.4	574.8	556.7	581.7	606.8	695.9	695.9	648.4	662.6	704.1	797.9	797.9	753.9	792.7	837.5	950.6	950.6
Long Term Liabilities																		
Capital Lease Payable, Non-Current	0.0	0.0	0.0	0.0	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred Revenue, Non-Current	1.3	2.4	2.2	1.5	1.7	2.6	1.8	1.8	2.0	1.9	2.3	2.7	2.7	2.6	2.6	2.7	3.2	3.2
Preferred Stock Warrant Liability	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other Long-Term Liabilities	75.8	58.2	47.6	43.7	40.4	36.6	34.0	34.0	30.5	27.5	79.6	72.8	72.8	45.7	48.5	50.4	52.4	52.4
Total Liabilities	384.9	498.1	624.5	602.0	623.7	646.4	731.6	731.6	680.9	692.0	786.0	873.4	873.4	802.2	843.7	890.6	1,006.2	1,006.2
	,		•			•			•	•	•	, and the second			•	•	·	
Total Equity	526.9	504.8	485.7	508.0	539.0	556.8	605.9	605.9	634.8	670.9	666.8	663.1	663.1	711.5	784.8	849.2	912.6	912.6
Total Liabilities and Equity	911.8	1,002.8	1,110.2	1,110.0	1,162.8	1,203.2	1,337.5	1,337.5	1,315.7	1,362.8	1,452.7	1,536.6	1,536.6	1,513.7	1,628.5	1,739.8	1,918.8	1,918.8

## **Exhibit 204: Smartsheet GAAP Cash Flow Statement**

\$ in millions, except per share data

	Jan-21 F2021	Jan-22 F2022	Jan-23 F2023	Apr-23 F1Q24	Jul-23 F2Q24	Oct-23 F3Q24	Jan-24 F4Q24	Jan-24 F2024	Apr-24 F1Q25	Jul-24 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	Jan-25 (E) F2025E	Apr-25 F1Q26E	Jul-25	Oct-25 F3Q26E	Jan-26 F4Q26E	Jan-26 (E) F2026E
Cash Flow Statement (Quarterly)	12021	LEULE	1 2020	LIGAL	LEGET	LUGET	14424	LEVET	LIGES	LEGES	- OGEOL	4020	LEGEGE	INCLUE	LULUL	- OGEOL	7020	IZUZUL
GAAP Net Income	(115.0)	(171.1)	(215.6)	(29.9)	(33.4)	(32.4)	(9.0)	(104.6)	(8.9)	7.9	(9.2)	(1.8)	(12.0)	(2.2)	(1.2)	(3.6)	(1.6)	(8.5)
Share-Based Compensation Expense	71.8	114.9	176.6	51.8	52.0	49.6	52.8	206.2	49.9	47.4	55.3	53.9	206.5	57.4	60.9	63.3	65.8	247.4
Depreciation and Amortization of Property And Equipment	11.0	21.8	24.9	6.4	6.8	6.8	7.0	27.0	6.6	7.0	6.9	6.7	27.1	6.5	6.5	6.4	6.5	25.9
Amortization of Deferred Commission Costs	30.7	43.7	47.1	11.4	12.9	14.1	15.1	53.6	15.7	16.9	22.1	23.1	77.8	23.6	25.0	26.0	27.0	101.6
Amortization of Intangible Assets	6.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.8	2.7	5.5	2.7	2.9	3.0	3.1	11.7
Net Amortization of Premium or Discount on Investments	0.0	0.0	(2.8)	(2.0)	(2.8)	(3.9)	(3.8)	(12.5)	(3.0)	(1.8)	2.0		(4.8)			0.0	0.1	0.0
Unrealized Foreign Currency (Gain) / Loss	(0.2)	1.0	(1.2)	0.4	0.1	0.2	(0.0)	0.7	0.1	(0.5)			(0.5)					0.0
Non-Cash Operating Lease Costs	11.9	14.9	18.9	3.2	3.2	3.1	2.6	12.0	2.6	2.5			5.1					0.0
Other	0.3	0.0	1.1	0.9	0.8	2.9	1.0	5.5	2.1	5.1			7.2					0.0
Changes in Operating Assets and Liabilities:	(32.4)	(28.7)	(25.3)	(7.6)	8.8	(25.2)	(5.9)	(29.9)	(15.0)	(25.3)	(16.8)	2.6	(54.5)	(37.8)	5.9	34.5	(50.3)	(47.7)
Accounts Receivable	(43.1)	(48.6)	(47.6)	45.7	(5.3)	(23.9)	(60.5)	(43.9)	80.0	(38.1)	(71.0)	(38.2)	(67.3)	90.4	(19.8)	(16.7)	(112.2)	(58.3)
Prepaid Expenses and Other Current Assets	(3.7)	(19.9)	(21.4)	(7.0)	7.0	1.0	(10.6)	(9.5)	(19.1)	19.4	7.3	(14.4)	(6.9)	(25.6)	19.8	10.2	(16.5)	(12.0)
Other Long-Term Assets	(5.8)	0.5	(0.6)	(0.3)	(0.5)	(0.6)	(10.6)	(3.0)	(0.8)	(0.0)	(18.8)	(2.6)	(22.1)	(1.2)	(3.6)	(2.6)	(2.6)	(10.0)
Accounts Pavable	(4.9)	(1.3)	0.0)	(0.3)	(0.3)	(0.4)	1.8	0.8	(1.9)	5.1	(4.9)	2.8	1.0	(3.4)	3.7	0.2	(3.7)	(3.3)
Other Accrued Liabilities	5.5	2.0	8.4	1.6	6.4	(3.9)	(0.6)	3.5	(0.1)	(3.2)	6.3	(9.7)	(6.7)	1.8	1.7	1.2	1.3	6.0
Accrued Compensation and Related Benefits	5.8	19.9	3.7	(20.6)	18.2	4.4	5.9	7.9	(22.9)	8.1	14.4	(1.2)	(1.6)	(10.3)	25.9	12.8	(5.5)	23.0
Deferred Commissions	(43.0)	(74.5)	(77.6)	(18.7)	(20.1)	(19.9)	(22.0)	(80.7)	(19.6)	(19.8)	(28.4)	(29.6)	(97.4)	(30.2)	(32.0)	(3.3)	(34.6)	(100.2)
	, ,		. ,	. ,			0.0	0.3	. ,	. ,								
Other Long-Term Liabilities	3.9	(3.9)	0.1	0.2	(0.2)	0.3			(0.0)	0.1	52.1	(6.8)	45.4	(27.1)	2.7	2.0	2.0	(20.5) 127.6
Deferred Revenue	60.5	110.7	123.9	(4.5)	7.6	22.3	85.3 (3.7)	110.8	(26.9)	6.5	26.2	102.3	108.1	(32.1)	7.5	30.7	121.6	
Operating Lease Liabilities	(7.7)	(13.5)	(14.4)	(3.9)	(4.2)	(4.3)	, ,	(16.0)	(3.7)	(3.4)			(7.1)					0.0
Operating Lease Right-of-Use Assets	0.0	0.0	0.0	0.0 <b>34.6</b>	0.2	(0.2)	0.0	0.0	0.0 <b>50.1</b>	0.0	04.4	07.0	0.0	50.3	20.0	400.7	- FO F	0.0 <b>330.4</b>
Net Cash Used in / From Operating Activities	(15.6)	(3.5)	23.6		48.5	15.1	59.7	157.9		59.1	61.1	87.2	257.5		99.9	129.7	50.5	
y/y%	NM	NM	NM 0.406	NM	374.1%	NM 0.00/	195.7%	569.3%	0.4	22.0%	303.2%	46.1%	63.1%	0.0	68.8%	112.4%	(42.1%)	28.3%
Operating Cash Flow Margin	NM	NM	3.1%	0.2	20.6%	6.2%	23.2%	16.5%	0.2	21.4%	21.5%	29.4%	23.0%	0.2	31.2%	38.9%	14.6%	25.4%
Cash from Investing Activities																		
Purchases of Short-Term Investments	0.0	0.0	(230.6)	(62.0)	(186.5)	(126.9)	(138.1)	(513.5)	(112.9)	(64.2)			(177.1)					0.0
Purchases of Short-refin investments  Purchases of Property and Equipment	(4.2)	(10.6)	(6.1)	(0.9)	(0.5)	(0.7)	(0.5)	(2.6)	(0.6)	(0.4)	(2.8)	(2.0)	(6.8)	(3.0)	(3.2)	(3.3)	(3.5)	(13.0)
Capitalized Internal-Use Software Development Costs	(7.6)	(6.7)	(7.7)	. ,	(2.4)	(3.0)	(2.9)	(10.8)	(3.8)	(1.6)	(2.8)	(3.0)	. ,	(3.0)	(3.2)	(3.3)	(3.5)	(13.0)
Proceeds From Early Termination of Short-Term Investments	50.5	0.0	0.0	(2.4) 0.0	0.0	0.0	0.0	0.0	0.0	0.0	(2.0)	(3.0)	(11.1) 0.0	(3.0)	(3.2)	(3.3)	(3.3)	0.0
Payments for Business Acquisitions, Net of Cash Acquired	(125.1)	0.0	(20.3)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Purchases of Intangible Assets	0.0	(0.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
5	0.0	. ,		0.0	0.0	0.0		0.0	0.0	0.0			0.0					0.0
Proceeds From Maturity Of Investments Other	1.3	0.0 (1.0)	0.0	96.9	78.0	107.0	0.0 131.2	413.1	125.7	92.6			218.3					0.0
		\ -/	(263.9)				(10.3)	(113.7)	8.4	26.5	(F 7)	(F.0)	23.3	(0.0)	(0.4)	(0.7)	(0.0)	(26.0)
Net Cash Used in / From Investing Activities	(85.1)	(18.3)	(263.9)	31.6	(111.4)	(23.6)	(10.3)	(113.7)	8.4	26.5	(5.7)	(5.9)	23.3	(6.0)	(6.4)	(6.7)	(6.9)	(26.0)
Cash flows from financing activities																		
Payments on Principal of Finance Leases	(4.1)	0.0	0.0	0.0	0.0	0.0	(0.0)	(0.0)	0.0	0.0			0.0					0.0
Payments of Pinicipal of Piniance Leases  Payments of Deferred Offering Costs	(0.1)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0			0.0					0.0
Proceeds From Exercise of Stock Options	17.4	19.1	5.6	0.5	0.5	0.0	0.3	1.7	0.7	9.2	0.3	0.3	10.5	0.7	9.2	0.3	0.3	10.5
Taxes Paid Related to Net Share Settlement of RSUs	(2.2)	(6.2)	(4.2)	(0.6)	(0.5)	(0.5)	(5.5)	(7.1)	(13.1)	(0.9)	(0.5)	(5.5)	(19.9)	(13.1)	(0.9)	(0.5)	(5.5)	(19.9)
Proceeds From Employee Stock Purchase Plan	14.8	17.4	12.6	5.8	5.1	4.8	4.3	20.0	5.5	5.3	4.8	4.3	19.9	5.5	5.3	4.8	4.3	19.9
Proceeds From IPO/Follow-Ons. Net of Issuance Costs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.0	4.5	0.0	0.0	0.0	4.0	4.5	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(0.0)	(0.0)			(0.1)					0.0
Share repurchase	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(0.0)	(39.6)	(55.0)	(55.0)	(149.6)					0.0
Net Cash Used in / From Financing activities	25.8	30.3	14.1	5.7	5.1	4.6	(0.8)	14.5	(6.9)	(26.0)	(50.4)	(55.8)	(139.1)	(6.9)	13.6	4.6	(0.8)	10.6
Net Casil Osed III / From Financing activities	25.6	30.3	14.1	3.1	J. I	4.0	(0.6)	14.5	(0.9)	(20.0)	(30.4)	(55.6)	(139.1)	(0.9)	13.0	4.0	(0.0)	10.6
Effects of Changes in Foreign Currency Exchange Rates	0.5	(1.2)	0.3	(0.1)	0.1	(0.3)	0.2	(0.0)	(0.2)	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Beginning of Period Cash Balance	516.8	442.3	449.7	223.8	295.6	237.8	233.6	223.8	282.4	333.8	393.6	398.7	282.4	424.1	461.5	568.6	696.3	424.1
Net Change in Cash, Cash Equivalents, and Restricted Cash	(74.4)	7.3	(225.9)	71.8	(57.8)	(4.1)	48.8	58.7	51.4	59.8	5.0	25.5	141.7	37.4	107.1	127.6	42.8	314.9
End of Period Cash Balance	442.3	449.7	223.8	295.6	237.8	233.6	282.4	282.4	333.8	393.6	398.7	424.1	424.1	461.5	568.6	696.3	739.0	739.0

**Exhibit 205: Smartsheet Discounted Cash Flow** 

Assumptions and Inputs	
Current risk-free rate	3.75%
Beta	1.81
Historical equity risk premium	6.5%
Terminal growth rate	5.0%
Market Value (\$M)	\$ 7,732
Debt Value (\$M)	\$ -
Cost of equity	15.5%
Cost of debt	7.4%
Tax rate	21.0%
WACC	15.5%
Last earnings period end	7/31/2024
Next Fiscal Year End	1/31/2025

Scenario 1: Base Case															
	Н	istoricals			Hyper	Growth Peri	od			Trans	itionary Per	iod		Terminal	
Fiscal year	F2022	F2023	F2024	F2025E	F2026E	F2027E	F2028E	F2029E	F2030E	F2031E	F2032E	F2033E	F2034E	F2035E	Perp
Corresponding Calendar Year	2021	2022	2023	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E	
Period				0.5	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9.5	10.5	
Risk free rate	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	
Beta	1.81	1.81	1.81	1.81	1.81	1.81	1.81	1.81	1.68	1.54	1.41	1.27	1.14	1.00	
Equity risk premium	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity	15.5%	15.5%	15.5%	15.5%	15.5%	15.5%	15.5%	15.5%	14.6%	13.8%	12.9%	12.0%	11.1%	10.3%	
Cost of debt	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	
Debt/Total Value			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
WACC			15.5%	15.5%	15.5%	15.5%	15.5%	15.5%	14.6%	13.8%	12.9%	12.0%	11.1%	10.3%	
Discount factor				0.930	0.805	0.697	0.604	0.523	0.472	0.433	0.403	0.381	0.367	0.359	
	AH	AM	AR	AW	BB	BG	BL								
Total Revenue	551	767	958	1,119	1,302	1,523	1,778	2,080	2,392	2,703	3,000	3,270	3,499	3,674	
y/y change		39.2%	25.0%	16.8%	16.3%	16.9%	16.7%	17.0%	15.0%	13.0%	11.0%	9.0%	7.0%	5.0%	
Free Cash Flow to Firm (FCFF) ex Share repurchases th	(21)	(17)	124	215	277	342									
FCF margin		-2.2%	12.9%	19.2%	21.3%	22.5%									
y/y change		-19.9%	-840.7%	73.3%	29.0%	23.4%									
Free Cash Flow to Firm (FCFF)	(21)	(17)	124	66	277	342	249	354	478	622	780	948	1.120	1.286	
FCF margin	(/	-2.2%	12.9%	5.9%	21.3%	22.5%	14.0%	17.0%	20.0%	23.0%	26.0%	29.0%	32.0%	35%	
y/y change		-19.9%	-840.7%	-46.5%	317.6%	23.4%	-27.2%	42.1%	35.3%	30.0%	25.5%	21.6%	18.1%	15%	
Diluted Shares Outstanding	127	131	140	144	149	155	161	168	175	182	189	196	203	210	
y/y change		3%	6%	3%	3%	4%	4%	4%	4%	4%	4%	4%	4%	3%	
FCFF per share				0.46	1.86	2.21	1.55	2.11	2.73	3.41	4.12	4.83	5.51	6.12	1
NPV of FCF per share				0.43	1.50	1.54	0.93	1.10	1.29	1.48	1.66	1.84	2.02	2.20	

NPV of FCF/Share, F2023-F2033	\$16.00	
Terminal Value FCF/Share	\$41.84	
Total NPV of FCF/Share	\$57.85	
Net Cash per share	\$ 4.21	
Net cash balance	707	
Working Capital (10% of revenue)	111.9	
Shares outstanding	141	149
Implied Total NPV/Share	62	
Current Price	\$ 55.36	
Upside/(Downside) Potential	12%	

