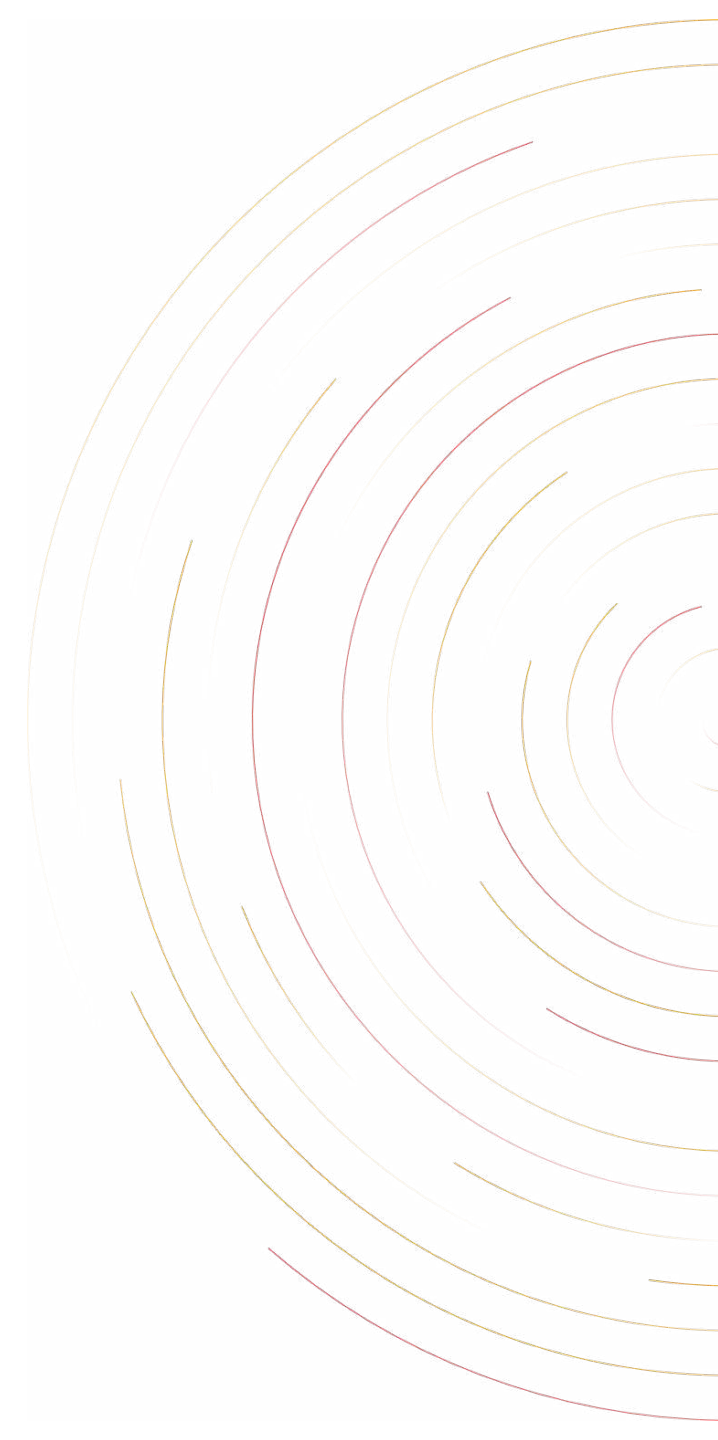




# Q3 '22 Earnings Call

17 November 2022



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