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Software | North America

2Q22 New Stack Earnings Roundup: TEAM, NEWR & APPN

Another round of encouraging results as infra sw demand appears to be holding up better than feared. TEAM delivered the strongest outlook with little signs of weakness while NEWR accelerated and announces a pivot to profitability. APPN's 2Q and guide also showed resilience.



New Relic Inc (NEWR.N)	From	То		
Price Target	\$64.00	\$70.00		

Atlassian (OW, \$430 PT)

Growth Comes in Strong Despite the Tougher Macro. Atlassian delivered a ~5% beat (vs. 4-qtr. avg. of 6%) on revenue resulting in +36% YoY growth compared to +30% in 3Q. Sustained top-line momentum was fueled by: 1) strong growth in cloud which came in at +55% YoY (vs. 60% in 3Q against 12 point tougher YoY compare) and 2) even better growth in Datacenter which came in at +60% YoY and reflects strong organic customer expansion, server to datacenter migration and event-driven demand ahead of price increases and fading loyalty discounts. As a result, subscription revenue grew +55% YoY in 4Q, nicely ahead of consensus looking for growth of ~48%. More broadly the cloud transition is progressing well with the number of cloud migrations more than doubling in FY22 and the company is seeing migration of enterprise customers also picking up. Given the health of the business, management reiterated the outlook given at its recent Investor Day for cloud revenue to grow approximately ~50% in both FY23 and FY24. The underlying drivers for sustained cloud growth include strong net retention which currently stands at ~130% (and 140%+ for large customers) and migration which are expected to contribute ~10 points to growth in FY23 and in FY24. A mild disappointment is the reiteration from the Investor Day calling for operating margin to land in the mid-teens in FY23 after posting ~23% operating margins in FY23. This reflects management's decision to double down on product and platform innovation to better penetrate its three large addressable opportunities in DevOps, IT Service Management and Work Management now that Atlassian is equipped with a world-class cloud platform.

What is Management Saying About the Spending Environment? Despite strong results and an encouraging FY23 revenue outlook, Atlassian is not claiming to be immune from the softening economic environment. However, the only impact that is being felt in the business currently is that the conversion of customers from free to paying customers is now taking longer. This helps explain the flat QoQ net-customers additions in 4Q in what is typically a seasonally stronger quarter for customer additions (8.05K added in 4Q vs. 8.05K in 3Q). In explaining

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Software

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IndustryView Attractive

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the overall resilience of the business, management cited: 1) the view that developers are typically the last roles to get cut, 2) the fact that Atlassian's products account for a very small percentage of the overall budget keeping them under the radar from budget cutting initiatives and 3) the mission critical nature of the products that are already the low-cost option making sourcing viable competitive alternatives difficult. Despite these favorable forces, management noted that it will remain highly vigilant and is monitoring the demand picture on a constant basis,

Our Take: We view Atlassian's 4Q results and forward outlook as one of the most impressive prints this earnings season. Furthermore, we continue to believe the company's cloud migration is highly attractive as it not only unlocks compelling customer unit economics with respect to revenue uplift but also serves as the foundation for the company to accelerate market share across its large addressable opportunities in DevOps, IT Service Management and Work Management, which will result in material margin expansion and FCF generation from current levels. Given the prospect of durable 30% top-line growth and shares trading at 38x our post-transition CY27 FCF supported by a 30%+ FCF CAGR over that period, we remain buyers of Atlassian.

New Relic (EW, \$70 PT from \$64)

20% Revenue Growth and a Pivot to Profitability Comes as a Welcome Surprise.

Revenue beat consensus by almost 2% with growth accelerating to 20% YoY from 19% in 4Q (and against a tougher compare) as fundamentals appear intact despite concerns that a weaker spend environment would weigh more heavily on consumption models. Top-line outperformance was supported by: 1) NRR improving to 120%, from 119% last quarter and 111% in 1Q22, 2) the addition of 300 net-new customers – tied for the second best quarter since before the pandemic, 3) improved traction with \$100K+ customers which grew +18% YoY – the highest growth since management began disclosing this metric and now represent 83% of revenue mix, up from 79% in 1Q22, and 4) management forecasting lower churn for the remainder of the year. The surprise in the quarter is management's new pivot towards profitability as FY23 operating income guidance was raised to \$5M-\$10M, from a loss of (\$25)-(\$20) million prior. In addition, gross margins are expected to reach mid-70% exiting the year, up from high-60% gross margins just two quarters ago.

What is Management Saying About the Spending Environment? New Relic is not immune to the macro, despite the positive trends outlined above. Churn increased slightly in the quarter as a result of a "few deals that slipped into July" and the company saw slower consumption in June. On a positive note, consumption trends reaccelerated in July above June levels (but not returning to April highs). Going forward, management believes that more targeted efforts on renewals will help reduce churn in 2H and unlock increased consumption in the installed base. While the mid-point of 2Q guidance of \$218-\$224 million was below consensus of \$224 million and implies a slowdown to 13% YoY growth (from 20% in 1Q but against a very difficult compare), FY23 revenue guidance was left unchanged at \$920-\$930 million (+17-18% YoY).

Our Take: Return to Profitability a Welcome Surprise, Raising PT to \$70.

Management was adamant that its new outlook for profitability does not come at the expense of growth, rather there is certain low hanging fruit (T&E budgets,



more prudent hiring framework) that the company can address to return to positive operating income on a full year basis. We remain EW until we can garner conviction that the sales force can execute in a tougher spend environment and New Relic proves out a more durable growth profile. We increase our margin and FCF estimates on the improved outlook, which supports a \$70 price target (from previous PT of \$64). Our price target to \$70 is based on 25x EV/CY27 FCF, or 0.8x growth-adjusted, of \$301 million (~17% FCF margin) and discounted back at a 10.2% WACC.

Appian (EW, \$60 PT)

2Q Results: 30%+ Top-line Growth With Limited Signs of Macro Impact. Appian delivered a 6% revenue beat versus consensus, inline with 6% beat over the last 4 quarters, as revenue grew 33% YoY vs. ~29% in 1Q. This was supported by 34% cloud revenue growth which topped consensus of 32% and 52% growth in term subscriptions which together resulted in 35% overall subscription growth. Underlying business metrics are sustaining including 99% gross retention and 116% net retention in the cloud business vs. 117% in 1Q. The only blemish in the quarter was profitability with EBITDA margin of (24.3)% slightly below MSe/Cons of (23.4)%/(22.5). Looking ahead, management pointed to an upcoming deeper integration across workflow, RPA and process mining that will allow customers to use these technologies in tandem to drive operational results, which should form the foundation for the company's next leg of growth. In addition, management expressed confidence that its favorable jury verdict against PEGA will be upheld but the monetary value of the judicial finding remains unknown.

What is Management Saying About the Spending Environment? While management noted a few slipped deals in 2Q, the number was consistent with what the company has seen in prior quarters and therefore Appian does not believe the weaker macro is impacting the business as overall sales cycles remain unchanged. That said, the company is baking in an additional layer of conservatism in the outlook. While investing for growth remains the focus, management expressed a willingness to prioritize key investments and manage discretionary spend given the current environment. Taking these dynamics into account, 3Q revenue guidance of \$115-117 million (+24-27% YoY) was above consensus of \$113 million. For the full year, the company is expecting revenue in the range of \$466 to \$470 million, or 26-27% YoY growth. This is well above the consensus of \$453.7 million. However, 2022 cloud revenue guidance remained unchanged at \$236-\$238 million (+32-33% YoY) as was full year EBITDA guidance of (\$53M)-(\$50M).

Our Take: While revenue exceeded our expectations for the quarter and top-line guidance was strong, an uncertain macro environment and lack of meaningful margin improvement may keep Appian's multiple from expanding meaningfully. We increase our revenue estimates to \$114.8 million for 3Q and \$459.7 million for the full year, both slightly below guidance given the macro uncertainty heading into 2H. We wait for more clarity on the broader spending environment and progress on the path to profitability before getting more constructive. We maintain our \$60 price target, based on our 10-yr modified DCF which applies a 24.5x multiple on our CY2023 FCF estimate of \$577 million implying a 0.9x growth adjusted FCF multiple and discounted at 12.1% WACC.



Risk Reward - Appian Corp (APPN.O)

Platform Improvements and More Balance Risk Reward

PRICE TARGET \$60.00

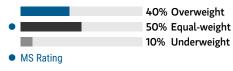
24.5x Base Case 2032e FCF of \$586M, discounted at \sim 12.1% WACC. 24.5x FCF implies 0.8x EV/FCF/G, a discount to the software group average.



EQUAL-WEIGHT THESIS

- Appian's core "low code" software development platform allows users without extensive coding knowledge to build datarich, process-intensive applications, enhancing productivity and time-to-market for customers. Recent M&A expands the breadth of the offering to address adjacent markets within Enterprise Automation: RPA and Process Mining.
- With management executing on investing in the platform and aiming to deliver 20%+ sub rev growth in FY22, Risk/Reward appears more balanced near-term. Given competition and APPN's smaller relative scale, questions around long-term positioning in the emerging enterprise automation category remain, keeping us Equal-weight.

Consensus Rating Distribution



Source: Refinitiv, Morgan Stanley Research

Risk Reward Themes

Secular Growth: Positive

View descriptions of Risk Rewards Themes here

BULL CASE

AUG '21

\$82.00

BASE CASE

ALIG '23

\$60.00

BEAR CASE

\$33.00

Discount of 28x Bull Case 2032e FCF of \$692M

Source: Refinitiv, Morgan Stanley Research

FFR '22

Key: — Historical Stock Performance ● Current Stock Price ◆ Price Target

Partner Contribution Accelerates While Investments in Sales Sustains Sub Growth. Macro condition rebound from 2022. Appian ramps investments in sales capacity. We assume a ~7.4% CAGR in Subscription Billings/QCR over next 10 years. Subs billings grow at a ~21.7% 10-yr CAGR. FCF margin reaches 26% on \$2.8B in revenues, driving \$692M of FCF. We apply a 28x EV/FCF multiple in 2032, implying 1x EV/FCF/G, slightly below the software average.

Discount of 24.5x Base Case 2032e FCF of \$577M

Growing Share in the Low Code App Platform Market. APPN ramps investments in sales reps, reflecting a 16.3%, 10-yr CAGR. We assume a ~6.6% 10-yr CAGR in Subscription Billings/QCR, which assumes most added reps over the next few years will have fully ramped. FCF margin reaches 26% on ~\$2.2B in revs, driving \$577M of FCF. We apply a 24.5x EV/FCF multiple in 2032, which implies 0.9x EV/FCF/Growth, a discount to the software group average.

Discount of ~21.5x Bear Case 2032e FCF of \$361M

Investments in Sales Capacity Fail to Generate Returns. Appian still invests in sales capacity, but with lower than expected return. Subscription billings grows at an 14.6% 10-yr CAGR and FCF margin reaches 26% on ~\$1.4Bn in revenues in 2032, driving \$361M of FCF. We apply a 21.5x EV/FCF multiple, implying 1x EV/FCF/G (a discount to the software peer group) and discount back ~12.1%.



Risk Reward - Appian Corp (APPN.O)

KEY EARNINGS INPUTS

Drivers	2021	2022e	2023e	2024e
Subscription Revenue YoY (%)	32.7	25.0	16.2	21.1
Current Billings YoY (%)	19.1	21.7	18.3	18.0
Total Revenue YoY (%)	21.2	24.5	15.2	17.8
Operating Margin (%)	(11.8)	(13.1)	(7.0)	(1.9)

INVESTMENT DRIVERS

- · Net Retention Rate
- Subscription Revenue Growth
- Growth in Customer Base
- Growth in Remaining Performance Obligations
- Operating & FCF Margin Performance.

GLOBAL REVENUE EXPOSURE



Source: Morgan Stanley Research Estimate View explanation of regional hierarchies <u>here</u>

MS ALPHA MODELS

4/5	24 Month	4/5	3 Month
BEST	Horizon	most	Horizon
BEST	Horizon	MOST	

Source: Refinitiv, FactSet, Morgan Stanley Research; 1 is the highest favored Quintile and 5 is the least favored Quintile

RISKS TO PT/RATING

RISKS TO UPSIDE

- Multiyear wins with enterprise customers with a large numbers of paying users.
- Improvements in sales productivity.
- Growing contribution from strategic partners.
- Accelerated path to profitability.

RISKS TO DOWNSIDE

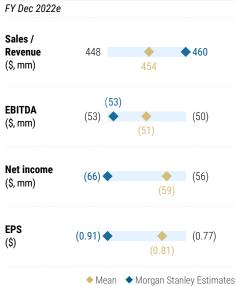
- Increased competition from IBM, Pegasystems, Serrvicenow, Salesforce and Microsoft.
- Pace of new customer adds decelerates.
- Slower path to profitability and positive cash flow.

OWNERSHIP POSITIONING



Refinitiv; MSPB Content. Includes certain hedge fund exposures held with MSPB. Information may be inconsistent with or may not reflect broader market trends. Long/Short Ratio = Long Exposure / Short exposure. Sector % of Total Net Exposure = (For a particular sector: Long Exposure - Short Exposure) / (Across all sectors: Long Exposure - Short Exposure).

MS ESTIMATES VS. CONSENSUS



Source: Refinitiv, Morgan Stanley Research

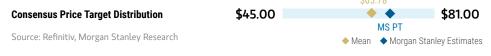


Risk Reward – New Relic Inc (NEWR.N)

Accelerating Growth in a Weaker Spending Environment Likely Proves Difficult

PRICE TARGET \$70.00

\$70 price target is based on our modified DCF model, which assumes total rev. reaches ~\$1.8Bn and Operating margins improve to ~16% by CY27. We apply~25x multiple, inline with peers, to our Base Case 2027e FCF of \$302M, assuming a ~10% WACC.



RISK REWARD CHART

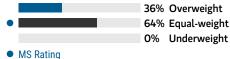


Source: Refinitiv, Morgan Stanley Research

EQUAL-WEIGHT THESIS

New Relic has successfully addressed key issues including updates to the product portfolio to support modern use-cases and shifting customers to a new consumptionbased pricing model, which has helped the company accelerate top line growth. However, investment in the go-to-market ahead of a weakening demand environment is cause for concern. Furthermore, New Relic's consumption model adds volatility and opaqueness to future revenues as slowing customer activity impacts revenue quicker in consumption models, vs. subscription models. Therefore, we think shares at 0.24x EV/Sales/G represent fair value vs. SaaS peers at 0.24x.

Consensus Rating Distribution



Source: Refinitiv, Morgan Stanley Research

Risk Reward Themes

Market Share: Negative Secular Growth: Positive

View descriptions of Risk Rewards Themes here

BULL CASE

\$110.00 **BASE CASE**

\$70.00

BEAR CASE \$26.00

Discount of ~31x Bull Case 2027e FCF of \$394M

Enterprise adoption accelerates and a broader platform story takes off.

Demand for SaaS-based performance mgmt solutions remains strong driving strength in NEWR's broader monitoring analytics suite. Revenues grow at a 21% CAGR and reach ~\$2.4B by CY27. Op. margins improve from (5%) in CY21 to ~18% in CY27e, supporting FCF margins of 17% in CY27. Robust growth and sustained margin expansion pushes the stock to ~31x CY27e FCF of \$394M, yielding \$110 valuation, assuming a ~10% WACC.

Discount of ~25x Base Case 2027e FCF of

\$302M

Improved Product and Business Model Supports Growth

The overall paid account base grows by 3% while Rev. per paid account grows at a ~12% CAGR, and total rev. reaches ~\$1.8Bn by CY27. Op. margins improve to ~16% by CY27. NEWR trades at ~25x EV/FCF in CY27, 0.8x growth-adjusted, and discounted back with a ~10% WACC, yielding a \$70 target.