# **SNOW**

**Exhibit 206: Snowflake GAAP Income Statement** 

\$ in millions, except per share data

	Jan-21	Jan-22		Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
GAAP Income Statement	<u>FY21</u>	<u>FY22</u>	FY23	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24</u>	<u>4Q24</u>	FY24	<u>1Q25</u>	<u>2Q25</u>	3Q25E	4Q25E	FY25E	<u>1Q26E</u>	2Q26E	<u>3Q26E</u>	4Q26E	FY26E
Product	564.8	1,140.5	1,938.8	590.1	640.2	698.5	720.4	2,666.8	789.6	920.2	852.4	005.0	3,356.4	942.8	1 002 2	1.059.0	1,127.6	4,131.6
Product Professional Services and Other	38.3	78.9	1,938.8	33.5	33.8	35.7	738.1 36.6	139.6	789.6 39.1	829.3 39.6	852.4 42.6	885.2 44.3	165.6	942.8 47.1	1,002.3 50.1	1,058.9 52.9	56.4	206.6
	603.1			623.6	674.0	734.2	774.7		828.7	868.8	895.1			989.9	1.052.4			
Total Revenue	603.1	1,219.3	2,065.7	623.6	6/4.0	734.2	//4./	2,806.5	828.7	868.8	895.1	929.4	3,522.0	989.9	1,052.4	1,111.8	1,184.0	4,338.1
Cost of Revenue																		
Product	193.8	347.8	547.5	159.4	169.0	180.0	192.8	701.2	219.7	235.6	249.2	264.3	968.8	265.7	285.3	293.2	313.4	1,157.6
% of Product Revenue	34.3%	30.5%	28.2%	27.0%	26.4%	25.8%	26.1%	26.3%	27.8%	28.4%	29.2%	29.9%	28.9%	28.2%	28.5%	27.7%	27.8%	28.0%
Professional Services and Other	48.8	110.6	170.0	50.0	49.3	48.9	49.0	197.4	52.9	52.5	58.1	58.4	221.8	60.0	63.2	71.1	73.3	267.6
% of Professional Services and Other Revenue	127.4%	140.3%	134.0%	149.2%	146.0%	137.1%	133.9%	141.3%	135.1%	132.7%	136.3%	131.9%	134.0%	127.3%	126.1%	134.3%	130.0%	129.6%
Total Cost of Revenue	242.6	458.4	717.5	209.4	218.4	228.9	241.8	898.6	272.5	288.1	307.4	322.7	1,190.6	325.7	348.5	364.3	386.7	1,425.2
% of revenue	40.2%	37.6%	34.7%	33.6%	32.4%	31.2%	31.2%	32.0%	32.9%	33.2%	34.3%	34.7%	33.8%	32.9%	33.1%	32.8%	32.7%	32.9%
Gross Profit																		
Product	371.0	792.7	1.391.2	430.7	471.2	518.5	545.3	1.965.6	569.9	593.7	603.2	620.9	2,387.7	677.0	717.0	765.7	814.3	2,974.0
Gross Margin	65.7%	69.5%	71.8%	73.0%	73.6%	74.2%	73.9%	73.7%	72.2%	593.7 71.6%	70.8%	70.1%	2,387.7 71.1%	71.8%	717.0	72.3%	72.2%	72.0%
Professional Services and Other	(10.5)	(31.8)	(43.1)			(13.3)	(12.4)	(57.7)		(12.9)			(56.3)		(13.1)	(18.2)	(16.9)	
Total Gross Profit	360.5	760.9	( - /	(16.5) <b>414.2</b>	(15.5) <b>455.6</b>	(13.3) <b>505.2</b>	532.9		(13.7) <b>556.2</b>	580.7	(15.5) <b>587.7</b>	(14.1)		(12.9) <b>664.2</b>	703.9	(18.2) <b>747.5</b>	797.3	(61.1)
			1,348.1					1,907.9				606.8	2,331.4					2,912.9
Gross Margin	59.8%	62.4%	65.3%	66.4%	67.6%	68.8%	68.8%	68.0%	67.1%	66.8%	65.7%	65.3%	66.2%	67.1%	66.9%	67.2%	67.3%	67.1%
Operating Expenses																		
Sales and Marketing	479.3	744.0	1,106.5	331.6	343.3	355.1	361.8	1,391.7	400.8	400.6	427.0	438.9	1,667.4	455.1	462.4	513.2	541.1	1,971.8
% of revenue	79.5%	61.0%	53.6%	53.2%	50.9%	48.4%	46.7%	49.6%	48.4%	46.1%	47.7%	47.2%	47.3%	46.0%	43.9%	46.2%	45.7%	45.5%
Research and Development	237.9	466.9	788.1	277.4	314.0	332.1	364.5	1,287.9	410.8	437.7	426.2	457.4	1,732.0	451.9	492.8	509.0	560.5	2,014.2
% of revenue	39.5%	38.3%	38.2%	44.5%	46.6%	45.2%	47.0%	45.9%	49.6%	50.4%	47.6%	49.2%	49.2%	45.7%	46.8%	45.8%	47.3%	46.4%
General and Administrative	176.1	265.0	295.8	78.5	83.7	78.7	82.1	323.0	93.1	97.8	91.2	94.0	376.0	101.4	107.5	107.7	113.6	430.2
% of revenue	29.2%	21.7%	14.3%	12.6%	12.4%	10.7%	10.6%	11.5%	11.2%	11.3%	10.2%	10.1%	10.7%	10.2%	10.2%	9.7%	9.6%	9.9%
Total Operating Expenses	893.4	1,475.9	2,190.4	687.4	741.0	765.8	808.4	3,002.7	904.8	936.0	944.4	990.2	3,775.4	1,008.4	1,062.8	1,129.8	1,215.2	4,416.2
% of revenue	148.1%	121.0%	106.0%	110.2%	109.9%	104.3%	104.4%	107.0%	109.2%	107.7%	105.5%	106.5%	107.2%	101.9%	101.0%	101.6%	102.6%	101.8%
Operating Income	(532.9)	(715.0)	(842.3)	(273.2)	(285.4)	(260.6)	(275.5)	(1094.8)	(348.6)	(355.3)	(356.7)	(383.5)	(1444.0)	(344.3)	(358.8)	(382.3)	(417.9)	(1503.3)
Operating Margin	-88.4%	-58.6%	-40.8%	-43.8%	-42.3%	-35.5%	-35.6%	-39.0%	-42.1%	-40.9%	-39.8%	-41.3%	-41.0%	-34.8%	-34.1%	-34.4%	-35.3%	-34.7%
Interest Income	7.5	9.1	73.8	43.1	50.3	53.5	53.8	200.7	54.8	49.3	35.3	32.3	171.7	31.3	31.3	32.0	31.6	126.3
Interest Expense	0.0	0.0	0.0					0.0			0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other Income (Expense), Net	(0.6)	28.9	(47.6)	(2.6)	4.1	(4.2)	47.5	44.9	(21.3)	(7.9)	0.0	0.0	(29.2)	0.0	0.0	0.0	0.0	0.0
Total Interest and Other Income	6.9	38.1	26.3	40.6	54.4	49.3	101.3	245.6	33.5	41.3	35.3	32.3	142.4	31.3	31.3	32.0	31.6	126.3
Income Before Taxes	(526.0)	(677.0)	(816.0)	(232.7)	(231.0)	(211.3)	(174.2)	(849.2)	(315.1)	(314.0)	(321.3)	(351.2)	(1301.6)	(312.9)	(327.5)	(350.3)	(386.2)	(1377.0)
Income Tax Expense (Benefit)	2.1	3.0	(18.5)	(6.6)	(3.7)	3.4	(4.3)	(11.2)	2.7	3.8	0.0	0.0	6.5	0.0	0.0	0.0	0.0	0.0
Tax Rate	-0.4%	-0.4%	2.3%	NM	NM	NM	NM	1.3%	NM	NM	0.0%	0.0%	-0.5%	0.0%	0.0%	0.0%	0.0%	0.0%
Net loss attributable to noncontrolling interest				(0.4)	(0.5)	(0.4)	(0.6)		(0.8)	(0.9)								
Net Income	(528.1)	(679.9)	(797.5)	(225.6)	(226.9)	(214)	(169.4)	(838.0)	(316.99)	(316.90)	(321.3)	(351.2)	(1,308.1)	(312.9)	(327.5)	(350.3)	(386.2)	(1,377.0)
GAAP EPS	(\$3,74)	(\$2,26)	(\$2.50)	(\$0.70)	(\$0.69)	(\$0.65)	(\$0.51)	(\$2.56)	(\$0.95)	(\$0.95)	(\$0.96)	(\$1.04)	(\$3.90)	(\$0.92)	(\$0.96)	(\$1.02)	(\$1.12)	(\$4.03)
Shares Outstanding	(40111)	(\$2.120)	(\$2.00)	(4011-0)	(\$0.00)	(\$0.00)	(\$0.01)	(\$2.50)	(\$0.00)	(\$0.00)	(\$0.00)	(\$ 5 -7)	(\$6.60)	(\$0.01)	(40.00)	(\$1.02)	(4 /	(\$ 1.00)
Basic	141.1	300.2	318.7	324.2	327.3	329.3	331.1	328.0	333.6	334.1	335.7	337.4	335.2	339.1	340.8	342.5	344.2	341.7
y/y growth		112.7%	6.2%	3.1%	2.8%	2.9%	2.8%	2.9%	2.9%	2.1%	2.0%	1.9%	2.2%	1.7%	2.0%	2.0%	2.0%	1.9%
g/g growth	1			0.7%	1.0%	0.6%	0.5%		1.7%	0.1%	0.5%	0.5%		0.5%	0.5%	0.5%	0.5%	

Exhibit 207: Snowflake Non-GAAP Income Statement

	Jan-21 FY21	Jan-22 FY22	Jan-23 FY23	Apr-23 1Q24	Jul-23 2Q24	Oct-23 3Q24	Jan-24 4Q24	Jan-24 FY24	Apr-24 1Q25	Jul-24 2Q25	Oct-24 3Q25E	Jan-25 4Q25E	Jan-25 FY25E	Apr-25 1Q26E	Jul-25 2Q26E	Oct-25 3Q26E	Jan-26 4Q26E	Jan-26 FY26E
Non-GAAP Income Statement	FIZI	<u>F122</u>	<u>F123</u>	<u>1Q24</u>	<u> 2Q24</u>	<u>3Q24</u>	<u>4Q24</u>	<u>F124</u>	10(23	<u> 2Q23</u>	<u>3Q23E</u>	4Q23E	FIZJE	IQZOE	<u>2Q20E</u>	<u>3Q20E</u>	4Q20E	FIZOE
Product	564.8	1.140.5	1.938.8	590.1	640.2	698.5	738.1	2.666.8	789.6	829.3	852.4	885.2	3.356.4	942.8	1.002.3	1.058.9	1,127.6	4.131.6
y/y growth	304.0	101.9%	70.0%	49.6%	37.3%	33.6%	32.9%	37.6%	33.8%	29.5%	22.0%	19.9%	25.9%	19.4%	20.9%	24.2%	27.4%	23.1%
Professional Services and Other	38.3	78.9	126.9	33.5	33.8	35.7	36.6	139.6	39.1	39.6	42.6	44.3	165.6	47.1	50.1	52.9	56.4	206.6
y/y growth	36.3	106.1%	60.9%	20.0%	9.1%	4.1%	8.7%	10.1%	16.7%	17.0%	19.4%	20.9%	18.6%	20.5%	26.6%	24.2%	27.4%	24.8%
Total Revenue	603.1	1,219.3	2,065.7	623.6	674.0	734.2	774.7	2,806.5	828.7	868.8	895.1	929.4	3,522.0	989.9	1.052.4	1,111.8	1,184.0	4,338.1
		1,219.3		47.6%	35.5%				32.9%						,		27.4%	
y/y growth	127.8%	102.2%	69.4%	47.6%	35.5%	31.8%	31.5%	35.9%	32.9%	28.9%	21.9%	20.0%	25.5%	19.5%	21.1%	24.2%	27.4%	23.2%
Cost of Revenue																		
Product	173.4	295.8	481.4	136.0	141.4	151.4	162.1	590.9	182.3	195.5	217.4	230.1	825.3	226.3	240.6	254.1	270.6	991.6
% of Product Revenue	30.7%	25.9%	24.8%	23.0%	22.1%	21.7%	22.0%	22.2%	23.1%	23.6%	25.5%	26.0%	24.6%	24.0%	24.0%	24.0%	24.0%	24.0%
Professional Services and Other	32.6	68.1	117.7	33.7	32.2	32.9	34.0	132.7	37.3	37.1	39.6	41.2	155.3	43.8	46.6	49.2	52.4	192.1
% of Professional Services and Other Revenue	85.3%	86.4%	92.7%	100.4%	95.2%	92.1%	92.8%	95.0%	95.4%	93.9%	93.0%	93.0%	93.8%	93.0%	93.0%	93.0%	93.0%	93.0%
Total Cost of Revenue	206.1	364.0	599.1	169.7	173.6	184.2	196.1	723.6	219.6	232.6	257.0	271.3	980.5	270.1	287.2	303.4	323.1	1,183.7
% of revenue	34.2%	29.9%	29.0%	27.2%	25.8%	25.1%	25.3%	25.8%	26.5%	26.8%	28.7%	29.2%	27.8%	27.3%	27.3%	27.3%	27.3%	27.3%
Gross Profit																		
Product	391.4	844.6	1,457.4	454.1	498.8	547.1	576.0	2.076.0	607.3	633.8	635.1	655.0	2.531.2	716.5	761.8	804.7	857.0	3.140.0
Gross Margin	69.3%	74.1%	75.2%	77.0%	77.9%	78.3%	78.0%	77.8%	76.9%	76.4%	74.5%	74.0%	75.4%	76.0%	76.0%	76.0%	76.0%	76.0%
Professional Services and Other	5.6	10.7	9.2	(0.1)	1.6	2.8	2.6	6.9	1.8	2.4	3.0	3.1	10.3	3.3	3.5	3.7	3.9	14.5
Gross Margin	14.7%	13.6%	7.3%	-0.4%	4.8%	7.9%	7.2%	5.0%	4.6%	6.1%	7.0%	7.0%	6.2%	7.0%	7.0%	7.0%	7.0%	7.0%
Total Gross Profit	397.0	855.3	1.466.6	453.9	500.4	549.9	578.6	2.082.9	609.1	636.2	638.1	658.1	2.541.5	719.8	765.3	808.4	861.0	3.154.4
Gross Margin	65.8%	70.1%	71.0%	72.8%	74.2%	74.9%	74.7%	74.2%	73.5%	73.2%	71.3%	70.8%	72.2%	72.7%	703.3	72.7%	72.7%	72.7%
Orosa margin	00.070	70.170	71.070	72.070	14.270	14.070	14.170	74.270	70.070	70.270	7 1.070	70.070	72.270	72.770	72.770	72.770	72.770	72.770
Operating Expenses																		
Sales and Marketing	374.8	528.2	823.2	244.6	250.9	269.1	276.9	1,041.5	312.6	309.1	328.1	341.5	1,291.2	363.5	363.9	396.4	423.2	1,546.9
% of revenue	62.1%	43.3%	39.9%	39.2%	37.2%	36.7%	35.7%	37.1%	37.7%	35.6%	36.7%	36.7%	36.7%	36.7%	34.6%	35.7%	35.7%	35.7%
Research and Development	98.2	215.0	367.9	129.0	144.5	158.9	179.7	612.1	203.2	224.2	225.1	243.5	896.0	237.7	266.4	274.0	304.3	1,082.4
% of revenue	16.3%	17.6%	17.8%	20.7%	21.4%	21.6%	23.2%	21.8%	24.5%	25.8%	25.1%	26.2%	25.4%	24.0%	25.3%	24.6%	25.7%	25.0%
General and Administrative	102.4	143.2	180.2	47.7	50.8	50.0	51.0	199.6	57.1	59.1	60.9	61.2	238.4	65.3	68.5	72.4	74.4	280.6
% of revenue	17.0%	11.7%	8.7%	7.7%	7.5%	6.8%	6.6%	7.1%	6.9%	6.8%	6.8%	6.6%	6.8%	6.6%	6.5%	6.5%	6.3%	6.5%
Total Operating Expenses	575.3	886.4	1,371.3	421.3	446.2	478.0	507.7	1,853.2	572.9	592.5	614.1	646.2	2,425.6	666.5	698.7	742.7	801.9	2,909.9
% of revenue	95.4%	72.7%	66.4%	67.6%	66.2%	65.1%	65.5%	66.0%	69.1%	68.2%	68.6%	69.5%	68.9%	67.3%	66.4%	66.8%	67.7%	67.1%
Operating Income	(214.1)	(31.0)	95.3	32.6	54.2	71.9	71.0	229.7	36.2	43.7	24.0	11.9	115.9	53.3	66.5	65.7	59.0	244.6
Operating Margin	-35.5%	-2.5%	4.6%	5.2%	8.0%	9.8%	9.2%	8.2%	4.4%	5.0%	2.7%	1.3%	3.3%	5.4%	6.3%	5.9%	5.0%	5.6%
Interest Income	7.5	9.1	73.8	43.1	50.3	53.5	53.8	200.7	54.8	49.3	35.3	32.3	171.7	31.3	31.3	32.0	31.6	126.3
Interest Expense	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other Income (Expense), Net	(0.6)	28.9	(47.6)	(2.6)	4.1	(4.2)	47.5	44.9	(21.3)	(7.9)	0.0	0.0	(29.2)	0.0	0.0	0.0	0.0	0.0
Total Interest and Other Income	6.9	38.1	26.3	40.6	54.4	49.3	101.3	245.6	33.5	41.3	35.3	32.3	142.4	31.3	31.3	32.0	31.6	126.3
Total interest and other income	6.9	30.1	26.3	40.6	34.4	49.3	101.3	245.6	33.3	41.3	33.3	32.3	142.4	31.3	31.3	32.0	31.0	120.3
Income Before Taxes	(207.2)	7.1	121.6	73.2	108.6	121.3	172.3	475.3	69.7	85.1	59.3	44.2	258.3	84.7	97.9	97.7	90.7	370.8
Income Tax Expense (Benefit)	2.1	3.0	7.7	19.0	28.2	31.5	44.8	123.6	18.3	22.0	12.5	9.3	62.0	17.8	20.6	20.5	19.0	77.9
Tax Rate	-1.0%	42.4%	6.3%	26.0%	26.0%	26.0%	26.0%	26.0%	26.2%	25.8%	21.0%	21.0%	24.0%	21.0%	21.0%	21.0%	21.0%	21.0%
Net loss attributable to noncontrolling interest				(0.4)	(0.4)	(0.4)	(0.6)		(0.7)	(0.8)								
Net Income	(209.3)	4.1	114.2	54.5	80.7	90.1	128.1	353.5	52.2	63.9	46.8	34.9	197.8	66.9	77.3	77.2	71.6	293.0
Non-GAAP EPS	(\$1.48)	\$0.01	\$0.32	\$0.15	\$0.22	\$0.25	\$0.35	\$0.98	\$0.14	\$0.18	\$0.13	\$0.10	\$0.55	\$0.18	\$0.21	\$0.20	\$0.19	\$0.78
Shares Outstanding																		
Basic	141.1	300.2	318.7	324.2	327.3	329.3	331.1	328.0	333.6	334.1	335.7	337.4	335.2	339.1	340.8	342.5	344.2	341.7
y/y growth		112.7%	6.2%	3.1%	2.8%	2.9%	2.8%	2.9%	2.9%	2.1%	2.0%	1.9%	2.2%	1.7%	2.0%	2.0%	2.0%	1.9%
g/g growth				0.7%	1.0%	0.6%	0.5%		1.7%	0.1%	0.5%	0.5%		0.5%	0.5%	0.5%	0.5%	
773.000				0,0		0.070	0.070		,0	0 , 0	0.070	0.070		0.070	0.070	0.070	0.070	

## Exhibit 208: Snowflake Balance Sheet

(\$ in millions, except per share data)