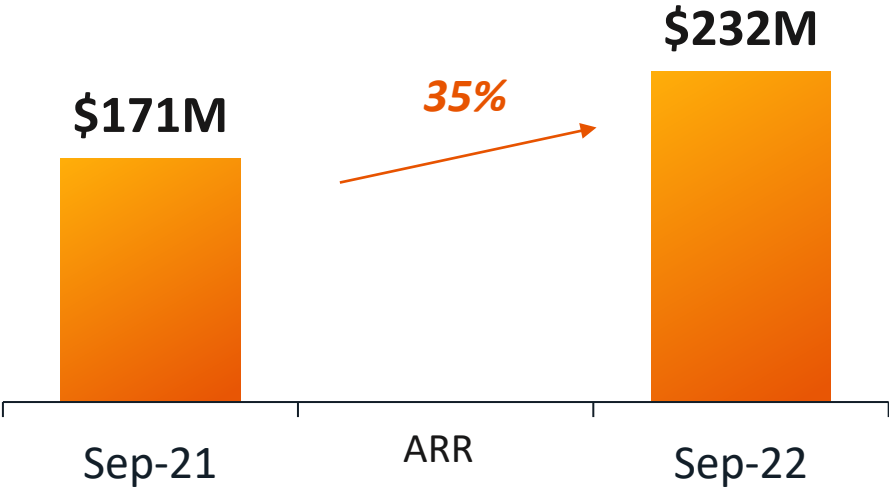
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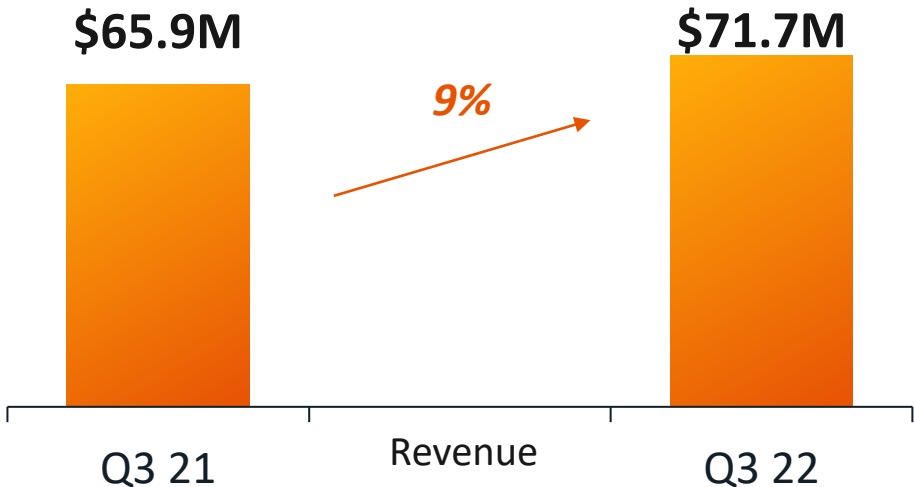


