# Investor Presentation

June 2024

# Safe Harbor

FORWARD-LOOKING STATEMENTS

This presentation includes forward-looking statements, including statements based upon or relating to our expectations, assumptions, estimates, and projections. In some cases, you can identify forward-looking statements by terms such as "may," "might," "will," "objective," "intend," "should," "could," "can," "would," "expect," "believe," "design," "anticipate," "estimate," "predict," "potential," "plan" or the negative of these terms, and similar expressions. Forward-looking statements may include, but are not limited to, statements concerning the Company's guidance or expectations with respect to future financial performance; acquisitions by the Company, or the anticipated benefits thereof; potential synergies from the Company's acquisitions; macroeconomic conditions or concerns related thereto; the growth of ad-supported programmatic connected television ("CTV"); our ability to use and collect data to provide our offerings; scope and duration of client relationships; the fees we may charge in the future; our anticipated financial performance; key strategic objectives; anticipated benefits of new offerings; business mix; sales growth; benefits from supply path optimization; the development of identity solutions; client utilization of our offerings; our competitive differentiation; our market share and leadership position in the industry; market conditions, trends, and opportunities; certain statements regarding future operational performance measures; and other statements that are not historical facts. These statements are not guarantees of future performance; they reflect our current views with respect to future events and are based on assumptions and estimates and subject to known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from expectations or results projected or implied by forward-looking statements.

We discuss many of these risks and additional factors that could cause actual results to differ materially from those anticipated by our forward-looking statements under the headings "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations," and elsewhere in this presentation and in other filings we have made and will make from time to time with the Securities and Exchange Commission, or SEC, including our Annual Report on Form 10-K for the year ended December 31, 2023 and subsequent filings. These forward-looking statements represent our estimates and assumptions only as of the date of the report in which they are included. Unless required by federal securities laws, we assume no obligation to update any of these forward-looking statements, or to update the reasons actual results could differ materially from those anticipated, to reflect circumstances or events that occur after the statements are made. Without limiting the foregoing, any guidance we may provide will generally be given only in connection with quarterly and annual earnings announcements, without interim updates, and we may appear at industry conferences or make other public statements without disclosing material nonpublic information in our possession. Given these uncertainties, investors should not place undue reliance on these forward-looking statements. Investors should read this presentation and the documents that we reference in this presentation and have filed or will file with the SEC completely and with the understanding that our actual future results may be materially different from what we expect. We qualify all of our forward-looking statements by these cautionary statements.

# Non-GAAP Financial Measures

In addition to our GAAP results, we review certain non-GAAP financial measures to help us evaluate our business on a consistent basis, measure our performance, identify trends affecting our business, establish budgets, measure the effectiveness of investments in our technology and development and sales and marketing, and assess our operational efficiencies. These non-GAAP measures include Contribution ex-TAC, Adjusted EBITDA, Non-GAAP Income (Loss), and Non-GAAP Earnings (Loss) per share, each of which is discussed below.

These non-GAAP financial measures are not intended to be considered in isolation from, as substitutes for, or as superior to, the corresponding financial measures prepared in accordance with GAAP. You are encouraged to evaluate these adjustments, and review the reconciliation of these non-GAAP financial measures to their most comparable GAAP measures, and the reasons we consider them appropriate. It is important to note that the particular items we exclude from, or include in, our non-GAAP financial measures may differ from the items excluded from, or included in, similar non-GAAP financial measures used by other companies. See "Reconciliation of Revenue to Gross Profit to Contribution ex-TAC," "Reconciliation of net loss to Adjusted EBITDA," "Reconciliation of net loss to non-GAAP income," and "Reconciliation of GAAP loss per share to non-GAAP earnings per share" included as part of this presentation.

We do not provide a reconciliation of our non-GAAP financial expectations for Contribution ex-TAC and Adjusted EBITDA,  or a forecast of the most comparable GAAP measures, because the amount and timing of many future charges that impact these measures (such as amortization of future acquired intangible assets, acquisition-related charges, foreign exchange (gain) loss, net, stock-based compensation, impairment charges, provision or benefit for income taxes, and our future revenue mix), which could be material, are variable, uncertain, or out of our control and thereforecannot be reasonably predicted without unreasonable effort, if at all. In addition, we believe such reconciliations or forecasts could imply a degree of precision that might be confusing or misleading to investors.

Contribution ex-TAC: Contribution ex-TAC is calculated as gross profit plus cost of revenue, excluding traffic acquisition cost ("TAC"). Traffic acquisition cost, a component of cost of revenue, represents what we must pay sellers for the sale of advertising inventory through our platform forrevenue reported on a gross basis. Contribution ex-TAC is a non-GAAP financial measure that is most comparable to gross profit. We believe Contribution ex-TAC is a useful measure in assessing the performance of Magnite and facilitates a consistent comparison against our core business without considering the impact of traffic acquisition costs related to revenue reported on a gross basis.

Adjusted EBITDA: We define Adjusted EBITDA as net income (loss) adjusted to exclude stock-based compensation expense, depreciation and amortization, amortization of acquired intangible assets, impairment charges, interest income or expense, and other cash and non-cash based income or expenses that we do not consider indicative of our core operating performance, including, but not limited to foreign exchange gains and losses, acquisition and related items, gains or losses on extinguishment of debt, other debt refinancing expenses, non-operational real estate and other expenses (income), net, and provision (benefit) for income taxes. We also track future expenses on an Adjusted EBITDA basis, and describe them as Adjusted EBITDA operating expenses, which includes total operating expenses. Total operating expenses include cost of revenue. Adjusted EBITDA operating expenses is calculated as Contribution ex-TAC less Adjusted EBITDA. We adjust Adjusted EBITDA operating expenses for the same expense items excluded in Adjusted EBITDA. We believe Adjusted EBITDA is useful to investors in evaluating our performance for the following reasons:

- Adjusted EBITDA is widely used by investors and securities analysts to measure a company’s performance without regard to items such as those we exclude in calculating this measure, which can vary substantially from company to company depending upon their financing, capital structures, and the method by which assets were acquired.
- Our management uses Adjusted EBITDA in conjunction with GAAP financial measures for planning purposes, including the preparation of our annual operating budget, as a measure of performance and the effectiveness of our business strategies, and in communications with our board of directors concerning our performance. Adjusted EBITDA is also used as a metric for determining payment of cash incentive compensation.
- Adjusted EBITDA provides a measure of consistency and comparability with our past performance that many investors find useful, facilitates period-to-period comparisons of operations, and also facilitates comparisons with other peer companies, many of which use similar non-GAAP financial measures to supplement their GAAP results.