(\$ III IIIIII013, except per share data)																		
	Jan-21	Jan-22	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
	FY21	FY22	FY23	<u>1Q24</u>	<u>2Q24</u>	<u>3Q24</u>	<u>4Q24</u>	FY24	<u>1Q25</u>	2Q25	3Q25E	4Q25E	FY25E	1Q26E	2Q26E	3Q26E	4Q26E	FY26E
Current assets	000.0	4 005 7	000.0	050.0	755.0	000.0	4 700 7	4 700 7	4 000 4	4 000 0	4 005 0	4 404 0	4 404 0	4 0 4 0 0	4.045.0	4 404 0	4 5 4 7 0	4.547.0
Cash and cash equivalents	820.2	1,085.7	939.9	653.0	755.2	982.2	1,762.7	1,762.7	1,330.4	1,282.0	1,065.9	1,184.9	1,184.9	1,249.3	1,215.3	1,104.9	1,547.9	1,547.9
Short-term investments	3,087.9	2,766.4	3,068.0	3,292.5	2,996.9	2,566.4	2,083.5	2,083.5	2,200.9	1,948.5	1,948.5	1,948.5	1,948.5	1,948.5	1,948.5	1,948.5	1,948.5	1,948.5
Accounts receivable, net	294.0	545.6	715.8	353.0	406.4	511.0	926.9	926.9	345.5	431.6	518.2	901.3	901.3	188.3	168.8	318.4	866.7	866.7
Deferred commissions, current	32.4	51.4	67.9	69.2	72.0	74.6	86.1	86.1	85.4	86.9	75.2	88.8	88.8	87.7	86.4	84.6	101.0	101.0
Prepaid expenses and other current assets	66.2	149.5	193.1	201.8	174.4	178.1	180.0	180.0	181.0	149.1	214.8	223.1	223.1	237.6	252.6	266.8	284.2	284.2
Total current assets	4,300.7	4,598.6	4,984.7	4,569.5	4,405.0	4,312.3	5,039.3	5,039.3	4,143.3	3,898.1	3,822.5	4,346.5	4,346.5	3,711.3	3,671.6	3,723.2	4,748.2	4,748.2
Non-current assets	4 405 0	4 000 0	4 070 0					040.0					007.4					007.4
Long-term investments	1,165.3	1,366.2	1,073.0	1,090.7	1,100.7	947.8	916.3	916.3	928.0	697.4	697.4	697.4	697.4	697.4	697.4	697.4	697.4	697.4
Property and equipment, net	69.0	105.1	160.8	176.4	193.8	216.4	247.5	247.5	263.7	264.8	268.2	272.3	272.3	252.9	234.8	218.0	202.5	202.5
Operating lease right-of-use assets	186.8	190.4	231.3	229.4	262.2	254.2	252.1	252.1	244.7	272.5	272.5	272.5	272.5	272.5	272.5	272.5	272.5	272.5
Goodwill	8.4	8.4	657.4	711.3	774.3	784.4	975.9	975.9	975.9	984.1	984.1	984.1	984.1	984.1	984.1	984.1	984.1	984.1
Intangible assets, net	16.1	37.1	186.0	256.4	346.1	329.8	331.4	331.4	308.0	286.5	263.9	240.3	240.3	213.9	183.2	152.1	119.2	119.2
Deferred commissions, non-current	86.2	124.5	145.3	142.8	146.4	150.4	187.1	187.1	179.9	177.5	167.4	197.6	197.6	195.2	192.2	188.2	224.8	224.8
Other assets	89.3	329.3	283.9	270.3	281.3	269.1	273.8	273.8	254.6	363.1	250.6	260.2	260.2	237.6	252.6	266.8	284.2	284.2
Total assets	5,921.7	6,759.7	7,722.3	7,446.8	7,509.8	7,264.4	8,223.4	8,223.4	7,298.0	6,943.9	6,726.6	7,270.9	7,270.9	6,564.9	6,488.4	6,502.3	7,532.9	7,532.9
Command linkilisian																		
Current liabilities	F. C	40.4	22.7	00.0	41.2	75.5	51.7	51.7	04.0	404.5		47.3	47.3	54.7	04.5	70.7	00.0	00.0
Accounts payable	5.6	13.4	23.7	22.2		75.5		-	64.2	134.5	57.6		-	51.7	91.5	79.7	62.0	62.0
Accrued expenses and other current liabilities	136.3	200.7 25.1	269.1	275.7	315.1	318.3	446.9	446.9	398.0	448.9	375.0	480.3	480.3	456.5	517.9	473.9	647.4	647.4
Operating lease liabilities, current	19.7	-	27.3	29.2	33.8	33.3	33.9	33.9	30.9	32.8	32.8	32.8	32.8	32.8	32.8	32.8	32.8	32.8
Deferred revenue, current	638.7	1,157.9	1,673.5	1,560.4	1,523.1	1,605.6	2,198.7	2,198.7	1,935.6	1,848.4	1,905.8	2,596.0	2,596.0	2,353.1	2,302.1	2,400.3	3,302.2	3,302.2
q/q growth				-6.8%	-2.4%	5.4%	36.9%		-12.0%	-15.9%	3.1%	36.2%		-9.4%	-2.2%	4.3%	37.6%	
y/y growth				37.8%	33.0%	33.8%	31.4%		24.0%	21.4%	18.7%	18.1%		21.6%	24.5%	25.9%	27.2%	
Total current liabilities	800.3	1,397.1	1,993.5	1,887.5	1,913.3	2,032.7	2,731.2	2,731.2	2,428.8	2,464.7	2,371.3	3,156.5	3,156.5	2,894.1	2,944.4	2,986.8	4,044.5	4,044.5
1 ( 15-1 926																		
Long term liabilities	404.0	404.0	004.4					0540					000.0					000.0
Operating lease liabilities, non-current	184.9	181.2	224.4	225.7	263.0	253.0	254.0	254.0	247.5	280.0	280.0	280.0	280.0	280.0	280.0	280.0	280.0	280.0
Deferred revenue, non-current	4.2	11.2	11.5	14.2	12.5	12.1	14.4	14.4	14.7	12.3	11.1	15.2	15.2	17.2	14.8	13.8	17.7	17.7
q/q growth				23.5%	-11.8%	-3.2%	19.2%		2.0%	-16.4%	-9.9%	37.8%		12.7%	-14.1%	-6.5%	28.5%	
Other liabilities	6.9	11.2	24.4	21.4	22.8	25.8	33.1	33.1	39.3	49.4	49.4	49.4	49.4	49.4	49.4	49.4	49.4	49.4
Total Liabilities	996.3	1,600.7	2,253.7	2,148.8	2,211.6	2,323.6	3,032.8	3,032.8	2,730.3	2,806.3	2,711.7	3,501.0	3,501.0	3,240.6	3,288.5	3,329.9	4,391.6	4,391.6
Ctarlds ald and a militi	4.936.5	5.049.0	5.456.4	F 000 C	F 200 C	4.000.0	F 400 0	5.180.3	4.550.0	4 400 0	4.044.0	2.700.0	2 760 0	2 224 2	2 400 0	2 472 5	2 4 4 4 . 2	2 4 4 4 2
Stockholders' equity	4,936.5	5,049.0	5,456.4	5,286.2	5,286.9	4,929.9	5,180.3	5,180.3	4,558.2	4,129.0	4,014.9	3,769.9	3,769.9	3,324.3	3,199.9	3,172.5	3,141.3	3,141.3
Noncontrolling interest	E 000 7	6.649.7	7.722.3	11.7	11.3	10.8	10.3	0.000.4	9.5	8.6	0.700.0	7.076.5	7 070 0	0.504.5	0.400 :	0.500.5	7.500.5	7.532.9
Total liabilities and shareholders' equity	5,932.7	6,649.7	7,722.3	7,446.8	7,509.8	7,264.4	8,223.4	8,223.4	7,298.0	6,943.9	6,726.6	7,270.9	7,270.9	6,564.9	6,488.4	6,502.3	7,532.9	7,532.9

**Exhibit 209: Snowflake Statement of Cash Flows** 

(\$	in	millions,	except	per	share	data)	
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(\$ in millions, except per share data)																		
	Jan-21	Jan-22	Jan-23	Apr-23	Jul-23	Oct-23	Jan-24	Jan-24	Apr-24	Jul-24	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
	FY21	FY22	FY23	1Q24	2Q24	3Q24	4Q24	FY24	1Q25	2Q25	3Q25E	4Q25E	FY25E	1Q26E	2Q26E	3Q26E	4Q26E	FY26E
Cash from Operating Activities																		
Net income (loss)	(539.1)	(679.9)	(797.5)	(226.1)	(227.3)	(214.7)	(169.9)	(838.0)	(317.8)	(317.8)	(321.3)	(351.2)	(1,308.1)	(312.9)	(327.5)	(350.3)	(386.2)	(1,377.0)
Depreciation and amortization	9.8	21.5	63.5	23.2	29.3	32.5	35.0	119.9	40.2	45.1	41.5	42.8	169.6	45.8	48.8	47.9	48.5	190.9
Non-cash operating lease costs	33.5	35.6	46.2	12.9	12.8	13.5	13.8	52.9	13.7	13.8			27.6					0.0
Amortization of deferred commissions	28.8	37.9	57.4	17.7	18.2	18.9	20.1	74.8	22.8	22.8	23.9	25.0	94.5	28.2	28.7	30.8	33.0	120.7
Stock-based compensation, net	301.4	605.1	861.5	264.5	299.7	298.3	305.5	1,168.0	331.9	356.0	358.0	371.8	1,417.7	371.2	394.7	416.9	444.0	1,626.8
Net amortization of premiums on investments	8.6	48.0	3.5	(15.3)	(17.7)	(16.2)	(12.3)	(61.5)	(12.0)	(12.8)			(24.8)					0.0
Net unrealized losses/(gains) on strategic investments		(27.6)	46.4	2.4	(5.3)	1.8	(45.7)	(46.8)	20.7	6.5			27.2					0.0
Deferred income tax		0.0	(26.4)	(8.9)	(4.0)	(0.2)	(13.7)	(26.8)	0.0	0.0			0.0					0.0
Other	4.6	1.3	1.6	10.0	1.8	2.5	0.6	14.9	0.7	1.2			1.9					0.0
Working Capital:	95.9	68.4	289.3	219.1	(24.3)	(15.3)	211.2	390.7	255.3	(45.2)	5.5	328.3	543.8	415.3	(78.7)	(150.1)	416.2	602.8
Accounts receivable	(127.3)	(251.7)	(167.0)	362.9	(53.1)	(104.7)	(417.2)	(212.1)	579.3	(87.1)	(86.6)	(383.1)	22.5	713.0	19.4	(149.6)	(548.3)	34.6
Deferred commissions	(51.4)	(95.9)	(95.1)	(16.4)	(24.6)	(25.5)	(68.3)	(134.8)	(14.9)	(21.8)	(2.1)	(68.8)	(107.7)	(24.7)	(24.4)	(25.0)	(86.1)	(160.2)
Prepaid expenses and other assets	(62.3)	(159.2)	(2.9)	5.5	41.4	4.7	8.2	59.8	(1.1)	34.5	46.7	(17.9)	62.2	8.2	(30.0)	(28.5)	(34.7)	(85.0)
Accounts payable	(2.9)	7.4	8.0	(3.1)	20.6	34.2	(32.5)	19.2	21.2	70.2	76.9	10.3	178.7	(4.4)	(39.8)	11.8	17.7	(14.8)
Accrued expenses and other liabilities	58.3	79.8	74.3	(8.5)	35.6	6.6	137.3	171.0	(54.7)	59.3	(73.9)	105.3	36.1	(23.8)	61.4	(44.0)	173.5	167.1
Operating lease liabilities	(31.3)	(38.2)	(42.3)	(10.8)	(5.3)	(12.7)	(11.8)	(40.5)	(13.4)	(11.9)	(11.9)	(11.9)	(49.1)	(11.9)	(11.9)	(11.9)	(11.9)	(47.7)
Deferred revenue	312.9	526.2	514.3	(110.5)	(39.0)	82.1	595.4	528.0	(261.2)	(88.3)	56.2	694.4	401.2	(241.0)	(53.3)	97.2	905.9	708.7
Net cash provided by operating activities	(56.4)	110.2	545.6	299.4	83.2	120.9	344.6	848.1	355.5	69.9	107.6	416.6	949.5	547.6	66.0	(4.8)	555.5	1.164.2
y/y growth	-68.1%	-295.3%	395.2%	62.2%	29.1%	52.5%	58.6%	55.4%	18.7%	-16.0%	-11.0%	20.9%	12.0%	54.0%	-5.6%	-104.5%	33.3%	22.6%
Operating cash flow margin	-9.4%	9.0%	26.4%	48.0%	12.3%	16.5%	44.5%	30.2%	42.9%	8.0%	12.0%	44.8%	27.0%	55.3%	6.3%	-0.4%	46.9%	26.8%
% of ARR		,.		165.2%	36.3%	57.8%	175.2%		179.8%	35.8%	514.0%	151.3%	,	221.6%	27.0%	-1.9%	161.4%	
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Cash from investing activities																		1
Purchases of property and equipment	(35.0)	(16.2)	(25.1)	(7.0)	(6.3)	(8.7)	(13.1)	(35.1)	(16.5)	(5.0)	(13.4)	(13.9)	(48.9)	(9.9)	(10.5)	(11.1)	(11.8)	(43.4)
Capitalized internal-use software development costs	(5.3)	(12.8)	(24.0)	(9.3)	(7.9)	(9.9)	(7.0)	(34.1)	(7.4)	(6.0)	(9.0)	(9.3)	(31.6)	(9.9)	(10.5)	(11.1)	(11.8)	(43.4)
Cash paid for a business combination, net	(6.0)	0.0	(362.6)	(123.1)	(141.5)	(15.0)	3.8	(275.7)	0.0	(8.9)	(3.0)	(3.3)	(8.9)	(3.3)	(10.5)	(11.1)	(11.0)	0.0
Purchase of intangible assets	(8.4)	(24.3)	(0.7)	(123.1)	(27.5)	(1.3)	0.0	(28.7)	0.0	0.0			(0.5)					0.0
Purchases of investments	(4,859.9)	(4,250.3)	(3,901.3)	(1,037.3)	(688.7)	(369.4)	(380.9)	(2,476.2)	(1,078.3)	(196.5)								ľ
Sales of investments	177.1	440.1	58.8	5.7	1.6	4.0	0.0	11.3	30.4	10.4								ľ
Maturities and redemptions of investments	700.9	3,842.8	3,657.1					3,670.9	921.4									ľ
Settlement of cash flow hedges	700.9	3,042.0	3,037.1	8.808	971.2	971.1	919.7	3,070.9		590.1 0.0								ľ
Net cash used in investing activities	(4,036.6)	(20.8)	(597.9)	(362.2)	101.0	570.9	522.6	832.2	(0.7) (151.2)	384.1	(22.4)	(23.2)	(89.5)	(19.8)	(21.0)	(22.2)	(23.7)	(86.8)
Net cash used in investing activities	(4,030.0)	(20.0)	(591.9)	(362.2)	101.0	570.9	322.0	032.2	(151.2)	304.1	(22.4)	(23.2)	(03.5)	(19.0)	(21.0)	(22.2)	(23.7)	(00.0)
Cash from financing activities																		ľ
_	478.6																	ľ
Proceeds from issuance of preferred stock, net	4,244.6																	1
Proceeds from IPO and private placements, net	4,244.6																	ľ
Proceeds from early exercised stock options	50.4	107.0	20.0	45.4	40.4	7.0		20.0	40.7	40.0								1
Proceeds from exercise of stock options	53.4	127.0	39.9	15.4	16.1	7.3		38.9	10.7	13.0								1
Proceeds from issuance of common stock	0.4	52.2	40.9	37.1		24.2	18.3	79.6 0.0	46.7	0.0								1
Proceeds from repayments of nonrecourse promissory note	2.1		0.0															ľ
Repurchases of early exercised stock options	(0.0)		0.0					0.0										ľ
Payments of deferred offering costs	(2.3)		0.0					0.0										ľ
Payments of deferred purchase consideration	(1.2)	(1.1)	(1.8)					0.0										
Taxes paid, net share settlement of equity awards			(184.6)	(84.4)	(98.3)	(91.1)	(107.0)	(380.8)	(174.6)	(103.5)	(71.6)	(74.4)	(424.1)	(74.2)	(78.9)	(83.4)	(88.8)	(325.4)
Capital contributions from noncontrolling interest holders			13.0					0.0					(4.000.5)					,
Repurchase of common stock			0.0	(191.7)		(400.0)		(591.7)	(516.3)	(400.0)	(250.0)	(200.0)	(1,366.3)	(41.9)				(41.9)
Net cash provided by financing activities	4,775.1	178.2	(92.6)	(223.7)	(82.2)	(459.7)	(88.6)	(854.1)	(633.5)	(490.5)	(321.6)	(274.4)	(1,790.4)	(116.2)	(78.9)	(83.4)	(88.8)	(367.3)
FX Impact on cash and equivalents	(0.0)	(0.2)	(0.9)	0.5	0.5	(5.6)	2.6	(2.0)	(2.6)	0.7			(1.9)					0.0
Cash balance, beginning of period	142.2	824.3	1,091.6	945.8	659.9	762.4	988.9	945.8	1,770.0	1,338.2	1,302.3	1,065.9	1,770.0	837.8	1,249.3	1,215.3	1,104.9	837.8
Net change in cash	682.1	267.3	(145.8)	(285.9)	102.5	226.5	781.1	824.2	(431.8)	(35.9)	(236.4)	119.0	(932.3)	411.6	(34.0)	(110.5)	443.0	710.1
Cash balance, end of period	824.3	1,091.6	945.8	659.9	762.4	988.9	1,770.0	1,770.0	1,338.2	1,302.3	1,065.9	1,184.9	837.8	1,249.3	1,215.3	1,104.9	1,547.9	1,547.9