# Business Overview

# Q3 '22 Results Highlights



**25**  
Deals > \$500K



**129%**  
Net Retention Rate

# Agenda

**1** Market Environment and Updates

**2** Q3 '22 Customer Success

**3** Continued Innovation

# 1 Market Environment and Updates

1



Growing  
Pipeline

2



Go-to-Market  
Organization  
Progress

3



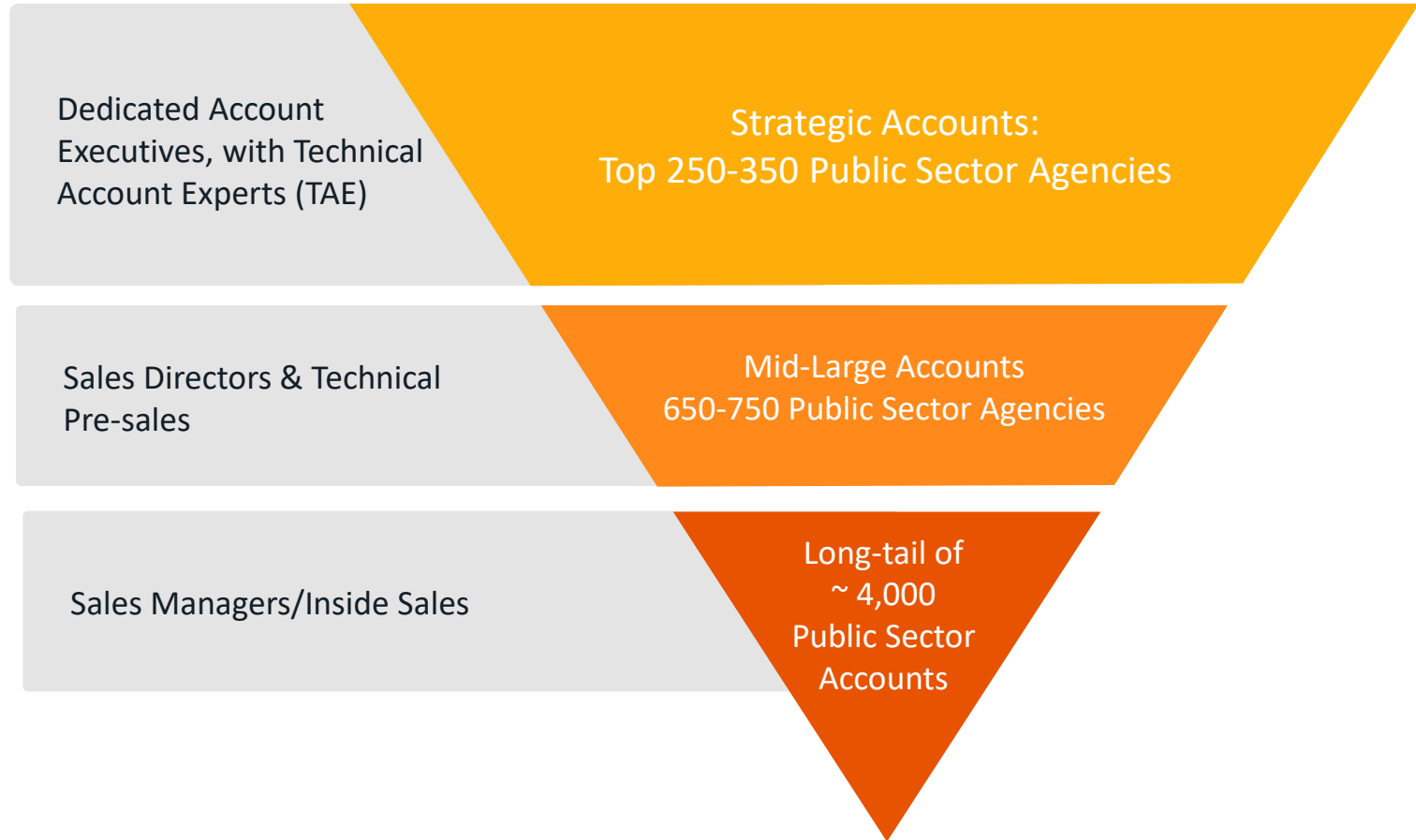
Executive  
Additions



# Go-To-Market Strategy



Increase Wallet  
Share in Existing  
Accounts



# 2 Q3 '22 Customer Success

1

## Collect & Review



### Major US Federal Agency

- ★ Large, multi-year expansion
- ★ Added wide range of C&R technology
- ★ Extended activity to the field
- ★ Training package

2

## Collect & Review



### 2 Expansion Deals in UK & EMEA

- ★ Added Premium endpoints
- ★ Extended C&R capabilities to regional sites

3

## Chainalysis



### APAC Deal

- ★ Partnership announced in July
- ★ Prominence of cryptocurrency increasing in recent years
- ★ Leveraging the transparency of blockchains and modernizing investigations