Discount of ~21x Bear Case 2027e FCF of \$119M

Weakening Macro Weighs on Sales Efficiency

Our Bear Case assumes paid account growth decelerates to reach ~16K customers by CY27. Penetration into the existing customer base slows and total rev. reaches ~\$1.4B by CY27. CY27 operating margins stand at ~11% and FCF margins reach ~8%. Stock trades at ~21x EV/FCF in CY27e, or 0.9x growthadjusted, yielding a \$26 valuation, assuming a ~10% discount rate.



Risk Reward - New Relic Inc (NEWR.N)

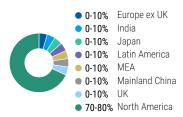
KEY EARNINGS INPUTS

Drivers	2022	2023e	2024e	2025e
Total Billings YoY Growth (%)	11.6	16.1	18.0	18.0
Total Revenue YoY Growth (%)	17.7	17.2	17.9	17.9
Net Annualized Expansion Rate (%)	119.0	118.0	118.7	118.7
Operating Margin (%)	(6.2)	0.8	4.2	6.6
Free Cash Flow YoY Growth (%)	(136.7)	NM	60.9	41.7

INVESTMENT DRIVERS

- Ongoing shift of existing and net-new workloads to public cloud and SaaS environments.
- Improving Operating margins & FCF leverage.
- >\$100K in ARR customer additions.

GLOBAL REVENUE EXPOSURE



Source: Morgan Stanley Research Estimate View explanation of regional hierarchies <u>here</u>

MS ALPHA MODELS

4/5 24 Month 4/ BEST Horizon MC	75 3 Month OST Horizon
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Source: Refinitiv, FactSet, Morgan Stanley Research; 1 is the highest favored Quintile and 5 is the least favored Quintile

RISKS TO PT/RATING

RISKS TO UPSIDE

- New Relic One platform accelerates customer expansion and new logo adds;
- Success with adding >\$100K in ARR customers;
- Better than expected adoption of Logs, Metrics, AI OPs & Serverless.

RISKS TO DOWNSIDE

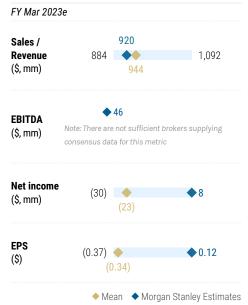
- Intensifying competition from legacy and next gen vendors;
- Slower progress in expanding outside of core observability;
- Business model transition pressures margin expansion.

OWNERSHIP POSITIONING

Inst. Owners, % Active	76.4%	
HF Sector Long/Short Ratio	2.3x	
HF Sector Net Exposure	34.1%	

Refinitiv; MSPB Content. Includes certain hedge fund exposures held with MSPB. Information may be inconsistent with or may not reflect broader market trends. Long/Short Ratio = Long Exposure / Short exposure. Sector % of Total Net Exposure = (For a particular sector: Long Exposure - Short Exposure) / (Across all sectors: Long Exposure - Short Exposure).

MS ESTIMATES VS. CONSENSUS



Source: Refinitiv, Morgan Stanley Research

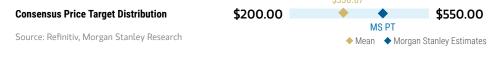


Risk Reward – Atlassian Corporation PLC (TEAM.O)

Stronger for Longer -- Product Driven Distribution Drives Durable FCF Growth

PRICE TARGET \$430.00

Discount of 55x on Base Case CY27e FCF of \$3.3B. Supported by ~38% CY25-CY27 FCF CAGR, ~1.4x EV/FCF/Growth, in line with large cap peers at ~1.4x.



RISK REWARD CHART AND OPTIONS IMPLIED PROBABILITIES (12M)



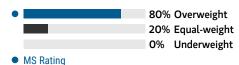
Source: Refinitiv, Morgan Stanley Research, Morgan Stanley Institutional Equities Division. The probabilities of our Bull, Base, and Bear case scenarios playing out were estimated with implied volatility data from the options market as of 04 Aug, 2022. All figures are approximate risk-neutral probabilities of the stock reaching beyond the scenario price in either

three-months' or one-years' time. View explanation of Options Probabilities methodology here

OVERWEIGHT THESIS

We believe Atlassian is well positioned for the rising demand we see for App Dev tools, with an expanding solution set looking to consolidate what today remains a fragmented market. With the company's ongoing shift to the Cloud, we see an improving ability to well monetize this opportunity ahead. TEAM represents a unique software asset, in our view, combining rapid topline growth, solid margins, and strong execution. With a conservative outlook into CY21, we see the strong potential for upward revisions nearterm, and a path to durable 30%+ FCF growth in FY24 and beyond longer-term, keeping us OW shares.

Consensus Rating Distribution



Source: Refinitiv, Morgan Stanley Research

Risk Reward Themes

BEAR CASE

Disruption:PositiveSecular Growth:PositiveNew Data Era:Positive

View descriptions of Risk Rewards Themes here

BULL CASE

basis.

\$585.00

\$430.00

\$215.00

Discount of ~57x CY27e FCF of \$4.4B

Atlassian Gains Material Share in the Team Productivity Market. Atlassian's efforts to win over business users with Jira/Trello/Confluence/Service Desk shows major signs of progress resulting in share gains in a large market. With a 14% CAGR in the customer base through 2027, revenue grows at a 32% CAGR to ~\$12.9B by CY27. Assumes 28.0% operating margin and \$4.4B in FCF in CY27. Stock trades to ~57x EV/CY27 FCF, or \$585 per share, or ~1.5x EV/CY25 FCF/growth on a growth-adjusted

Discount of ~55x CY27e FCF of \$3.3B

BASE CASE

Atlassian Gains Share in the IT Market. Atlassian solidifies its position as the leading

solution for technical teams. The customer base grows at a 13% CAGR through 2027. As a result, revenue grows at a 28% CAGR thru CY27 to ~\$10.9B. Margins reach ~26% in CY27 yielding ~\$3.3B in FCF. Stock trades to ~55x EV/CY27 FCF, or \$430 per share, or ~1.4x EV/CY27 FCF/growth on a growthadjusted basis.

Discount of ~38x CY27e FCF of ~\$2.4B

Growth Engines Start to Decelerate.

Atlassian's traction outside of development teams proves disappointing, while the software development market shows signs of saturation. Revenue grows at a 23% CAGR thru CY27e to \$8.3B, while operating margins increase slightly to ~19% in CY27e. This results in ~\$2.4B in FCF in CY27e. Stock trades to ~38x CY27e FCF, or 1.3x growth adjusted.



Risk Reward – Atlassian Corporation PLC (TEAM.O)

KEY EARNINGS INPUTS

Drivers	2022	2023e	2024e	2025e
Subscription Revenue Growth (YoY) (%)	58.4	43.5	43.1	34.0
Total Revenue Growth (YoY) (%)	34.2	26.7	29.0	30.3
Customer Growth (YoY) (%)	17.0	14.8	14.8	14.8
Total Billings Growth (YoY) (%)	29.4	27.2	26.6	24.6
Op Margins (%)	22.6	16.5	18.7	19.5

CATALYST CALENDAR

Date	Event	Source: Refinitiv, Morgan Stanley
02 Dec 2022 - 06 Dec 2022	Atlassian Corporation PLC Ann	nual Shareholders Meeting

INVESTMENT DRIVERS

• 3Q21 earnings

GLOBAL REVENUE EXPOSURE



Source: Morgan Stanley Research Estimate View explanation of regional hierarchies <u>here</u>

MS ALPHA MODELS

24 Month	4/5	3 Month
Horizon	MOST	Horizon

Source: Refinitiv, FactSet, Morgan Stanley Research; 1 is the highest favored Quintile and 5 is the least favored Quintile

RISKS TO PT/RATING

RISKS TO UPSIDE

- Higher than expected margin expansion, driven by cloud unit economics, drives rapid FCF growth.
- Price increases, recent acquisitions, and renewed focus on IT teams allows revenue to accelerate near-term and prove durable longerterm.

RISKS TO DOWNSIDE

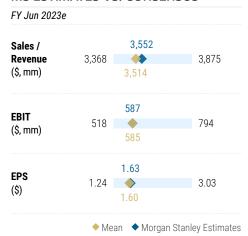
- Slower traction upmarket requires Atlassian to accelerated spend on its Enterprise sales force and go-to-market.
- Multi-product adoption stalls

OWNERSHIP POSITIONING

Inst. Owners, % Active	89.4%		
HF Sector Long/Short Ratio	2.3x		
HF Sector Net Exposure	34.1%		

Refinitiv; MSPB Content. Includes certain hedge fund exposures held with MSPB. Information may be inconsistent with or may not reflect broader market trends. Long/Short Ratio = Long Exposure / Short exposure. Sector % of Total Net Exposure = (For a particular sector: Long Exposure - Short Exposure) / (Across all sectors: Long Exposure - Short Exposure).

MS ESTIMATES VS. CONSENSUS



Source: Refinitiv, Morgan Stanley Research



APPN Financials

Exhibit 1: APPN Model Changes

Estimate Changes	FY21	3/22	6/22	9/22E	12/22E	FY22E	FY23E	FY24E
New Subscription Rev (Term + Support + SaaS)	263.7	83.7	76.7	82.9	86.4	329.7	383.0	463.7
YoY	33%	31%	35%	23%	14%	25%	16%	21%
Old Subscription Rev (Term + Support + SaaS)	263.7	83.7	73.1	81.5	86.0	324.3	377.4	457.5
YoY	33%	31%	28%	21%	13%	23%	16%	21%
% Change	0%	0%	5%	2%	1%	2%	2%	1%
New Cloud Revenue	179.4	53.4	57.1	60.9	62.8	234.1	283.3	359.8
YoY	39%	37%	34%	30%	23%	31%	21%	27%
Old Cloud Revenue	179.4	53.4	55.5	60.2	62.3	231.4	280.0	355.7
YoY	39%	37%	31%	29%	22%	29%	21%	27%
% Change	0%	0%	3%	1%	1%	1%	1%	1%
New Services Rev	105.5	30.5	33.4	31.9	34.2	130.0	146.5	160.2
YoY	0%	22%	28%	27%	17%	23%	13%	9%
Old Services Rev	105.5	30.5	29.7	30.3	32.9	123.4	139.5	152.1
YoY	0%	22%	14%	20%	13%	17%	13%	9%
% Change	0%	0%	13%	5%	4%	5%	5%	5%
New Total Revenue	369.3	114.3	110.1	114.8	120.6	459.7	529.6	623.9
YoY	21%	29%	33%	24%	15%	24.5%	15.2%	17.8%
Old Total Revenue	369.3	114.3	102.8	111.8	118.9	447.7	516.8	609.5
YoY	21%	29%	24%	21%	13%	21.2%	15.4%	17.9%
% Change	0.0%	0%	7%	3%	1%	3%	2%	2%
New Adj EBITDA	(37.9)	(3.4)	(25.0)	(15.0)	(9.7)	(53.0)	(29.9)	(3.5)
New Adj EBITDA Margin	-10.3%	-2.9%	-22.7%	-13.0%	-8.0%	-11.5%	-5.6%	-0.6%
Old Adj EBITDA	(37.9)	(3.4)	(24.1)	(14.5)	(11.4)	(53.3)	(31.8)	(5.4)
Old Adj EBITDA Margin	-10.3%	-2.9%	-23.4%	-12.9%	-9.6%	-11.9%	-6.2%	-0.9%
% Change	0%	0%	-4%	-3%	15%	1%	6%	35%
New Non-GAAP EPS	(0.68)	(0.06)	(0.46)	(0.23)	(0.16)	(0.91)	(0.52)	(0.17)
Old Non-GAAP EPS	(0.68)	(0.06)	(0.35)	(0.23)	(0.19)	(0.83)	(0.54)	(0.19)
% Change	0%	0%	30%	3%	-16%	10%	-4%	-11%
New Billings	401.7	109.8	115.0	118.6	146.7	490.1	580.8	685.3
YoY	20%	38%	29%	18%	11%	22.0%	18.5%	18.0%
Old Billings	401.7	109.8	112.3	117.1	144.8	484.1	573.6	676.9
YoY	20%	38%	26%	16%	9%	20.5%	18.5%	18.0%
% Change	0%	0%	2%	1%	1%	1%	1%	1%
New OCF	(53.9)	(20.6)	(29.7)	(15.9)	(8.6)	(74.7)	(10.0)	6.2
Old OCF	(53.9)	(20.6)	(0.5)	(15.3)	(10.4)	(46.8)	(11.6)	5.0
\$ Change	\$0.0	\$0.0	(\$29.1)	(\$0.6)	\$1.8	(\$27.9)	\$1.6	\$1.1
New FCF	(60.0)	(24.0)	(31.0)	(18.1)	(11.1)	(84.2)	(21.0)	(7.3)
Old FCF	(60.0)	(24.0)	(2.6)	(17.4)	(12.9)	(56.9)	(22.3)	(8.1)
\$ Change	\$0.0	\$0.0	(\$28.3)	(\$0.7)	\$1.8	(\$27.3)	\$1.3	\$0.8



Exhibit 2: APPN Revenue Drivers

	-	\perp			2021					2022					
	FY19	FY20	3/21	6/21	9/21	12/21	FY21	3/22	6/22	9/22E	12/22E	FY22E	FY23E	FY24E	FY25E
Revenue Model															
Total Software Revenue (Perp, Maintenance, Term 8	151.3	198.7	63.8	56.9	67.2	75.8	263.7	83.7	76.7	82.9	86.4	329.7	383.0	463.7	565.6
YoY% change	20%	31%	26%	37%	32%	35%	32.7%	31%	35%	23%	14%	25.0%	16.2%	21.1%	22.0%
QoQ % change		1	14%	-11%	18%	13%		10%	-8%	8%	4%				
3-Year average QoQ			8%	4%	6%	12%		11%	-7%	14%	12%				
% of Total	58%	65%	72%	69%	73%	72%	71%	73%	70%	72%	72%	72%	72%	74%	76%
Subscription Revenue (SaaS + Term + Support)	151.3	198.7	63.8	56.9	67.2	75.8	263.7	83.7	76.7	82.9	86.4	329.7	383.0	463.7	565.6
YoY % change	24%	31%	26%	37%	32%	35%	33%	31%	35%	23%	14%	25%	16%	21%	22%
QoQ % change	1	1	14%	-11%	18%	13%		10%	-8%	8%	4%			1	
% of Total	58%	65%	72%	69%	73%	72%	71%	73%	70%	72%	72%	72%	72%	74%	76%
SaaS Subscriptions	95.0	129.2	39.1	42.5	46.7	51.2	179.4	53.4	57.1	60.9	62.8	234.1	283.3	359.8	456.9
YoY % change	41%	36%	37%	44%	36%	39%	38.8%	37%	34%	30%	23%	30.5%	21.0%	27.0%	27.0
QoQ % change	1	1	6%	9%	10%	10%	1	4%	7%	7%	3%	1	1	1	
% of Full Year	100%	100%	22%	24%	26%	40%	111%	23%	24%	26%	27%	100%	100%	100%	100
Renewal SaaS	65.4	93.1	27.9	28.7	33.3	49.1	124.1	37.5	42.1	46.2	50.7	176.4	224.8	272.0	345
Renewal Rate	97%	98%	98%	97%	97%	99%	96%	96%	99%	99%	99%	98%	96%	96%	96%
New SaaS Revenue	29.6	36.1	11.2	13.8	13.4	2.0	55.4	15.9	15.0	14.6	12.1	57.7	58.5	87.8	111
YoY % change	4%	22%	48%	91%	31%	-80%	53%	42%	9%	9%	493%	4%	1%	50%	27%
Term License Revenue	40.4	51.4	19.9	9.3	15.1	18.9	63.2	24.7	14.1	15.8	17.7	72.2	76.6	80.8	85.4
YoY % change	-16%	27%	12%	26%	28%	31%	23%	24%	51%	4%	-7%	14%	6%	5%	6%
QoQ % change			38%	-53%	62%	25%		31%	-43%	12%	12%				
Support (Maintenance)	15.843	18.1	4.9	5.1	5.4	5.7	21.1	5.6	5.5	6.3	6.0	23.4	23.1	23.2	23.3
YoY % change	168%	14%	14%	15%	18%	20%	17%	16%	7%	16%	5%	11%	-1%	0%	0%
QoQ % change			2%	6%	6%	5%		-1%	-2%	14%	-5%				
New Perpetual Billings Factor	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	209
Renewal Billinas Factor	268%	114%	95%	95%	95%	95%	117%	95%	95%	95%	95%	111%	99%	100%	100
% of Total	6%	6%	5%	6%	6%	5%	6%	5%	5%	5%	5%	5%	4%	4%	3%
Perpetual License Revenue YoY % change	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
QoQ % change												1			1
% of Total	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
% OF LOTAL	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
ervices & Other Revenue	109.1	105.9	25.1	26.1	25.2	29.2	105.5	30.5	33.4	31.9	34.2	130.0	146.5	160.2	174
YoY% change	8.3%	-2.9%	-12%	3%	-5%	14%	-0.3%	22%	28%	27%	17%	23.2%	12.7%	9.3%	9.29
QoQ % change VS Non-Pro Serv Rev	72%	53%	-2% 39%	4% 46%	-3% 37%	16% 39%	40%	5% 36%	9% 44%	-5% 38%	7% 40%	39%	38%	35%	31%
% of Total Revenue	42%	35%	28.24%	46% 31.39%	27%	28%	29%	26.73%	30.34%	28%	28%	28%	28%	26%	24%
/0 00 1 00 0 1 0 1 0 1 0 1 0 1 0 1 0 1 0	1.278	1~/*	20,2470	01.0070	2.70	20/0	120/0	120.7070	55.5478	20/0	20/0	12078	20,0	12070	1-4/
Total Revenue	260.4	304.6	88.9	83.0	92.4	105.0	369.3	114.3	110.1	114.8	120.6	459.7	529.6	623.9	740