TDC
Exhibit 210 – Teradata GAAP Income Statement

\$ in millions, except per share data						_					_					_	
	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024E	Mar-25	Jun-25	Sep-25	Dec-25	2025E
	F2021	F2022	1Q23	2Q23	3Q23	4Q23	F2023	1Q24	2Q24	3Q24E	4Q24E	F2024E	1Q25E	2Q25E	3Q25E	4Q25E	F2025E
GAAP Income Statement																	
Recurring	1,464	1,419	389	371	360	372	1,492	388	368	353	352	1,461	399	328	358	361	1,446
y/y growth	11.8%	-3.1%	0.8%	7.5%	8.8%	4.2%	5.1%	-0.3%	-0.8%	-1.9%	-5.3%	-2.1%	2.8%	-10.9%	1.5%	2.6%	-1.0%
y/y growth (constant currency)	11.0%	0.4%	4.0%	10.0%	10.0%	4.0%	6.9%	1.0%	2.0%	-1.1%	-5.5%	-0.4%	1.6%	-12.5%	0.8%	2.6%	-1.9%
Perpetual software licenses, hardware and other	77	65	13	13	7	12	45	8	5	6	11	29	8	5	6	11	29
y/y growth	-28.0%	-15.6%	-50.0%	62.5%	-50.0%	-29.4%	-30.8%	-38.5%	-61.5%	-20.0%	-10.0%	-34.7%	0.0%	0.0%	0.0%	0.0%	0.0%
y/y growth (constant currency)	-28.0%	-12.1%	-43.0%	61.0%	-50.0%	-34.0%	-29.4%	-40.0%	-58.0%	-19.2%	-10.2%	-33.8%	-1.2%	-1.6%	-0.6%	0.0%	-1.9%
Consulting services	376	311	74	78	71	73	296	69	63	57	65	255	65	53	58	60	236
y/y growth	-10.5%	-17.3%	-11.9%	1.3%	-1.4%	-6.4%	-4.8%	-6.8%	-19.2%	-19.2%	-10.5%	-13.9%	-5.7%	-15.5%	1.4%	-8.9%	-7.3%
	-12.0%	-11.1%	-5.0%	5.0%	-1.0%	-4.0%	-1.3%	-2.0%	-15.0%	-17.8%	-10.3%	-13.9%	-7.8%	-13.3%	0.2%	-8.9%	-8.9%
y/y growth (constant currency)																	
Total Revenue	1,917	1,795	476	462	438	457	1,833	465	436	416	428	1,745	472	386	422	432	1,712
y/y growth	4.4%	-6.4%	-4.0%	7.4%	5.0%	1.1%	2.1%	-2.3%	-5.6%	-5.0%	-6.3%	-4.8%	1.5%	-11.4%	1.4%	0.7%	-1.9%
y/y growth (constant currency)	3.0%	-2.0%	0.0%	10.0%	6.0%	1.0%	4.0%	1.0%	-3.0%	-4.2%	-6.4%	-3.1%	0.3%	-13.0%	0.8%	0.7%	-2.8%
Gross Profit																	
Recurring	1,099	1,022	291	264	255	264	1,074	276	258	239	233	1,006	289	238	243	240	1,010
% of revenue	75.1%	72.0%	74.8%	71.2%	70.8%	71.0%	72.0%	71.1%	70.1%	67.6%	66.2%	68.8%	72.5%	72.6%	67.9%	66.5%	69.9%
Perpetual software licenses, hardware and other	34	18	2	1	0	4	7	0	0	0	4	4	0	0	0	4	4
% of revenue	44.2%	27.7%	15.4%	7.7%	0.0%	33.3%	15.6%	0.0%	0.0%	0.0%	33.3%	12.2%	0.0%	0.0%	0.0%	33.3%	12.2%
Consulting services	53	41	9	11	4	10	34	8	7	13	12	39	13	10	13	11	46
% of revenue	14.1%	13.2%	12.2%	14.1%	5.6%	13.7%	11.5%	11.6%	11.1%	22.0%	17.9%	15.4%	19.7%	18.3%	22.0%	18.2%	19.6%
Total Gross Profit	1,186	1.081	302	276	259	278	1,115	284	265	251	248	1.049	302	248	256	255	1.060
Gross Margin %	61.9%	60.2%	63.4%	59.7%	59.1%	60.8%	60.8%	61.1%	60.8%	60.4%	58.0%	60.1%	63.9%	64.2%	60.7%	59.0%	61.9%
	01.070	00.270	00.770	00.770	00.170	00.070	00.070	011.170	00.070	00.770	00.070	00.770	00.070	0 7.270	00.770	00.070	01.070
Operating Expense																	
Selling, general and administrative expenses	646	650	153	167	156	159	635	161	131	142	138	572	159	114	142	137	551
% of revenue	33.7%	36.2%	32.1%	36.1%	35.6%	34.8%	34.6%	34.6%	30.0%	34.0%	32.3%	32.8%	33.6%	29.5%	33.5%	31.8%	32.2%
Research and development expenses	309	313	70	76	76	72	294	75	68	78	66	286	76	60	78	66	280
% of revenue	16.1%	17.4%	14.7%	16.5%	17.4%	15.8%	16.0%	16.1%	15.6%	18.6%	15.4%	16.4%	16.1%	15.5%	18.6%	15.3%	16.4%
Operating Expenses	955	963	223	243	232	231	929	236	199	219	204	858	235	174	220	203	832
% of revenue	49.8%	53.6%	46.8%	52.6%	53.0%	50.5%	50.7%	50.8%	45.6%	52.7%	47.6%	49.2%	49.7%	45.1%	52.1%	47.1%	48.6%
Income from operations	231	118	79	33	27	47	186	48	66	32	44	191	67	74	36	51	228
Operating Margin %	12.1%	6.6%	16.6%	7.1%	6.2%	10.3%	10.1%	10.3%	15.1%	7.7%	10.4%	10.9%	14.2%	19.1%	8.5%	11.9%	13.3%
	_																
Interest income	6	15	7				7										
Interest expense	-26	-24	-7				-7										
Other	-19	-42	-21	-9	-14	-25	-69	-16	-11	-10	-10	-17	-10	-10	-10	-10	-17
Other expense, net	-39	-51	-21	-9	-14	-25	-69	-16	-11	-10	-10	-47	-10	-10	-10	-10	-40
Income before income taxes	192	67	58	24	13	22	117	32	55	22	34	144	57	64	26	41	188
% of revenue	10.0%	3.7%	12.2%	5.2%	3.0%	4.8%	6.4%	6.9%	12.6%	5.3%	8.0%	8.2%	12.1%	16.5%	6.2%	9.6%	11.0%
Income tax expense	45	34	18	7	1	29	55	12	18	7	12	49	17	19	8	12	56
Tax rate %	23.4%	50.7%	31.0%	29.2%	7.7%	131.8%	47.0%	37.5%	32.7%	30.0%	35.0%	33.9%	30.0%	30.0%	30.0%	30.0%	30.0%
Net income	147	33	40	17	12	-7	62	20	37	15	22	95	40	45	18	29	132
GAAP EPS	\$1.30	\$0.32	\$0.39	\$0.17	\$0.12	(\$0.07)	\$0.61	\$0.20	\$0.38	\$0.16	\$0.23	\$0.96	\$0.42	\$0.47	\$0.19	\$0.31	\$1.39
Shares Outstanding																	
Basic	108.6	103.2	101.4	101.0	99.2	97.9	99.9	97.4	96.5	97.2	95.2	96.6	93.8	93.0	93.9	91.7	93.1
y/y growth	-0.6%	-5.0%	-3.4%	-2.4%	-3.4%	-3.6%	-3.2%	-3.9%	-4.5%	-2.0%	-2.8%	-3.3%	-3.7%	-3.6%	-3.4%	-3.6%	-3.6%
Diluted	112.9	104.6	103.8	102.9	102	97.9	101.7	100.1	97.5	99.2	97.5	98.6	95.7	94.9	95.8	93.6	95.0
y/y growth	1.2%	-7.4%	-4.4%	-0.6%	-2.6%	-3.6%	-2.8%	-3.6%	-5.2%	-2.8%	-0.4%	-3.0%	-4.4%	-2.7%	-3.4%	-4.1%	-3.6%
q/q growth	.,,	, ,	2.2%	-0.9%	-0.9%	-4.0%		2.2%	-2.6%	1.7%	-1.6%		-1.9%	-0.8%	1.0%	-2.3%	
			102%	102%	103%	100%	102%	103%	101%	102%	103%	102%	102%	102%	102%	102%	102%
% of basic	104%	101%															

Exhibit 211 – Teradata Non-GAAP Income Statement

\$ in millions, except per snare data																	
	2021	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024E	Mar-25	Jun-25	Sep-25	Dec-25 4Q25E	2025E
	F2021	F2022	1Q23	2Q23	3Q23	4Q23	F2023	1Q24	2Q24	3Q24E	4Q24E	F2024E	1Q25E	2Q25E	3Q25E	4Q25E	F2025E
Income Statement (Non-GAAP)																	
Recurring	1,464	1,419	389	371	360	372	1,492	388	368	353	352	1,461	399	328	358	361	1,446
y/y growth	11.8%	-3.1%	0.8%	7.5%	8.8%	4.2%	5.1%	-0.3%	-0.8%	-1.9%	-5.3%	-2.1%	2.8%	-10.9%	1.5%	2.6%	-1.0%
Perpetual software licenses, hardware and other	77	65	13	13	7	12	45	8	5	6	11	29	8	5	6	11	29
y/y growth	-28.0%	-15.6%	-50.0%	62.5%	-50.0%	-29.4%	-30.8%	-38.5%	-61.5%	-20.0%	-10.0%	-34.7%	0.0%	0.0%	0.0%	0.0%	0.0%
Consulting services	376	311	74	78	71	73	296	69	63	57	65	255	65	53	58	60	236
y/y growth	-10.5%	-17.3%	-11.9%	1.3%	-1.4%	-6.4%	-4.8%	-6.8%	-19.2%	-19.2%	-10.5%	-13.9%	-5.7%	-15.5%	1.4%	-8.9%	-7.3%
Total Revenue	1,917	1,795	476	462	438	457	1,833	465	436	416	428	1,745	472	386	422	432	1,712
y/y growth	4.4%	-6.4%	-4.0%	7.4%	5.0%	1.1%	2.1%	-2.3%	-5.6%	-5.0%	-6.3%	-4.8%	1.5%	-11.4%	1.4%	0.7%	-1.9%
y/y growar	4.470	0.470	4.070	7.470	0.070	1.170	2.170	2.070	0.070	0.070	0.070	4.070	1.070	11.470	1.470	0.770	1.070
Gross Profit																	
Recurring	1,117	1.037	293	266	258	267	1,084	278	262	234	230	1,004	287	234	238	237	997
% of revenue	76.3%	73.1%	75.3%	71.7%	71.7%	71.8%	72.7%	71.6%	71.2%	66.2%	65.4%	68.7%	71.9%	71.5%	66.5%	65.7%	68.9%
Perpetual software licenses, hardware and other	34	19	75.5%	1 1 1	0	7 1.070	72.770	0	71.270	00.2 /0	00.470	00.770	0	0	00.578	00.770	00.370
•	44.2%	29.2%	15.4%	7.7%	0.0%	33.3%	15.6%	0.0%	0.0%	0.0%	33.3%	12.2%	0.0%	0.0%	0.0%	33.3%	12.2%
% of revenue					0.0%				9							33.3%	
Consulting services	64	49	11	13	-	12	42	11	-	9	10	38	10	45.000	9	45.00(	35
% of revenue	17.0%	15.8%	14.9%	16.7%	8.5%	16.4%	14.2%	15.9%	14.3%	15.0%	15.0%	15.1%	15.0%	15.0%	15.0%	15.0%	15.0%
Total Gross Profit	1,215	1,105	306	280	264	283	1,133	289	271	242	244	1,046	297	242	247	250	1,036
Gross Margin %	63.4%	61.6%	64.3%	60.6%	60.3%	61.9%	61.8%	62.2%	62.2%	58.2%	56.9%	59.9%	62.9%	62.8%	58.5%	57.9%	60.5%
A																	
Operating Expense																	
Selling, general and administrative expenses	545	545	134	141	133	131	539	134	114	96	112	456	131	99	96	111	437
% of revenue	28.4%	30.4%	28.2%	30.5%	30.4%	28.7%	29.4%	28.8%	26.1%	23.1%	26.1%	26.1%	27.8%	25.6%	22.6%	25.6%	25.5%
Research and development expenses	277	274	64	67	68	63	262	66	61	63	57	247	67	54	63	58	241
% of revenue	14.4%	15.3%	13.4%	14.5%	15.5%	13.8%	14.3%	14.2%	14.0%	15.0%	13.4%	14.1%	14.1%	13.9%	15.0%	13.3%	14.1%
Operating Expenses	822	819	198	208	201	194	801	200	175	159	169	703	198	153	159	168	678
% of revenue	42.9%	45.6%	41.6%	45.0%	45.9%	42.5%	43.7%	43.0%	40.1%	38.2%	39.5%	40.3%	42.0%	39.6%	37.6%	39.0%	39.6%
-																	
Income from operations	393	286	108	72	63	89	332	89	96	84	74	343	99	90	88	82	358
Operating Margin %	20.5%	15.9%	22.7%	15.6%	14.4%	19.5%	18.1%	19.1%	22.0%	20.1%	17.4%	19.6%	20.9%	23.2%	20.9%	18.9%	20.9%
							2.2%					1.5%					1.3%
Interest income	6	15	7	0	0	0	7	0	0								
Interest expense	(26)	-24	(7)	0	0	0	-7	0	0								
Other	(19)	-42	(21)	(9)	(14)	(11)	-55	(14)	(11)	(10)	(10)	-45	(10)	(10)	(10)	(10)	-40
Other expense, net	-39	-51	-21	-9	-14	-11	-55	-14	-11	-10	-10	-45	-10	-10	-10	-10	-40
Income before income taxes	354	235	87	63	49	78	277	75	85	74	64	298	89	80	78	72	318
% of revenue																	
Income tax expense	79	61	24	14	6	21	65	18	23	18	15	74	21	19	19	17	76
Tax rate %	22%	26%	28%	22%	12%	27%	23%	24%	27%	24%	24%	25%	24%	24%	24%	24%	24%
Net income	275	174	63	49	43	57	212	57	62	56	49	224	67	60	59	54	242
				_													
Non-GAAP EPS	\$2.44	\$1.64	\$0.61	\$0.48	\$0.42	\$0.56	\$2.07	\$0.57	\$0.64	\$0.56	\$0.51	\$2.27	\$0.70	\$0.64	\$0.62	\$0.58	\$2.54
y/y growth	86.2%	-32.5%	-7.2%	43.7%	37.9%	62.7%	25.9%	-6.2%	33.7%	33.6%	-10.6%	9.9%	23.7%	0.1%	10.1%	15.2%	11.9%
Shares Outstanding																	
Basic	108.6	103.2	101.4	101	99.2	97.9	99.9	97.4	96.5	97.2	95.2	96.6	93.8	93.0	93.9	91.7	93.1
y/y growth	-0.6%	-5.0%	-3.4%	-2.4%	-3.4%	-3.6%	-3.2%	-3.9%	-4.5%	-2.0%	-2.8%	-3.3%	-3.7%	-3.6%	-3.4%	-3.6%	-3.6%
Diluted	112.9	105.8	103.8	102.9	102	100.9	102.4	100.1	97.4	99.2	97.5	98.5	95.7	94.9	95.8	93.6	95.0
y/y growth	1.2%	-6.3%	-4.4%	-2.6%	-2.6%	-2.7%	-3.2%	-3.6%	-5.3%	-2.8%	-3.3%	-3.8%	-4.4%	-2.6%	-3.4%	-4.1%	-3.6%
g/g growth	,,,	/ •	0.1%	-0.9%	-0.9%	-1.1%		-0.8%	-2.7%	1.8%	-1.6%		-1.9%	-0.8%	1.0%	-2.3%	
% of basic	104%	103%	102%	102%	103%	103%	103%	103%	101%	102%	103%	102%	102%	102%	102%	102%	102%
70 Or Daolo	107/0	103/0	102 /0	102 /0	100/0	103/0	103/0	103/0	10170	102 /0	103/0	102 /0	102 /0	102 /0	102 /0	102 /0	102 /0

**Exhibit 212: Teradata Balance Sheet** 

ş iri millions, except per snare data					-					-											
	2021	Mar-22	Jun-22	Sep-22	Dec-22	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024E	Mar-25	Jun-25	Sep-25	Dec-25	2025E
Balance Sheet	F2021	1Q22	2Q22	3Q22	4Q22	F2022	1Q23	2Q23	3Q23	4Q23	F2023	1Q24	2Q24	3Q24E	4Q24E	F2024E	1Q25E	2Q25E	3Q25E	4Q25E	F2025E
Current Assets										1											
Cash and cash equivalents	592	404	545	506	569	569	551	504	348	486	486	337	301	313	341	341	393	398	390	412	412
Accounts receivable, net	336	330	266	253	364	364	341	265	286	286	286	337	248	274	366	366	393	198	390 277	340	340
Inventories	26	16	17	13	304	304	341	203	200	13	13	16	240	19	24	24	17	14	17	18	
	152				07	07	407	•			-		94							-	-
Other current assets Total current assets	1,106	113 863	93 921	83 855	1,028	87 1,028	1,006	102 880	96 738	84 869	84 <b>869</b>	105 769	665	83 688	86 <b>817</b>	86 <b>817</b>	94 <b>846</b>	77 688	769	86 <b>857</b>	86 <b>857</b>
Total current assets	1,106	863	921	800	1,028	1,028	1,006	000	/38	869	809	769	600	000	617	817	846	900	769	857	807
Property and equipment, net	288	274	249	234	244	244	252	250	249	239	239	227	209	192	177	177	167	157	148	140	140
Right of use assets - operating lease, net	26	22	17	15	13	13	11	11	10	200	9	7	7	17	17	17	45	37	41	41	41
Goodwill	396	395	390	385	390	390	391	390	396	398	398	396	395	396	395	395	395	395	395	395	395
Capitalized contract costs, net	111	109	95	88	92	92	84	76	72	68	68	59	52	82	89	89	88	81	77	83	83
Deferred income taxes	202	200	194	192	213	213	204	205	200	221	221	204	206	204	206	206	206	206	206	206	206
	40	32	29	49	42	-	38	205 57	200 75	60	69	83	206 88	204 67	206 69	69	206 75	62	206 68	69	
Other assets Total assets	2,169	1,895	1,895	1,818	2.022	42 2,022	1,986	1,869	1,740	1,873	1,873	1,745	1,622	1,646	1,770	1,770	1,824	1,626	1,703	1,791	69 1, <b>79</b> 1
Total assets	2,109	1,090	1,095	1,010	2,022	2,022	1,900	1,009	1,740	1,013	1,013	1,745	1,022	1,040	1,770	1,770	1,024	1,020	1,703	1,791	1,791
Current liabilities																					
Current portion of long-term debt	88	75	0	0	0	0	0	6	12	19	19	25	25	6	6	6	6	6	6	6	6
Current portion of finance lease liability	77	76	70	66	67	67	70	70	69	66	66	64	62	62	62	62	62	62	62	62	62
Current portion of operating lease liability	12	11	8	ω	07	Ω	8	70	6	6	6	5	4	4	4	02	4	02	4	02	1
Accounts payable	67	78	83	79	94	94	92	113	106	100	100	119	85	82	87	87	118	74	83	90	90
Payroll and benefits liabilities	148	91	108	110	137	137	95	100	120	130	130	92	85	133	137	137	151	124	135	138	138
Deferred revenue	552	580	530	462	589	589	634	526	477	570	570	573	529	408	562	562	620	513	463	558	558
Other current liabilities	89	82	79	78	112	112	100	88	95	105	105	105	99	116	120	120	151	124	135	138	138
Total current liabilities	1.033	993	878	803	1.007	1,007	999	910	885	996	996	983	889	812	979	979	1,112	907	888	996	996
Total current liabilities	1,000	333	070	003	1,007	1,007	333	310	000	330	330	303	003	012	313	313	1,112	301	000	330	330
Long-term debt	324	324	497	498	498	498	498	492	486	480	480	474	467	479	473	473	467	461	454	448	448
Finance lease liability	53	56	48	45	54	54	62	70	70	63	63	57	48	48	48	48	48	48	48	48	48
Operating lease liability	18	15	13	11	10	10	8	. 8	7	6	6	4	4	4	4	4	4	4	4	4	4
Pension and other postemployment plan liabilities	138	133	129	127	101	101	96	96	91	102	102	94	93	93	93	93	93	93	93	93	93
Long-term deferred revenue	27	19	11	14	8	8	4	7	16	22	22	13	10	8	11	11	13	10	9	11	11
Deferred tax liabilities	7	16	7	6	7	7	7	6	6	8	8	8	7	7	7	7	7	7	7	7	7
Other liabilities	109	102	90	79	79	79	82	62	57	61	61	58	29	90	93	93	113	93	101	104	104
Total liabilities	1,709	1,658	1,673	1,583	1.764	1,764	1,756	1,651	1,618	1,738	1,738	1,691	1,547	1,541	1,708	1,708	1,857	1,622	1,605	1,711	1,711
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Common stock	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Paid-in capital	1,808	1,792	1,874	1,908	1,941	1,941	1,962	2,002	2,044	2,074	2,074	2,103	2,131	2,145	2,077	2,077	1,919	1,904	1,980	1,930	1,930
Accumulated deficit	-1,211	-1,425	-1.496	-1,519	-1,565	-1,565	-1,613	-1.668	-1.797	-1,811	-1,811	-1,918	-1,924	-1,924	-1,924	-1,924	-1,924	-1,924	-1,924	-1,924	-1,924
Accumulated other comprehensive loss	-138	-131	-157	-155	-119	-119	-120	-117	-126	-129	-129	-132	-133	-117	-91	-91	-29	22	42	73	
Total stockholders' equity	460	237	222	235	258	258	230	218	122	135	135	54	75	105	62	62	-33	3	98	80	
	100				200	200	200														
Total liabilities and stockholders' equity	2.169	1.895	1.895	1.818	2.022	2.022	1.986	1.869	1.740	1.873	1.873	1.745	1.622	1.646	1,770	1.770	1.824	1.626	1.703	1.791	1.791
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Exhibit 213 - Teradata Cash Flow Statement