Although Adjusted EBITDA is frequently used by investors and securities analysts in their evaluations of companies, Adjusted EBITDA has limitations as an analytical tool, and should not be considered in isolation or as a substitute for analysis of our results of operations as reported under GAAP. These limitations include:

- Stock-based compensation is a non-cash charge and will remain an element of our long-term incentive compensation package, although we exclude it as an expense when evaluating our ongoing operating performance for a particular period.
- Depreciation and amortization are non-cash charges, and the assets being depreciated or amortized will often have to be replaced in the future, but Adjusted EBITDA does not reflect any cash requirements for these replacements.
- Impairment charges are non-cash charges related to goodwill, intangible assets and/or long-lived assets.
- Adjusted EBITDA does not reflect certain cash and non-cash charges related to acquisition and related items, such as amortization of acquired intangible assets, merger, acquisition, or restructuring related severance costs, and changes in the fair value of contingent consideration.
- Adjusted EBITDA does not reflect cash and non-cash charges and changes in, or cash requirements for, acquisition and related items, such as certain transaction expenses.
- Adjusted EBITDA does not reflect cash and non-cash charges related to certain financing transactions such as gains or losses on extinguishment of debt or other debt refinancing expenses.
- Adjusted EBITDA does not reflect changes in our working capital needs, capital expenditures, non-operational real estate expenses or income, or contractual commitments.
- Adjusted EBITDA does not reflect cash requirements for income taxes and the cash impact of other income or expense.
- Other companies may calculate Adjusted EBITDA differently than we do, limiting its usefulness as a comparative measure.

Our Adjusted EBITDA is influenced by fluctuations in our revenue, cost of revenue, and the timing and amounts of the cost of our operations. Adjusted EBITDA should not be considered as an alternative to net income (loss), income (loss) from operations, or any other measure of financial performance calculated and presented in accordance with GAAP.

We define non-GAAP earnings (loss) per share as non-GAAP income (loss) divided by non-GAAP weighted-average shares outstanding. Non-GAAP income (loss) is equal to net income (loss) excluding stock-based compensation, cash and non-cash based merger, acquisition, and restructuring costs, which consist primarily of professional service fees associated with merger and acquisition activities, cash-based employee termination costs, and other restructuring activities, including facility closures, relocation costs, contract termination costs, and impairment costs of abandoned technology associated with restructuring activities, amortization of acquired intangible assets, gains or losses on extinguishment of debt, non-operational real estate and other expenses or income, foreign currency gains and losses, interest expense associated with Convertible Senior Notes,other debt refinance expenses, and the tax impact of these items. In periods in which we have non-GAAP income, non-GAAP weighted-average shares outstanding used to calculate non-GAAP earnings per share includes the impact of potentially dilutive shares. Potentially dilutive shares consist of stock options, restricted stock units, performance stock units, and potential shares issued under the Employee Stock Purchase Plan, each computed using the treasury stock method, and the impact of shares that would be issuable assuming conversion of all of the Convertible Senior Notes, calculated under the if-converted method. We believe non-GAAP earnings (loss) per share is useful to investors in evaluating our ongoing operational performance and our trends on a per share basis, and also facilitates comparison of our financial results on a per share basis with other companies, many of which present a similar non-GAAP measure. However, a potential limitation of our use of non-GAAP earnings (loss) per share is that other companies may define non-GAAP earnings (loss) per share differently, which may make comparison difficult. This measure may also exclude expenses that may have a material impact on our reported financial results. Non-GAAP earnings (loss) per share is a performance measure and should not be used as a measure of liquidity. Because of these limitations, we also consider the comparable GAAP measure of net income(loss).

