

Market Kinetics

eDiscovery Operational Metrics - Summer 2022

Complex  Discovery

Operational Metrics

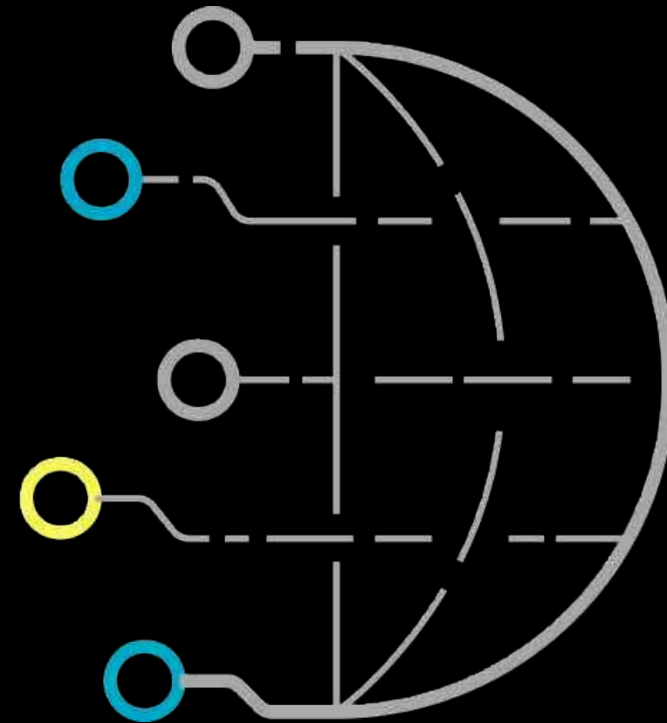
Background

Days Sales Outstanding

Monthly Recurring Revenue

Distribution of Revenue

Context