Source: Company Data, Morgan Stanley Research

Exhibit 3: APPN Income Statement

(\$ millions, Except Per-Share Data)			2021		Γ			202	,			I		
	FY20	3/21	6/21	9/21	12/21	FY21	3/22	6/22	9/22E	12/22E	FY22E	FY23E	FY24E	FY25E
Subscriptions, Software and Support	198.7	63.8	56.9	67.2	75.8	263.7	83.7	76.7	82.9	86.4	329.7	383.0	463.7	565.6
Year over year % change	31.3%	26.4%	37.5%	32.5%	35.1%	32.7%	31.3%	34.6%	23.3%	14.1%	25.0%	16.2%	21.1%	22.0%
Professional Services Revenue	105.9	25.1	26.1	25.2	29.2	105.5	30.5	33.4	31.9	34.2	130.0	146.5	160.2	174.9
Year over year % change	-2.9%	-11.7%	2.7%	-5.1%	14.4%	-0.3%	21.8%	28.2%	26.6%	17.0%	23.2%	12.7%	9.3%	9.2%
Total Revenue	304.6	88.9	83.0	92.4	105.0	369.3	114.3	110.1	114.8	120.6	459.7	529.6	623.9	740.5
Year over year % change	17.0%	12.7%	24.3%	19.6%	28.6%	21.2%	28.6%	32.6%	24.2%	14.9%	24.5%	15.2%	17.8%	18.7%
Quarter over quarter % change		8.9%	-6.6%	11.3%	13.6%		8.8%	-3.7%	4.3%	5.1%				
Cost of Revenue														
Cost of Software and Support Revenue	19.9	5.6	6.6	6.7	7.3	26.1	8.0	8.3	9.9	9.2	35.4	41.2	50.1	62.3
Cost of Professional Services Revenue	66.5	17.0	18.1	18.6	19.9	73.6	21.7	23.4	23.9	25.6	94.6	109.9	120.1	131.2
Total Cost of Revenue	86.3	22.6	24.7	25.3	27.1	99.8	29.7	31.7	33.8	34.8	130.1	151.1	170.3	193.5
Gross Profit	218.2	66.3	58.3	67.1	77.8	269.5	84.6	78.3	81.0	85.8	329.7	378.5	453.6	547.0
Gross Margin	71.7%	74.6%	70.3%	72.6%	74.1%	73.0%	74.0%	71.2%	70.5%	71.1%	71.7%	71.5%	72.7%	73.9%
Subscription Gross Margin	90.0%	91.3%	88.5%	90.0%	90.4%	90.1%	90.4%	89.2%	88.0%	89.4%	89.3%	89.2%	89.2%	89.0%
Professional Services Gross Margin	37.2%	32.1%	30.5%	26.0%	32.0%	30.2%	29.1%	29.8%	25.0%	25.0%	27.2%	25.0%	25.0%	25.0%
Operating Expenses														
Sales & Marketing	127.5	34.9	39.3	40.6	47.6	162.4	44.1	53.9	48.4	52.8	199.2	217.6	247.3	283.3
Research & Development	67.5	19.7	22.8	25.2	24.6	92.3	27.5	30.8	29.9	26.3	114.5	114.7	125.8	138.1
General & Administration	45.8	12.6	13.8	14.7	17.3	58.4	18.1	20.4	19.4	18.3	76.2	83.5	92.2	107.8
CONSTRUCT CONTROL CONT	40.0	12.0	10.0			00.4	10.1	20.1	10.4	10.0	70.2	00.0	02.2	101.0
Total Operating Expenses	240.9	67.2	75.9	80.5	89.5	313.2	89.7	105.1	97.6	97.4	389.9	415.7	465.3	529.2
Year over vear % change	18%	11%	39%	33%	36%	30%	34%	38%	21%	9%	24%	7%	12%	14%
,														
Operating Income	(22.6)	(0.9)	(17.6)	(13.5)	(11.7)	(43.7)	(5.1)	(26.8)	(16.7)	(11.6)	(60.2)	(37.2)	(11.6)	17.8
Operating Margin	-7.4%	-1.0%	-21.2%	-14.6%	-11.1%	-11.8%	-4.5%	-24.3%	-14.5%	-9.6%	-13.1%	-7.0%	-1.9%	2.4%
Decreciation	5.9	1.278	1.3	1.5	1.7	5.7	1.773	1.8	1.7	1.9	7.2	7.4	8.1	9.1
EBITDA	(16.8)	0.4	(16.3)	(12.0)	(10.0)	(37.9)	(3.4)	(25.0)	(15.0)	(9.7)	(53.0)	(29.9)	(3.5)	26.9
EBITDA Margin	-5.5%	0.4%	-19.7%	-12.9%	-9.5%	-10.3%	-2.9%	-22.7%	-13.0%	-8.0%	-11.5%	-5.6%	-0.6%	3.6%
EBITDA Margili	-3.3%	0.476	-19.770	-12.976	-9.5%	-10.3%	-2.9%	-22.170	-13.0%	-0.0%	-11.5%	-5.0%	-0.0%	3.0%
Net Interest and Other Income (Expense)	5.3	(3.0)	1.0	(2.4)	0.4	(4.0)	(0.9)	(6.2)	-	0.5	(6.6)	-	-	-
Income Before Taxes	(17.3)	(3.883)	(16.6)	(15.9)	(11.2)	(47.6)	(5.992)	(33.0)	(16.7)	(11.1)	(66.7)	(37.2)	(11.6)	17.8
% of revenues	-5.7%	-4.4%	-20.0%	-17.2%	-10.7%	-12.9%	-5.2%	-30.0%	-14.5%	-9.2%	-14.5%	-7.0%	-1.9%	2.4%
Provision (Benefit) for Income Taxes	0.9	0.1	0.3	0.0	0.3	0.7	(1.6)	0.4	0.2	0.2	(0.9)	0.6	0.6	0.6
% Tax Rate	5.1%	3.2%	1.5%	0.1%	2.8%	1.5%	-26.3%	1.2%	0.9%	1.4%	-1.3%	1.6%	5.2%	3.4%
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Net income	(18.2)	(4.006)	(16.9)	(15.9)	(11.6)	(48.3)	(4.4)	(33.4)	(16.8)	(11.2)	(65.9)	(37.8)	(12.2)	17.2
Net margin	-6.0%	-4.5%	-20.3%	-17.2%	-11.0%	-13.1%	-3.9%	-30.3%	-14.7%	-9.3%	-14.3%	-7.1%	-2.0%	2.3%
Pro Forma EPS - Operating(1)	(\$0.26)	(\$0.06)	(\$0.24)	(\$0.22)	(\$0.16)	(\$0.68)	(\$0.06)	(\$0.46)	(\$0.23)	(\$0.16)	(\$0.91)	(\$0.52)	(\$0.17)	\$0.23
		,							,	/1				



Exhibit 4: APPN Balance Sheet

(\$ in millions, except EPS)					Г					Г				
	FY20	3/21	202 6/21	9/21	12/21	FY21	3/22	6/22	9/22F	12/22E	FY22E	FY23E	FY24F	FY25E
Assets	F120	3/21	0/21	9/21	12/21	FIZI	3/22	0/22	3/220	12/22	FIZZE	FIZSE	F124C	F123E
Cash and Cash Equivalents	112.5	114.8	131.3	127 1	100.8	100.8	106.8	76.2	58.1	47.0	47.0	25.9	187	84.0
Short Term Investments	109.8	118.0	111.3	61.4	55.2	55.2	53.4	59.7	59.7	59.7	59.7	59.7	59.7	59.7
Accounts Receivables, net	97.3	87.4	82.3	110.2	130.0	130.0	121.6	120.4	127.8	140.7	140.7	163.7	180.0	178.2
Deferred Commissions	17.9	18.7	20.2	21.6	24.7	24.7	25.7	26.8	26.9	27.1	27.1	33.3	37.0	41.3
Prepaids and Other Current Assets	28.0	28.5	28.1	26.2	27.6	27.6	31.1	32.2	33.6	36.8	36.8	39.7	49.9	59.2
Deferred Taxes														
Total Current Assets	365.4	367.4	373.1	346.569	338.3	338.3	338.7	315.4	306.2	311.3	311.3	322.4	345.3	422.5
Property and Equipment, net	35.4	34.7	34.1	34.3	36.9	36.9	38.5	38.5	39.1	39.7	39.7	43.3	48.6	54.7
Deferred Commissions, less current	34.2	36.0	39.3	42.0	49.0	49.0	49.4	48.7	48.9	49.3	49.3	60.5	67.1	74.9
Other Assets	34.3	33.5	33.6	31.3	29.9	29.9	29.5	29.3	30.9	32.0	32.0	36.9	43.4	51.5
Total Assets	512.5	500.6	493.9	494.4	504.5	504.5	502.5	469.6	462.8	469.9	469.9	500.7	542.1	641.3
Liabilities														
Accounts Payable & Accrued Expenses	8.8	10.0	12.3	20.2	21.2	21.2	23.1	23.2	25.9	18.8	18.8	22.9	18.0	24.9
Accrued Compensation	23.0	20.9	25.7	28.7	35.1	35.1	27.8	29.3	30.6	27.3	27.3	41.6	37.2	42.3
Deferred Revenue	116.3	107.9	113.8	122.8	150.2	150.2	146.2	151.3	155.1	181.2	181.2	232.4	293.7	361.9
Other Short-term Liabilities	7.9	8.2	7.9	6.7	9.2	9.2	9.2	8.6	10.7	13.4	13.4	12.5	14.0	15.9
Total Current Liabilities	155.9	147.0	159.7	178.420	215.7	215.7	206.4	212.3	222.3	240.7	240.7	309.3	362.9	445.0
Deferred Revenue	3.9	2.7	2.9	2.0	2.4	2.4	1.9	1.8	1.8	1.8	1.8	1.8	1.8	1.8
Other Liabilities	56.1	55.4	55.0	57.4	52.5	52.5	51.4	50.5	50.5	50.5	50.5	50.5	50.5	50.5
Long-Term Debt	-		-	-		-	-		-	-	-	-	-	-
Total Liabilities	215.9	205.0	217.6	237.9	270.6	270.6	259.8	264.6	274.5	292.9	292.9	361.5	415.2	497.3
Preferred Stock	-		-			-			-	-	-	-	-	-
Common 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
Treasury stock	-		-			-	-		-	-	-	-	-	-
Additional Paid-in Capital	470.5	479.0	485.1	490.6	497.1	497.1	528.5	538.2	547.4	556.5	556.5	572.5	588.5	604.5
Retained Earnings (Accumulated Deficit)	(168.9)	(182.5)	(206.3)	(231.7)	(257.5)	(257.5)	(280.7)	(330.0)	(356.0)	(376.4)	(376.4)	(430.3)	(458.5)	(457.3)
Accumulated Other Comprehensive Gain (Loss)	(5.0)	(1.0)	(2.4)	(2.4)	(5.7)	(5.7)	(5.0)	(3.2)	(3.2)	(3.2)	(3.2)	(3.2)	(3.2)	(3.2)
Total Stockholders' Equity	296.6	295.6	276.3	256.5	233.9	233.9	242.8	205.1	188.2	177.0	177.0	139.1	126.9	144.1
Total Liabilities and Stockholders' Equity	512.5	500.6	493.9	494.4	504.5	504.5	502.5	469.6	462.8	469.9	469.9	500.7	542.1	641.3