# We are the world's largest independent sell-side advertising platform

Through programmatic tech we help **Publishers** best monetize their content

**Agencies & Brands** trust our platform to execute their campaigns with the highest returns

# Why Magnite Is the Leader

CTV Market Position

Scaled

CTV Ad Server

Omnichannel

Independent

Proprietary Demand

# World Class Partners/Customers

# Scale: Key Year-End 2023 Metrics

**$550M** Cont. Ex-Tac

**$100M** FCF in 2023

**CTV** Is Currently Largest Segment

**>300** in Dev & Eng

**31%** AEBITDA Margin (2023)

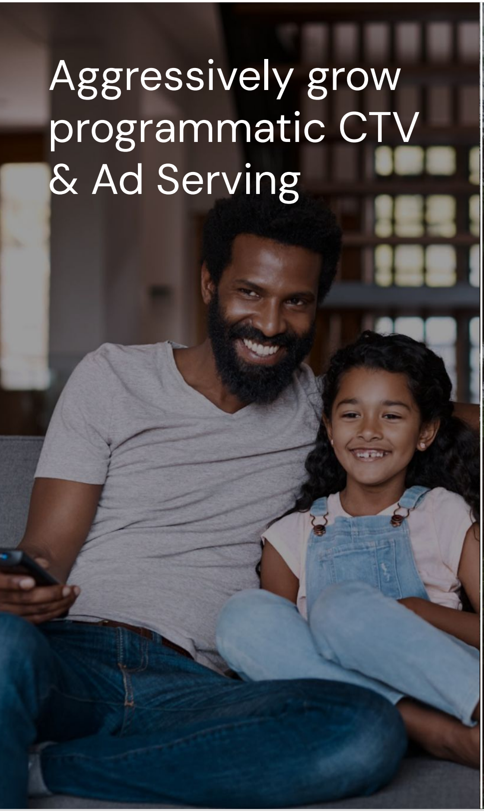
**>$5B** Ad Spend in 2023

**20%+** CTV Market Share & Growing

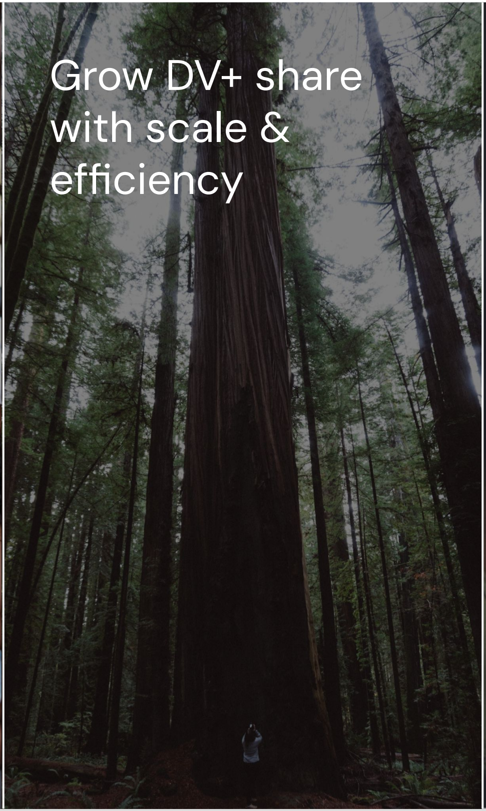
Scaled & Global

CTV Ad Server

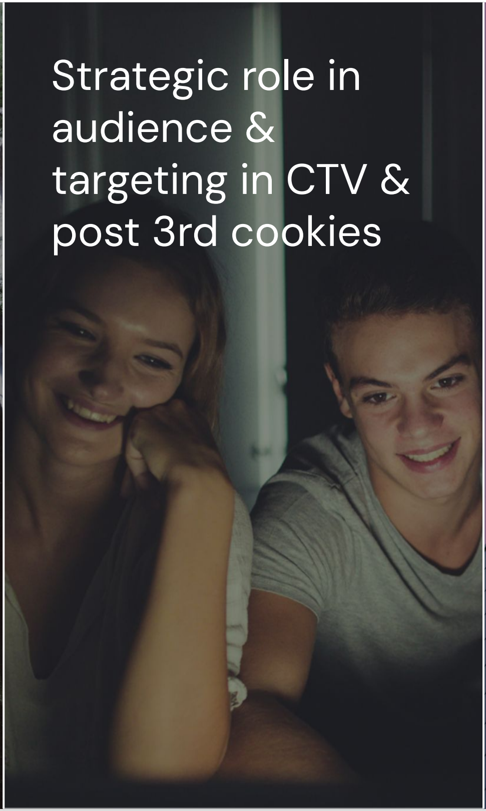
# Top Initiatives



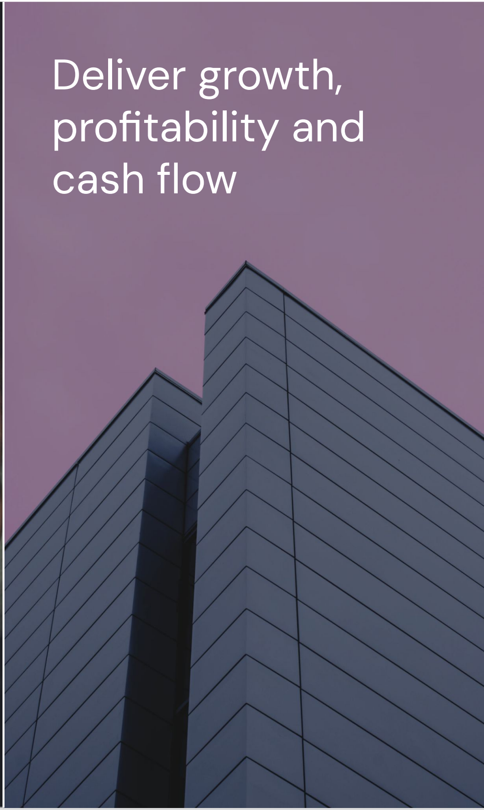
Aggressively grow programmatic CTV & Ad Serving



Grow DV+ share with scale & efficiency

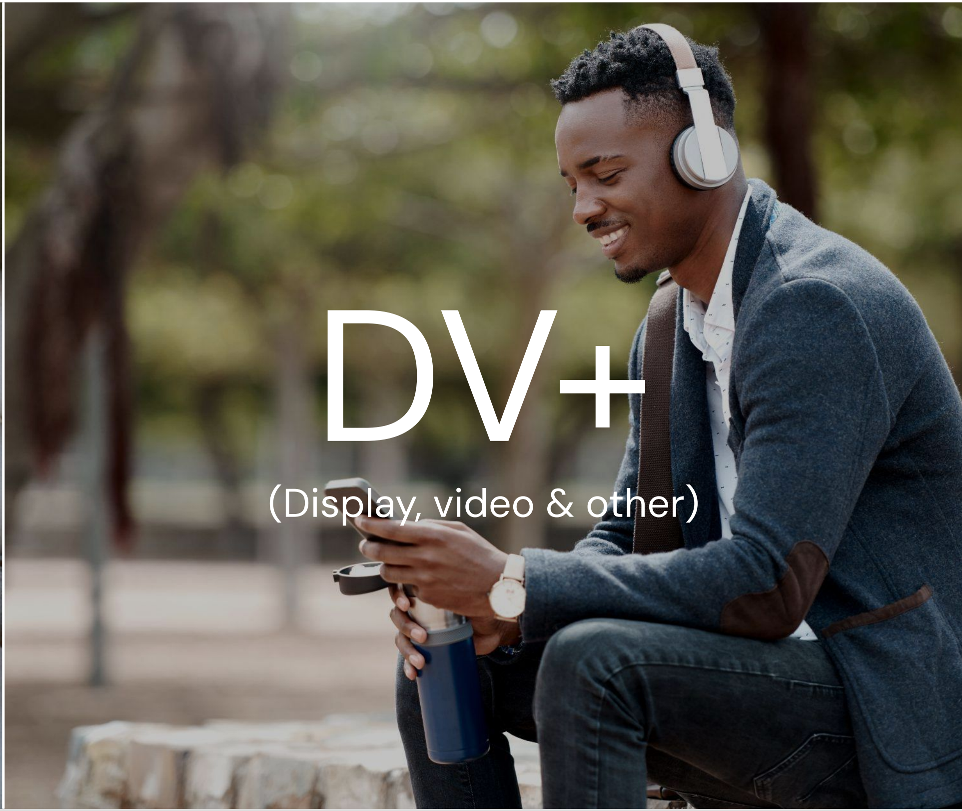


Strategic role in audience & targeting in CTV & post 3rd cookies



Deliver growth, profitability and cash flow

# We Serve Two Markets with Distinctly Different Needs

# TAM - CTV & DV+ ($ in billions)


CAGR: CTV 15%, Display & OLV 12%, Linear -9% – 4 year CAGR from 2023 to 2026

Source: Magna, Emarketer and Company Estimates

# Magnite's Role – Value Creation

| | DPSs | Exchange | Programmatic Decisioning | Ad Server | | |
|---|---|---|---|---|---|---|
| → SPO<br>→ Marketplaces<br>→ Product Partnerships | → 150+ Integrations<br>→ Traffic Shaping | → Leading Seller & Buyer Tools<br>→ Audience & Targeting<br>→ Efficient Infrastructure | → Prebid<br>→ Demand Manager<br>→ SpringServe Proxy | Spring Serve | | All Formats<br>CTV/OTT<br>TV<br>Audio<br>Video<br>Native |
| Brands & Agencies | | Magnite | | | Sellers | All Devices<br>Desktop<br>TV<br>Mobile<br>DOOH |

# Why is CTV Different?

Completely Different Tech – Much More Complex & Viewer Experience Critical

Generally One Strategic Platform Programmatic SSP Partner Chosen

Performance (Monetization) is Most Important

Can’t Compete Without Ad Server

Moat is Getting Bigger

# CTV: All About Programmatic

- → Ad supported CTV is just beginning (D+, NFLX, MAX, etc.)
- → More strategic than in DV+
- → Enterprise software provider
- → Targeting improves publisher economics / revenue
- → Ad serving
- → Demand source
- → Execution with complex software solutions