Increase (decrease) in cash, cash equivalents and

Cash, cash equivalents and restricted cash at begin

Cash, cash equivalents and restricted cash at end of

\$ in millions, except per share data Mar-22 Jun-22 Sep-22 2022 Mar-23 Jun-23 Sep-23 2021 Dec-22 Dec-23 2023 Mar-24 Jun-24 Sep-24 Dec-24 2024E Mar-25 Jun-25 Sep-25 Dec-25 2025E 3Q24E 4Q24E F2024E 1Q25E 2Q25E 3Q25E 4Q25E F2025E F2021 1Q22 2Q22 3Q22 4Q22 F2022 1Q23 2Q23 F2023 1Q24 3Q23 4Q23 2Q24 Cash Flow Stat Operating activities Net income (loss) 36 12 20 22 40 45 132 Depreciation and amortization 33 27 107 22 15 16 112 31 36 -19 28 156 Stock-based compensation expense 32 27 126 28 35 33 126 29 67 158 35 26 68 28 12 Deferred income taxes -1 Loss on Blue Chip Swap Changes in assets and liabilities: Receivables 64 13 -111 23 -21 -25 63 -26 -93 25 143 -79 -63 26 6 -28 -80 Inventories 10 -3 -11 -3 Current payables and accrued expenses -49 57 35 -30 17 23 -41 11 21 -34 -62 31 -44 Deferred revenue 42 20 -58 -65 121 41 -105 -40 -47 -123 158 -18 58 -109 -51 -16 49 Other assets and liabilities 22 24 109 -18 -22 118 23 -29 19 129 41 463 151 27 Net cash provided by operating activities 105 34 419 109 49 176 362 43 77 143 287 241 49 -4 119 406 y/y growth 73.4% 37.3% -53.3% 3.0% 35.8% -9.5% -27.8% -53.3% 20.6% 36.4% -13.6% -75.2% -12.2% 87.9% -18.7% -20.7% 792.3% 15.0% -105.4% -16.6% 41.3% % of revenue 24.2% 30.4% 24.4% 8.2% 28.5% 23.3% 22.9% 10.6% 9.4% 38.5% 19.7% 5.8% 9.9% 18.5% 33.4% 16.4% 51.1% 12.8% -1.0% 27.7% 23.7% Investing activities Expenditures for property and equipment -28 -2 -17 -2 -1 Additions to capitalized software -1 0 -1 -1 -1 -1 -1 Business acquisitions and other investing activities, net and other Other investing activities -16 Net cash used in investing activities -31 -3 -3 -11 -3 -21 -21 -20 -8 -5 -5 -22 -5 -5 -21 -1 -16 Financing activities -17 -147 -47 -54 Repurchases of Company common stock -244 -300 -29 -387 -70 -308 -124 -103 -328 -176 -34 -289 Proceeds from long-term borrowings 100 100 Repayments of long-term borrowings -13 -7 -13 -25 Payments of finance leases -92 -22 -23 -22 -86 -20 -21 -21 -82 -20 -17 -37 Other financing activities, net Net cash used in financing activities -356 -331 57 -46 -61 -381 -111 -85 -161 -26 -383 -150 -70 -61 -110 -390 -183 -40 -92 -314 Effect of exchange rate changes on cash and cash equ -14 -19 -24 -10 -10 -16 -28 -17 -5 -22

595 Source: Company reports, Guggenheim Securities, LLC estimates and analysis

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# Exhibit 214: Teradata Discounted Cash Flow Analysis (DCF)

\$ in millions, except per share data

4.0%
1.10
6.5%
5.0%
\$ 3,107
\$ 498
11.2%
10.0%
25.0%
10.6%

 Last Reported Quarter End
 6/30/2024

 Full Year End
 12/31/2024

Scenario: Guidance / Base Case															
Occidence / Base Gase															
	н	listoricals			Hyper	Growth Pe	riod			Transi	tionary Pe	riod		Teri	minal
Fiscal year	2021	2022	2023	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E	Perpetu
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	-
Period				0.5	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9.5	10.5	
Risk free rate			4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	
Beta			1.10	1.10	1.10	1.10	1.10	1.10	1.08	1.07	1.05	1.03	1.02	1.00	
Historical equity risk premium			6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity			11.2%	11.2%	11.2%	11.2%	11.2%	11.2%	11.0%	10.9%	10.8%	10.7%	10.6%	10.5%	
Cost of debt			10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	
Debt/Total Value			13.8%	13.8%	13.8%	13.8%	13.8%	13.8%	11.5%	9.2%	6.9%	4.6%	2.3%	0.0%	
WACC			10.6%	10.6%	10.6%	10.6%	10.6%	10.6%	10.6%	10.6%	10.6%	10.6%	10.5%	10.5%	
Discount factor				1.0	0.9	0.8	0.7	0.6	0.6	0.5	0.5	0.4	0.4	0.4	
Total Revenue	1,917	1,795	1,833	1,745	1,712	1,782	1,826	1,872	1,920	1,971	2,026	2,083	2,144	2,208	
y/y change		-6%	2%	-5%	-2%	4%	3%	3%	3%	3%	3%	3%	3%	3%	
Free Cash Flow to Firm (FCFF)	452	421	244	122	303	381	310	337	366	398	430	465	502	541	
FCF margin	24%	23%	13%	7%	18%	21%	17%	18%	19%	20%	21%	22%	23%	25%	
y/y change		-7%	-42%	-50%	149%	25%	-18%	9%	9%	8%	8%	8%	8%	8%	3
Diluted Shares Outstanding	113	106	102	99	95	94	93	92	91	90	90	90	90	90	
y/y change		-6%	-3%	-4%	-4%	-1%	-2%	-1%	-1%	-1%	0%	0%	0%	0%	
FCFF per share				\$1.24	\$3.19	\$4.05	\$3.36	\$3.68	\$4.03	\$4.40	\$4.79	\$5.19	\$5.61	\$6.03	\$75.4
NPV of FCF per share				\$1.18	\$2.75	\$3.15	\$2.35	\$2.33	\$2.31	\$2.29	\$2.25	\$2.21	\$2.16	\$2.12	\$26.4

Upside/(Downside) Potential	63%
Current Price	\$ 30.34
Total Implied NPV/Share	\$50
Shares outstanding	101
Working Capital - 10% of revenue	183
Net cash balance	(13)
Net Cash per share	\$ (1.95)
Total Implied NPV of FCF/Share	\$51.53
Terminal Value FCF/Share	\$26.44
Cummulative NPV of FCFF/share	\$25.09

**WDAY Exhibit 215: Workday GAAP Income Statement** 

\$ in millions, except per snare data														
	Jan-21	Jan-22	Jan-23	Jan-24	Apr-24	Jul-23	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
0.4.0.4	<u>FY21</u>	<u>FY22</u>	<u>FY23</u>	<u>FY24</u>	<u>F1Q25</u>	<u>F2Q25</u>	F3Q25E	F4Q25E	<u>FY25E</u>	<u>F1Q26E</u>	F2Q26E	F3Q26E	F4Q26E	F2026E
GAAP Income Statement	0.700.5	4.540.0	F F07 0	0.000.0	4.045.0	4 000 0	4.055.0	2.039.1	7 740 0	0.070.5	0.400.7	0.077.4	0.000.7	0.070.4
Subscription Services	3,788.5 22.4%	4,546.3 20.0%	5,567.2	6,603.0	1,815.0	1,903.0	1,955.8	,	7,712.9	2,070.5 14.1%	2,163.7	2,277.1 16.4%	2,360.7	8,872.1 <i>15.0%</i>
y/y growth	529.5		22.5%	18.6%	18.8% 175.0	17.2% 182.0	15.6%	15.9%	16.8%		13.7%		15.8%	660.3
Professional Services	-0.2%	592.5	648.6 9.5%	655.8 1.1%	175.0	11.8%	165.9 <i>-5.0%</i>	161.8 <i>-0.1%</i>	684.7 <i>4.4</i> %	154.8	160.6 -11.8%	169.3	175.6 <i>8.5</i> %	-3.6%
y/y growth	4,318.0	11.9% <b>5,138.8</b>	6,215.8	7,258.8	1,990.0	2,085.0	2,121.7	2,200.9	8,397.6	-11.5% <b>2,225.3</b>		2.1% <b>2,446.4</b>	2,536.4	9,532.4
Total Revenue	,		,							,	2,324.3			
y/y growth	19.0%	19.0%	21.0%	16.8%	18.1%	16.7%	13.7%	14.5%	15.7%	11.8%	11.5%	15.3%	15.2%	13.5%
Cost of Revenue														
Subscription Services	611.9	795.9	1.011.4	1.030.6	290.0	304.0	318.8	333.0	1.245.9	335.8	339.4	356.5	369.1	1.400.8
% of Subscription Revenue	16.2%	17.5%	18.2%	15.6%	16.0%	16.0%	16.3%	16.3%	16.2%	16.2%	15.7%	15.7%	15.6%	15.8%
Professional Services	586.2	632.2	703.7	741.2	199.0	207.0	190.4	187.2	783.7	179.8	183.7	196.6	203.1	763.2
% of Professional Services Revenue	110.7%	106.7%	108.5%	113.0%	113.7%	113.7%	114.8%	115.7%	114.5%	1.2	1.1	1.2	1.2	1.2
Total Cost of Revenue	1,198.1	1,428.1	1,715.2	1,771.8	489.0	511.0	509.3	520.3	2,029.5	515.6	523.1	553.1	572.3	2,164.0
% of revenue	27.7%	27.8%	27.6%	24.4%	24.6%	24.5%	24.0%	23.6%	24.2%	23.2%	22.5%	22.6%	22.6%	22.7%
% of revenue	21.170	27.0%	27.0%	24.470	24.0%	24.5%	24.0%	23.0%	24.270	23.2%	22.570	22.0%	22.0%	22.170
Gross Profit														
Subscription Services	3.176.5	3,750.5	4,555.8	5,572.4	1,525.0	1,599.0	1,636.9	1,706.1	6,467.0	1,734.6	1,824.3	1,920.6	1,991.6	7,471.2
Professional Services	(56.7)	(39.8)	(55.1)	(85.4)	(24.0)	(25.0)	(24.5)	(25.4)	(98.9)	(25.0)	(23.1)	(27.3)	(27.5)	(102.9)
Total Gross Profit	3,119.9	3,710.7	4,500.6	5,487.0	1,501.0	1,574.0	1,612.4	1,680.6	6,368.0	1,709.7	1,801.2	1,893.3	1,964.1	7,368.3
Gross Margin %	72.3%	72.2%	72.4%	75.6%	75.4%	75.5%	76.0%	76.4%	75.8%	76.8%	77.5%	77.4%	77.4%	77.3%
	72.070	72.270	72.770	70.070	70.170	70.070	70.070	70.170	70.070	70.070	77.070	77.170	77.170	77.070
Operating Expenses														
Research and Development	1,721.2	1,879.2	2,270.7	2,463.9	656.0	649.0	677.5	714.2	2,696.7	704.5	710.8	762.2	803.1	2,980.7
% of revenue	39.9%	36.6%	36.5%	33.9%	33.0%	31.1%	31.9%	32.5%	32.1%	704.0	7 10.0	102.2	000.1	2,000.7
Sales and Marketing	1.233.2	1.461.9	1.848.1	2.138.6	573.0	611.0	614.6	644.2	2.442.7	623.7	672.6	691.0	722.1	2.709.5
% of revenue	28.6%	28.4%	29.7%	29.5%	28.8%	29.3%	29.0%	29.3%	29.1%	025.7	072.0	031.0	122.1	2,703.3
General and Administrative	414.1	486.0	604.1	701.1	208.0	203.0	198.0	200.2	809.2	192.1	193.9	223.8	226.1	836.0
% of revenue	9.6%	9.5%	9.7%	9.7%	10.5%	9.7%	9.3%	9.1%	9.6%	102.1	100.0	220.0	220.1	000.0
Total Operating Expenses	3,368.5	3,827.2	4,722.8	5,303.7	1,437.0	1,463.0	1,490.1	1,558.6	5,948.7	1,520.4	1,577.3	1,677.1	1.751.4	6,526.2
% of revenue	78.0%	74.5%	76.0%	73.1%	72.2%	70.2%	70.2%	70.8%	70.8%	68.3%	67.9%	68.6%	69.1%	68.5%
70 C. 10101.130	70.070	7	70.070	70.770	72.270	70.270	70.270	7 0.070	70.070	00.070	07.070	00.070	00.770	00.070
Operating Income	(248.6)	(116.5)	(222.2)	183.3	64.0	111.0	122.3	122.0	419.4	189.2	223.9	216.3	212.7	842.1
Operating Margin %	(5.8%)	(2.3%)	(3.6%)	2.5%	3.2%	5.3%	5.8%	5.5%	5.0%	8.5%	9.6%	8.8%	8.4%	8.8%
	, , , , , ,	/	1/											
Interest Income	18.8	5.6	97.7	296.0	93.0	88.0	88.0	92.6	361.6	81.3	87.0	90.5	93.9	352.6
Interest Expense	(68.8)	(16.6)	(102.4)	(114.0)	(29.0)	(28.0)	(28.5)	(28.5)	(114.1)	(10.2)	(29.2)	(29.2)	(28.5)	(97.2)
Other Income (Expense), Net	23.5	143.7	(33.1)	(24.0)	(5.0)	(3.0)	0.0	0.0	(8.0)	0.0	0.0	0.0	0.0	0.0
Total Interest and Other Income	(26.5)	132.6	(37.8)	158.0	59.0	57.0	59.5	64.1	239.6	71.0	57.8	61.2	65.4	255.4
	. ,		, ,											
Income Before Taxes	(275.1)	16.2	(260.0)	341.3	123.0	168.0	181.8	186.1	659.0	260.3	281.7	277.5	278.1	1097.5
Income Tax Expense (Benefit)	7.3	(13.2)	106.8	(1024.5)	16.0	36.0	34.5	35.4	121.9	2.6	2.8	2.8	2.8	11.0
Tax Rate	-2.7%	-81.5%	-41.1%	-300.2%	13.0%	21.4%	19.0%	19.0%	18.5%	1.0%	1.0%	1.0%	1.0%	1.0%
Net Income	(282.4)	29.4	(366.7)	1365.9	107.0	132.0	147.3	150.8	537.0	257.7	278.9	274.7	275.3	1086.5
GAAP EPS	(\$1.19)	\$0.12	(\$1.44)	\$5.15	\$0.40	\$0.49	\$0.54	\$0.55	\$1.98	\$0.94	\$1.01	\$0.99	\$0.99	\$3.93
Shares Outstanding														
Basic	237.0	247.3	254.8	261.3	264.4	265.3	266.6	268.0	266.1	269.3	270.7	272.0	273.4	271.3
Diluted	247.2	252.1	254.8	265.3	270.3	267.9	272.0	273.3	270.9	274.7	276.1	277.5	278.8	276.8