Source: Company Data, Morgan Stanley Research

Exhibit 5: APPN Cash Flow Statement

					_									
(\$ in millions, except EPS)			2021					2022	!					
	FY20	3/21	6/21	9/21	12/21	FY21	3/22	6/22	9/22E	12/22E	FY22E	FY23E	FY24E	FY25E
Net Income	(33.5)	(13.6)	(23.8)	(25.4)	(25.8)	(88.6)	(23.2)	(49.4)	(26.0)	(20.4)	(118.9)	(53.8)	(28.2)	1.2
Depreciation and Amortization	5.9	1.3	1.3	1.5	1.7	5.7	1.8	1.8	1.7	1.9	7.2	7.4	8.1	9.1
Amortization of Deferred Commissions Stock Compensation Expenses	15.3	7.9	4.6	5.2	6.2	23.8	6.9	9.1	9.1	9.1	34.4	16.0	16.0	16.0
Changes in Warrant Liability Other	0.0	(0.0)	(0.0)	-	0.0		0.1	(0.1)	-	-		-		-
	0.0	(0.0)	(0.0)		0.0		0.1	(0.1)						
Changes in Working Capital Accounts Receivable	(33.6)	12.7	4.1	(26.7)	(23.9)	(33.9)	8.4	3.7	(7.4)	(12.9)	(8.2)	(23.0)	(16.4)	1.8
Deferred Commissions	(8.6)	(2.6)	(4.7)	(4.2)	(10.0)	(21.6)	(1.4)	(0.4)	(0.4)	(0.5)	(2.7)	(17.4)	(10.3)	(12.1)
Prepaid Expenses and Other Assets	3.7	(0.3)	0.5	2.5	(0.6)	2.1	(3.6)	(1.8)	(1.4)	(3.1)	(9.9)	(2.9)	(10.2)	(9.3)
Other Assets Accounts Pavable	(4.2)	1.2	1.8	7.8	0.7	11.5	2.3	(0.2)	(1.6) 2.8	(1.1)	(2.6)	(4.9) 4.1	(6.6)	(8.1) 6.9
Accrued Compensation	11.8	(2.0)	4.8	3.0	6.8	12.6	(6.8)	1.9	1.2	(3.3)	(7.0)	14.3	(4.4)	5.1
Deferred Revenue	27.6	(7.2)	5.4	8.6	26.5	33.4	(3.8)	6.8	3.8	26.1	32.9	51.2	61.4	68.1
Other Items and Liabilities	7.1	0.3	(0.8)	2.9	(1.3)	1.1	(0.4)	(0.9)	2.2	2.6	3.5	(0.9)	1.5	1.9
Net Cash Provided by (used in) Operating Activities	(7.6)	(2.8)	(6.6)	(25.1)	(19.4)	(53.9)	(20.6)	(29.7)	(15.9)	(8.6)	(74.7)	(10.0)	6.2	80.6
YoY Growth % Margin	-15% -3%	-27% -3%	112% -8%	287% -27%	-433% -18%	608% -15%	633% -18%	352% -27%	-37% -14%	-56% -7%	39% -16%	-87% -2%	-161% 1%	1210% 11%
Capital Expenditures	(1.3)	(0.5)	(0.6)	(1.4)	(3.6)	(6.1)	(3.4)	(1.3)	(2.2)	(2.5)	(9.4)	(11.0)	(13.4)	(15.2)
Addition of Capitalized Software Expense Maturities/(Purchases) of Investments	(146.0)	56	22.0	57.0	(126.5)	(41.9)	5.5	(0.2)			5.3	-	- 1	-
Net Cash Paid for Acquisitions. Other Assets	(140.0)	3.0	22.0	(30.7)	(120.0)	(30.7)	3.3	(0.2)	_	_	3.3		- 1	- 1
Investment in Unconsolidated Affiliates	-		-	-	120.6	120.6	-				-	-	-	-
Restricted Cash			-	-	=	-	-				-	-	-	-
Other Investing Activities Net Cash Provided by (used in) Investing Activities	(6.1)	5.2	21,4	24.8	(9.5)	41.9	2.1	(1.5)	(2.2)	(2.5)	(4.2)	(11.0)	(13.4)	(15,2)
		3.2	21.4	24.0	(0.0)	41.0	4.1	(1.0)	(2.2)	(2.3)	(4.2)	(11.0)	(13.4)	(13.2)
Proceeds from Issuance of Common Shares Proceeds from Issuance of Preferred Shares	108.3		-	-	-	-	-		-	-	-	-		-
Proceeds from Exercise of Stock Options and Restricted S	6.4	0.6	1.5	0.3	0.4	2.8	24.4	0.6			25.0		- 1	
Tax Benefit from exercise of stock options			-	-		-	-		-	-	-	-	-	-
Stock Repurchases Net Borrowing	-		-	-	-	-	-		-	-	-	-	-	-
Other Financing Activities	(4.2)				- 1	- 1			- :				- 1	
Net Cash Provided by (used in) Financing Activities	110.5	0.6	1.5	0.3	0.4	2.8	24.4	0.6	-	-	25.0	-	-	-

NEWR Financials

Exhibit 6: NEWR Model Changes

(\$ Millions, Except Per-Share Data)

New Relic	FY21	FY22	6/22	9/22E	12/22E	3/23E	FY23E	FY24E	FY25E
New Total Revenue	667.6	785.5	216.5	219.4	236.1	248.5	920.4	1085.3	1279.3
YoY Growth	11.4%	17.7%	19.9%	12.1%	16.0%	20.8%	17.2%	17.9%	17.9%
Old Total Revenue	667.6	785.5	213.0	223.0	235.6	246.4	917.9	1084.7	1276.0
YoY Growth	11.4%	17.7%	18.0%	14.0%	15.7%	19.8%	16.9%	18.2%	17.6%
% Change	0.0%	0.0%	1.6%	-1.6%	0.2%	0.9%	0.3%	0.1%	0.3%
New Net New Customer Revenue	8.5	14.5	7.1	4.7	4.6	3.1	19.5	19.0	21.2
YoY Growth		71.0%	132.7%	15.4%	3.6%	6.5%	34.5%	-2.6%	11.7%
Old Net New Customer Revenue	8.5	14.5	5.3	5.2	4.6	3.0	18.1	18.7	21.2
YoY Growth		71.0%	73.1%	27.7%	4.2%	2.9%	25.0%	3.1%	13.2%
% Change	0.0%	0.0%	34.4%	-9.6%	-0.6%	3.5%	7.6%	1.7%	0.4%
New Operating Income	(24.6)	(49.1)	(17.2)	(4.8)	12.0	17.3	7.4	45.9	84.0
New Operating Margin	-3.7%	-6.2%	-7.9%	-2.2%	5.1%	7.0%	0.8%	4.2%	6.6%
Old Operating Income	(24.6)	(49.1)	(24.2)	(4.4)	0.9	4.3	(23.5)	25.0	71.9
Old Operating Margin	-3.7%	-6.2%	-11.4%	-2.0%	0.4%	1.7%	-2.6%	2.3%	5.6%
% Change	0%	0%	-29%	8%	1303%	302%	-131%	84%	17%
New OCF	69.9	3.6	43.0	7.1	17.7	3.0	70.7	104.5	143.9
Old OCF	69.9	3.6	(2.7)	5.3	13.3	37.3	53.3	90.3	137.7
% Change	0.0%	0.0%	NM	32.7%	32.7%	-92.0%	32.7%	15.8%	4.5%
New FCF	37.6	(13.8)	39.3	3.1	14.4	(2.5)	54.4	87.4	123.9
Old FCF	37.6	(13.8)	(9.0)	1.4	10.0	31.8	34.2	68.3	112.4
% Change	0.0%	NM	NM	125.6%	44.1%	NM	59.1%	28.0%	10.2%