# CTV Market Overview – Broadest Market Coverage

**+Services, Programmers & Broadcasters**

Paramount
WARNER BROS. DISCOVERY
Disney
NETFLIX
FOX ENTERTAINMENT
Nine
A&E

**Device Manufacturers / OEMs**

Roku
SAMSUNG
VIZIO
LG

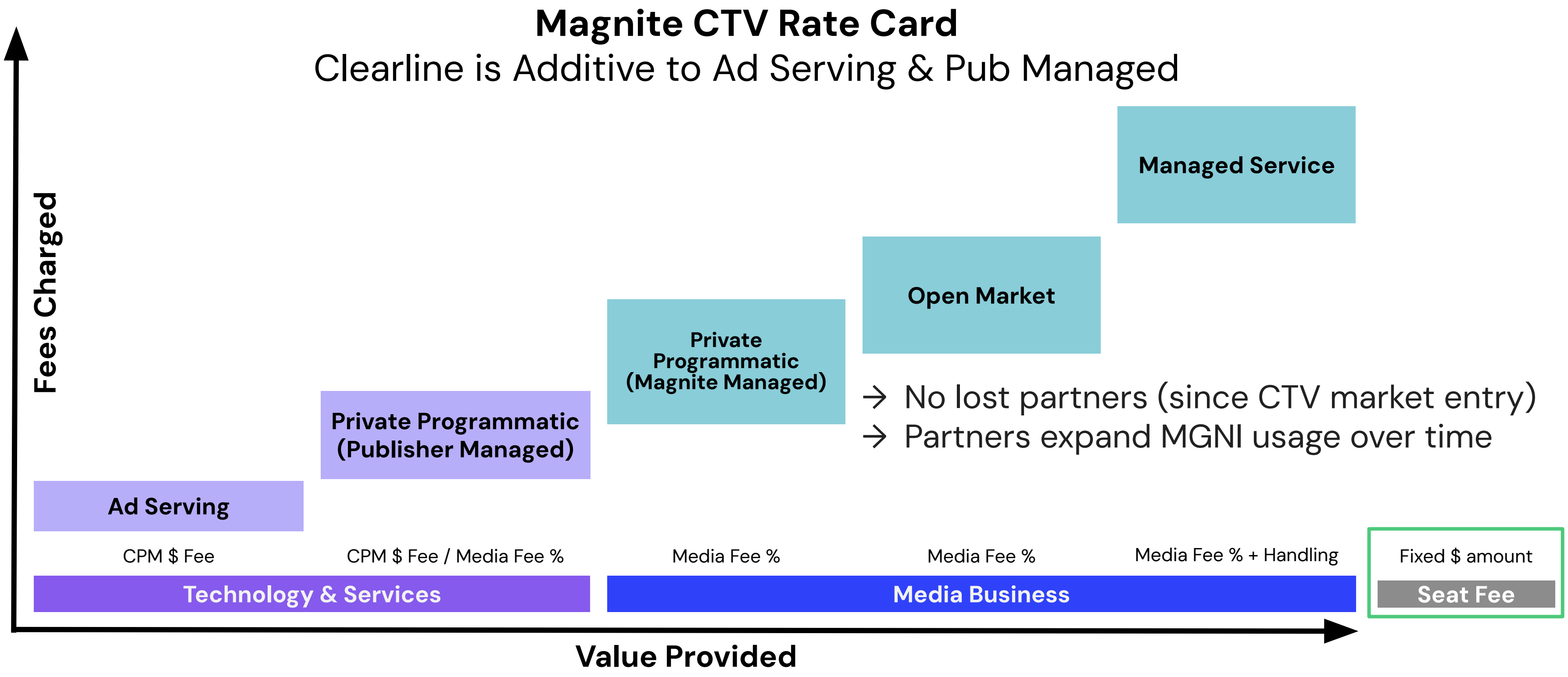
plex
XUMO
CRACKLE
tubi
pluto tv

**Digital First / FAST Services**

fubo
hotstar
philo
hulu
sling
DIRECTV

**vMVPDs**

# CTV Service Based Offering / Fees



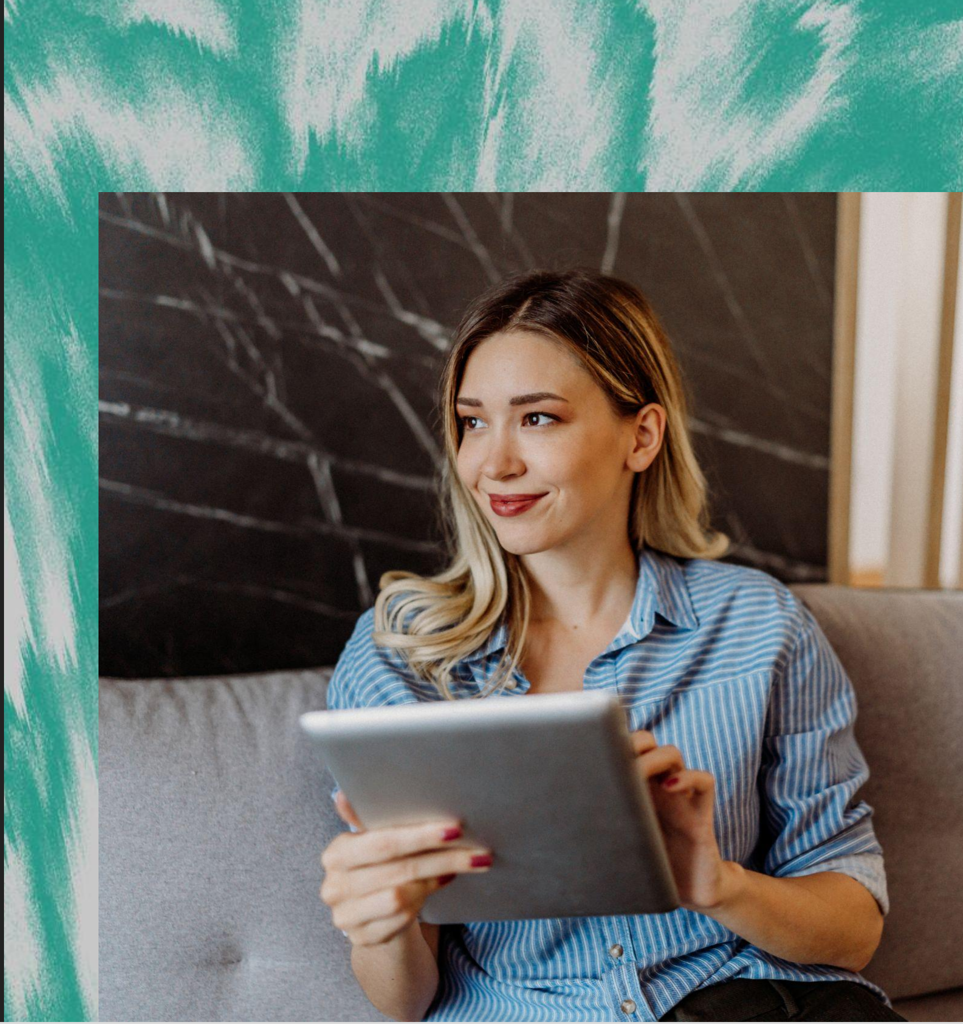
# Near Term CTV Drivers


# Magnite DV+: Our Platform for Display, Online Video, Audio

- → Primary role is bringing demand through auctions
- → Consolidation well underway to scaled & efficient players
- → Sellers and buyers transact transparently
- → Proven industry leading tools drive outcomes
- → Reserve & open auction

# Audience & Targeting: Building a Cookieless Platform

- → Anchor in CTV's unique needs
- → No 3rd party cookies in CTV
- → More relevant in DV+ post death of 3rd party cookies
- → Activate across all formats
- → Increasing sell side role with first party data
- → Create new value for sellers



# Agency Development – GroupM/Magnite Partnership

**Initial problem and ask of Magnite**

- → How can the Holding Company consolidate their programmatic CTV & OTT activations to ensure advantageous access, directly and transparently, to premium supply partners?