# 3 Continued Innovation

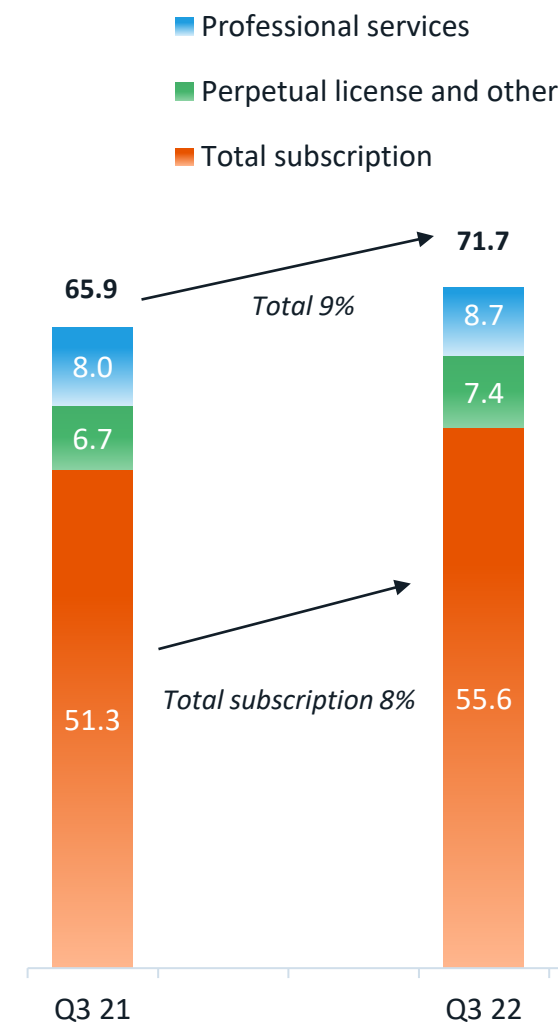
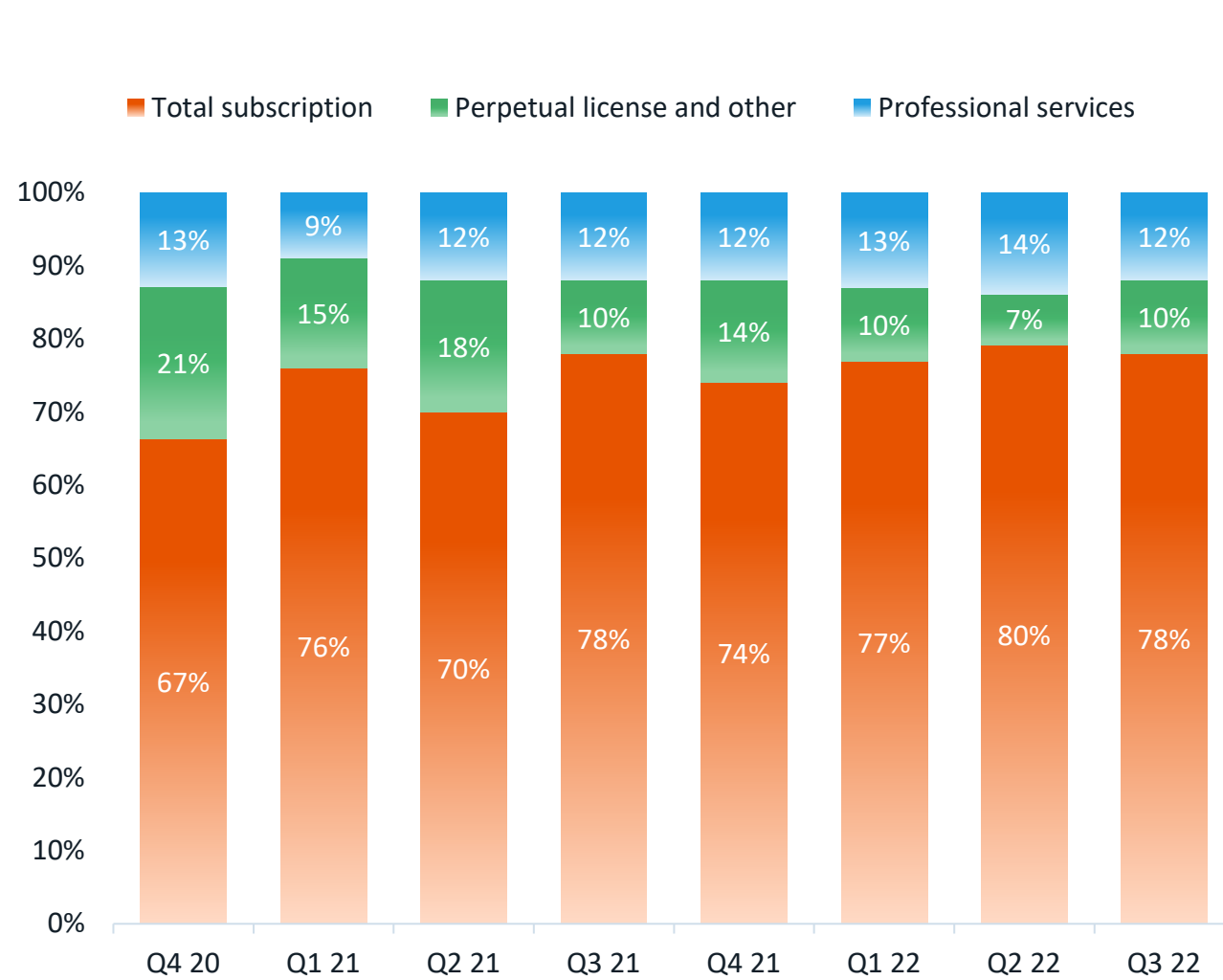