Exhibit 7: NEWR Revenue Drivers

(\$ in millions, except EPS)	FY20	FY21	6/21	9/21	12/21	3/22	FY22	6/22	202 9/22E	12/22E	3/23E	FY23E	FY24E	FY25E
	FY20	FY21	6/21	9/21	12/21	3/22	FY22	6/22	9/22E	12/22E	3/23E	FY23E	FY24E	FY25E
Revenue Model														
Total Revenue	599.5 25.1%	667.6	180.5	195.7 17.8%	203.6	205.8	785.5 17.7%	216.5 19.9%	219.4 12.1%	236.1 16.0%	248.5	920.4 17.2%	1,085.3	1,279.
Year over year % change Quarter over quarter % change	25.1%	11.4%	11.0% 4.5%	8.4%	4.0%	19.2%	17.7%	5.2%	1.3%	7.6%	5.3%	17.2%	17.9%	17.9%
Quarter over quarter % change			4.0%	0.4%	4.0%	1.156		0.279	1.376	7.076	0.3%			
Prior Period TTM revenue			621.1	641.3	654.6	667.6		685.5	715.2	752.4	785.5			
Churn (within TTM revenue)			99%	99%	99%	99%		99%	99%	99%	99%			
Prior period TTM revenue, ex. churned accounts			614.9	634.9	644.8	657.6		678.7	708.0	744.9	777.7			
TTM Existing Customer Revenue			682.5	711.1	748.0	782.6		814.4	840.4	873.0	917.3			
TTM Existing Customer Revenue (In Quarter)			177.4	191.6	199.1	202.8		209.4	214.6	231.5	245.4			
YoY Growth					21%	19%			12%	16%	21%			
QoQ Growth			4.5%	8.0%	3.9%	1.8%		3.2%	2.5%	7.8%	6.0%			
NRR			111%	112%	116%	119%		120%	119%	117%	118%			
New Customer revenue		8.5	3.0	4.1	4.5	2.9	14.5	7.1	4.7	4.6	3.1	19.5	19.0	21.
YoY Growth			13.5%	141.2%	269.1%	0.9%	71.0%	132.7%	15.4%	3.6%	6.5%	34.5%	-2.6%	11.7%
QoQ Growth			4.3%	34.6%	8.9%	-34.0%		140.6%	-33.3%	-2.3%	-32.1%			
Customer Data														
Active Customer Accounts	15,500	14,100	14,100	14,300	14,600	14,800	14,800	15,100	15,327	15,556	15,790	15,790	16,800	17,831
YoY Growth	-8%	-9%	-8%	-1%	5%	5%	5%	7%	7%	7%	7%	7%	6%	6%
QoQ Growth			0.0%	1.4%	2.1%	1.4%		2.0%	2%	2%	2%			
		l l												_
Avg. Revenue per Paid Account ('000s)	38.3	46.1	12.80	13.78	14.09	14.00	54.4	14.48	14.42	15.29	15.85	59.6	66.1	73.4
YoY Growth	36%	20%	22%	24%	20%	13%	18%	13%	5%	9%	13%	10%	11%	11%
QOQ GIOWIII			4%	8%	2%	-1%		3%	0%	6%	4%			
Quarterly Gross New Paid Accounts (QoQ)		625	125	250	350	350		325	240	250	250			
YoY Growth		025	25%	100%	250%	17%		160%	-4%	-29%	-29%			
QoQ Growth			-58%	100%	40%	0%		-7%	-26%	4%	0%			
Annual Gross New Paid Accounts			650	775	1,025	1,075		1,275	1,265	1,165	1,065			
Customers Lost (QoQ)			-125	-50	-50	-150		-25	-14	-20	-17			
Customers Lost (YoY)			-1,950	-975	-325	-375		-275	-239	-209	-75			
Renewal Rate			87%	93%	98%	97%		98%	98%	99%	99%			
Revenue per New Account (1000s)			4.67	5.74	4.95	2.80		6.01	3.73	3.96	2.94			
Revenue per New Account (1000s) Yo Y Growth			4.67 -30%	5.74	4.95 74%	-50%		6.01 29%	3.73	3.96	2.94 5%			
QoQ Growth			-16%	23%	-14%	-43%		115%	-38%	6%	-26%			
QOQ OIOMIII			-10,0	2070	-14%	45%		1107	-50,0	0,0	-20.0			
Active Customer Accounts >\$100K	846	945	964	1,011	1,064	1,099		1,137						
YoY Growth			12%	13%	17%	16%		18%						
QoQ Growth			2%	5%	5%	3%		3%						
Net adds (QoQ)			19	47	53	35		38						
						82%		83%						
D		700	700	0400										
Percentage of Revenue from Active Acts >\$100K		78%	79%	81%	81%			190						
Revenue From Large Accounts (MSe)		78% 518	143	159	165	169		180 26%						
								180 26% 6%						
Revenue From Large Accounts (MSe) YoY Growth QoQ Growth			143 15%	159 24%	165 27%	169 24%		26%						
Revenue From Large Accounts (MSe) Yo' Yorwah Goo Growth ARR		518	143 15% 5%	159 24% 11%	165 27% 4%	169 24% 2%		26% 6%						
Revenue From Large Accounts (MSe) Yof Goosth QoO Growth ARR Enterprise Annualized Recurring Revenue	424.7	518 512.8	143 15% 5% 554.1	159 24% 11% 604.69	165 27% 4% 629.10	169 24% 2% 646.4	646.4	26% 6% 708.2	728.64	788.95	827.3	827.3	1,015.4	1,237.6
Revenue Tom Large Accounts (MSe) Yo' Growth Qo'Q Growth ARR Enterprise Annualized Recurring Revenue Yo' Growth	424.7 32%	518	143 15% 5% 554.1 24%	159 24% 11% 604.69 31%	165 27% 4% 629.10 36%	169 24% 2% 646.4 26%	646.4 26%	708.2 28%	20%	25%	28%	827.3 28%	1,015.4 23%	1,237.6
Revenue From Large Accounts (MSe) Yof Goosth QoO Growth ARR Enterprise Annualized Recurring Revenue		518 512.8	143 15% 5% 554.1	159 24% 11% 604.69	165 27% 4% 629.10	169 24% 2% 646.4		26% 6% 708.2						
Revenue 7 mon Large Accounts (MSe) Yo' Growth ARR Large Annualized Recurring Revenue Yo' Growth Oct Growth	32%	518 512.8 21%	143 15% 5% 554.1 24% 8%	159 24% 11% 604.69 31% 9%	165 27% 4% 4% 629.10 36% 4%	169 24% 2% 646.4 26% 3%	26%	708.2 28% 10%	20% 3%	25% 8%	28% 5%	28%	23%	22%
Revenue From Large Accounts (MSe) Yo' Growth God Grewth ARR Enterprise Annualized Recurring Revenue Yo' Growth God Annualized Recurring Revenue Not Growth Not Annualized Recurring Recurring Revenue	32% 67% 642.4	512.8 21% 74% 674.0	143 15% 5% 554.1 24% 8% 77%	159 24% 11% 604.69 31% 9% 77% 763.1	165 27% 4% 4% 629.10 36% 4% 77% 799.8	169 24% 2% 646.4 26% 3% 79% 820.3	26% 79% 820.3	708.2 28% 10% 82%	20% 3% 83% 868.1	25% 8% 84% 934.3	28% 5% 83% 983.4	28% 83% 983.4	23% 87% 1,144.9	22% 91% 1,336.5
Revenue Tom Large Accounts (MSe) Yo' Growth OOD Growth ARR Enterprise Annualized Recurring Revenue Yo' Growth OOD Growth Si of Annualized Recurring Revenue Annual Recurring Revenue Yo' Growth Yo' Growth Yo' Growth	32% 67%	512.8 512.8 21% 74%	143 15% 5% 554.1 24% 8% 77% 703.8	159 24% 11% 604.69 31% 9% 77% 763.1	165 27% 4% 4% 629.10 36% 4% 77% 799.8 20%	169 24% 2% 2% 646.4 26% 3% 79% 820.3 22%	26% 79%	26% 6% 708.2 28% 10% 82% 844.1 20%	20% 3% 83% 868.1 14%	25% 8% 84% 934.3 17%	28% 5% 83% 983.4 20%	28% 83%	23% 87%	22% 91%
Revenue From Large Accounts (MSe) Yo' Growth ARR Entertris Annualized Recurring Revenue Yo' Growth Gold Growth Sid Annualized Recurring Revenue William Colorant Sid Annualized Recurring Revenue Annualized Recurring Recurring Revenue Annualized Recurring Recurring Revenue You' Growth Gold Growth Gold Growth Gold Growth	32% 67% 642.4	512.8 21% 74% 674.0	143 15% 5% 554.1 24% 8% 77% 703.8 9% 4.4%	159 24% 11% 604.69 31% 9% 77% 763.1 18% 8.4%	165 27% 4% 4% 629.10 36% 4% 77% 799.8 20% 4.8%	169 24% 2% 646.4 26% 3% 79% 820.3	26% 79% 820.3	26% 6% 708.2 28% 10% 82% 844.1 20% 2.9%	20% 3% 83% 868.1 14% 3%	25% 8% 84% 934.3 17% 8%	28% 5% 83% 983.4 20% 5%	28% 83% 983.4	23% 87% 1,144.9	22% 91% 1,336.5
Revenue Tom Large Accounts (MSe) Yo' Growth OOD Growth Enterprise Annualized Recurring Revenue Yo' Growth Ood Growth Si d'Annualized Recurring Revenue No Growth Annual Recurring Revenue Yo' Growth Ood Growth Not New Annualized Recurring Revenue Not Good Growth Not New ARR S	32% 67% 642.4	512.8 21% 74% 674.0	143 15% 5% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8	159 24% 11% 604.69 31% 9% 77% 763.1 18% 8.4% 59.3	165 27% 4% 4% 629.10 36% 4% 77% 799.8 20% 4.8% 36.7	169 24% 2% 648.4 26% 3% 79% 820.3 22% 2.6% 20.5	26% 79% 820.3	26% 6% 708.2 28% 10% 82% 844.1 20% 2.9% 23.8	20% 3% 83% 868.1 14% 3% 24.0	25% 8% 84% 934.3 17% 8% 66.2	28% 5% 83% 983.4 20% 5% 49.1	28% 83% 983.4	23% 87% 1,144.9	22% 91% 1,336.5
Revenue Tenn Large Accounts (MSe) Yo' Growth ARR Enterview Annualized Recurring Revenue Yo' Growth Yo' Growth Yo' Annualized Recurring Revenue Annual Recurring Revenue Annual Recurring Revenue Annual Recurring Revenue For Growth Yo' Growth Annualized For Common Port Co	32% 67% 642.4	512.8 21% 74% 674.0	143 15% 5% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8 5.4	159 24% 11% 604.69 31% 9% 77% 763.1 18% 8.4% 59.3 5.9	629.10 36% 4% 77% 799.8 20% 4.8% 36.7 6.1	169 24% 2% 646.4 26% 3% 79% 820.3 22% 2.6% 20.5 6.2	26% 79% 820.3	708.2 28% 10% 82% 844.1 20% 2.9% 2.9% 6.5	20% 3% 83% 868.1 14% 3% 24.0 6.6	25% 8% 84% 934.3 17% 8% 66.2 7.1	28% 5% 83% 983.4 20% 5% 49.1 7.5	28% 83% 983.4	23% 87% 1,144.9	22% 91% 1,336.5
Revenue From Large Accounts (MSe) Yo' Growth God Growth ARR Enterprise Annualized Recurring Revenue Yo' Growth God Growth No Annualized Recurring Recurring Revenue Yo' Growth God Growth From You're Frenue Yo' Growth God Growth From You're Frenue Yo' Growth God Growth From You're Frenue Yo' Growth God Growth From You're Frenue You're Frenue Yo' Growth God Growth From You're Frenue You're You're Frenue You're	32% 67% 642.4	512.8 21% 74% 674.0	143 15% 5% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8 5.4	159 24% 11% 604.69 31% 9% 77% 763.1 18% 8.4% 59.3 5.9	165 27% 4% 629.10 36% 4% 77% 799.8 20% 4.8% 36.7 6.1	169 24% 2% 646.4 26% 3% 79% 820.3 22% 2.6% 20.5 6.2 199.6	26% 79% 820.3	708.2 28% 10% 82% 844.1 20% 2.9% 23.8 6.5 210.0	20% 3% 83% 868.1 14% 3% 24.0 6.6 212.8	25% 8% 84% 934.3 17% 8% 66.2 7.1 229.0	28% 5% 83% 983.4 20% 5% 49.1 7.5 241.0	28% 83% 983.4	23% 87% 1,144.9	22% 91% 1,336.5
Revenue Tenn Lurge Accounts (MSe) Yo' Growth Ood Growth Enterprise Annualized Recurring Revenue Yo' Growth So Annualized Recurring Revenue To Growth So Annualized Recurring Revenue Annual Recurring Revenue To' Growth No Marker South	32% 67% 642.4	512.8 21% 74% 674.0	143 15% 5% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8 5.4	159 24% 11% 604.69 31% 9% 77% 763.1 18% 8.4% 59.3 5.9	629.10 36% 4% 77% 799.8 20% 4.8% 36.7 6.1	169 24% 2% 646.4 26% 3% 79% 820.3 22% 2.6% 20.5 6.2	26% 79% 820.3	708.2 28% 10% 82% 844.1 20% 2.9% 2.9% 6.5	20% 3% 83% 868.1 14% 3% 24.0 6.6	25% 8% 84% 934.3 17% 8% 66.2 7.1	28% 5% 83% 983.4 20% 5% 49.1 7.5	28% 83% 983.4	23% 87% 1,144.9	22% 91% 1,336.5
Revenue From Large Accounts (MSe) Yo' Growth God Growth ARR Enterprise Annualized Recurring Revenue Yo' Growth God Growth No Annualized Recurring Recurring Revenue Yo' Growth God Growth From You're Frenue Yo' Growth God Growth From You're Frenue Yo' Growth God Growth From You're Frenue Yo' Growth God Growth From You're Frenue You're Frenue Yo' Growth God Growth From You're Frenue You're You're Frenue You're	32% 67% 642.4	512.8 21% 74% 674.0	143 15% 5% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8 5.4	159 24% 11% 604.69 31% 9% 77% 763.1 18% 8.4% 59.3 5.9	165 27% 4% 629.10 36% 4% 77% 799.8 20% 4.8% 36.7 6.1	169 24% 2% 646.4 26% 3% 79% 820.3 22% 2.6% 20.5 6.2 199.6	26% 79% 820.3	708.2 28% 10% 82% 844.1 20% 2.9% 23.8 6.5 210.0	20% 3% 83% 868.1 14% 3% 24.0 6.6 212.8	25% 8% 84% 934.3 17% 8% 66.2 7.1 229.0	28% 5% 83% 983.4 20% 5% 49.1 7.5 241.0	28% 83% 983.4	23% 87% 1,144.9	22% 91% 1,336.5
Revenue From Large Accounts (MSe) Yo' Growth Ood Growth ARR Electrics Annualized Recurring Revenue Yo' Growth So' Annualized Recurring Revenue To Growth So' Annualized Recurring Revenue Annual Recurring Recurring Revenue Annual Recurring Revenue Annual Recurring Revenue To Growth Ood Growth Park New ARR 5 Pro Serv Revenue Estimate Sout Revenue Estimate Sout Revenue Estimate Sout Revenue Estimate Souther ARR/Revenue Factor Annual Recurring Revenue from >1100K ARR Accounts No ARR	32% 67% 642.4 16.6% 482 75%	512.8 21% 74% 674.0	143 15% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8 5.4 175.1 34% 535 76%	159 24% 11% 604.69 31% 9% 77% 763.1 18% 8.4% 5.9,3 189.8 34% 618	629.10 36% 4% 77% 799.8 20% 4.8% 36.7 6.1 197.5 34% 648 81%	169 24% 2% 2% 46.4 26% 3% 79% 820.3 22% 2.6% 6.2 199.8 34% 656 80%	26% 79% 820.3	708-2 28% 10% 82% 844.1 20% 2.9% 23.8 6.5 210.0 34% 761	20% 3% 83% 868.1 14% 3% 24.0 6.6 212.8	25% 8% 84% 934.3 17% 8% 66.2 7.1 229.0	28% 5% 83% 983.4 20% 5% 49.1 7.5 241.0	28% 83% 983.4	23% 87% 1,144.9	22% 91% 1,336.5
Revenue From Large Accounts (MSe) Yof Growth God Growth ARR Enterprise Annualized Recurring Revenue Yof Growth God Growth No Annualized Recurring Recurring Revenue Yof Growth God Growth No Annualized Recurring Recurring Revenue Yof Growth God Growth Annualized Recurring Recurring Revenue Yof Growth God Growth Annualized Recurring Revenue Yof Growth God Growth God Growth God Revenue Statunab God Revenue Statunab God Revenue Factor Annual Recurring Revenue Factor Annual Recurring Revenue From > \$100K ARR Accounts Yof Arthrol	32% 67% 642.4 16.6%	512.8 21% 74% 674.0	143 15% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8 5.4 175.1 34% 535 76%	159 24% 11% 604.69 31% 9% 77% 763.1 18% 8.4% 59.3 189.8 34% 618 81%	629.10 36% 4% 77% 20% 4.8% 36.7 6.1 197.5 34% 648 81% 23%	169 24% 2% 646.4 26% 3% 79% 820.3 22% 2.6% 20.5 6.2 199.6 34% 656 80%	26% 79% 820.3	708.2 28% 10% 82% 2.9% 2.9% 23.8 6.5 210.0 34% 701 83%	20% 3% 83% 868.1 14% 3% 24.0 6.6 212.8	25% 8% 84% 934.3 17% 8% 66.2 7.1 229.0	28% 5% 83% 983.4 20% 5% 49.1 7.5 241.0	28% 83% 983.4	23% 87% 1,144.9	22% 91% 1,336.5
Revenue From Large Accounts (MSe) Yo' Growth Ood Growth ARR Electrics Annualized Recurring Revenue Yo' Growth So' Annualized Recurring Revenue To Growth So' Annualized Recurring Revenue Annual Recurring Recurring Revenue Annual Recurring Revenue Annual Recurring Revenue To Growth Ood Growth Park New ARR 5 Pro Serv Revenue Estimate Sout Revenue Estimate Sout Revenue Estimate Sout Revenue Estimate Souther ARR/Revenue Factor Annual Recurring Revenue from >1100K ARR Accounts No ARR	32% 67% 642.4 16.6% 482 75%	512.8 21% 74% 674.0	143 15% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8 5.4 175.1 34% 535 76%	159 24% 11% 604.69 31% 9% 77% 763.1 18% 8.4% 5.9,3 189.8 34% 618	629.10 36% 4% 77% 799.8 20% 4.8% 36.7 6.1 197.5 34% 648 81%	169 24% 2% 2% 46.4 26% 3% 79% 820.3 22% 2.6% 6.2 199.8 34% 656 80%	26% 79% 820.3	708-2 28% 10% 82% 844.1 20% 2.9% 23.8 6.5 210.0 34% 761	20% 3% 83% 868.1 14% 3% 24.0 6.6 212.8	25% 8% 84% 934.3 17% 8% 66.2 7.1 229.0	28% 5% 83% 983.4 20% 5% 49.1 7.5 241.0	28% 83% 983.4	23% 87% 1,144.9	22% 91% 1,336.5