**Framework**

- → Magnite tech powers GroupM Premium Marketplace in the US and Canada
- → GroupM utilizes Magnite to consolidate programmatic media buying across omnichannel environments including CTV, digital video and display
- → Magnite is a global preferred technology partner
- → Magnite and GroupM collaborate to simplify and optimise advertising
- → SpringServe ad server leveraged as frontend of the GroupM Premium Marketplace

# Financial Powerhouse

**Large and Growing Total Addressable Market**

**Market + Market Share Growth =**
→ Accelerating Growth Rate

**Prudent Financial Discipline**
→ Strong Financial Leverage and Growing Cash Flow

**Expanding AEBITDA Margins**
→ 35-40% Target

**Net Debt to AEBITDA at 1.7x Q1'24**
→ Expect 1.0x or less by YE'24

**Beneficial Cash Conversion Cycle**
→ Q1'24 — DSO (66) less DPO (86)

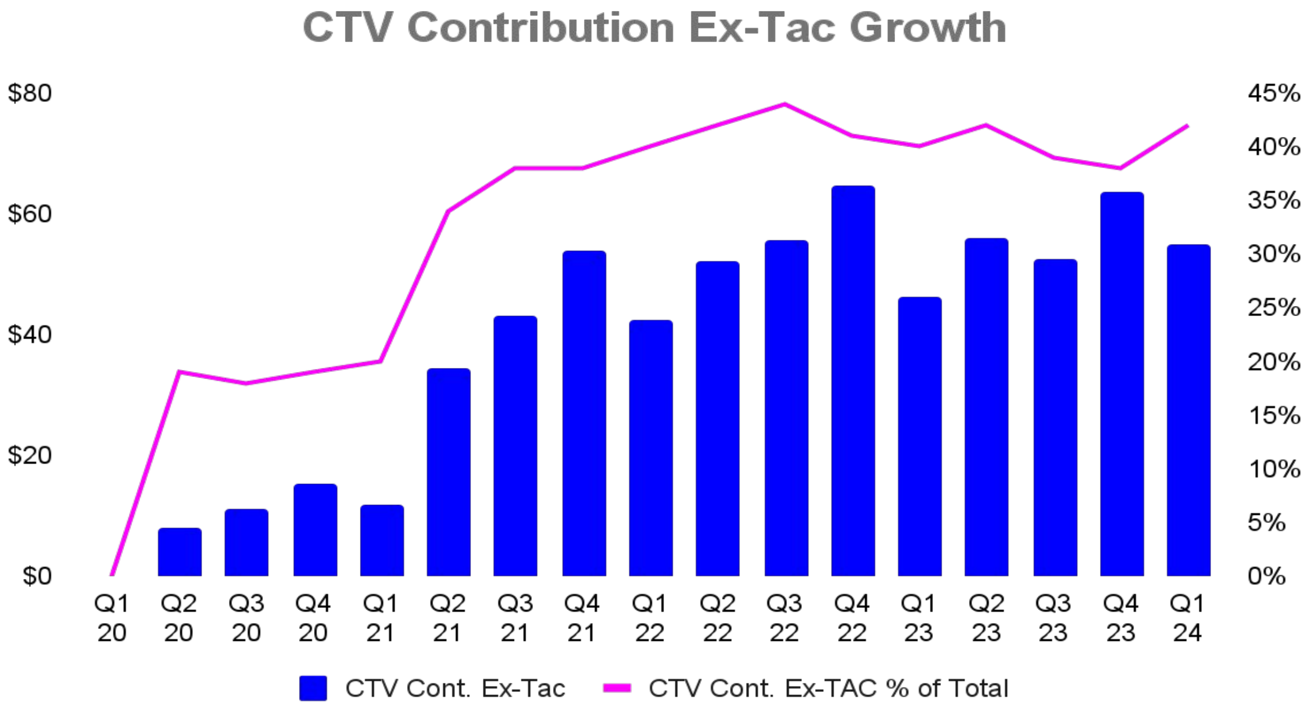
# Growth Profile

| Last 2 Years | Near Term Drivers | Long Term Drivers |
|---|---|---|
| → Won Largest CTV Partners | → CTV Programmatic Growth | → CTV Programmatic Growth |
| → Bought/Built Best CTV Platform | → Live Sports | → Share Gains |
| → Solid Growth During Tough Macro | → NETFLIX | → NETFLIX |
| → Gained Share CTV & DV+ | → ClearLine | → Live Sports |
| → FCF > $200m | → Share Gains | → ClearLine |
| → De-Levered Balance Sheet | → Margin & FCF Growth | → Macro Improvement |
| | | → Financial Leverage |
| | | → Google Suit |