# Financial Overview

# ARR Growth Driven by Expansion

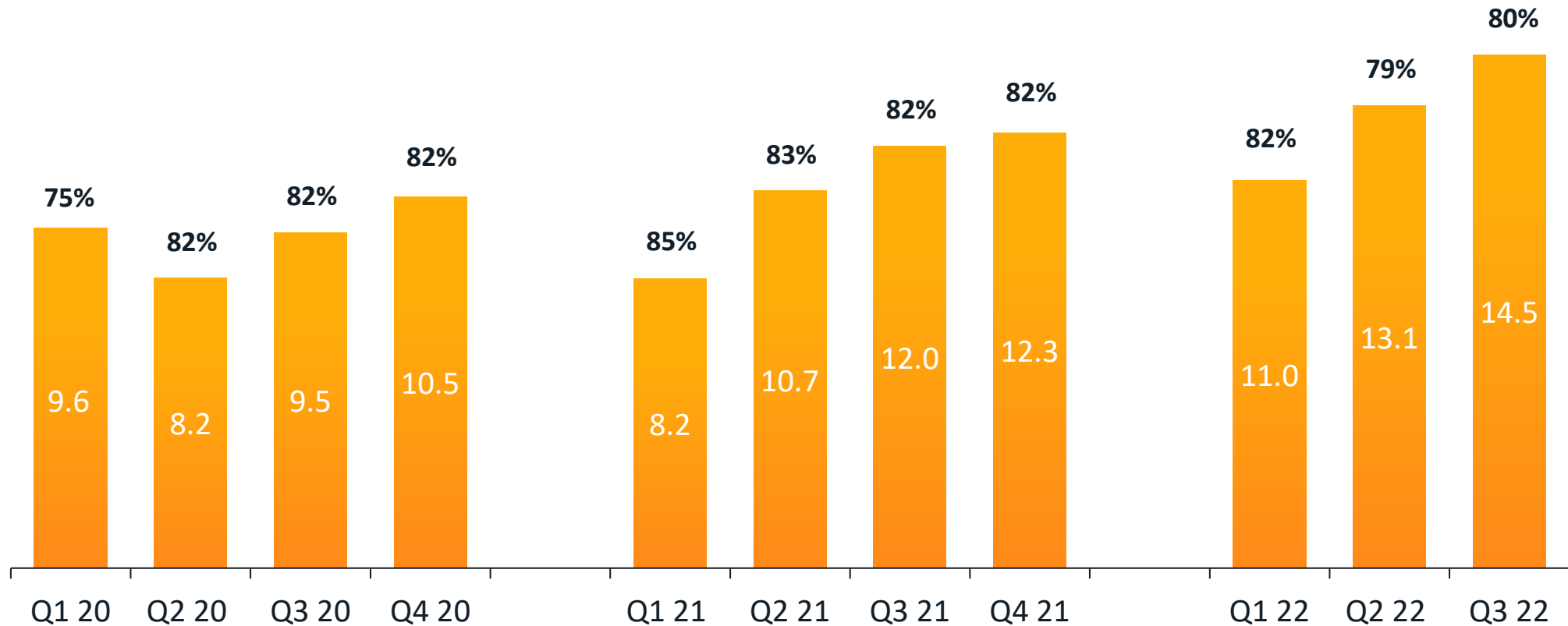


# Revenue Growth