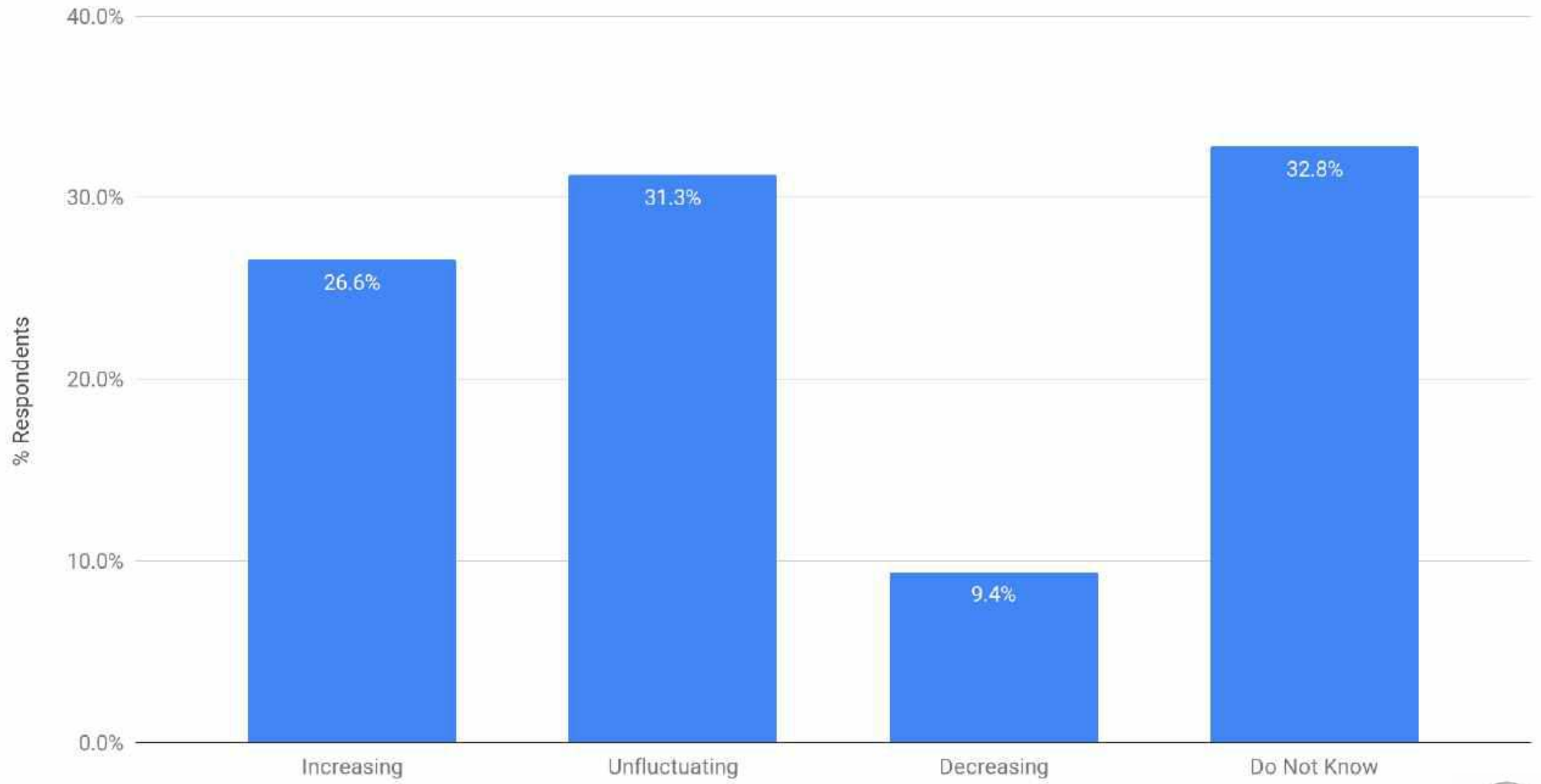


Background

Quarterly Business Confidence Survey
Summer 2022 Operational Metrics Results



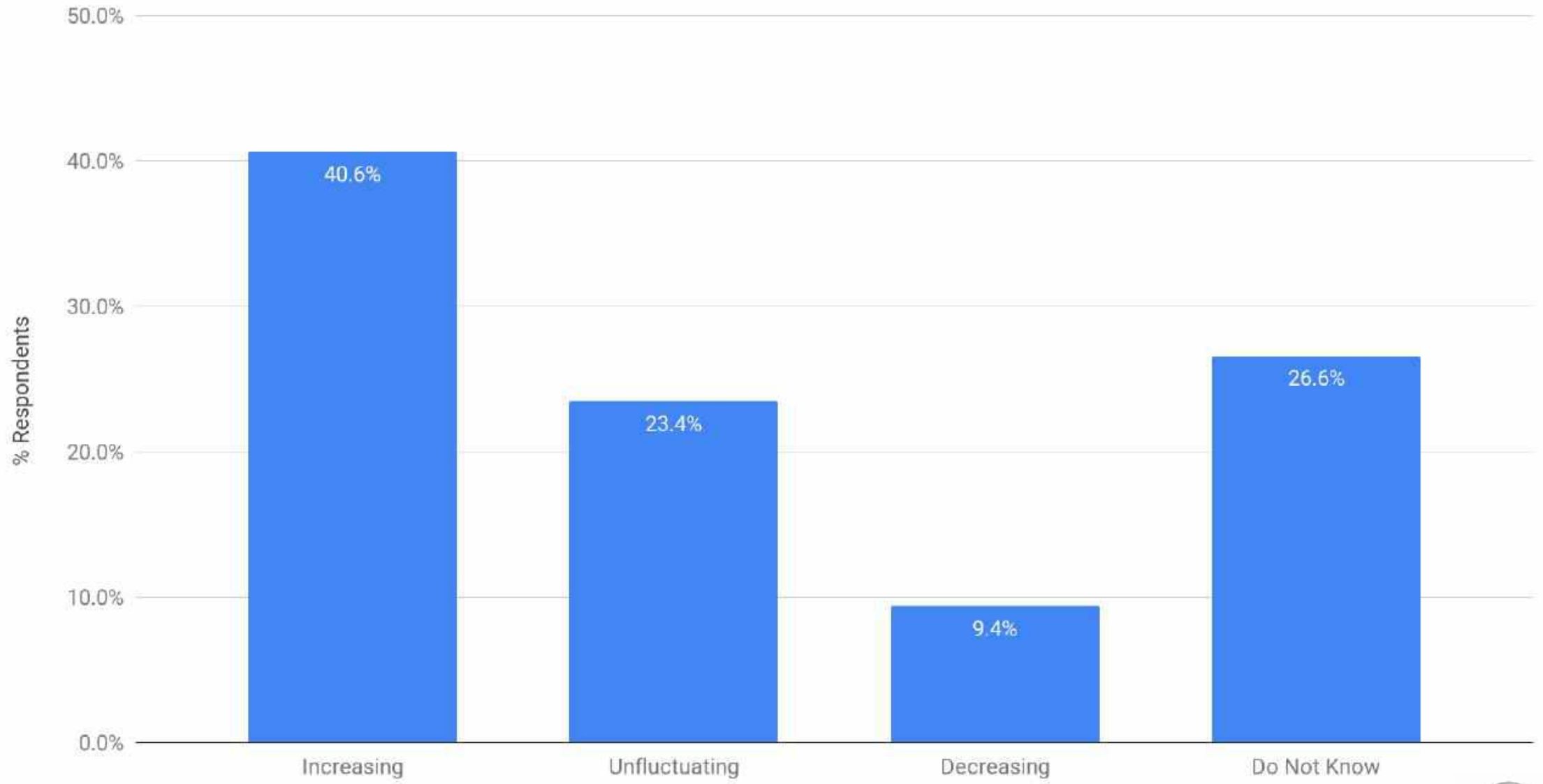
eDiscovery Business Metric Trajectory: Days Sales Outstanding