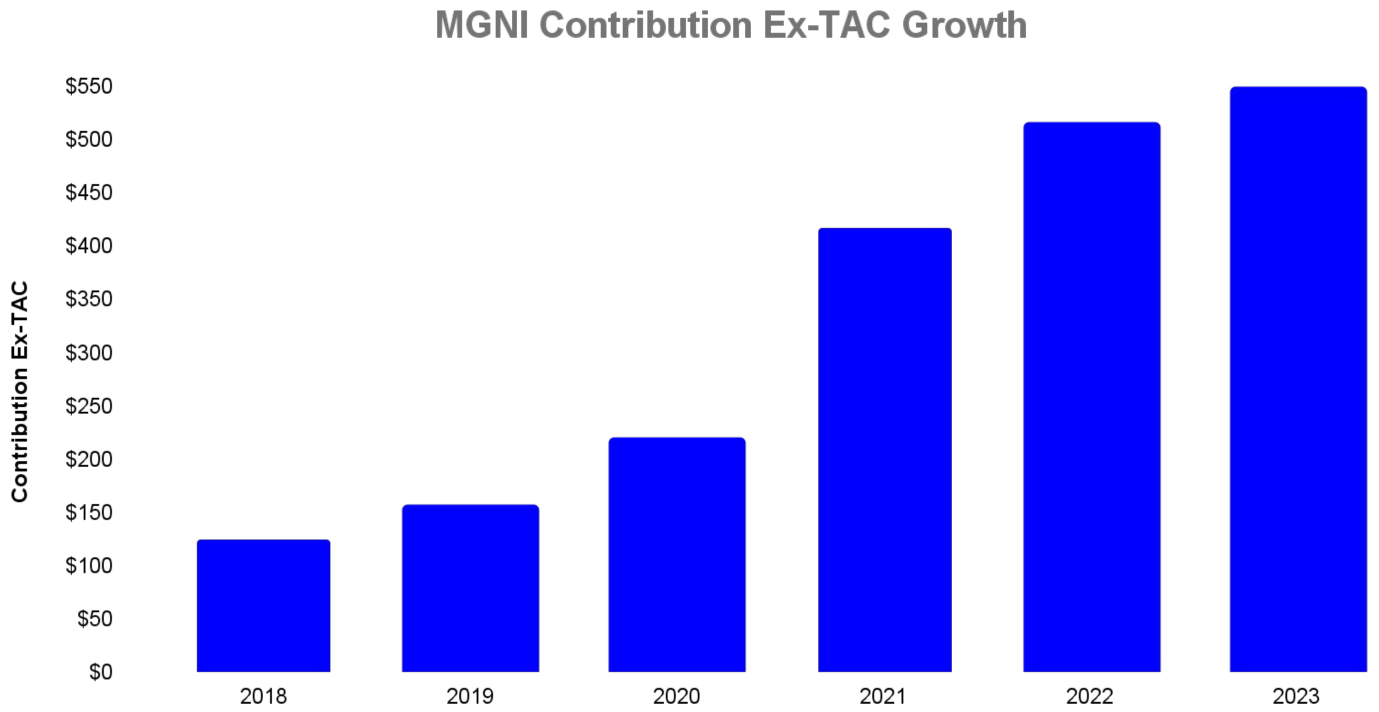


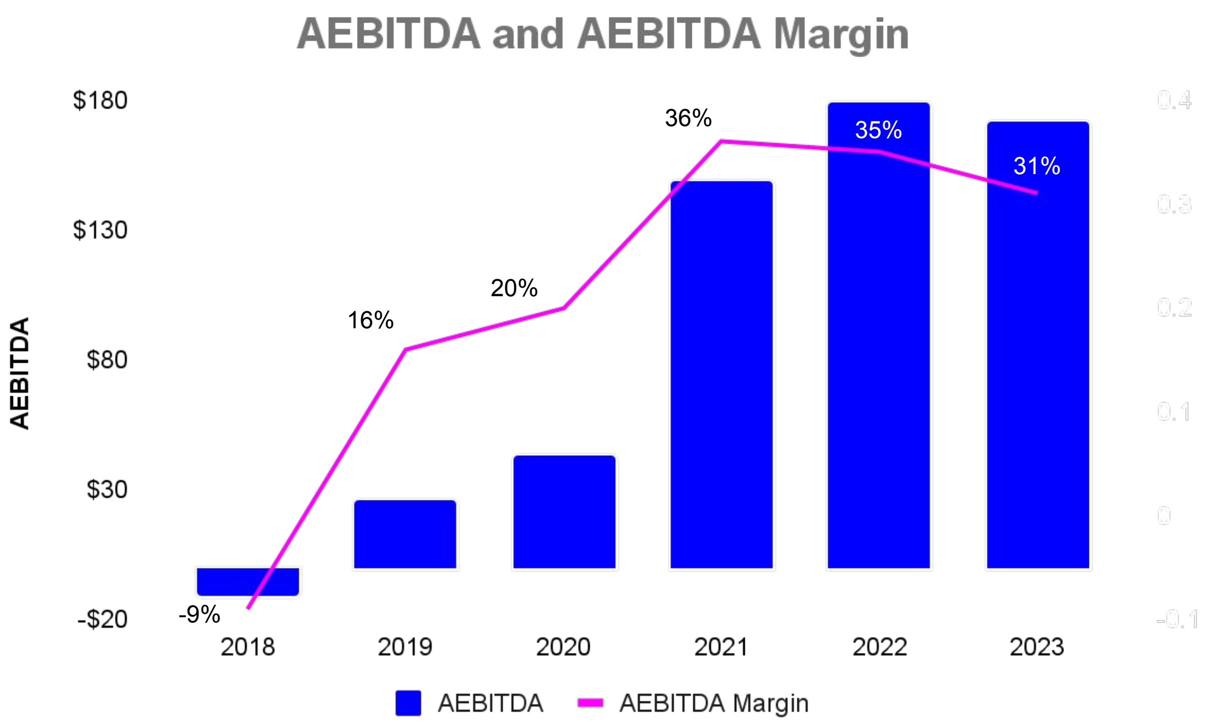
# CTV – 0% to 42% Share of Contribution Ex-TAC



# Top Line Growth and Scale



# Strong Profitability



# New Credit Facilities & Repurchase Plan Highlights

→ Removes the restrictive springing covenant tied to Convertible Notes

→ Extends maturities – to 2031 for Term Loan B and 2029 for Revolving Credit Facility

→ Increases liquidity – Revolver increased to $175 million from $65 million

→ Decreases debt cost – lower cash interest rate on Term Loan B and Revolver

→ Leverage and ratings neutral – refinanced existing facilities

**Board approved new $125 million stock and convertible note repurchase program – through February 2026**

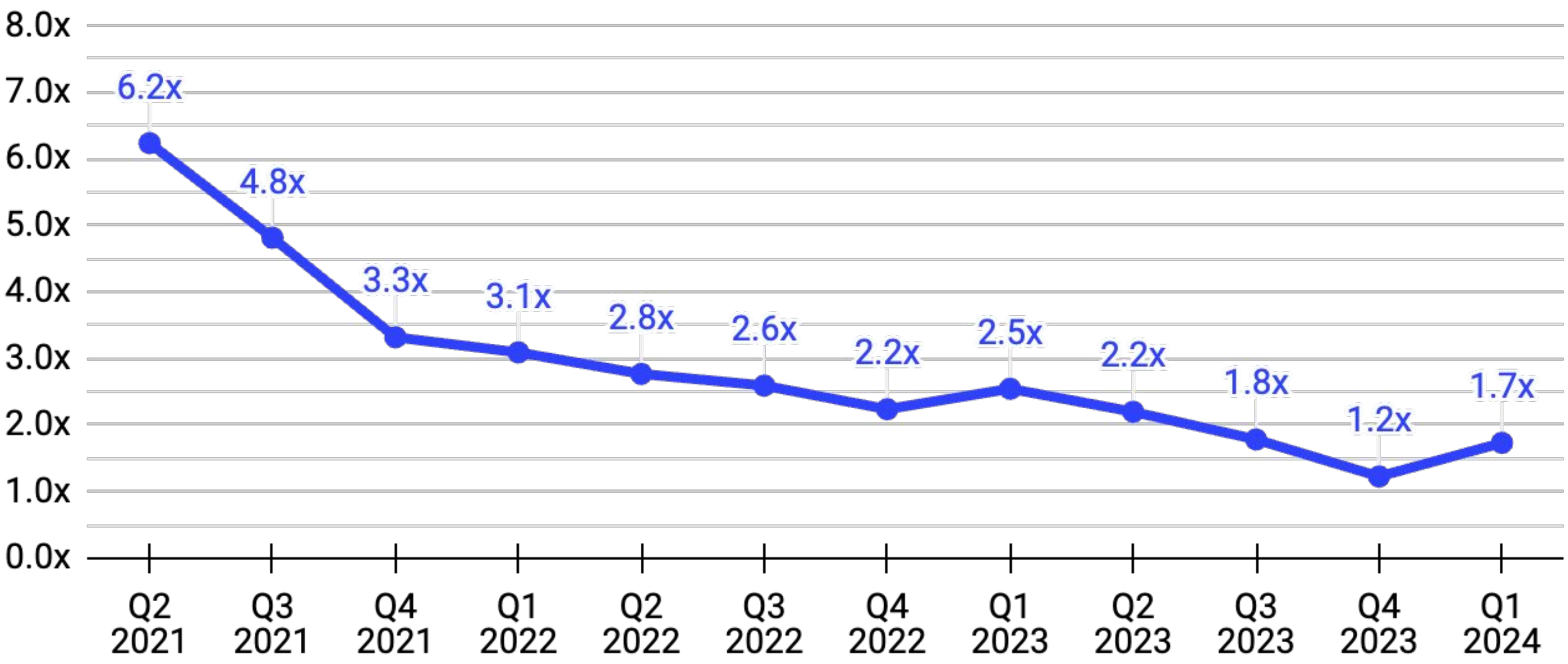
# Capital Structure Progression

| Credit Facility | Par Amount (Millions) | |
|---|---|---|
| | Original – 2021 | 03/31/2024 |
| Term Loan B (now due in 2031) | $360.0 | $365.0 |
| Convertible Notes (due March 2026) | $400.0 | $205.1 |
| **TOTAL DEBT** | **$760.0** | **$570.1** |
| Percentage of Convertible Notes paid early | | 49% |
| Revolving Credit Facility Capacity ($0 drawn) | $65.0 | $175.0 |