Exhibit 216: Workday Non-GAAP Income Statement

\$ III millions, except per share data	Jan-21	Jan-22	Jan-23	Jan-24	Apr-24	Jul-23	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
	FY21	FY22	FY23	FY24	F1Q25	F2Q25	F3Q25E	F4Q25E	FY25E	<u>F1Q26E</u>	F2Q26E	F3Q26E	F4Q26E	F2026E
Non-GAAP Income Statement														
Subscription Services	3,788.5	4,546.3	5,567.2	6,603.0	1,815.0	1,903.0	1,955.8	2,039.1	7,712.9	2,070.5	2,163.7	2,277.1	2,360.7	8,872.1
y/y growth	22.4%	20.0%	22.5%	18.6%	18.8%	17.2%	15.6%	15.9%	16.8%	14.1%	13.7%	16.4%	15.8%	15.0%
Professional Services	529.5	592.5	648.6	655.8	175.0	182.0	165.9	161.8	684.7	154.8	160.6	169.3	175.6	660.3
y/y growth	-0.2%	11.9%	9.5%	1.1%	11.9%	11.8%	-5.0%	-0.1%	4.4%	-11.5%	-11.8%	2.1%	8.5%	-3.6%
Total Revenue	4,318.0	5,138.8	6,215.8	7,258.8	1,990.0	2,085.0	2,121.7	2,200.9	8,397.6	2,225.3	2,324.3	2,446.4	2,536.4	9,532.4
y/y growth	19.0%	19.0%	21.0%	16.8%	18.1%	16.7%	13.7%	14.5%	15.7%	11.8%	11.5%	15.3%	15.2%	13.5%
Cost of Revenue														
Subscription Services	513.9	655.6	845.6	862.9	238.1	265.3	273.8	285.5	1,062.7	279.5	292.1	307.4	318.7	1,197.7
% of Subscription Revenue	13.6%	14.4%	15.2%	13.1%	13.1%	13.9%	14.0%	14.0%	13.8%	13.5%	13.5%	13.5%	13.5%	13.5%
Professional Services	477.9	507.6	586.8	619.3	166.3	178.6	157.6	153.7	656.2	147.1	152.6	160.8	166.8	627.3
% of Professional Services Revenue	90.2%	85.7%	90.5%	94.4%	95.0%	98.1%	95.0%	95.0%	95.8%	95.0%	95.0%	95.0%	95.0%	95.0%
Total Cost of Revenue	991.7	1,163.2	1,432.4	1,482.2	404.4	443.9	431.4	439.2	1,718.9	426.6	444.7	468.2	485.5	1,825.0
% of revenue	23.0%	22.6%	23.0%	20.4%	20.3%	21.3%	20.3%	20.0%	20.5%	19.2%	19.1%	19.1%	19.1%	19.1%
Gross Profit														
Subscription Services	3,274.6	3,890.7	4,721.6	5,740.0	1,576.9	1,637.7	1,682.0	1,753.6	6,650.1	1,790.9	1,871.6	1,969.7	2,042.0	7,674.3
Gross Margin	86.4%	85.6%	84.8%	86.9%	86.9%	86.1%	86.0%	86.0%	86.2%	86.5%	86.5%	86.5%	86.5%	86.5%
Professional Services	51.7	84.9	61.8	36.5	8.7	3.4	8.3	8.1	28.5	7.7	8.0	8.5	8.8	33.0
Gross Margin	9.8%	14.3%	9.5%	5.6%	5.0%	1.9%	5.0%	5.0%	4.2%	5.0%	5.0%	5.0%	5.0%	5.0%
Total Gross Profit	3,326.3	3,975.6	4,783.4	5,776.5	1,585.6	1,641.1	1,690.3	1,761.7	6,678.6	1,798.7	1,879.7	1,978.2	2,050.8	7,707.3
Gross Margin	77.0%	77.4%	77.0%	79.6%	79.7%	78.7%	79.7%	80.0%	79.5%	80.8%	80.9%	80.9%	80.9%	80.9%
Operating Expenses														
Research and Development	1,188.3	1,303.1	1,628.5	1,789.7	478.4	484.8	496.5	528.2	1,987.9	528.3	533.5	565.1	601.1	2,228.0
% of revenue	27.5%	25.4%	26.2%	24.7%	24.0%	23.3%	23.4%	24.0%	23.7%	23.7%	23.0%	23.1%	23.7%	23.4%
Sales and Marketing	994.6	1,198.8	1,556.4	1,813.5	485.1	529.8	530.4	550.2	2,095.6	531.4	579.0	599.4	621.4	2,331.2
% of revenue	23.0%	23.3%	25.0%	25.0%	24.4%	25.4%	25.0%	25.0%	25.0%	23.9%	24.9%	24.5%	24.5%	24.5%
General and Administrative	276.2	323.9	388.9	432.6	107.0	108.5	127.3	132.1	474.8	119.7	120.9	146.8	152.2	539.6
% of revenue	6.4%	6.3%	6.3%	6.0%	5.4%	5.2%	6.0%	6.0%	5.7%	5.4%	5.2%	6.0%	6.0%	5.7%
Total Operating Expenses	2,459.0	2,825.9	3,573.8	4,035.9	1,070.6	1,123.1	1,154.2	1,210.5	4,558.4	1,179.3	1,233.4	1,311.3	1,374.7	5,098.7
% of revenue	56.9%	55.0%	57.5%	55.6%	53.8%	53.9%	54.4%	55.0%	54.3%	53.0%	53.1%	53.6%	54.2%	53.5%
Operating Income	867.2	1,149.7	1,209.6	1,740.7	515.0	518.0	536.1	551.2	2,120.3	619.3	646.2	666.9	676.1	2,608.6
Operating Margin	20.1%	22.4%	19.5%	24.0%	25.9%	24.8%	25.27%	25.04%	25.25%	27.8%	27.8%	27.3%	26.7%	27.4%
Interest Income	18.8	5.6	97.7	296.0	93.0	88.0	88.0	92.6	361.6	81.3	87.0	90.5	93.9	352.6
Interest Expense	(15.5)	(16.6)	(102.4)	(114.0)	(29.0)	(28.0)	(28.5)	(28.5)	(114.1)	(10.2)	(29.2)	(29.2)	(28.5)	(97.2)
Other Income (Expense), Net	23.5	143.7	(33.1)	(24.0)	(5.0)	(3.0)	0.0	0.0	(8.0)	0.0	0.0	0.0	0.0	0.0
Total Interest and Other Income	26.8	132.6	(37.8)	158.0	59.0	57.0	59.5	64.1	239.6	71.0	57.8	61.2	65.4	255.4
Income Before Taxes	894.0	1282.4	1171.9	1898.7	574.0	575.0	595.5	615.3	2359.9	690.4	704.0	728.1	741.5	2864.0
Income Tax Expense (Benefit)	169.9	243.6	222.7	363.7	104.0	106.0	113.2	116.9	440.1	131.2	133.8	138.3	140.9	544.2
Tax Rate	19.0%	19.0%	19.0%	19.2%	18.1%	18.4%	19.0%	19.0%	18.6%	19.0%	19.0%	19.0%	19.0%	19.0%
Net Income	724.2	1,038.7	949.2	1,535.0	470.0	469.0	482.4	498.4	1,919.8	559.2	570.3	589.8	600.6	2,319.8
Non-GAAP EPS	\$2.93	\$4.00	\$3.63	\$5.79	\$1.74	\$1.75	\$1.77	\$1.82	\$7.09	\$2.04	\$2.07	\$2.13	\$2.15	\$8.38
Shares Outstanding														
Basic	237.0	247.3	254.8	261.3	264.4	265.3	266.6	268.0	266.1	269.3	270.7	272.0	273.4	271.3
Diluted	247.2	259.9	261.6	265.3	270.3	267.9	272.0	273.3	270.9	274.7	276.1	277.5	278.8	276.8
Course Common visuality Course have		259.9	201.0	200.3	210.3	207.9	212.0	213.3	210.9	214.1	2/0.1	211.5	210.8	2/6.8

**Exhibit 217: Workday Balance Sheet** 

	Jan-21	Jan-22	Jan-23	Jan-24	Apr-24	Jul-23	Oct-24	Jan-25	Jan-25	Apr-25	Jul-25	Oct-25	Jan-26	Jan-26
	FY21	FY22	FY23	FY24	F1Q25	F2Q25	F3Q25E	F4Q25E	FY25E	F1Q26E	F2Q26E	F3Q26E	F4Q26E	F2026E
Current assets														
Cash and cash equivalents	1,384.2	1,534.3	1,886.3	2,012.0	1,752.0	1,635.0	2,022.2	2,389.5	2,389.5	2,964.2	3,307.6	3,649.6	4,413.7	4,413.7
Marketable securities	2,151.5	2,109.9	4,235.1	5,801.0	5,430.0	5,738.0	5,738.0	5,738.0	5,738.0	5,738.0	5,738.0	5,738.0	5,738.0	5,738.0
Trade and other receivables, net	1,032.5	1,242.5	1,570.1	1,639.0	1,133.0	1,292.0	1,276.6	2,045.7	2,045.7	1,632.7	1,822.4	2,142.3	2,691.0	2,691.0
Deferred Costs	122.8	153.0	191.1	232.0	232.0	237.0	263.3	274.4	274.4	269.6	268.9	292.6	297.3	297.3
Prepaid expenses and other current assets	111.2	174.4	225.7	255.0	327.0	298.0	297.7	292.0	292.0	365.7	332.2	343.3	336.5	336.5
Total current assets	4,802.1	5,214.1	8,108.2	9,939.0	8,874.0	9,200.0	9,597.8	10,739.6	10,739.6	10,970.2	11,469.0	12,165.7	13,476.5	13,476.5
Non-current assets														
Property and equipment, net	972.4	1,123.1	1,201.3	1,234.0	1,238.0	1,259.0	1,278.8	1,300.7	1,300.7	1,324.7	1,351.4	1,381.7	1,414.1	1,414.1
Operating lease right-of-use assets	414.1	247.8	249.3	289.0	323.0	339.0	339.0	339.0	339.0	339.0	339.0	339.0	339.0	339.0
Deferred Costs, non-current	271.8	341.3	421.0	509.0	489.0	487.0	559.5	583.1	583.1	572.9	571.3	621.8	631.8	631.8
Intangible assets, net	248.6	391.0	305.5	233.0	351.0	331.0	299.2	266.2	266.2	0.0	0.0	0.0	0.0	0.0
Deferred tax assets			13.0	1,065.0	1,056.0	1,022.0								
Goodwill	1,819.6	2,840.0	2,840.0	2,846.0	3,257.0	3,257.0	3,257.0	3,257.0	3,257.0	3,257.0	3,257.0	3,257.0	3,257.0	3,257.0
Other assets	189.8	341.3	348.0	337.0	353.0	339.0	424.3	440.2	440.2	445.1	464.9	489.3	507.3	507.3
Total assets	8,718.4	10,498.5	13,486.2	16,452.0	15,941.0	16,234.0	15,755.6	16,925.8	16,925.8	16,908.8	17,452.6	18,254.5	19,625.7	19,625.7
Current liabilities														
Accounts payable	75.6	55.5	153.8	78.0	76.0	87.0	83.2	113.9	113.9	127.5	89.5	95.1	139.9	139.9
Accrued expenses and other	169.3	195.6	260.1	287.0	254.0	292.0	355.8	338.2	338.2	292.3	371.9	359.1	384.2	384.2
Accrued compensation	285.1	402.9	563.5	544.0	451.0	487.0	508.8	688.2	688.2	503.7	548.5	568.8	755.5	755.5
Deferred revenue, current	2,556.6	3,110.9	3,559.4	4,057.0	3,552.0	3,549.0	3,761.5	4,593.6	4,593.6	4,045.9	4,090.0	4,436.7	5,224.4	5,224.4
Current portion of operating leases	93.0	80.5	91.3	89.0	95.0	98.0	98.0	98.0	98.0	98.0	98.0	98.0	98.0	98.0
Current Debt	1,103.1	1,222.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1,149.6	1,149.6	0.0	0.0	0.0
Total current liabilities	4,282.6	5,067.9	4,628.2	5,055.0	4,428.0	4,513.0	4,807.4	5,831.9	5,831.9	6,217.0	6,347.5	5,557.8	6,602.0	6,602.0
Long term liabilities														
Long-term debt, net	691.9	617.4	2,975.9	2,980.0	2,981.0	2,982.0	3,000.0	3,000.0	3,000.0	2,973.1	3,000.0	4,149.6	3,000.0	3,000.0
Deferred revenue, less current	80.1	71.5	74.5	70.0	61.0	62.0	56.4	68.9	68.9	60.7	61.4	66.6	78.4	78.4
Operating lease liabilities, less current	350.1	182.5	181.8	227.0	268.0	284.0	284.0	284.0	284.0	284.0	284.0	284.0	284.0	284.0
Other liabilities	35.9	24.2	40.2	38.0	40.0	48.0	33.0	48.6	48.6	51.9	58.2	39.9	53.1	53.1
Total Liabilities	5,440.6	5,963.4	7,900.7	8,370.0	7,778.0	7,889.0	8,180.8	9,233.4	9,233.4	9,586.7	9,751.1	10,097.9	10,017.5	10,017.5
Stockholders' equity	3,277.8	4,535.1	5,585.6	8,082.0	8,163.0	8,345.0	7,574.8	7,692.4	7,692.4	7,322.1	7,701.5	8,156.5	9,608.2	9,608.2
Total liabilities and shareholders' equity	8,718.4	10,498.5	13,486.2	16,452.0	15,941.0	16,234.0	15,755.6	16,925.8	16,925.8	16,908.8	17,452.6	18,254.5	19,625.7	19,625.7

**Exhibit 218: Workday Statement of Cash Flows** 

(\$ in millions, except per share data)	Jan-21	la m 22	Jan-23	lam 24	A 04	11.00	0-4-04	In 11 25	lan OF	A 25	I. J. OF	0-4.05	In m 20	In m 20
	FY21	Jan-22 FY22	Jan-23 FY23	Jan-24 FY24	Apr-24 F1Q25	Jul-23 F2Q25	Oct-24 F3Q25E	Jan-25 F4Q25E	Jan-25 FY25E	Apr-25 F1Q26E	Jul-25 F2Q26E	Oct-25 F3Q26E	Jan-26 F4Q26E	Jan-26 F2026E
Cash from Operating Activities	<u>F121</u>	<u>F122</u>	<u>F123</u>	<u>F124</u>	<u>FIQ23</u>	<u>FZQZ3</u>	F3QZ3E	<u>F4Q23E</u>	FIZOE	FIQZOE	FZQZ0E	F3Q20E	<u>F4Q26E</u>	FZUZUE
Net income (loss)	(282.4)	29.4	(366.7)	1,380.5	107.0	132.0	147.3	150.8	537.0	257.7	278.9	274.7	275.3	1,086.5
Depreciation and amortization	293.7	343.7	364.4	282.5	75.0	79.0	94.8	97.0	345.7	116.9	93.4	102.3	101.3	413.9
Stock-based compensation	1,004.9	1,100.6	1,294.6	1,416.6	385.0	370.0	381.9	396.2	1,533.1	378.3	395.1	415.9	431.2	1,620.5
Amortization of deferred costs	112.6	138.8	174.6	212.4	59.0	62.0	64.0	67.5	252.5	68.2	71.4	76.3	80.3	296.2
Amortization of debt discount	53.7	4.0	1.0	48.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-cash lease expense	84.4	86.2	91.8	55.7	25.0	25.0	0.0	0.0	50.0	0.0	0.0	0.0	0.0	0.0
Deferred income taxes	04.4	00.2	31.0	(1,063.0)	6.0	27.0			33.0					0.0
Other, net	(12.3)	(160.1)	49.4	(1,000.0)	(25.0)	(17.0)			(42.0)					0.0
Working Capital:	14.0	108.1	48.2	(34.2)	(260.0)	(107.0)	19.5	(8.2)	(355.7)	(303.6)	(152.5)	(179.3)	227.5	(408.0)
Accounts receivable	(159.2)	(207.9)	(318.6)	(87.4)	509.0	(157.0)	15.4	(769.1)	(401.7)	412.9	(189.7)	(319.9)	(548.7)	(645.3)
Deferred costs	(184.4)	(238.5)	(292.4)	(342.2)	(40.0)	(64.0)	(162.9)	(102.2)	(369.1)	(53.1)	(69.2)	(150.5)	(95.1)	(367.8)
Prepaid expenses and other assets	52.1	(35.2)	(14.1)	69.3	(21.0)	46.0	(85.0)	(102.2)	(70.2)	(78.5)	13.6	(35.5)	(11.2)	(111.6)
Accounts payable	(3.5)	9.4	85.8	(71.4)	10.0	2.0	(3.8)	30.7	38.9	13.6	(38.0)	5.6	44.7	25.9
Accrued expenses and other liabilities	(18.5)	50.7	136.0	(95.5)	(193.0)	69.0	48.8	(1.9)	(77.1)	(42.6)	85.9	(31.1)	38.3	50.5
Deferred revenue	327.4	529.5	451.6	492.9	(525.0)	(3.0)	207.0	844.5	523.5	(555.9)	44.7	351.9	799.5	640.3
Net cash provided by operating activities	1.268.5	1.650.7	1.657.2	2.149.4	372.0	571.0	707.5	703.2	2.353.6	517.5	686.3	689.9	1.115.5	3.009.2
y/y growth	46.6%	30.1%	0.4%	29.7%	34.1%	34.3%	56.9%	-29.4%	9.5%	39.1%	20.2%	-2.5%	58.6%	27.9%
% of revenue	29.4%	32.1%	26.7%	29.6%	18.7%	27.4%	33.3%	31.9%	28.0%	23.3%	29.5%	28.2%	44.0%	31.6%
, o or revende	20.170	02.170	20.770	20.070	10.770	27.170	00.070	01.070	20.070	20.070	20.070	20.270	11.070	01.070
Cash from investing activities														
Purchase of marketable securities	(2,731.9)	(2,858.7)	(7,183.0)	(6,150.1)	(778.0)	(1,365.0)			(2,143.0)					0.0
Maturities of marketable securities	1,802.3	2,804.1	4,948.8	4,518.7	1,096.0	1,035.0			2,131.0					0.0
Sales of marketable securities	10.6	199.0	104.3	144.4	17.0	51.0			68.0					0.0
Owned real estate projects	(6.1)	(171.5)	(4.2)	(5.1)	0.0	0.0			0.0					0.0
Capital expenditures, ex real estate projects	(253.4)	(264.3)	(359.6)	(227.1)	(81.0)	(55.0)	(82.7)	(85.8)	(304.6)	(89.0)	(93.0)	(97.9)	(101.5)	(381.3)
Acquisitions, net of cash	0.0	(1,190.2)	0.0	(8.5)	(512.0)	(10.0)	(100.0)	(100.0)	(722.0)	(83.8)	(100.0)	(100.0)	(100.0)	(383.8)
Purchase of intangibles	(3.0)	(8.0)	(0.7)	(10.2)	0.0	0.0	()	(10010)	0.0	(00.0)	(10010)	(10010)	()	0.0
Purchase of investments	(67.5)	(123.0)	(23.2)	(15.5)	0.0	(7.0)			(7.0)					0.0
Sales and maturities of investments	2.6	5.2	11.5	2.1	0.0	5.0			5.0					0.0
Other	4.6	0.0	0.0	0.0	0.0	0.0			0.0					0.0
Net cash used in investing activities	(1,241.6)	(1,607.4)	(2,505.9)	(1,751.3)	(258.0)	(346.0)	(182.7)	(185.8)	(972.6)	(172.8)	(193.0)	(197.9)	(201.5)	(765.0)
		` '	, ,	, ,	,	•	•	, ,	,	, ,	, ,	•	, ,	,
Cash from financing activities														
Debt proceeds (repayments)	479.0	(37.6)	1,134.5	0.0					0.0					0.0
Proceeds from equity issuance	148.7	148.3	152.0	154.5		106.0			106.0					0.0
Repurchase of common stock			(74.7)	(422.3)	(128.0)	(312.0)	(150.0)	(150.0)	(740.0)	(150.0)	(150.0)	(150.0)	(150.0)	(600.0)
Taxes paid related to net share settlement of equity	awards				(239.0)	(141.0)								
Other	(2.7)	(0.5)	(8.0)	(0.5)	, ,	,			0.0					0.0
Net cash provided by financing activities	625.0	110.3	1,203.8	(268.3)	(367.0)	(347.0)	(150.0)	(150.0)	(634.0)	(150.0)	(150.0)	(150.0)	(150.0)	(600.0)
FX Impact on cash and equivalents	1.3	(0.7)	(0.6)	(0.7)	0.0	0.0	• •	•	0.0	• •	•	•	Ì	0.0
Cash balance, beginning of period	732.9	1,386.1	1,538.9	1,893.4	2,022.5	1,769.5	1,647.5	2,022.2	2,022.5	2,769.5	2,964.2	3,307.6	3,649.6	2,769.5
Net change in cash	653.2	152.8	354.5	129.0	(253.0)	(122.0)	374.7	367.3	747.1	194.7	343.4	342.0	764.1	1,644.1
Cash balance, end of period	1,386.1	1,538.9	1,893.4	2,022.5	1,769.5	1,647.5	2,022.2	2,389.5	2,769.5	2,964.2	3,307.6	3,649.6	4,413.7	4,413.7
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# Exhibit 219: Workday Discounted Cash Flow Analysis (DCF) - Plausible Base Case

\$ in millions, except per share data

Assumptions and Inputs		
Current risk-free rate		3.80%
Beta		0.80
Historical equity risk premium		6.5%
Terminal growth rate		5.0%
Market Value (\$M)	\$	65,708
Debt Value (\$M)	\$	2,978
Cost of equity		9.0%
Cost of debt		7.4%
Tax rate		19.0%
WACC	·	8.9%