Revenue From Large Accounts (MSe) Yo' Growth Odo Growth ARR Enterprise Annualized Recurring Revenue Yo' Growth Odo Growth No Annualized Recurring Revenue Yo' Growth Odo Growth No Annualized Recurring Revenue Annualized Recurring Revenue Yo' Growth Odo Growth Note New ARR 5 Pro Ser Revenue Estimate Counterly ARR.Revenue Factor Annual Recurring Revenue Form > \$100K ARR Accounts S of ARR Yo' Glowth Odo Growth	32% 67% 642.4 16.6% 482 75%	512.8 512.8 21% 74% 674.0 4.9%	143 15% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8 5.4 175.1 34% 535 76%	159 24% 11% 604.69 31% 9% 77% 763.1 18% 8.4% 59.3 189.8 34% 618 81%	629.10 36% 4% 77% 20% 4.8% 36.7 6.1 197.5 34% 648 81% 23%	169 24% 2% 646.4 26% 3% 79% 820.3 22% 2.6% 20.5 6.2 199.6 34% 656 80%	26% 79% 820.3 21.7%	708.2 28% 10% 82% 2.9% 2.9% 23.8 6.5 210.0 34% 701 83%	20% 3% 83% 868.1 14% 3% 24.0 6.6 212.8	25% 8% 84% 934.3 17% 8% 66.2 7.1 229.0	28% 5% 83% 983.4 20% 5% 49.1 7.5 241.0	28% 83% 983.4 19.9%	23% 87% 1,144.9	22% 91% 1,336.5 16.7%
Revenue From Large Accounts (MSe) Yof Growth God Growth ARR Enterprise Annualized Recurring Revenue Yof Growth God Growth No Annualized Recurring Recurring Revenue Yof Growth God Growth No Annualized Recurring Recurring Revenue Yof Growth God Growth Annualized Recurring Recurring Revenue Yof Growth God Growth Annualized Recurring Revenue Yof Growth God Growth God Growth God Revenue Statunab God Revenue Statunab God Revenue Factor Annual Recurring Revenue Factor Annual Recurring Revenue From > \$100K ARR Accounts Yof Arthrol	32% 67% 642.4 16.6% 482 75%	512.8 21% 74% 674.0	143 15% 5% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8 5.4 175.1 34% 535 76% 9% -1%	159 24% 11% 604.69 31% 9% 77% 763.1 18% 59.3 59.9 189.8 34% 618 81% 24% 16%	165 27% 4% 629.10 36% 4% 77% 799.8 20% 4.8% 36.7 6.1 197.5 34% 648 81% 23% 5%	169 24% 2% 646.4 26% 3% 79% 820.3 22% 2.6% 20.5 6.2 199.6 34% 656 80% 22% 1%	26% 79% 820.3	708.2 28% 10% 82% 844.1 20% 2.9% 23.8 6.5 210.0 34% 701 83% 7%	20% 3% 83% 868.1 14% 3% 24.0 6.6 212.8 34%	25% 8% 84% 934.3 17% 8% 66.2 7.1 229.0 34%	28% 5% 83% 983.4 20% 5% 49.1 7.5 241.0 34%	28% 83% 983.4	23% 87% 1,144.9 16.4%	22% 91% 1,336.5
Revenue From Large Accounts (MSe) Yo' Growth Oct Growth ARR Enterprise Annualized Recurring Revenue Yo' Growth Oct Growth No of Annualized Recurring Revenue Yo' Growth Oct Gr	32% 67% 642.4 16.6% 482 75% 25%	518 512.8 21% 74% 674.0 4.9%	143 15% 5%. 554.1 24% 8% 77% 703.8 9.% 4.4% 29.8 5.4 175.1 34% 9.% 5.4 175.1 24.9 5.4 175.1 24.9 5.4 175.1 24.9 5.4 175.1 24.9 5.4 175.1 24.9 5.4 175.1 24.9 5.4 175.1 24.9 5.4 175.1 24.9 5.4 175.1 24.9 5.4 175.1 24.9 5.4 175.1 24.9 5.4 175.1 24.9 5.4 175.1 24.9 5.4 175.1 24.9 175.1 24.9 175.1 25.1 26.9 175.1 26.9 10.9 10.9 10.9 10.9 10.9 10.9 10.9 10	159 24% 11% 169 24% 11% 169 24% 11% 169 25 25 25 25 25 25 25 25 25 25 25 25 25	629.10 36% 4% 77% 799.8 20% 4.8% 36.7 6.1 197.5 34% 648 81% 23%	646.4 2% 646.4 26% 3% 79% 820.3 22% 2.6% 20.5 6.2 199.6 656 80% 22% 1%	26% 79% 820.3 21.7%	708.2 28% 10% 82% 844.1 20% 2.9% 6.5 210.0 34% 701 83% 31% 7%	20% 3% 83% 868.1 14% 24.0 6.6 212.8 34%	25% 8% 84% 934.3 17% 8% 66.2 7.1 229.0 34%	28% 5% 83% 983.4 20% 5% 49.1 7.5 241.0 34%	28% 83% 983.4 19.9%	23% 87% 1,144.9 16.4%	22% 91% 1,336.5 16.7%
Revenue From Large Accounts (MSe) Yo' Growth Ood Growth ARR Electrics Annualized Recurring Revenue Yo' Growth S of Annualized Recurring Revenue Annual Recurring Revenue Yo' Growth Ood Growth Yo' Growth Yo' Growth Ood Growth Yo' Growth Ood Growth NetNew ARR 5 Pro Ser's Revenue Estimate Such Revenue Estimate Such Revenue Estimate Such Revenue Estimate Such Revenue Factor Annual Recurring Revenue from >1100K ARR Accounts No ARR Yo' Growth Ood Growth Esterprise Customers Yo'	32% 67% 642.4 16.6% 482 75% 25%	512.8 512.8 21% 74% 674.0 4.9%	143 15% 5% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8 5.4 175.1 34% 535 76% -1%	159 24% 11% 159 31% 9% 77% 763.1 18% 8.4% 59.3 199.8 34% 61% 24% 16% 24% 16%	165 27% 4% 629.10 36% 4% 77% 799.8 20% 4.8% 36.7 6.1 197.5 34% 648 81% 23% 5%	169 24% 2% 646.4 26% 3% 79% 820.3 22% 2.6% 20.5 6.2 199.6 34% 1% 22% 149.6 22% 149.6 24% 148.7 24.8 24.8 24.8 24.8 24.8 24.8 24.8 24.8	26% 79% 820.3 21.7%	708.2 28% 10% 82% 844.1 20% 23.8 6.5 210.0 34% 701 83% 31% 7%	20% 3% 83% 868.1 14% 24.0 6.6 212.8 34%	25% 8% 84% 934.3 17% 8% 66.2 7.1 229.0 34%	28% 5% 83% 983.4 20% 5% 49.1 7.5 241.0 34%	28% 83% 983.4 19.9%	23% 87% 1,144.9 16.4%	22% 91% 1,336.5 16.7%
Revenue Front Large Accounts (MSe) Yof Growth Ood Growth ARR Enterprise Annualized Recurring Revenue Yof Growth Ood Growth No Annualized Recurring Revenue Yof Growth Ood Growth No Annualized Recurring Revenue Annualized Recurring Revenue Yof Growth Ood Growth Note New ARR 5 Pro Ser Revenue Estimate Ood Growth Note New ARR 5 Ood Frevenue Estimate Ood Growth Annualized Revenue Factor Annual Recurring Revenue Factor Annual Recurring Revenue Foot > \$100K ARR Accounts S of ARR Yof Growth Ood Growth Ood Growth Control Of Growth Ood Growth Control Of Growth Ood Growth Control Of Growth Ood Gro	32% 67% 642,4 16.6% 482 75% 25% 2.522 2.522 2.522 2.522 2.522 2.522	518 512.8 21% 674.0 4.9% 2,424 4% 5211.6 26%	143 15% 5% 24% 8% 77% 703.8 9% 4.4% 29.8 5.4 175.1 34% 9% -1% 24.95 24.95 28.22.7 22%	159 24% 11% 159 24% 11% 159 31% 9% 77% 763.1 18% 8.4% 59.3 199.8 34% 16% 24% 24% 24% 24%	185 27% 4% 4% 77% 499.8 20% 4.8% 36.7 6.1 197.5 34% 648 81% 23% 5% 2.616 10.5 2.616 10.5 2.4%	169 24% 2% 246 276 38 79% 820.3 22.5 6.2 199.6 34% 656 80% 1% 2.487 3% 2.487 3% 2.59.9 2.39	26% 79% 820.3 21.7% 2,487 3% \$259.9 23%	708.2 28% 10% 82% 844.1 20% 2.9% 2.9.8 6.5 210.0 31% 701 83% 31% 7% 2.593 4% 2.593 2	20% 3% 83% 868.1 14% 24.0 6.6 212.8 34% 2,562 -1% \$284.4 22%	25% 8% 84% 934.3 17% 66.2 7.1 229.0 34% 2,689 3% \$293.4 22%	28% 5% 83% 983.4 20% 49.1 7.5 241.0 34% 2,609 5% \$317.1 22%	28% 83% 983.4 19.9% 2,609 5% \$317.1 22%	23% 87% 1,144.9 16.4% 2,825 1% \$386.8 22%	22% 91% 1,336.5 16.7% 2,622 0% \$471.9 22%
Revenue From Large Accounts (MSe) Vor Growth Oct Growth ARR Estepties Annualized Recurring Revenue Vor Growth Oct Growth Annualized Recurring Revenue Vor Growth Oct	32% 67% 642.4 16.6% 4822 75% 25% 25% 25% 25% 20% 213.9	518 512.8 21% 74% 674.0 4.9% 2,424 -4% 5211.6 20% 177.8	143 15% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8 5.4 175.1 34% 535 76% 9% -1% 2.4% 522.1 2.2%	159 24% 11% 11% 604.69 31% 9% 77% 763.1 18% 8.4% 59.3 5.9 189.8 34% 24% 16% 2.594 68% 5233.1 24% 16%	185 27% 4% 4% 629.10 36% 4% 799.8 20% 4.8% 36.7 6.1 197.5 34% 648 81% 23% 54% 10% 524.5 10% 524.5 185.3	169 24% 2% 2% 3% 79% 820.3 22% 2.6% 2.6% 2.2% 6.2 199.6 34% 2.5% 6.2 199.6 34% 2.5% 2.5% 2.5% 2.5% 2.5% 2.5% 2.5% 2.5	26% 79% 820.3 21.7% 2.487 3% \$259.9 23%	708-2 28% 10% 82% 10% 844-1 20% 2.9% 23.8 6.5 210.0 34% 701 83% 7% 2.54% 31% 7% 2.54% 31% 7% 2.54% 31% 31% 31% 31% 31% 31% 31% 31% 31% 31	20% 3% 83% 868.1 14% 3% 24.0 6.6 8212.8 34% 2,562 -1% 5284.4 22%	25% 8% 84% 934.3 17% 66.2 7.1 229.0 34% 2,689 33.4 22% 155.4	28% 5% 63% 983.4 20% 49.1 7.5 241.0 34% 2,609 5% \$317.1 22%	28% 83% 983.4 19.9% 2,609 5% \$317.1 22%	23% 87% 1,144.9 16.4% 2,825 1% \$386.8 22%	22% 91% 1,336.5 16.7% 2,622 0% \$471.9 22%
Revenue Front Large Accounts (MSe) Yo' Growth Ood Growth ARR Vo' Growth Yo' Statistics Customers Yo' Yo' Statistics Recurring Revenue Yo' Growth	32% 67% 642,4 16.6% 482 75% 25% 2.522 2.522 2.522 2.522 2.522 2.522	518 512.8 21% 674.0 4.9% 2,424 4% 5211.6 26%	143 15% 5% 554.1 24% 8% 77% 703.8 9.8 4.4% 29.8 5.4 175.1 34% 9% -1% 2,495 2% 2,222 122% 167.9 22.9 167.9 22.9 167.9 22.9 167.9 22.9 167.9 24.9 25.9 26.9 27.9 27.9 27.9 27.9 27.9 27.9 27.9 27	159 24% 11% 159 24% 16% 2594 65% 24% 172%	195 27% 4% 629.10 36% 4% 77% 799.8 20% 4.8% 36.7 6.1 197.5 34% 648 81% 23% 56 56 2.616 10% 5240.5 24%	169 24% 2% 2% 26% 3% 79% 820.3 22% 2.6% 20.5 6.2 199.6 80% 22% 199.6 80% 22% 176.6 -1%	26% 79% 820.3 21.7% 2,487 3% \$259.9 23%	26% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6	20% 3% 83% 868.1 14% 3% 24.0 6.6 212.8 34% 2,562 -1% \$284.4 22% 148.8 -16%	25% 8% 84% 934.3 17% 8% 66.2 7.1 229.0 34% 2,689 3% \$293.4 22%	28% 5% 83% 983.4 20% 49.1 7.5 241.0 34% 2,609 5% 8317.1 22% 166.6 -6%	28% 83% 983.4 19.9% 2,609 5% \$317.1 22%	23% 87% 1,144.9 16.4% 2,825 1% \$386.8 22%	22% 91% 1,336.5 16.7% 2,622 0% \$471.9 22%
Revenue From Large Accounts (MSe) Yo' Growth God Growth ARR Enterprise Annualized Recurring Revenue Yo' Growth Ood Growth No of Annualized Recurring Revenue Yo' Growth Ood Growth No of Annualized Recurring Recurring Revenue Annual Recurring Revenue Yo' Growth Ood Growth Meta-New ARR Ood Growth Annual Recurring Revenue Yo' Growth Ood Growth Sold Revenue Scientes Ook Arrivance Estimate Ook	32% 67% 642.4 16.6% 482 75% 25% 25% 25% 25% 25% 25% 25% 25% 25% 2	512.8 21% 74% 674.0 4.9% 2.424 -4% 5211.6 26% 177.8	143 15% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8 5.4 175.1 535 76% 9% -1% 2.495 2.4	159 24% 11% 11% 11% 11% 11% 11% 11% 11% 11% 1	185 27% 4% 4% 629.10 36% 47% 799.8 20% 4.8% 36.7 197.5 34% 6.1 197.5 34% 23% 5.7 2.616 10% 5240.5 24%	169 24% 2% 2% 2% 26% 3% 79% 820.3 22% 20.5 656 80% 22% 22% 199.6 34% 22% 197.6 656 80% 20% 20% 20% 20%	2% 79% 820.3 21.7% 2.487 3% \$259.9 23% 176.5	26% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6	20% 3% 83% 868.1 14% 3% 24.0 6.5 212.8 34% 2,562 -1% \$284.4 22% 148.8 -16%	25% 8% 84% 934.3 17% 8% 66.2 7.1 229.0 34% 2,689 3% \$293.4 22% 155.4 -16% 4%	28% 5% 83% 983.4 20% 49.1 7.5 241.0 34% 2,609 5% \$317.1 22% 166.6 -6% 7%	28% 83% 983.4 19.9% 2,609 5% \$317.1 22% 166.6 -6%	23% 87% 1.144.9 16.4% 2,625 1% \$386.8 22% 148.6 -11%	22% 91% 1,336.5 16.7% 2,622 0% \$471.9 22% 121.3
Revenue Front Large Accounts (MSe) Yo' Growth Ood Growth ARR Vo' Growth Yo' Statistics Customers Yo' Yo' Statistics Recurring Revenue Yo' Growth	32% 67% 642.4 16.6% 4822 75% 25% 25% 25% 25% 20% 213.9	518 512.8 21% 74% 674.0 4.9% 2,424 -4% 5211.6 20% 177.8	143 15% 5% 554.1 24% 8% 77% 703.8 9.8 4.4% 29.8 5.4 175.1 34% 9% -1% 2,495 2% 2,222 122% 167.9 22.9 167.9 22.9 167.9 22.9 167.9 22.9 167.9 24.9 25.9 26.9 27.9 27.9 27.9 27.9 27.9 27.9 27.9 27	159 24% 11% 159 24% 16% 2594 65% 24% 172%	195 27% 4% 629.10 36% 4% 77% 799.8 20% 4.8% 36.7 6.1 197.5 34% 648 81% 23% 56 56 2.616 10% 5240.5 24%	169 24% 2% 2% 26% 3% 79% 820.3 22% 2.6% 20.5 6.2 199.6 80% 22% 199.6 80% 22% 176.6 -1%	26% 79% 820.3 21.7% 2.487 3% \$259.9 23%	26% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6	20% 3% 83% 868.1 14% 3% 24.0 6.6 212.8 34% 2,562 -1% \$284.4 22% 148.8 -16%	25% 8% 84% 934.3 17% 8% 66.2 7.1 229.0 34% 2,689 3% \$293.4 22%	28% 5% 83% 983.4 20% 49.1 7.5 241.0 34% 2,609 5% 8317.1 22% 166.6 -6%	28% 83% 983.4 19.9% 2,609 5% \$317.1 22%	23% 87% 1,144.9 16.4% 2,825 1% \$386.8 22%	22% 91% 1,336.5 16.7% 2,622 0% \$471.9 22%
Revenue From Large Accounts (MSe) Yor Growth Ood Growth Anna Revenue Facuring Revenue Yor Growth Ood Growth No Annualized Recurring Revenue Yor Growth Ood Growth No Annualized Recurring Revenue Annualized Recurring Revenue Yor Growth Ood Growth Ood Growth Annualized Recurring Revenue Annualized Recurring Revenue Yor Growth Ood Growth Net New ARR 3 Ood Growth Annualized Recurring Revenue Factor Annualized Annualized Recurring Cool Growth Ood Growth Cool Growth Ood Grow	32% 67% 642.4 16.6% 482 75% 25% 25% 25% 25% 25% 25% 25% 25% 318.4 20% 213.9 4% 34%	512.8 21% 74% 674.0 4.9% 2.424 -4% 5211.6 26%	143 15% 554.1 24% 8% 773.8 0% 4.4% 29.8 5.4 176.1 34% -1% 2,495 2,495 222.1 2,495 222.1 2,495 2,295 167.9 16% 2,3%	159 24% 11% 159 24% 159 24% 159 259 159 25% 158% 24% 16% 24% 16% 233.7 24% 178.1 -12% 6% 23%	629.10 36% 4% 77% 799.8 20% 4.8% 36.7 6.1 197.5 34% 648 81% 53 10% 524.6 10%	169 24% 2% 2% 26% 38% 38% 20.3 22% 22% 20.5 5.2 2 199.6 34% 20.5 5.2 2 197.6 5.5 6.2 2 197.6 5.5 6.2 2 197.6 5.5 6.2 2 197.6 5.5 6.2 2 197.6 5.5 6.5 6.5 6.5 6.5 6.5 6.5 6.5 6.5 6	26% 79% 820.3 21.7% 2.487 3% \$259.9 23% 176.6 -1%	26% 6% 708.2 28% 10% 824.1 20% 2.9% 2.9% 2.53 6.5 210.0 34% 761 83% 31% 7.5 2.5 2.5 2.5 2.5 2.5 2.5 2.5 2.5 2.5 2	20% 3% 83% 868.1 14% 3% 24.0 6.6 212.8 34% 2.562 2.562 1.66 5284.4 22% 148.8 -6% 17%	25% 8% 84% 934.3 17% 86.2 7.1 229.0 34% 2,689 3% \$293.4 22% 4% 16%	28% 5% 63% 983.4 20% 5% 49.1 7.5 241.0 34% 2,609 5% \$317.1 22% 7% 7% 17%	28% 83% 983.4 19.9% 2,609 5% \$317.1 22% 166.6 -6%	23% 87% 1.144.9 16.4% 2.625 2.825 148.6 -11%	22% 91% 1,336.5 16.7% 2,622 0% \$471.9 22% 121.3 -18%
Revenue From Large Accounts (MSe) Yo'd Growth GOG Growth ARR Entryrise Annualized Recurring Revenue Yo'd Growth So Of Annualized Recurring Revenue Yo'd Growth COG Growth Annualized Recurring Revenue Yo'd Growth COG Growth Annualized Recurring Revenue Yo'd Growth COG Growth So Revenue Estimate So Revenue Estimate Owntring ARRIVENIES Estimate Owntring ARRIVENIES Estimate Owntring ARRIVENIES Estimate Cod Growth Entryrise Castomer Yo'd Growth COG Growth Entryrise Castomer Yo'd Growth Sold Commercial Annualized Recurring Revenue Yo'd Growth OOG Growth DOGC Growth DOGC Growth DOGC Growth DOGC Growth OOG Growth OOG Growth	32% 67% 642.4 16.6% 482 75% 25% 25% 25% 25% 25% 25% 25% 25% 25% 2	512.8 21% 74% 674.0 4.9% 2.424 -4% 5211.6 26% 177.8	143 15% 554.1 24% 8% 77% 703.8 9% 4.4% 29.8 5.4 175.1 535 76% 9% -1% 2.495 2.4	159 24% 11% 11% 11% 11% 11% 11% 11% 11% 11% 1	185 27% 4% 4% 629.10 36% 47% 799.8 20% 4.8% 36.7 197.5 34% 6.1 197.5 34% 23% 5.7 2.616 10% 5240.5 24%	169 24% 2% 2% 2% 26% 3% 79% 820.3 22% 20.5 656 80% 22% 22% 199.6 34% 22% 197.6 656 80% 20% 20% 20% 20%	2% 79% 820.3 21.7% 2.487 3% \$259.9 23% 176.5	26% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6	20% 3% 83% 868.1 14% 3% 24.0 6.5 212.8 34% 2,562 -1% \$284.4 22% 148.8 -16%	25% 8% 84% 934.3 17% 8% 66.2 7.1 229.0 34% 2,689 3% \$293.4 22% 155.4 -16% 4%	28% 5% 83% 983.4 20% 49.1 7.5 241.0 34% 2,609 5% \$317.1 22% 166.6 -6% 7%	28% 83% 983.4 19.9% 2,609 5% \$317.1 22% 166.6 -6%	23% 87% 1.144.9 16.4% 2,625 1% \$386.8 22% 148.6 -11%	22% 91% 1,336.5 16.7% 2,622 0% \$471.9 22% 121.3