**Repurchased total of approximately $195 million face value of convertible notes for $166 million, a 15% average discount**

# Net Leverage



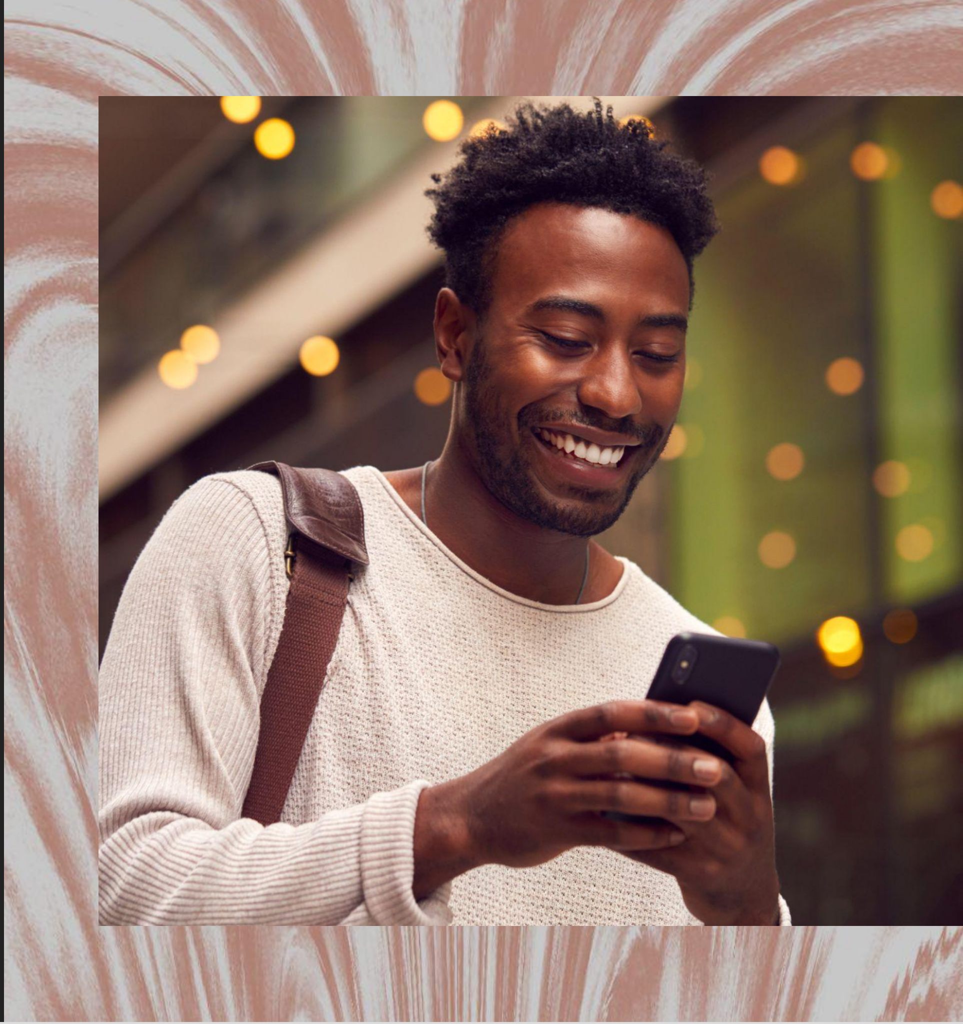

Note: Net Leverage is calculated as current and non-current debt outstanding less cash & cash equivalents over trailing 4 quarter Adjusted EBITDA.



# Summary

- Ad supported programmatic CTV market has tremendous growth ahead
- Increasing moat & market share in CTV
- A leader in DV+ (non CTV) + growing TAM
- Experienced team with proven execution
- Growth & earnings story
- Attractive valuation



# Appendix

# Q1 2024 Summary

| Financial Measures ($MM except per share data) | Three Months Ended | | |
|---|---|---|---|
| | 3/31/2024 | 3/31/2023 | Change Fav / (Unfav) |
| Revenue | $149.3 | $130.2 | 15% |
| Gross Profit | $83.4 | $5.3 | NM |
| Contribution ex-TAC[1] | $130.6 | $116.0 | 12% |
| Net loss | ($17.8) | ($98.7) | 82% |
| Adjusted EBITDA[1] | $25.0 | $23.3 | 7% |
| Adjusted EBITDA margin[2] | 19% | 20% | (1 ppt) |
| Basic and Diluted (loss) per share | ($0.13) | ($0.73) | 82% |
| Non-GAAP earnings per share[1] | $0.05 | $0.04 | 25% |

NM - Not meaningful

(1) *Contribution ex-TAC, Adjusted EBITDA, and non-GAAP earnings per share are non-GAAP financial measures. Please see the discussion in the section entitled "Non-GAAP Financial Measures" and the reconciliations included in this presentation.*
(2) *Adjusted EBITDA margin is calculated as Adjusted EBITDA divided by Contribution ex-TAC.*



# Q1 Highlights

→ Total Contribution ex-TAC[1] grew **12%** year-over-year to $130.6 million, **exceeded** guidance of $122 to $126 million

→ Contribution ex-TAC[1] attributable to CTV grew **18%** year-over-year to $54.9 million, **exceeded** guidance of $49 to $51 million

→ Contribution ex-TAC[1] attributable to DV+ grew **9%** year-over-year to $75.7 million, **exceeded** guidance of $73 to $75 million

→ Adjusted EBITDA[1] of $25.0 million, representing a 19% margin[2]

→ Non-GAAP EPS[1] of $0.05 compared to $0.04 in Q1 2023

→ Operating cash flow[3] of $10.3 million

(1) *Contribution ex-TAC, Adjusted EBITDA, and non-GAAP earnings per share are non-GAAP financial measures. Please see the discussion in the section entitled "Non-GAAP Financial Measures" and the reconciliations included in this presentation.*
(2) *Adjusted EBITDA margin is calculated as Adjusted EBITDA divided by Contribution ex-TAC.*
(3) *Operating cash flow is defined as Adjusted EBITDA Less Capex*

# Q1 Cash Flow and Balance Sheet Highlights

| Operating Cash Flow Highlights ($MM) | Q1 2024 | Q1 2023 |
|---|---|---|
| Adjusted EBITDA[1] | $25.0 | $23.3 |
| Less capital expenditures | (14.7) | (9.6) |
| Operating cash flow[2] (excluding working capital changes) | $10.3 | $13.7 |

| Balance Sheet Highlights ($MM) | Mar 31, 2024 | Dec 31, 2023 |
|---|---|---|
| Cash & equivalents | $252.8 | $326.2 |
| Debt | $552.7 | $536.6 |
| Net debt | $299.9 | $210.4 |