Summer 2022 eDiscovery Business Confidence Survey (n=64)



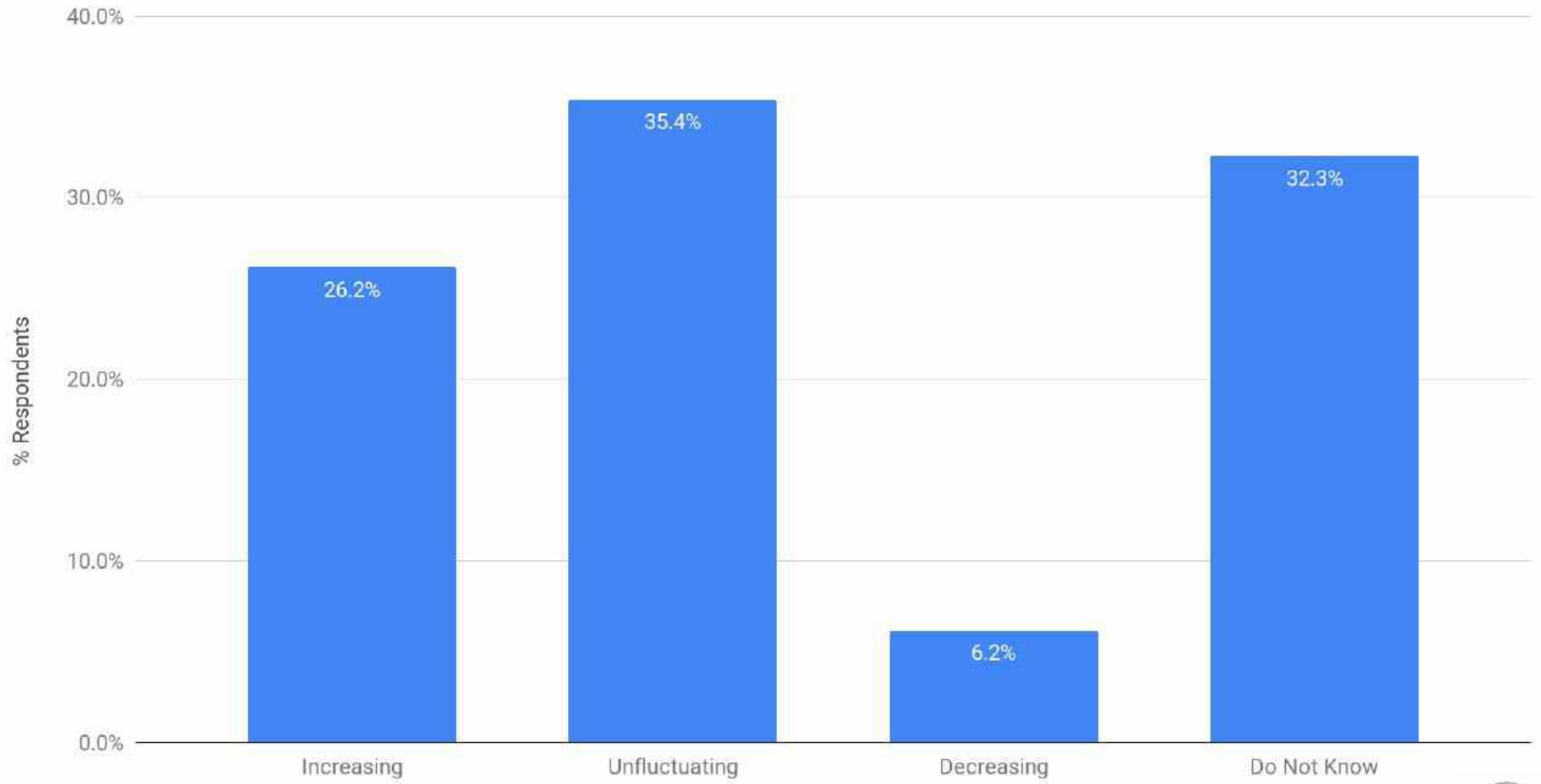
eDiscovery Business Metric Trajectory: Monthly Recurring Revenue