Last earnings period end 7/31/2024 Next Fiscal Year End 1/31/2025

Scenario 1: Base Plausible Case															
		Historicals			Hyper	Growth Per	riod			Trans					
Fiscal year	F2022	F2023	F2024	F2025E	F2026E	F2027E	F2028E	F2029E	F2030E	F2031E	F2032E	F2033E	F2034E	F2035E	Perp
Corresponding Calendar Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033		
Period				0.5	1.5	2.5	3.5	4.5	5.5	6.5	7.5	8.5	9.5	10.5	
Risk free rate	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	
Beta	0.80	0.80	0.80	0.80	0.80	0.80	0.80	0.80	0.83	0.87	0.90	0.93	0.97	1.00	
Equity risk premium	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Cost of equity	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.2%	9.4%	9.7%	9.9%	10.1%	10.3%	
Cost of debt	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	
Debt/Total Value			4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.4%	4.4%	4.5%	4.5%	4.6%	4.6%	
WACC			11.9%	8.9%	8.9%	8.9%	8.9%	8.9%	9.1%	9.3%	9.5%	9.7%	9.9%	10.1%	
Discount factor				0.958	0.880	0.809	0.743	0.682	0.620	0.562	0.507	0.456	0.408	0.364	
Total Revenue	5,139	6,216	7,259	8,377	9,465	10,681	11,937	13,214	14,496	15,759	16,976	18,120	19,161	20,072	
y/y change		21.0%	16.8%	15.4%	13.0%	12.9%	11.8%	10.7%	9.7%	8.7%	7.7%	6.7%	5.7%	4.8%	
Free Cash Flow to Firm (FCFF)	22	1,215	1,679	835	1,948	2,664	2,805	3,237	3,624	4,019	4,414	4,802	5,173	5,520	
FCF margin		19.5%	23.1%	10.0%	20.6%	24.9%	23.5%	24.5%	25.0%	25.5%	26.0%	26.5%	27.0%	27.5%	
y/y change		5493.8%	38.2%	-50.3%	133.4%	36.8%	5.3%	15.4%	11.9%	10.9%	9.8%	8.8%	7.7%	L	
Diluted Shares Outstanding	265	261	269	273	279	284	290	296	302	308	314	320	327	333	
y/y change			3%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	
FCFF per share				3.05	6.99	9.37	9.67	10.94	12.00	13.05	14.05	14.99	15.83	16.56	30
NPV of FCF per share				2.93	6.15	7.57	7.18	7.46	7.44	7.33	7.12	6.83	6.46	6.03	1′

NPV of FCF/Share, F2023-F2033	\$72.51
Terminal Value FCF/Share	\$112.78
Total NPV of FCF/Share	\$185.29
Net Cash per share	\$ 14.82
Net cash balance	4,391
Working Capital - 5% of revenue	418.9
Shares outstanding	268
Total NPV/Share	\$ 200.11
Current Price	\$ 244.41
Upside/(Downside) Potential	-18%

ZS Exhibit 220: Zscaler GAAP Income Statement

\$ in millions, except per share data	2020	2021	2022	2023	Oct-23	Jan-24	Apr-24	Jul-24	2024	Oct-24	Jan-25	Apr-25	Jul-25	2025 (E)	2026 (E)
φ III IIIIIIIOIIS, except per snare data		Full Year	-		1Q24	2Q24	3Q24	4Q24	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year	Full Year
GAAP Income Statement	ruii reai	ruii reai	ruii reai	ruii rear	1024	<u> 2Q24</u>	<u> 3Q24</u>	4024	ruii reai	IQZJE	ZQZJE	JUZJE	4Q23E	ruii Teal	ruii Tear
	423.6	652.9	1,058.2	1,568.8	481.8	509.2	536.6	575.1	2,102.7	600.3	616.2	649.3	681.0	2,546.9	3.156.1
Subscription and Support revenue		20.2	32.7												
Other revenue	7.7	673.1	1.090.9	48.1	14.9 496.7	15.7 <b>525.0</b>	16.6 553.2	17.8	65.0 <b>2,167.8</b>	4.7 <b>605.0</b>	18.5	19.5	20.4	63.1	39.9
Total Revenue	431.3		,	1,617.0				592.9			634.7	668.8	701.4	2,610.0	3,196.0
y/y growth	42.4%	56.1%	62.1%	48.2%	39.7%	35.4%	32.1%	30.3%	34.1%	21.8%	20.9%	20.9%	18.3%	20.4%	22.5%
q/q growth					9.2%	5.7%	5.4%	7.2%		2.0%	4.9%	5.4%	4.9%		
Cost of Revenue	95.7	150.3	242.3	362.8	111.4	117.2	118.3	130.2	477.1	138.1	140.9	149.7	158.0	586.7	709.0
% of revenue	22.2%	22.3%	22.2%	22.4%	22.4%	22.3%	21.4%	22.0%	22.0%	22.8%	22.2%	22.4%	22.5%	22.5%	22.2%
Gross Profit	335.5	522.8	848.7	1,254.1	385.3	407.8	434.9	462.7	1,690.6	466.9	493.8	519.1	543.5	2,023.2	2,487.0
Gross Margin	77.8%	77.7%	77.8%	77.6%	77.6%	77.7%	78.6%	78.0%	78.0%	77.2%	77.8%	77.6%	77.5%	77.5%	77.8%
Operating Expenses															
Research and Development	97.9	174.7	289.1	349.7	113.5	122.2	125.0	139.2	499.8	129.9	136.8	152.5	160.2	579.4	687.4
% of revenue	22.7%	25.9%	26.5%	21.6%	22.9%	23.3%	22.6%	23.5%	23.1%	21.5%	21.6%	22.8%	22.8%	22.2%	21.5%
Sales and Marketing	278.0	459.4	735.2	961.5	267.1	276.5	262.4	294.2	1,100.2	311.2	323.6	318.8	343.9	1,297.4	1,564.3
% of revenue	64.5%	68.3%	67.4%	59.5%	53.8%	52.7%	47.4%	49.6%	50.8%	51.4%	51.0%	47.7%	49.0%	49.7%	48.9%
General and Administrative	73.6	96.5	151.7	177.5	50.7	54.6	50.5	56.3	212.1	56.6	60.8	61.2	64.3	242.8	286.5
% of revenue	17.1%	14.3%	13.9%	11.0%	10.2%	10.4%	9.1%	9.5%	9.8%	9.4%	9.6%	9.1%	9.2%	9.3%	9.0%
Total Operating Expenses	449.5	730.6	1,176.1	1,488.7	431.4	453.3	437.9	489.6	1,812.1	497.7	521.1	532.4	568.3	2,119.5	2,538.2
% of revenue	104.2%	108.5%	107.8%	92.1%	86.8%	86.3%	79.2%	82.6%	83.6%	82.3%	82.1%	79.6%	81.0%	81.2%	79.4%
Operating Income	(114.0)	(207.8)	(327.4)	(234.6)	(46.1)	(45.5)	(3.0)	(27.0)	(121.5)	(30.8)	(27.3)	(13.4)	(24.8)	(96.3)	(51.3)
Operating Margin	-26.4%	-30.9%	-30.0%	-14.5%	-9.3%	-8.7%	-0.5%	-4.5%	-5.6%	-5.1%	-4.3%	-2.0%	-3.5%	-3.7%	-1.6%
Interest Income	6.5	2.8	4.6	60.5	25.9	28.4	27.6	27.2	109.1	25.9	27.8	27.7	27.3	108.7	96.8
Interest Expense	(5.0)	(53.4)	(56.6)	(6.5)	(3.2)	(3.6)	(2.8)	(3.6)	(13.1)	(1.3)	(1.3)	(1.3)	(1.3)	(5.3)	(0.4)
Other Income (Expense), Net	(0.2)	1.2	(4.2)	(1.9)	(1.2)	0.2	(0.9)	(1.8)	(3.8)	(7.5)	(8.6)	(8.6)	(8.6)	(33.3)	0.0
Total Interest and Other Income	1.2	(49.4)	(56.2)	52.1	21.6	25.0	23.9	21.8	92.2	17.1	17.9	17.8	17.4	70.1	96.4
	(440 =)	(057.0)	(000.0)	(400.0)	(0.4.5)	(00.5)		(= A)	(00.0)	(40 =)	(0.4)		(= A)	(00.0)	45.0
Income Before Taxes	(112.7)	(257.2)	(383.6)	(182.6)	(24.5)	(20.5)	20.9	(5.1)	(29.2)	(13.7)	(9.4)	4.4	(7.4)	(26.2)	45.2
Income Tax Expense (Benefit)	2.4	4.9	6.6	19.8	9.0	8.0	1.7	9.8	28.5	(0.1)	(0.1)	0.0	(0.1)	(0.3)	0.5
Tax Rate	NM	NM	NM	NM	NM	NM	8.3%	NM	NM	1.0%	1.0%	1.0%	1.0%	NM	1.0%
Net Income	(115.1)	(262.0)	(390.3)	(202.3)	(33.5)	(28.5)	19.1	(14.9)	(57.7)	(13.6)	(9.3)	4.3	(7.4)	(26.0)	44.7
Net income	(115.1)	(202.0)	(390.3)	(202.3)	(33.5)	(20.5)	19.1	(14.9)	(57.7)	(13.0)	(9.3)	4.3	(7.4)	(20.0)	44.7
GAAP EPS	(\$0.89)	(\$1.93)	(\$2.77)	(\$1.40)	(\$0.23)	(\$0.19)	\$0.12	(\$0.10)	(\$0.39)	(\$0.09)	(\$0.06)	\$0.03	(\$0.05)	(\$0.17)	\$0.28
Shares Outstanding	(40.00)	(\$1.00)	(	(4.1.10)	(\$0.20)	(401.0)		(401.0)	(40.00)	(40.00)	(40.00)	- 40.00	(\$0.00)	(40)	- <b>V</b> 0.20
Basic	129.3	135.7	140.9	144.9	147.6	149.0	150.3	151.5	149.6	152.7	153.9	155.2	156.4	154.6	159.6
y/y growth	4.7%	4.9%	3.9%	2.9%	2.9%	3.1%	3.4%	3.5%	3.2%	3.4%	3.3%	3.2%	3.2%	3.3%	3.2%
q/q growth	70	1.070	0.070	2.070	0.8%	0.9%	0.9%	0.8%	0.270	0.8%	0.8%	0.8%	0.8%	0.570	0.2 /0
Diluted	129.3	135.7	140.9	144.9	147.6	149.0	154.1	151.5	150.5	152.7	153.9	155.2	156.4	154.6	159.6
y/y growth	4.7%	4.9%	3.9%	2.9%	2.9%	3.1%	6.0%	3.5%	3.9%	3.4%	3.3%	0.7%	3.2%	2.7%	3.2%
g/g growth	7.170	7.3/0	3.970	2.3/0	0.8%	0.9%	3.4%	-1.7%	5.976	0.8%	0.8%	0.7%	0.8%		5.2 /6
4/4 growin					0.0%	0.5%	3.4%	-1.170		0.0%	0.0%	0.0%	0.0%		

**Exhibit 221: Zscaler Non-GAAP Income Statement** 

EXHIBIT 221: Zscaler Non-GAAP In				2222					2224					000E (E)	2000 (5)
\$ in millions, except per share data	2020 Full Year	2021 Full Year	2022 Full Year	2023 Full Year	Oct-23 1Q24	Jan-24 2Q24	Apr-24 3Q24	Jul-24 4Q24	2024 Full Year	Oct-24 1Q25E	Jan-25 2Q25E	Apr-25 3Q25E	Jul-25 4Q25E	2025 (E) Full Year	2026 (E) Full Year
Non-GAAP Income Statement															
Subscription and Support revenue	423.6	652.9	1,058.2	1,568.8	481.8	509.2	536.6	575.1	2,102.7	600.3	616.2	649.3	681.0	2,546.9	3,156.1
y/y growth	42.0%	54.1%	62.1%	48.3%	39.7%	35.4%	32.1%	30.2%	34.0%	24.6%	21.0%	21.0%	18.4%	21.1%	23.9%
g/g growth					9.1%	5.7%	5.4%	7.2%		4.4%	2.6%	5.4%	4.9%		
% of total	98%	97%	97%	97%	97%	97%	97%	97%	97%	99%	97%	97%	97%	98%	99%
Other revenue	7.7	20.2	32.7	48.1	14.9	15.7	16.6	17.8	65.0	4.7	18.5	19.5	20.4	63.1	39.9
y/y growth	70.3%	162.6%	62.1%	47.0%	39.7%	35.4%	32.1%	34.2%	35.2%	-68.6%	17.4%	17.4%	14.9%	-3.0%	-36.8%
g/g growth					12.4%	5.7%	5.4%	7.2%		-73.7%	294.8%	5.4%	4.9%		
% of total	2%	3%	3%	3%	3%	3%	3%	3%	3%	1%	3%	3%	3%	2%	1%
Total Revenue	431.3	673.1	1.090.9	1,617.0	496.7	525.0	553.2	592.9	2,167.8	605.0	634.7	668.8	701.4	2,610.0	3.196.0
y/y growth	42.4%	56.1%	62.1%	48.2%	39.7%	35.4%	32.1%	30.3%	34.1%	21.8%	20.9%	20.9%	18.3%	20.4%	22.5%
q/q growth					9.2%	5.7%	5.4%	7.2%		2.0%	4.9%	5.4%	4.9%		
· · ·															
Cost of Revenue	85.9	128.6	209.0	313.0	95.7	101.0	102.9	111.8	411.5	121.0	123.8	130.4	136.8	512.0	623.2
% of revenue	19.9%	19.1%	19.2%	19.4%	19.3%	19.2%	18.6%	18.9%	19.0%	20.0%	19.5%	19.5%	19.5%	19.6%	19.5%
Gross Profit	345.4	544.5	881.9	1,304.0	401.0	424.0	450.3	481.0	1,756.3	484.0	510.9	538.4	564.7	2,098.0	2,572.8
Gross Margin	80.1%	80.9%	80.8%	80.6%	80.7%	80.8%	81.4%	81.1%	81.0%	80.0%	80.5%	80.5%	80.5%	80.4%	80.5%
Operating Expenses															
Research and Development	64.7	101.4	165.4	227.9	72.4	77.9	78.5	84.4	313.2	85.9	91.4	93.6	98.5	369.4	443.0
% of revenue	15.0%	15.1%	15.2%	14.1%	14.6%	14.8%	14.2%	14.2%	14.4%	14.2%	14.4%	14.0%	14.0%	14.2%	13.9%
Sales and Marketing	206.4	314.8	532.3	730.8	208.2	210.4	216.7	233.1	868.4	248.1	255.8	260.8	275.0	1,039.6	1,263.7
% of revenue	47.9%	46.8%	48.8%	45.2%	41.9%	40.1%	39.2%	39.3%	40.1%	41.0%	40.3%	39.0%	39.2%	39.8%	39.5%
General and Administrative	36.2	50.3	72.6	104.5	30.7	32.5	33.3	36.0	132.4	35.1	38.1	39.5	41.4	154.0	183.0
% of revenue	8.4%	7.5%	6.7%	6.5%	6.2%	6.2%	6.0%	6.1%	6.1%	5.8%	6.0%	5.9%	5.9%	5.9%	5.7%
Total Operating Expenses	307.3	466.6	770.3	1,063.2	311.3	320.8	328.5	353.5	1,314.0	369.0	385.3	393.9	414.8	1,563.0	1,889.7
% of revenue	71.2%	69.3%	70.6%	65.8%	62.7%	61.1%	59.4%	59.6%	60.6%	61.0%	60.7%	58.9%	59.1%	59.9%	59.1%
Operating Income	38.2	78.0	111.6	240.8	89.7	103.2	121.8	127.5	442.2	115.0	125.7	144.5	149.8	535.0	683.1
Operating Margin	8.8%	11.6%	10.2%	14.9%	18.1%	19.6%	22.0%	21.5%	20.4%	19.0%	19.8%	21.6%	21.4%	20.5%	21.4%
Interest Income	6.5	2.8	4.6	60.5	25.9	28.4	27.6	27.2	109.1	25.9	27.8	27.7	27.3	108.7	96.8
Interest Expense	(0.1)	(1.4)	(1.4)	(2.6)	(2.2)	(2.6)	(1.8)	(2.6)	(9.2)	(0.4)	(0.4)	(0.4)	(0.4)	(1.4)	0.0
Other Income (Expense), Net	(0.2)	1.2	(4.2)	(1.9)	(1.2)	0.2	(0.9)	(1.8)	(3.8)	(7.5)	(8.6)	(8.6)	(8.6)	(33.3)	0.0
Total Interest and Other Income	6.1	2.6	(1.1)	56.0	22.5	25.9	24.9	22.8	96.2	18.0	18.9	18.7	18.4	74.0	96.8
Income Before Taxes	44.3	80.5	110.5	296.8	112.3	129.1	146.7	150.4	538.4	133.0	144.5	163.2	168.2	609.0	779.9
Income Tax Expense (Benefit)	3.5	4.9	9.2	19.8	5.7	8.0	6.9	9.8	30.3	30.6	33.2	37.5	38.7	140.1	179.4
Tax Rate	7.9%	6.0%	8.4%	6.7%	5.1%	6.2%	4.7%	6.5%	5.6%	23.0%	23.0%	23.0%	23.0%	23.0%	23.0%
Net Income	40.8	75.7	101.3	277.0	106.5	121.1	139.8	140.6	508.1	102.4	111.3	125.7	129.5	468.9	600.5
Non-GAAP EPS	\$0.30	\$0.52	\$0.69	\$1.78	\$0.67	\$0.76	\$0.88	\$0.88	\$3.19	\$0.62	\$0.68	\$0.77	\$0.78	\$2.86	\$3.55
Shares Outstanding	\$0.50	φ <b>0.</b> 32	<b>\$0.09</b>	ψ1.70	- \$0.0 <i>1</i>	<b>Ψ0.70</b>	φυ.οο	Ψυ.00	<b>\$3.19</b>	\$U.UZ	Ψυ.υο	φ <b>υ.</b> Γ/	<b>\$0.76</b>	\$2.00	<b>ა</b> ნ.მმ
Basic	129.3	135.7	140.9	144.9	147.6	149.0	150.3	151.5	149.6	152.7	153.9	155.2	156.4	154.6	159.6
	4.7%	4.9%	3.9%	2.9%	2.9%	3.1%	3.4%	3.5%	3.2%	3.4%	3.3%	3.2%	3.2%	3.3%	3.2%
y/y growth	4.1%	4.9%	3.9%	2.9%	2.9% 0.8%	3.1% 0.9%	3.4% 0.9%	0.8%	3.2%	3.4% 0.8%	3.3% 0.8%	3.2% 0.8%	3.2% 0.8%	3.3%	3.2%
q/q growth Diluted	138.2	144.6	147.4	155.4	158.5	159.2	0.9% 159.7	160.5	159.5	0.8% <b>164.0</b>	0.8% <b>162.7</b>	0.8% <b>164.0</b>	0.8% <b>165.3</b>	164.0	169.3
	2.0%	4.7%	1.9%	5.4%	2.8%	2.9%	2.7%	2.0%	2.6%	3.5%	2.2%	2.7%	3.0%	2.9%	3.2%
y/y growth q/q growth	2.0%	4.170	1.9%	0.4%	0.8%	2.9% 0.4%	0.3%	0.5%	2.0%	2.2%	-0.8%	0.8%	0.8%	2.9%	3.2 %
φη growin % of basic					107.4%	106.8%	106.2%	105.9%		107.4%	-0.6% 105.7%	105.7%	105.7%		
O O					101.470	100.0%	100.2 /0	100.9%		101.470	100.1%	100.1%	100.1%		