(1) *Adjusted EBITDA is a non-GAAP financial measure. Please see the discussion in the section entitled "Non-GAAP Financial Measures" and the reconciliations included in this presentation.*
(2) *Operating Cash flow is defined as Adjusted EBITDA Less Capex.*

*Note: Amounts may not foot due to rounding.*

# Q1 Reconciliation of Net Loss to Adjusted EBITDA

| Reconciliation of Net Loss to Adjusted EBITDA ($MM) | Q1 2024 | Q1 2023 |
|---|---|---|
| Net income (loss) | ($17.8) | ($98.7) |
| Add back (deduct): | | |
| Depreciation and amortization expense, excluding amortization of acquired intangible assets | 6.0 | 9.4 |
| Amortization of acquired intangibles | 7.6 | 86.4 |
| Stock-based compensation expense | 20.8 | 19.3 |
| Merger, acquisition, and restructuring costs, excluding stock-based compensation expense | — | 7.3 |
| Non-operational real estate and other expense, net | 0.0 | 0.1 |
| Interest expense, net | 8.0 | 8.2 |
| Foreign exchange (gain) loss, net | (2.3) | 0.2 |
| (Gain) loss on extinguishment of debt | 7.4 | (8.5) |
| Other debt refinancing expenses | 3.1 | — |
| Benefit for income taxes | (7.8) | (0.3) |
| Adjusted EBITDA | $25.0 | $23.3 |

*Note: Amounts may not foot due to rounding.*

# Q1 Reconciliation of Net Loss to Non-GAAP Income

| Reconciliation of Net Loss to Non-GAAP Income ($MM, except per share figures) | Q1 2024 | Q1 2023 |
|---|---|---|
| Net income (loss) | ($17.8) | ($98.7) |
| Add back (deduct): | | |
| Merger, acquisition and restructuring costs, including amortization of acquired intangibles and excluding stock-based compensation expense | 7.6 | 93.8 |
| Stock-based compensation expense | 20.8 | 19.3 |
| Non-operational real estate and other expense, net | 0.0 | 0.1 |
| Foreign exchange (gain) loss, net | (2.3) | 0.2 |
| Interest expense, Convertible Senior Notes | 0.4 | 1.7 |
| (Gain) loss on extinguishment of debt | 7.4 | (8.5) |
| Other debt refinancing expenses | 3.1 | — |
| Tax effect of Non-GAAP adjustments | (11.3) | (2.0) |
| Non-GAAP income | $8.0 | $5.8 |
| Non-GAAP earnings per share | $0.05 | $0.04 |
| Non-GAAP weighted-average shares outstanding (MM) | 146.9 | 144.3 |

*Note: Amounts may not foot due to rounding.*



# Q1 Reconciliation of Revenue to Contribution Ex-TAC

| Reconciliation of Revenue to Contribution Ex-TAC ($MM) | Three Months Ended Mar 31, 2024 | Three Months Ended Mar 31, 2023 |
|---|---|---|
| Revenue | $149.3 | $130.2 |
| Less: Cost of Revenue | 65.9 | 124.8 |
| Gross Profit | 83.4 | 5.3 |
| Add back: Cost of revenue, excluding TAC | 47.1 | 110.7 |
| Contribution ex-TAC | $130.6 | $116.0 |

*Note: Amounts may not foot due to rounding.*

# Revenue by Channel and Geography

| **Contribution Ex-TAC Split by Channel** ($MM) | **Q1 2024** | | | | **Q1 2023** | | | |
|---|---|---|---|---|---|---|---|---|
| | CTV | Mobile | Desktop | Total | CTV | Mobile | Desktop | Total |
| Contribution ex-TAC | $54.9 | $53.3 | $22.4 | $130.6 | $46.4 | $46.9 | $22.7 | $116.0 |
| Percent of Total | 42% | 41% | 17% | | 40% | 40% | 20% | |

| **Revenue Split by Geography** ($MM) | **Q1 2024** | | | **Q1 2023** | | |
|---|---|---|---|---|---|---|
| | U.S. | Int'l | Total | U.S. | Int'l | Total |
| GAAP Revenue | $113.4 | $35.9 | $149.3 | $97.2 | $33.0 | $130.2 |
| Percent of Total | 76% | 24% | | 75% | 25% | |

*Note: Amounts may not foot due to rounding.*

# Annual Reconciliation of Net Income (Loss) to Adjusted EBITDA

| Reconciliation of Net Income (Loss) to Adjusted EBITDA ($MM) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|---|---|---|---|---|---|
| Net income (loss) | $(61.8) | $(25.5) | $(53.4) | $0.1 | $(130.3) | $(159.2) |
| Add back (deduct): | | | | | | |
| Depreciation and amortization, excluding amortization of acquired intangible assets | 32.2 | 28.8 | 24.3 | 25.0 | 31.7 | 38.3 |
| Amortization of acquired intangibles | 3.2 | 3.3 | 24.9 | 121.9 | 184.4 | 202.5 |
| Stock-based compensation expense | 16.3 | 18.8 | 28.5 | 40.7 | 64.1 | 72.6 |
| Merger, acquisition, and restructuring costs, excluding stock-based compensation expense | 0.0 | 2.0 | 15.7 | 37.1 | 5.5 | 7.3 |
| Non-operational real estate and other expense, net | 0.0 | 0.0 | 0.2 | 0.6 | 0.6 | 0.3 |
| Interest (income) expense, net | (1.0) | (0.8) | (0.1) | 19.8 | 29.3 | 32.4 |
| Foreign exchange (gain) loss, net | (0.4) | 0.5 | 2.2 | (1.5) | (1.1) | 2.0 |
| Gain on extinguishment of debt | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | (26.5) |
| Provision (benefit) for income taxes | 0.4 | (1.5) | 0.7 | (95.1) | (5.3) | 1.6 |
| Adjusted EBITDA | $(11.2) | $25.7 | $43.1 | $148.7 | $178.8 | $171.4 |

*Note: Amounts may not foot due to rounding.*

# Annual Reconciliation of Revenue to Contribution Ex-TAC

| **Reconciliation of Revenue to Contribution Ex-TAC** ($MM) | **2018** | **2019** | **2020** | **2021** | **2022** | **2023** |
|---|---|---|---|---|---|---|
| Revenue | $124.7 | $156.4 | $221.6 | $468.4 | $577.1 | $619.7 |
| Less: Cost of Revenue | 60.0 | 57.4 | 77.7 | 201.7 | 307.2 | 409.9 |
| Gross Profit | 64.7 | 99.0 | 143.9 | 266.8 | 269.9 | 209.8 |
| Add back: Cost of revenue, excluding TAC | 60.0 | 57.4 | 75.7 | 149.7 | 244.7 | 339.3 |
| Contribution Ex-TAC | $124.7 | $156.4 | $219.6 | $416.5 | $514.6 | $549.1 |

*Note: Amounts may not foot due to rounding.*