Summer 2022 eDiscovery Business Confidence Survey (n=64)



eDiscovery Business Metric Trajectory: Distribution of Revenue Across Customer Base



Summer 2022 eDiscovery Business Confidence Survey (n=65)



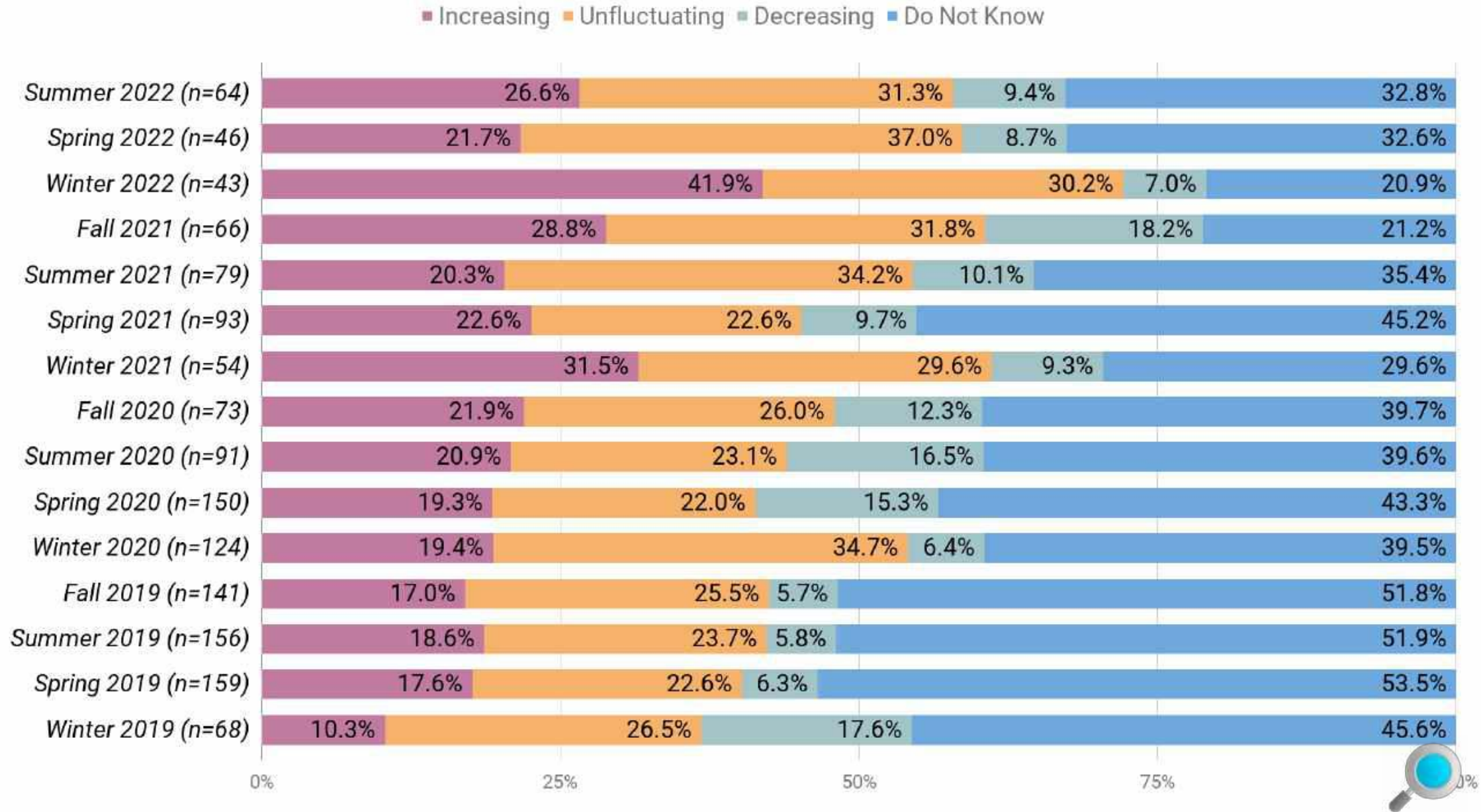


Aggregate Results

Quarterly Business Confidence Survey
Operational Metrics - 15 Surveys

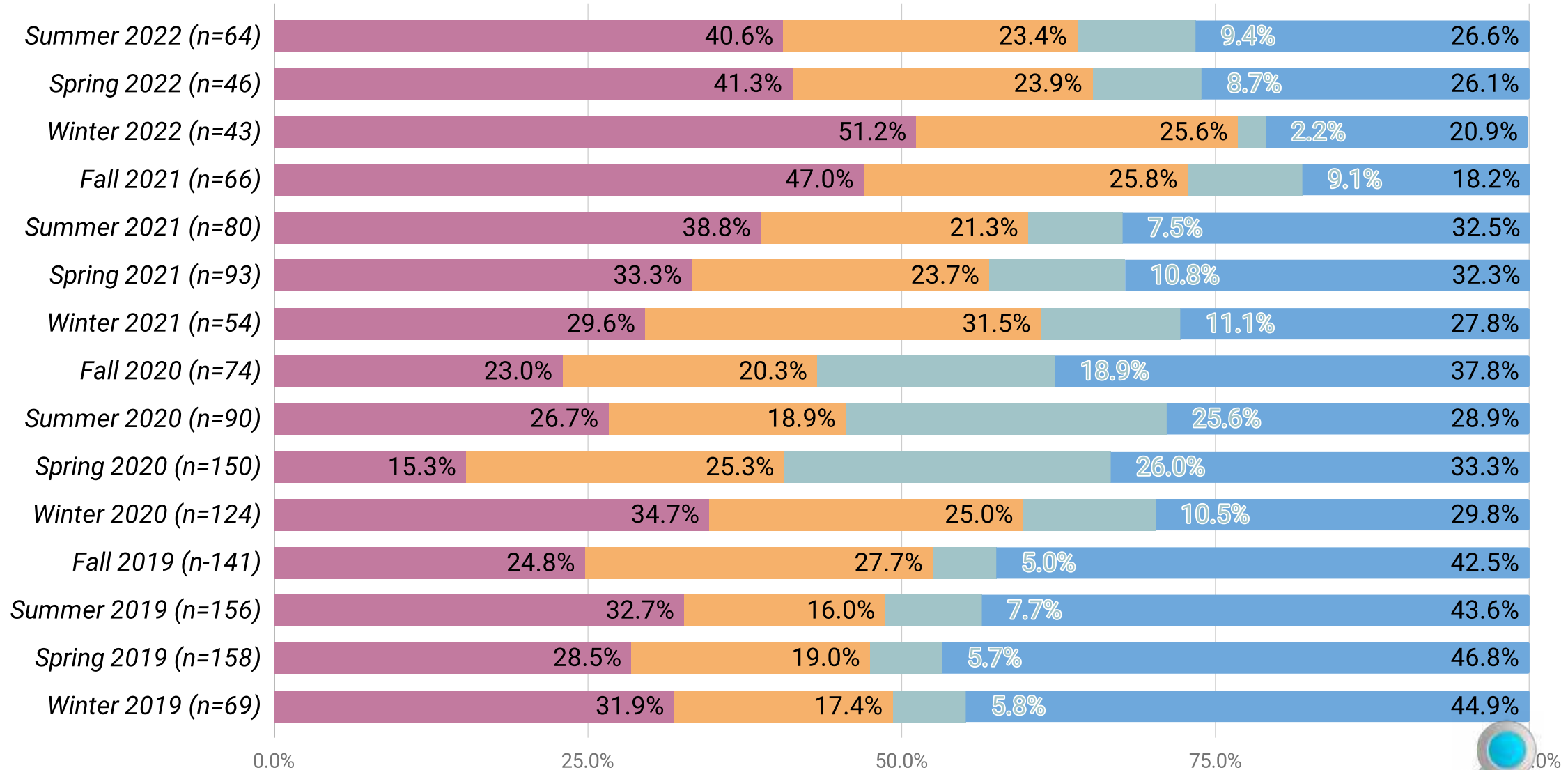


eDiscovery Business Metric Trajectory: Days Sales Outstanding