**Exhibit 222: Zscaler Balance Sheet** 

Deferred revenue, ST Convertible senior notes, current Operating lease liabilities, ST  Total current liabilities  Long term liabilities Covertible senior notes, net Deferred revenue, LT Operating lease liabilities, LT Other LT liabilities  Total Liabilities  Stockholders' equity	32.5 28.0 2.6 <b>1,348.6</b>	913.5 59.3 31.2 4.5 1,728.7	968.7 97.4 50.9 7.9 <b>2,259.4</b> <b>573.3</b>	1,134.2 158.5 41.9 12.7 <b>2,883.2</b> <b>725.1</b>	1,134.0 155.0 43.6 21.0 2,828.1	1,141.0 185.8 47.9 16.8 <b>2,975.4</b>	1,137.7 200.3 46.9 19.4 3,105.6	0.0 251.1 44.8 22.1 <b>3,430.9</b>	0.0 251.1 44.8 22.1 <b>3,430.9</b>	0.0 238.5 44.8 24.2 3,300.1	0.0 249.4 44.8 19.0 3,440.7	0.0 267.7 44.8 20.1 3,581.3	0.0 319.4 44.8 21.0 4,007.5	0.0 319.4 44.8 21.0 <b>4,007.5</b>	0.0 396.8 44.8 25.4 3,435.8 2,751.8
Convertible senior notes, current Operating lease liabilities, ST  Total current liabilities  Long term liabilities  Covertible senior notes, net Deferred revenue, LT Operating lease liabilities, LT Other LT liabilities	32.5 28.0 2.6	59.3 31.2 4.5	97.4 50.9 7.9	158.5 41.9 12.7	155.0 43.6 21.0	185.8 47.9 16.8	200.3 46.9 19.4	251.1 44.8 22.1	251.1 44.8 22.1	238.5 44.8 24.2	249.4 44.8 19.0	267.7 44.8 20.1	319.4 44.8 21.0	319.4 44.8 21.0	396.8 44.8 25.4
Convertible senior notes, current Operating lease liabilities, ST  Total current liabilities  Long term liabilities  Covertible senior notes, net Deferred revenue, LT Operating lease liabilities, LT Other LT liabilities	32.5 28.0 2.6	59.3 31.2 4.5	97.4 50.9 7.9	158.5 41.9 12.7	155.0 43.6 21.0	185.8 47.9 16.8	200.3 46.9 19.4	251.1 44.8 22.1	251.1 44.8 22.1	238.5 44.8 24.2	249.4 44.8 19.0	267.7 44.8 20.1	319.4 44.8 21.0	319.4 44.8 21.0	396.8 44.8 25.4
Convertible senior notes, current Operating lease liabilities, ST  Total current liabilities  Long term liabilities  Covertible senior notes, net Deferred revenue, LT Operating lease liabilities, LT	32.5 28.0	59.3 31.2	97.4 50.9	158.5 41.9	155.0 43.6	185.8 47.9	200.3 46.9	251.1 44.8	251.1 44.8	238.5 44.8	249.4 44.8	267.7 44.8	319.4 44.8	319.4 44.8	396.8 44.8
Convertible senior notes, current Operating lease liabilities, ST  Total current liabilities  Long term liabilities  Covertible senior notes, net Deferred revenue, LT	32.5	59.3	97.4	158.5	155.0	185.8	200.3	251.1	251.1	238.5	249.4	267.7	319.4	319.4	396.8
Convertible senior notes, current Operating lease liabilities, ST  Total current liabilities  Long term liabilities  Covertible senior notes, net					,										
Convertible senior notes, current Operating lease liabilities, ST  Total current liabilities  Long term liabilities		012.5	060.7	1 121 2	4.404.0	4 4 4 4 . 0	4 407 7	0.0	0.0	0 0		0.0	0.0	0.0	
Convertible senior notes, current Operating lease liabilities, ST Total current liabilities	861.6														
Convertible senior notes, current Operating lease liabilities, ST															
Convertible senior notes, current	423.9	720.2	1,134.4	1,535.9	1,474.4	1,583.9	1,701.3	3,112.9	3,112.9	2,992.6	3,127.4	3,248.7	3,622.2	3,622.2	2,968.7
	15.6	19.8	26.1	34.5	38.1	44.8	50.9	50.9	50.9	50.9	50.9	50.9	50.9	50.9	50.9
Deferred revenue, ST	0.0	0.0	0.0	0.0	,	,	,	1,142.3	1,142.3	1,142.3	1,142.3	1,142.3	1,142.3	1,142.3	
·	337.3	571.3	923.7	1,281.1	1,244.5	1,316.4	1,376.7	1,643.9	1,643.9	1,558.7	1,630.3	1,749.6	2,087.6	2,087.6	2,527.7
Accrued compensation	49.4	93.6	111.9	136.8	97.6	137.4	163.1	160.8	160.8	108.9	172.6	173.9	199.2	199.2	237.2
Accrued expensses and other ST liabilities	16.4	22.9	46.5	65.0	71.0	68.2	82.6	91.7	91.7	104.1	101.6	96.3	112.2	112.2	118.6
Accounts payable	5.2	12.5	26.2	18.5	23.2	17.1	28.0	23.3	23.3	27.8	29.8	35.7	30.0	30.0	34.4
Current liabilities					·		·			·					
Total assets	1,833.5	2,257.6	2,832.7	3,608.3	3,635.6	3,934.2	4,198.8	4,705.0	4,705.0	4,703.8	5,009.2	5,308.9	5,933.1	5,933.1	6,187.6
Other assets	8.1	15.7	21.9	30.5	29.8	38.4	51.6	58.1	58.1	48.4	45.7	53.5	98.2	98.2	101.7
Goodwill	30.1	59.0	78.5	89.2	92.4	92.4	417.0	417.0	417.0	417.0	417.0	417.0	417.0	417.0	417.0
Intangible assets, net	24.0	32.1	31.8	25.9	25.6	22.5	69.0	63.8	63.8	60.2	56.4	52.4	46.1	46.1	26.9
Deferred contract acquisition costs, LT	77.7	149.7	210.8	259.4	253.4	255.9	268.1	296.5	296.5	300.1	302.6	316.3	343.9	343.9	409.8
Operating lease righ-of-use assets	36.1	44.3	72.4	70.7	77.1	87.8	92.5	89.8	89.8	89.8	89.8	89.8	89.8	89.8	89.8
Property and equipment, net	75.7	108.6	160.6	242.4	265.6	294.5	330.6	383.1	383.1	414.0	454.1	499.3	558.5	558.5	755.4
Non-current assets															
Total current assets	1,581.8	1,848.3	2,256.6	2,890.3	2,891.6	3,142.7	2,970.0	3,396.6	3,396.6	3,374.3	3,643.6	3,880.7	4,379.5	4,379.5	4,387.1
Prepaid expenses and other ST assets	31.4	31.3	39.4	91.6	80.9	77.7	88.6	101.6	101.6	133.1	126.9	147.1	185.2	185.2	227.0
Deferred contract acquisition costs, ST	32.2	57.4	86.2	115.8	119.4	125.6	135.1	148.9	148.9	141.4	148.5	159.4	172.7	172.7	205.7
Accounts receivable, net	147.6	257.1	399.7	582.6	366.8	479.6	506.3	736.5	736.5	450.9	598.2	659.7	930.1	930.1	1,114.0
Short-term investments	1,228.7	1,226.7	718.1	838.0	962.7	1,021.2	980.8	986.6	986.6	986.6	986.6	986.6	986.6	986.6	986.6
Cash and cash equivalents	141.9	275.9	1,013.2	1,262.2	1,361.7	1,438.6	1,259.2	1,423.1	1,423.1	1,662.3	1,783.4	1,927.9	2,105.0	2,105.0	1,853.7
Current assets															
Balance Sheet															
	Full Year	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24	4Q24	Full Year	1Q25E	2Q25E	3Q25E	4Q25E		Full Year
\$ in millions, except per share data	2020	2021	2022	2023	Oct-23	Jan-24	Apr-24	Jul-24	2024	Oct-24	Jan-25	Apr-25	Jul-25	2025 (E)	2026 (E)

**Exhibit 223: Zscaler Cash Flow Statement** 

\$ in millions, except per share data	2020	2021	2022	2023	Oct-23	Jan-24	Apr-24	Jul-24	2024	Oct-24	Jan-25	Apr-25	Jul-25	2025 (E)	2026 (E)
ψ III IIIIIIIOIIS, except per Share data	Full Year	Full Year	Full Year	Full Year	1Q24	2Q24	3Q24	4Q24	Full Year	1Q25E	2Q25E	3Q25E	4Q25E	Full Year	
Cash Flow Statement	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>		<u> </u>	<u> </u>	<u> </u>			<u> </u>	1420		
Cash from Operating Activities															
Net income (loss)	(115.1)	(262.0)	(390.3)	(202.3)	(33.5)	(28.5)	19.1	(14.9)	(57.7)	(13.6)	(9.3)	4.3	(7.4)	(26.0)	44.7
Depreciation and amortization	17.7	29.7	40.5	55.8	14.0	15.4	17.7	19.3	66.3	22.1	24.0	26.4	29.1	101.6	143.8
Amortization expense of acquired intangible ass		6.8	9.0	11.1	3.0	3.1	3.4	5.1	14.6	3.6	3.8	4.0	6.3	17.8	19.2
Amortization expense of acquired intangible ass Amortization of deferred contract acquisition cos		40.6	68.5	98.7	30.1	31.4	33.2	35.4	130.1	37.1	38.1	40.3	43.2	158.7	185.5
Amortization of debt discount and issuance cost	4.9	51.9	55.1	3.9	1.0	1.0	1.0	1.0	3.9	1.0	1.0	1.0	1.0	3.9	0.4
Non-cash operating lease costs	13.6	21.0	25.6	32.2	9.9	11.7	13.3	14.5	49.4	0.0	0.0	0.0	0.0	0.0	0.0
Stock-based compensation expense	121.4	258.5	409.6	444.8	129.1	140.4	113.2	144.9	527.7	142.2	149.2	153.8	168.3	613.5	715.2
Amortization (accretion) of investments purchase		11.7	6.6	(6.6)	(3.2)	(6.4)	(5.0)	(4.5)	(19.1)	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income taxes	(1.2)	(2.4)	(0.6)	0.4	(0.0)	(1.4)	(4.3)	0.1	(5.6)	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.3	0.3	0.6)	(4.1)	1.0	0.4	0.3	1.6	3.3	0.0	0.0	0.0	0.0	0.0	0.0
	8.6	45.6	97.5	28.6	107.8	(26.3)	(17.2)	1.8	66.1	99.8	(45.5)	(13.8)	(11.2)		57.0
Working Capital: Accounts receivable	(54.2)	(111.6)	(143.3)		215.1	, ,	٠,		(153.0)	1		. ,	(270.5)	(193.6)	(183.9)
	` /	( - /	` ,	(183.9)		(112.7)	(24.0)	(231.4)	, ,	285.7	(147.3)	(61.5)	,	(229.9)	(183.9)
Deferred contract acquisition costs	(65.1)	(137.7)	(158.5)	(177.0)	(27.7)	(40.1)	(54.9)	(77.7)	(200.3)	(33.3)	(47.6)	(64.9)	(84.2)	' '	` ,
Prepaid expenses and other assets	(13.6)	(3.4)	(10.3)	(39.9)	1.3	1.3	(26.1)	(16.5)	(40.0)	(21.9)	8.9	(28.0)	(82.7)	(123.7)	(45.3)
Accounts payable	0.9 2.3	7.5 6.5	14.4 13.4	(8.4)	4.6 4.9	(7.0) 1.2	9.9	(3.4) 28.9	4.2 43.6	4.5	2.0	5.9	(5.8)	6.7 19.5	4.4 10.7
Accrued expenses and other liabilities	27.9	43.9	18.3	26.8	_	39.8	8.6		10.5	14.5	(7.7)	(4.2)	16.9 25.3	38.4	
Accrued compensation	-			24.5	(39.2)		12.3	(2.3)		(51.9)	63.7	1.3			38.0
Deferred revenue	118.0	262.4	391.2	418.6	(40.2)	102.6	69.9	318.0	450.3	(97.8)	82.5	137.6	389.7	512.1	517.4
Operating lease liabilities	(7.6)	(22.1)	(27.7)	(32.2)	(11.0)	(11.5)	(12.9) 173.4	(13.9)	(49.2)	0.0	0.0 <b>161.2</b>	0.0 <b>216.1</b>	0.0 <b>229.4</b>	0.0	0.0
Net cash provided by operating activities	79.3	202.0	321.9	462.3	260.8	142.1		203.6	779.8	292.2				898.9	1,165.8
y/y growth	36.7%	154.7%	59.3%	43.6%	103.0%	58.8%	59.9%	49.7%	68.7%	12.0%	13.5%	24.6%	12.7%	15.3%	29.7%
q/q growth					91.9%	-45.5%	22.1%	17.4%		43.5%	-44.8%	34.0%	6.2%		
% of revenue	18.4%	30.0%	29.5%	28.6%	52.5%	27.1%	31.3%	34.3%	36.0%	48.3%	25.4%	32.3%	32.7%	34.4%	36.5%
Cash from investing activities															
Purchases of property and equipment	(43.1)	(48.2)	(69.3)	(97.2)	(28.7)	(30.9)	(35.7)	(49.4)	(144.6)	(42.4)	(50.8)	(53.5)	(66.6)	(213.3)	(262.4)
Capitalized internal-use software	(8.7)	(10.1)	(21.3)	(31.5)	(7.4)	(10.4)	(14.6)	(17.9)	(50.3)	(10.6)	(13.3)	(18.1)	(21.7)		(78.3)
Payment for business acquisitions, net of cash	(39.6)	(40.5)	(25.3)	(15.6)	(4.4)	(,	(357.4)	(12.9)	(374.7)	(1010)	( )	(,	(= · · · )	0.0	0.0
Strategic investments	(2.0)	(3.1)	0.0	(3.2)	()	(2.0)	0.0	( )	(2.0)					0.0	0.0
Purchase of ST investments	(1,255.6)	(815.5)	(844.9)	(1,064.1)	(375.9)	(385.9)	(242.2)	(287.0)	(1,291.0)	0.0	0.0	0.0	0.0	0.0	0.0
Proceeds from maturities of ST investments	289.8	785.2	1,334.9	901.8	253.8	340.8	244.6	293.0	1,132.3		***	***		0.0	0.0
Proceeds from sales of ST investments	21.1	22.5	0.0	50.5		2.1	45.1		47.2					0.0	0.0
Net cash used in investing activities	(1,038.2)	(109.7)	374.1	(259.3)	(162.5)	(86.2)	(360.2)	(74.2)	(683.2)	(52.9)	(64.1)	(71.6)	(88.4)	(277.0)	(340.8)
Cash from financing activities															
Proceeds from issuance of CS upon exercise of	21.6	18.2	6.9	3.9	1.3	2.6	7.4	1.0	12.2					0.0	0.0
Proceeds from issuance of CS under the ESPP	15.3	25.7	34.6	42.3		18.4	0.0	33.6	52.0	0.0	24.0	0.0	36.0	60.0	66.0
Proceeds from issuance of convertible senior no	1,130.5	0.0	0.0	0.0					0.0	0.0	0.0	0.0	0.0	0.0	(1,142.3)
Net cash provided by financing activities	1,022.2	41.7	41.3	46.0	1.3	21.0	7.4	34.5	64.2	0.0	24.0	0.0	36.0	60.0	(1,076.3)
FX Impact on cash and equivalents	0.0	0.0	0.0	0.0					0.0					0.0	0.0
Cash balance, beginning of period	78.5	141.9	275.9	1,013.2	1,262.2	1,361.7	1,438.6	1,259.2	1,262.2	1,423.1	1,662.3	1,783.4	1,927.9	1,423.1	2.105.0
Net change in cash	63.4	134.0	737.3	249.0	99.5	76.9	(179.4)	163.9	160.9	239.3	121.1	144.5	177.0	681.9	(251.2)
Cash balance, end of period	141.9	275.9	1,013.2	1,262.2	1,361.7	1,438.6	1,259.2	1,423.1	1,423.1	1,662.3	1,783.4	1,927.9	2,105.0	2,105.0	1,853.7
oush salance, end of period	141.3	213.3	1,013.2	1,202.2	1,301.7	1,430.0	1,233.2	1,423.1	1,423.1	1,002.3	1,700.4	1,321.3	۵, ۱۷۵.۷	2,100.0	1,000.7

## **Companies Mentioned**

Akamai Technologies, Inc. ARM Holdings PLC ADR

Couchbase, Inc. Blackstone Inc. Confluent Inc Class A

Check Point Software Technologies Ltd.

Salesforce, Inc.

CrowdStrike Holdings, Inc. Class A

Commvault Systems, Inc. CyberArk Software Ltd. Datadog Inc Class A Dynatrace, Inc. Elastic NV Fortinet, Inc.

International Business Machines Corporation

MongoDB, Inc. Class A Microsoft Corporation Cloudflare Inc Class A ServiceNow, Inc. Okta, Inc. Class A **Oracle Corporation** Onestream, Inc. Class A Palo Alto Networks, Inc.

Informatica, Inc. Class A

**Progress Software Corporation** 

Pure Storage, Inc. Class A Rubrik, Inc. Class A SentinelOne, Inc. Class A

SAP SE Sponsored ADR Smartsheet, Inc. Class A Snowflake, Inc. Class A **Teradata Corporation** Workday, Inc. Class A

Zscaler, Inc.

Note: Priced at market close as of 09/30/2024

Source: FactSet and Guggenheim Securities, LLC

AKAM, Buy, \$100.95 ARM, Buy, \$143.01 BASE, Buy, \$16.12 BX, NC, \$153.13 CFLT, Buy, \$20.38 CHKP, Neutral, \$192.81 CRM, Neutral, \$273.71 CRWD, Neutral, \$280.47 CVLT, Buy, \$153.85 CYBR, Buy, \$291.61 DDOG, Neutral, \$115.06 DT, Buy, \$53.47 ESTC, Buy, \$76.76 FTNT, Neutral, \$77.55 IBM, NC, \$221.08 INFA, Buy, \$25.28 MDB, Neutral, \$270.35

NET, Sell, \$80.89 NOW, Sell, \$894.39 OKTA, Buy, \$74.34 ORCL, Buy, \$170.40 OS, Buy, \$33.90

MSFT, Neutral, \$430.30

PANW, Neutral, \$341.80 PRGS, Buy, \$67.37 PSTG, Buy, \$50.24 RBRK, Buy, \$32.15 S, Buy, \$23.92 SAP, NC, \$229.10 SMAR, Buy, \$55.36 SNOW, Neutral, \$114.86 TDC, Buy, \$30.34

WDAY, Sell, \$244.41 ZS, Neutral, \$170.94

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