Driven by Subscription



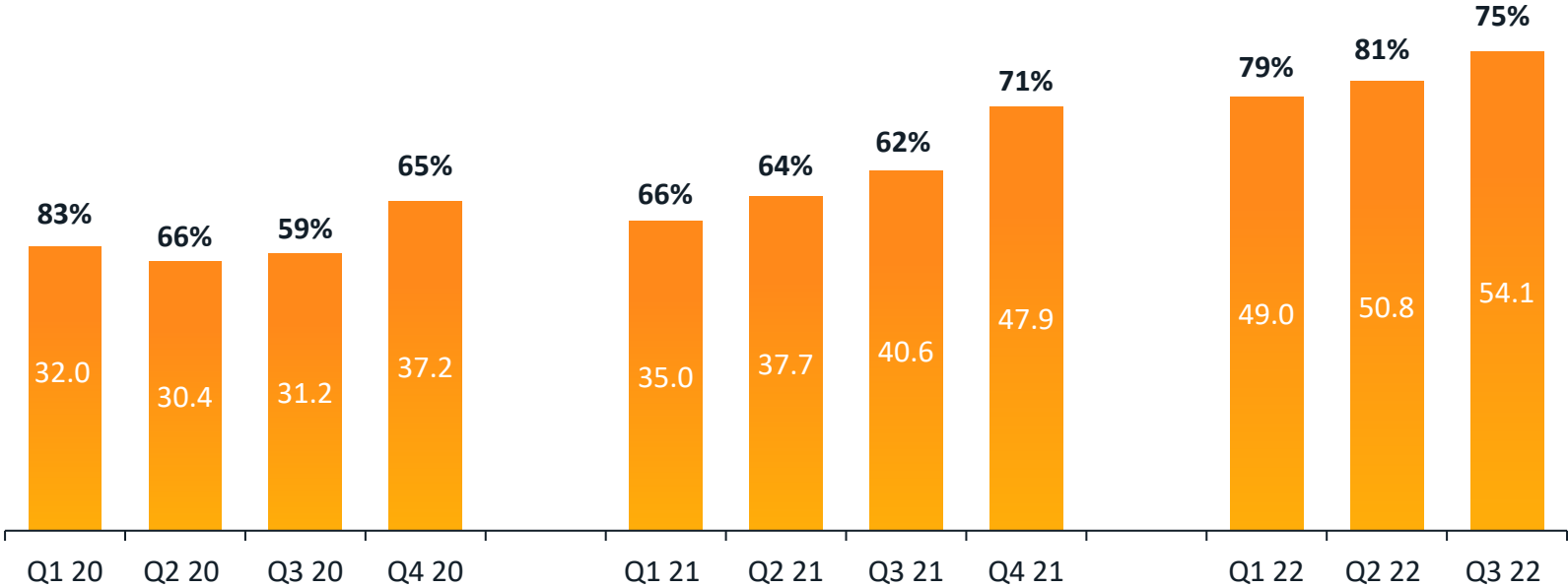
# Gross Margin Reflects Hosting Capacity Readiness