eDiscovery Business Metric Trajectory: Monthly Recurring Revenue

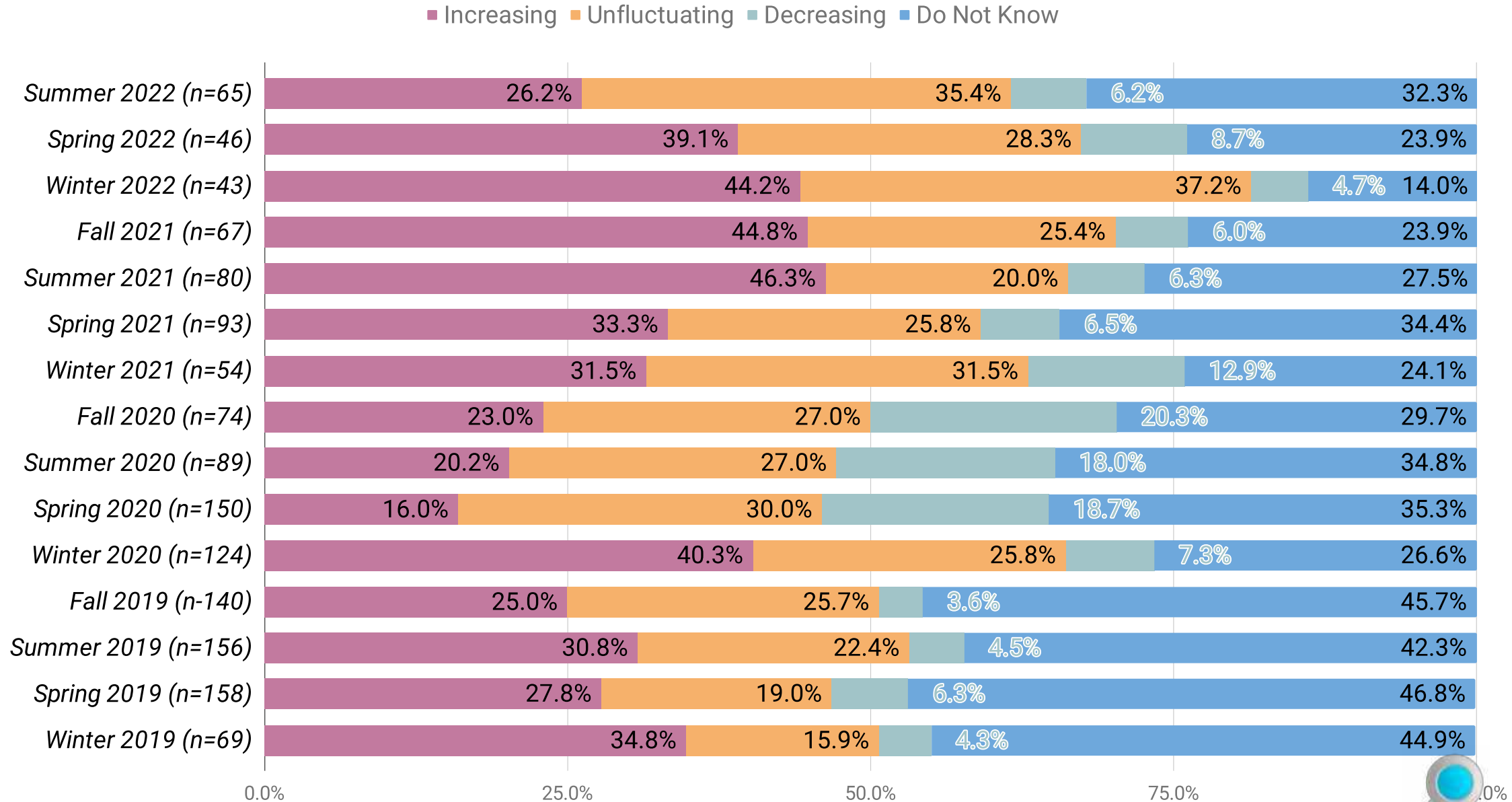
■ Increasing ■ Unfluctuating ■ Decreasing ■ Do Not Know



Operational Metrics