Source: Company Data, Morgan Stanley Research

Exhibit 8: NEWR Income Statement

Total Revenue 989.5 667.6 180.5 195.7 203.6 206.8 785.5 216.5 210.4 226.1 248.5 320.4 1,085.3 1.27	(\$ millions, Except Per-Share Data)				202	2				202	3E				
Variety Vari		FY20	FY21	6/21	9/21	12/21	3/22	FY22	6/22	9/22E	12/22E	3/23E	FY23E	FY24E	FY25E
Cost of Revenue		599.5	667.6	180.5	195.7	203.6	205.8	785.5	216.5	219.4	236.1	248.5	920.4	1,085.3	1,279.3
Cost of Revenue		25.1%	11.4%					17.7%					17.2%	17.9%	17.9%
Cost of Revenue															
Cose Profile Spiral Sp	Three-year seasonality														
Cose Profile Spiral Sp	Cost of Revenue														
Process Series	Cost of Revenue	95.1	168.6	56.0	60.6	64.7	59.6	240.9	59.5	58.6	60.7	61.4	240.2	266.6	304.3
Commit Alphaneses	Gross Profit	504.4	499.0	124.4	135.1	138.9	146.2	544.6	157.0	160.7	175.4	187.1	680.1	818.7	975.1
Sales A Markeling	Gross Margin	84.1%	74.7%	68.9%	69.0%	68.2%	71.0%	69.3%	72.5%	73.3%	74.3%	75.3%	73.9%	75.4%	76.2%
Research & Development															
General Administration 77.1 85.3 22.2 23.1 24.4 27.7 89.4 29.2 27.4 26.0 28.1 106.7 127.3 17.0 1															503.5
Cher Charges															249.5 138.1
Vear over year % change															211.0
Vear over year % change	Total Operating Expenses	479.4	523.6	140.6	141.5	149.5	162 1	593.7	174.2	165.5	163.4	169.7	672.8	772.8	891.1
Year over year % change						13.3%	17.9%			17.0%	9.3%	4.7%	13.3%	14.9%	15.3%
Operating Income	Total Expenses	574.5	692.2	196.6	202.1	214.2	221.7	834.6	233.6	224.2	224.1	231.2	913.0	1.039.4	1.195.3
Net Interest and Other Income (Expense) 12.8 3.4 (0.0) 5.9 (0.3) (0.5) 5.0 (0.3) (0.6) (0.6) (0.5) (2.0) 0.0 (1.0) (1.	Year over year % change	27.9%	20.5%	26.8%	17.9%	22.6%	16.0%	20.6%	18.8%	10.9%	4.6%	4.3%	9.4%	13.8%	15.0%
Net Inderest and Other Income (Expense) 12.8 3.4 (0.0) 5.9 (0.3) (0.5) 5.0 (0.3) (0.6) (0.6) (0.5) (0.6) (0.5) (0.0) (0.6) (0.5) (0.0) (0.6) (0.5) (0.0) (0.6) (0.5) (0.0) (0.6) (0.6) (0.6) (0.6) (0.6) (0.6) (0.6) (0.7) (0.7) (0.8) (0.	Operating Income	25.0	(24.6)	(16.2)	(6.4)	(10.6)	(16.0)	(49.1)	(17.2)	(4.8)	12.0	17.3	7.4	45.9	84.0
Income Before Taxes	Operating Margin	4.2%	-3.7%	-8.9%	-3.3%	-5.2%	-7.8%	-6.2%	-7.9%	-2.2%	5.1%	7.0%	0.8%	4.2%	6.6%
% of reverues 6.3% 3.2% 9.0% -0.2% 5.3% 3.0% -0.5% -8.1% -2.5% 4.8% 6.7% 0.6% 4.2% 6.8 Provision (Benefit) for Income Taxes 0.2 0.6 (0.5) 0.5 0.8 (0.5) 0.3 0.3 0.1 (0.2) (0.3) (0.0) 4.6 1 V Tax Rade 0.6% -2.6% 2.8% -10.37% 7.0% 3.0% -0.1 1.5% -1.5% -0.9% 1.0% 1.0 0.4 1.5% -1.5% -0.9% 1.0% 1.0 0.0 4.6 1.0 0.0 1.5% -0.9% 1.0% 1.0 0.0 1.5% -0.9% 1.0% 1.0 0.0 1.5% -0.9% 1.0% 1.0 0.0 1.5% -0.9% 1.0% 0.0 0.0 1.5% -0.9% 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 <t< td=""><td>Net Interest and Other Income (Expense)</td><td>12.8</td><td>3.4</td><td>(0.0)</td><td>5.9</td><td>(0.3)</td><td>(0.5)</td><td>5.0</td><td>(0.3)</td><td>(0.6)</td><td>(0.6)</td><td>(0.5)</td><td>(2.0)</td><td>0.0</td><td>0.5</td></t<>	Net Interest and Other Income (Expense)	12.8	3.4	(0.0)	5.9	(0.3)	(0.5)	5.0	(0.3)	(0.6)	(0.6)	(0.5)	(2.0)	0.0	0.5
Provision (Benefit) for Income Taxes	Income Before Taxes	37.8	(21.2)	(16.2)	(0.5)	(10.9)	(16.5)	(44.0)	(17.5)	(5.4)	11.4	16.8	5.3	45.9	84.5
% Tax Paire 0.6% 2.26% 2.8% -1.03.7% -7.0% 3.0% -0.7% -1.5% 2.0% -1.5% -0.9% 10.0% 12.2 Net Income 39.7 (20.3) (15.8) (6.7) (1.6) (16.0) (60.1) (17.0) (4.7) 12.4 17.8 8.4 44.4	% of revenues	6.3%		-9.0%		-5.3%	-8.0%		-8.1%		4.8%	6.7%	0.6%	4.2%	6.6%
Net nargin	Provision (Benefit) for Income Taxes	0.2	0.6	(0.5)	0.5	0.8	(0.5)	0.3	0.3	0.1	(0.2)	(0.3)	(0.0)	4.6	10.6
Net margin 6.6% 3.0% 8.7% 3.4% 5.7% 7.8% 6.4% 7.9% 2.2% 5.2% 7.2% 0.9% 4.1% 6.6 NI Attributable to NonControlling Interest (2.0) (1.4) 0.0 5.7 - 5.7 (0.8) (0.8) (0.8) (0.8) (0.8) (0.8) (0.8) (3.0) (3.0) (0.8) (% Tax Rate	0.6%	-2.6%	2.8%	-103.7%	-7.0%	3.0%	-0.7%	-1.5%	2.0%	-1.5%	-1.5%	-0.9%	10.0%	12.5%
NA thributable to NonControlling Interest (2.0) (1.4) 0.0 5.7 - 5.7 (0.8) (0.8) (0.8) (0.8) (0.8) (3.0) (3.0) (7.0) (3.0) (3.0) (7.0	Net income	39.7	(20.3)	(15.8)	(6.7)	(11.6)	(16.0)	(50.1)	(17.0)	(4.7)	12.4	17.8	8.4	44.4	76.9
Pro Forma EPS - Operating " \$0.66 \$0.33 \$0.25 \$0.10 \$0.18 \$0.24 \$0.27 \$0.28 \$0.26 \$0.07 \$0.18 \$0.26 \$0.12 \$0.62 \$1.12 \$0.62 \$1.12 \$0.62 \$1.12 \$0.62 \$1.12 \$0.62 \$1.12 \$0.62 \$1.12 \$0.62 \$1.12 \$0.62 \$1.12 \$0.62 \$1.12 \$0.62 \$1.12 \$0.62 \$1.12	Net margin	6.6%	-3.0%	-8.7%	-3.4%	-5.7%	-7.8%	-6.4%	-7.9%	-2.2%	5.2%	7.2%	0.9%	4.1%	6.0%
Very cut year 1st Charge	NI Attributable to NonControlling Interest	(2.0)	(1.4)	0.0	5.7	-	-	5.7	(0.8)	(8.0)	(8.0)	(0.8)	(3.0)	(3.0)	(3.0)
ESOs Experses, ret of lax 1.67 2.29 0.85 1.22 0.65 0.54 2.65 0.54 0.57 0.99 2.25 2.21 2 PS, net of ESOs, after tax (Modelware) (\$1.01) (\$2.63) (\$1.10) (\$3.32) (\$0.83) (\$0.79) (\$0.80) (\$0.80) (\$0.80) (\$0.30) (\$0.33) (\$2.13) (\$1.59) (\$1.59) (\$1.59) (\$1.50) (\$1.50) (\$0.80) (\$0.80) (\$0.80) (\$0.80) (\$0.80) (\$0.80) (\$0.80) (\$0.76) 68.1 68.6 67.7 (\$1.50) \$0.80 61.1 63.3 64.3 65.0 65.8 64.6 66.4 67.6 68.1 68.6 67.7 71.3 7 Period and Dasks barres outstanding 50.1 62.0 68.4 66.5 66.5 66.5 66.7 67.3 67.8 68.3 68.8 68.1 68.6 68.7 68.3 68.0 68.0 68.0 68.0 68.0 68.0 68.0 68.8 68.1	Pro Forma EPS - Operating(1)	\$0.66	(\$0.33)	(\$0.25)	(\$0.10)	(\$0.18)	(\$0.24)	(\$0.78)	(\$0.26)	(\$0.07)	\$0.18	\$0.26	\$0.12	\$0.62	\$1.05
EPS, net of ESOs, after tax (Modelware) (\$1.01) (\$2.63) (\$1.10) (\$1.32) (\$0.83) (\$0.79) (\$3.42) (\$0.80) (\$0.81) (\$0.80) (\$0.33) (\$2.13) (\$1.58	Year over year % change					NM									70%
Weighted ang. common shares (Basic) 58.6 61.1 63.3 64.3 65.0 65.8 64.6 66.4 67.6 68.1 68.6 67.7 71.3 7. Diuled Strares Outstanding (Operating) 60.4 62.5 63.3 64.3 65.0 65.8 64.8 64.6 67.6 68.1 68.6 67.7 71.3 7. Period end basic shares outstanding 59.1 62.0 64.8 65.4 66.2 65.7 67.3 67.8 68.3 68.1 68.1 69.8 7.															2.38
Diluted Shares Outstanding (Operating) 60.4 62.5 63.3 64.3 65.0 65.8 64.6 66.4 67.6 68.1 68.6 67.7 71.3 7. Period end basic shares outstanding 59.1 62.0 64.8 65.4 66.2 66.5 65.7 67.3 67.8 68.3 68.8 68.1 69.8 7															(\$1.33)
Period end basic shares outstanding 59.1 62.0 64.8 65.4 66.2 66.5 65.7 67.3 67.8 68.3 68.8 68.1 69.8 7															71.2
															73.0
	Change in avg. shares (QoQ)	59.1 3.3%	62.0 4.9%	64.8 1.7%	65.4 0.9%	66.2 1.2%	66.5 0.5%	65.7 6.0%	67.3 1.2%	67.8 0.8%	68.3 0.8%	68.8 0.8%	68.1 3.6%	69.8 2.5%	71.4 2.3%



Exhibit 9: NEWR Balance Sheet

(\$ in millions, except EPS)														
(+				202					2023					
	FY20	FY21	6/21	9/21	12/21	3/22	FY22	6/22	9/22E	12/22E	3/23E	FY23E	FY24E	FY25E
Assets														
Cash and Cash Equivalents	290.0	238.3	257.3	229.4	243.4	266.3	266.3	309.3	314.1	330.3	329.5	329.5	417.0	540.8
Short Term Investments	515.1	577.8	559.8	554.2	534.0	562.4	562.4	558.1	558.1	558.1	558.1	558.1	558.1	558.1
Accounts Receivables, net	147.4	174.0	93.5	103.1	177.1	226.2	226.2	109.6	101.3	171.3	227.8	227.8	292.7	342.0
Prepaids and Other Current Assets	48.0	58.2	55.2	54.6	52.0	53.5	53.5	49.1	65.8	61.9	64.1	64.1	77.2	92.9
Total Current Assets	1,000.5	1,048.3	965.8	941.2	1,006.4	1,108.4	1,108.4	1,026.1	1,039.3	1,121.5	1,179.5	1,179.5	1,344.9	1,533.8
Property and Equipment, net	100.3	91.3	84.6	79.0	73.4	68.4	68.4	65.5	56.6	49.1	45.7	45.7	37.4	48.1
Restricted Cash	5.6	5.6	5.6	5.6	5.8	5.8	5.8	5.8	5.8	5.8	5.8	5.8	5.8	5.8
Other Assets	152.0	253.4	272.0	261.6	255.9	245.2	245.2	237.6	244.4	253.8	266.2	266.2	313.8	370.0
Total Assets	1,258.4	1,398.6	1,328.1	1,287.5	1,341.5	1,427.7	1,427.7	1,334.9	1,346.1	1,430.2	1,497.1	1,497.1	1,702.0	1,957.6
Liabilities			57.1											
Accounts Payable	12.6	24.2	27.6	37.9	25.9	32.5	32.5	35.3	42.0	27.1	33.9	33.9	40.5	46.1
Accrued Compensation and Expenses	29.1	37.2	32.3	31.9	37.1	37.0	37.0	35.5	37.7	43.3	42.0	42.0	48.2	55.6
Deferred Revenue	313.2	373.6	316.5	271.7	307.9	398.8	398.8	332.9	303.4	343.0	420.2	420.2	445.8	477.3
Other Current Liabilities	21.8	27.1	23.5	21.9	33.8	47.2	47.2	542.5	25.9	39.6	53.5	53.5	61.4	70.8
Total Current Liabilities	376.6	462.0	399.9	363.4	404.7	515.5	515.5	946.1	409.0	453.0	549.6	549.6	596.0	649.8
Deferred Rent. Long-Term		_	_	_	_			_	_	_	_		-	
Senior Notes. Long-term	427.0	449.4	495.9	496.5	497.1	497.7	497.7	-	-	-	-	-	-	-
Other Liabilities	62.5	69.9	74.4	72.3	79.8	70.1	70.1	64.2	64.2	64.2	64.2	64.2	64.2	64.2
Total Liabilities	866.1	981.3	970.2	932.2	981.6	1,083.3	1,083.3	1,010.3	473.3	517.2	613.8	613.8	660.2	714.0
Redeemable Non-Controlling Interest	1.7	3.4	7.7	13.4	22.6	21.7	21.7	15.7	16.4	17.2	17.9	17.9	20.9	23.9
Total Stockholders' Equity	390.6	414.0	350.1	341.9	337.3	322.7	322.7	308.9	856.4	895.8	865.3	865.3	1,020.8	1,219.7
Total Liabilities and Stockholders' Equity	1,258.4	1,398.6	1,328.1	1,287.5	1,341.5	1,427.7	1,427.7	1,334.9	1,346.1	1,430.2	1,497.1	1,497.1	1,702.0	1,957.6