Cost of Goods Sold (GAAP, \$M) and gross margin as % of sales



# Investing in Our Growth

Operating expenses  
(Non-GAAP, \$M)  
and % of sales



850

Headcount Sep-21



1,005

Headcount Sep-22



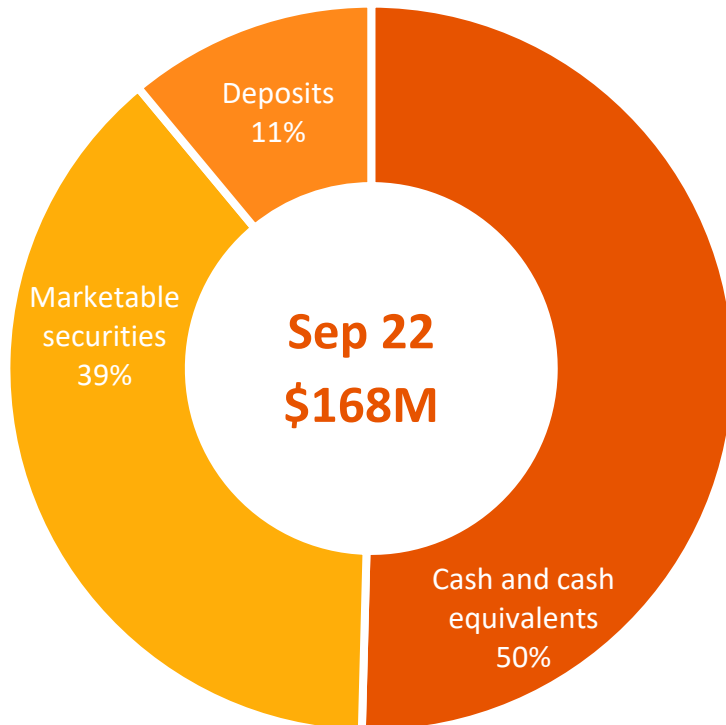
1,000+

Headcount Target Dec-22



# Solid Cash Position and Track Record

## Cash position



>20 yrs

Positive Adj. EBITDA

~\$300M

Cumulative Operating Cash Flow  
Generated Since 2000



# Financial Forecast

## 2022E Expectations

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ARR	\$245-260M
ARR Growth (y/y)	31-39%
Revenue	\$270-285M
Revenue Growth (y/y)	10-16%
Gross Margin	80-82%
Adjusted EBITDA	\$20-27M
Adjusted EBITDA Margin	7-9%

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# Q&A

# Appendix

# Financial Summary Q3 '22

(\$K)	Sept-21	Sept-22
<b>ARR</b>	<b>171,300</b>	<b>231,600</b>
<i>YOY Growth - %</i>	41%	35%
Subscriptions	51,251	55,594
Perpetual License & Others	6,657	7,407
Professional Services	7,979	8,674
<b>Total Revenue</b>	<b>65,887</b>	<b>71,675</b>
<i>YOY Growth - %</i>	24%	9%
<b>Gross Profit (Non-GAAP)</b>	<b>54,092</b>	<b>57,495</b>
<i>Gross Profit - %</i>	82.1%	80.2%
<b>Adjusted EBITDA</b>	<b>15,025</b>	<b>5,053</b>
<i>Non-GAAP EBITDA - %</i>	22.8%	7.0%



# Adjusted EBITDA Reconciliation Q3 '22

(\$K)	Sept-21	Sept-22
<b>Net Income</b>	<b>8,139</b>	<b>25,092</b>
Financial income, net	(17,812)	(25,422)
Tax expenses	6,581	(755)
Share based compensation	1,417	3,458
Issuance expenses	11,834	-
Dividend participation compensation	966	-
Amortization of intangible assets	541	664
Acquisition related costs	1,802	375
<b>Non-GAAP EBIT</b>	<b>13,469</b>	<b>3,412</b>
<i>Non-GAAP EBIT - %</i>	<i>20.4%</i>	<i>4.8%</i>
Depreciation & Amortization	1,556	1,641
<b>Adjusted EBITDA</b>	<b>15,025</b>	<b>5,053</b>
<i>Adj EBITDA - %</i>	<i>22.8%</i>	<i>7.0%</i>



# Definitions

1. **Annual Recurring Revenue:** Annual recurring revenue (“ARR”) is defined as the annualized value of active term-based subscription license contracts and maintenance contracts related to perpetual licenses in effect at the end of that period. Subscription license contracts and maintenance contracts for perpetual licenses are annualized by multiplying the revenue of the last month of the period by 12.
2. **Subscription Revenue:** Is defined as revenue from recurring, term-based license contracts and ongoing services related to core offerings. Subscription revenue is recognized ratably over the subscription term with a portion of revenue, related to the term-based license, recognized upfront.
3. **Net Retention:** Dollar-based net retention rate is calculated by dividing customer annual recurring revenue by base revenue. We define base revenue as annual recurring revenue we recognized from all customers with a valid license at the end of the equivalent quarter of the previous year. We define our customer revenue as the annual recurring revenue we recognized on the date of measurement from the same customer base included in our measure of base revenue, including recurring revenue resulting from additional sales to those customers.