eDiscovery Business Metric Trajectory: Distribution of Revenue Across Customer Base



Context

Hyperlinks

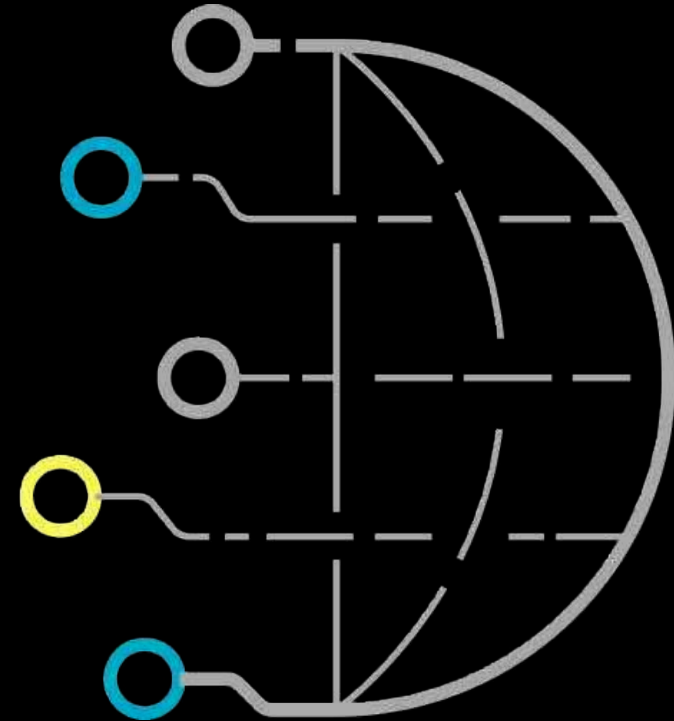
ComplexDiscovery

Market Size

Investments

Business Confidence

Second Requests



Complex  Discovery