Source: Company Data, Morgan Stanley Research

Exhibit 10: NEWR Cash Flow Statement

(\$ in millions, except EPS)				202	in				202	n=				
	FY20	FY21	6/21	9/21	12/21	3/22	FY22	6/22	9/22E	12/22E	3/23E	FY23E	FY24E	FY25E
Net Income	(88.9)	(192.6)	(78.4)	(53.8)	(62.7)	(55.5)	(250.4)	(50.2)	(45.6)	(30.2)	(26.4)	(152.4)	(145.4)	(130.4)
Net Loss Attributable to NCI	(2.0)	1.7	4.4	5.7	9.1	(0.9)	18.3	(6.0)	0.8	0.8	0.8	(3.8)	3.0	3.0
Depreciation and Amortization	75.7	89.3	23.0	22.4	21.4	19.3	86.1	17.9	12.8	10.8	8.8	50.4	25.3	9.3
Stock Compensation Expenses Change in Fair Value of Preferred Stock Warrant	99.5	135.1	42.2	37.6	37.8	35.5	153.0	34.9	37.0	38.5	40.0	150.3	174.8	198.8
Other Non-Cash Charge	16.7	25.9	(0.3)	1.4	0.5	2.2	3.8	0.2	554.3	29.5	(45.9)	538.2	126.1	130.4
Changes in Working Capital Accounts Receivable	(7.6) (28.4)	10.4 (27.1)	19.1 80.6	(50.3)	(25.3) (74.0)	49.4 (50.3)	(7.2) (53.3)	46.3 116.5	(552.2) 8.4	(31.6) (70.0)	25.6 (56.5)	(511.9) (1.6)	(79.3) (64.9)	(67.3) (49.2)
Prepaid Expenses and Other Assets	(28.4)	(54.5)	(0.2)	(9.6)	(1.5)	(3.5)	(8.1)	20	(23.5)	(5.5)	(14.5)	(41.5)	(60.8)	(71.8)
Accounts Pavable	7.4	11.8	4.9	10.3	(12.3)	6.8	9.7	2.7	6.8	(15.0)	6.9	1.3	6.6	5.5
Accrued Compensation and Other Expenses	5.0	18.8	(8.6)	(3.5)	26.8	4.9	19.6	(9.0)	(514.4)	19.3	12.6	(491.5)	14.2	16.8
Deferred Revenue	44.7	58.9	(57.8)	(45.3)	35.8	90.8	23.6	(65.9)	(29.4)	39.6	77.2	21.4	25.6	31.5
Deferred Rent	2.4	2.5	0.2	0.7	(0.0)	0.5	1.4			-	-	-	-	-
Net Cash Provided by (used in) Operating Activities	93.4	69.9	9.9	(37.0)	(19.2)	50.0	3.6	43.0	7.1	17.7	3.0	70.7	104.5	143.9
YoY % change	-19%	-25%					-95%						48%	38%
Capital Expenditures	(58.2)	(18.7)	(2.2)	(0.6)	(0.4)	(1.6)	(4.8)	(0.4)	(0.7)	(0.4)	(1.9)	(3.3)	(3.9)	(4.7)
Maturities/(Purchases) of Investments	4.5	(69.1)	16.7	4.6	15.4	(31.8)	4.9	(6.2)			1	(6.2)	-	-
Net Cash Paid for Acquisitions, Other Assets	(4.3)	(41.5)	(7.2)	-	-	-	(7.2)					-	-	-
Down Payment for PP&E		-	-	-	-	-	-		-	-	-	-	-	-
Capitalized Software Development Costs	(6.6)	(13.5)	(2.9)	(3.2)	(3.4)	(3.3)	(12.7)	(3.4)	(3.2)	(2.9)	(3.6)	(13.0)	(13.1)	(15.3)
Increased in Restricted Cash	-	-				-	-					-	-	-
Net Cash Provided by (used in) Investing Activities	(64.629)	(142.9)	4.4	0.8	11.7	(36.6)	(19.8)	(9.9)	(3.9)	(3.3)	(5.4)	(22.6)	(17.1)	(20.0)
Proceeds from Issuance of Preferred Shares	-	-	-	-	-	-	-					-	-	-
Net Borrowing Proceeds from Issuance of Common Shares	25.2	21.3	4.8	8.2	21.6	9.6	44 1	17	17	17	17	69		- 1
Other Cash Flow from Financing	1.0	21.3	4.0	0.2	21.0	9.0	44.1	1.7	1.7	1.7	1.7	0.9	- 1	- 1
Net Cash Provided by (used in) Financing Activities	26.213	21.3	4.8	8.2	21.6	9.6	44.1	1.7	1.7	1.7	1.7	6.9	- 1	
Exchange Rate Impact	-	-	-	-	-	-	-	-			-	-	-	
Change in Cash and Cash Equivalents	55.0	(51.7)	19.1	(28.0)	14.0	22.9	28.0	34.8	4.9	16.1	(0.7)	55.1	87.4	123.9
Cash, Beginning of Period	235.0	290.0	238.3	257.3	229.4	243.4	238.3	274.5	309.3	314.1	330.3	266.3	329.5	417.0
Cash, end of Period	290.0	238.3	257.3	229.4	243.4	266.3	266.3	309.3	314.1	330.3	329.5	329.5	417.0	540.8
Free Cash Flow	28.6	37.6	4.8	(40.8)	(22.9)	45.1	(13.8)	39.3	3.1	14.4	(2.5)	54.4	87.4	123.9
YoY Growth	-57%	32%	-79%	-867%	-80%	107%	-137%	721%	108%	163%	-105%		61%	42%
Margin	4.8%	5.6%				I	-1.8%				ı	5.9%	8.1%	9.7%



TEAM Financials

Exhibit 11: TEAM Model Changes

(\$ Millions, Except Per-Share Dat

(\$ Millions, Except Per-Share Date		E) (0.01	0/00=	40/005	0/005	0/00=1	E) (00=1	E) (0.4=1	E) (0.5=
	FY21	FY22	9/22E	12/22E	3/23E	6/23E	FY23E	FY24E	FY25E
Maintenance Revenue	523.0	495.1	107.9	96.3	82.4	75.3	361.8	83.0	0.0
YoY	11%	-5%	-17%	-24%	-32%	-36%	-27%	-77%	-100%
Old Maint. Revenue	523.0	491.3	106.7	96.4	82.5	74.1	359.7	72.6	
YoY	11%	-6%	-18%	-24%	-31%	-35%	-27%	-80%	
% Change	0.0%	0.8%	1.1%	-0.1%	-0.1%	1.6%	0.6%	14.3%	
Subscription Revenue	1324.1	2096.7	652.5	716.7	789.0	851.1	3009.2	4305.2	5766.8
YoY	42%	58%	50%	41%	42%	42%	44%	43%	34%
Subscription Revenue	1324.1	2071.9	626.8	712.6	782.7	824.4	2946.5	4232.0	
YoY	42%	56%	44%	40%	41%	44%	42%	44%	
% Change	0.0%	1.2%	4.1%	0.6%	0.8%	3.2%	2.1%	1.7%	
Total Revenue	2089.1	2802.9	798.3	856.7	921.5	975.1	3551.6	4582.0	5971.2
YoY	29%	34%	30%	24%	24%	28%	27%	29%	30%
Total Revenue	2089.1	2761.8	775.3	856.1	920.3	936.7	3488.5	4539.2	
YoY	29%	32%	26%	24%	24%	30%	26%	30%	
% Change	0.0%	1.5%	3.0%	0.1%	0.1%	4.1%	1.8%	0.9%	
Operating Income	519.1	633.0	142.6	148.5	149.0	146.6	586.7	854.8	1162.3
Operating Margin	24.8%	22.6%	17.9%	17.3%	16.2%	15.0%	16.5%	18.7%	19.5%
Operating Income	519.1	630.7	130.4	151.0	162.8	130.5	574.7	845.5	
Operating Margin	24.8%	22.8%	16.8%	17.6%	17.7%	13.9%	16.5%	18.6%	
% Change	0.0%	0.4%	9.3%	-1.7%	-8.4%	12.3%	2.1%	1.1%	
Non-GAAP EPS	1.40	1.69	0.40	0.41	0.41	0.40	1.63	2.33	3.08
Non-GAAP EPS	1.40	1.69	0.36	0.42	0.46	0.36	1.60	2.34	
% Change	0.0%	0.2%	9.5%	-2.2%	-9.4%	11.7%	1.5%	-0.7%	
Billings	2385.7	3088.0	825.3	952.7	1089.2	1059.2	3926.4	4970.8	6195.0
YoY	37%	29%	32%	27%	27%	25%	27%	27%	25%
Billings	2385.7	2969.5	835.6	943.2	1102.2	955.6	3836.6	4940.5	
YoY	37%	24%	33%	25%	29%	31%	29%	29%	
% Change	0.0%	4.0%	-1.2%	1.0%	-1.2%	10.8%	2.3%	0.6%	
OCF	841.3	883.5	59.8	310.0	295.0	244.9	909.8	1172.8	1531.8
YoY	47%	5%	-24%	40%	-16%	6%	3%	29%	31%
OCF	841.3	848.9	64.1	310.0	297.2	233.6	905.0	1182.8	
YoY	47%	1%	-18%	40%	-16%	19%	7%	31%	
% Change	0.0%	4.1%	-6.7%	0.0%	-0.7%	4.8%	0.5%	-0.8%	



Exhibit 12: TEAM Revenue Drivers

(\$ in millions, except EPS)			202					202					
	FY21	9/21	12/21	3/22	6/22	FY22	9/22E	12/22E	3/23E	6/23E	FY23E	FY24E	FY25
Revenue by Type													
Perpetual License	84.8	9.0	10.0	12.0	0.0	31.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Year over year % change	-10.9%	-59.3%	-54.8%	-61.7%	-100.0%	-63.4%	-100.0%	-100.0%	-100.0%		-100.0%		
Quarter over quarter % change		-2.6%	11.1%	20.0%	-100.0%								
Maintenance	523.0	130.6	127.1	120.3	117.1	495.1	107.9	96.3	82.4	75.3	361.8	83.0	0.0
Year over year % change	11.4%	2.3%	-3.2%	-9.5%	-10.7%	-5.3%	-17.4%	-24.2%	-31.5%	-35.7%	-26.9%	-77.1%	-100.0%
Quarter over quarter % change		-0.4%	-2.7%	-5.3%	-2.7%		-7.9%	-10.7%	-14.4%	-8.6%			
Subscription	1,324.1	435.3	509.0	555.1	597.3	2,096.7	652.5	716.7	789.0	851.1	3,009.2	4,305.2	5,766.8
Year over year % change	42.2%	56.6%	63.8%	58.6%	54.9%	58.4%	49.9%	40.8%	42.1%	42.5%	43.5%	43.1%	34.0%
Quarter over quarter % change		12.9%	16.9%	9.1%	7.6%		9.2%	9.8%	10.1%	7.9%			
Other	157.3	39.1	42.5	53.0	45.4	180.1	38.0	43.8	50.1	48.7	180.6	193.9	204.
Year over year % change	33.1%	23.4%	13.9%	-2.8%	34.8%	14.5%	-3.0%	3.2%	-5.5%	7.2%	0.3%	7.3%	5.5%
Quarter over quarter % change	33.176	16.1%	8.5%	24.8%	-14.3%	14.570	-16.5%	15.4%	14.3%	-2.8%	0.370	1.370	0.07
quarter over quarter 76 change	1 1	10.176	0.070	24.070	-14.3/0		-10.576	13.470	14.370	-20%			
Total Revenue	2.089.1	614.0	688.5	740.5	759.8	2.802.9	798.3	856.7	921.5	975.1	3.551.6	4.582.0	5.971.2
Year over year % change	29.4%	33.6%	37.3%	30.2%	35.8%	34.2%	30.0%	24.4%	24.4%	28.3%	26.7%	29.0%	30.3%
Quarter over quarter % change	1	9.7%	12.1%	7.5%	26%	/0	5.1%	7.3%	7.6%	5.8%	/0		
3-year Seasonality		7.9%	11.1%	5.9%	3.7%		8.4%	11.2%	7.2%	1.9%			

Revenue by Deployment Model			_	_			_	_	_				_
Cloud	967.8	317.9	364.1	399.5	434.0	1,515.4	486.0	546.8	606.9	661.6	2,301.4	3,474.9	4,842.
Year over year % change	38.9%	53.4%	58.0%	59.8%	54.9%	56.6%	52.9%	50.2%	51.9%	52.4%	51.9%	51.0%	39.4%
Quarter over quarter % change		13.5%	14.5%	9.7%	8.6%		12.0%	12.5%	11.0%	9.0%			
Data Center	336.2	111.2	139.1	151.1	158.9	560.3	170.8	174.3	186.5	193.9	725.5	847.9	941.
Year over year % change	57.4%	67.7%	82.8%	59.6%	60.4%	66.7%	53.6%	25.3%	23.4%	22.0%	29.5%	16.9%	11.1%
Quarter over quarter % change		12.2%	25.1%	8.6%	5.2%		7.5%	2.0%	7.0%	4.0%			
Marketplace and Services	177.3	45.4	49.8	57.6	49.3	202.1	50.6	51.8	53.1	54.4	209.9	228.9	250.8
Year over year % change	27.2%	26.1%	20.0%	-3.8%	23.6%	14.0%	11.4%	4.1%	-7.8%	10.4%	3.9%	9.0%	9.6%
Quarter over quarter % change		13.8%	9.7%	15.7%	-14.4%		2.5%	2.5%	2.5%	25%			0.0%
Server	607.7	139.5	135.5	132.3	117.6	525.0	90.9	83.9	75.0	65.2	314.8	41.3	0.0
Year over year % change	7.7%	-6.9%	-11.7%	-19.4%	-16.2%	-13.6%	-34.9%	-38.1%	-43.4%	-44.6%	-40.0%	-86.9%	0.0
Quarter over quarter % change	1.170	-0.6%	-2.9%	-24%	-11.1%	-13.070	-22.8%	-7.7%	-10.6%	-13.1%	-10.070	-00.370	
quarter over quarter 70 change		-0.070	-2.370	-2.470	-11.170		-22.070	-1.170	-10.070	-13.170			
Total Revenue	2,089.0	614.0	688.5	740.5	759.8	2,802.9	798.3	856.7	921.5	975.1	3,551.6	4,582.0	5,971.2
Year over year % change	29.4%	33.7%	37.3%	30.2%	35.8%	34.2%	30.0%	24.4%	24.4%	28.3%	26.7%	29.0%	30.3%
Quarter over quarter % change		9.7%	12.1%	7.5%	26%		5.1%	7.3%	7.6%	5.8%			
Customer Data													
Paid Customers	204,754	216,500	226,521	234,575	242,623	242,623	249,902	257,399	265,764	274,534	274,534	312,002	352,520
YoY Growth QoQ Growth	28.4%	30.3% 5.7%	29.5% 10.6%	24.8% 8.3%	18.5% 7.1%	18.5%	15.4% 3.0%	13.6% 3.0%	13.3% 3.3%	13.2% 3.3%	13.2%	13.6%	13.0%
QOQGOMII		3.770	10.076	0.370	7.170		3.070	3.076	3.370	3.3/0			
Net Customer Adds	45,321	11.746	10.021	8.054	8.048	37.869	7.279	7.497	8.365	8.770	31,911	37,467	40,52
YoY Growth	278.1%	74.1%	14.3%	-38.4%	-51.9%	-16.4%	-38.0%	-25.2%	3.9%	9.0%	-15.7%	17.4%	8.29
		-29.8%	-14.7%	-19.6%	-0.1%		-9.6%	3.0%	11.6%	4.8%		,	
QoQ Growth													
				3.21	3.18	12.18	3.24	3.38	3.52	3.61	13.56	15.40	17.7
Revenue per Customer	11.39	2.92	3.11					8.7%	9.7%	13.3%	11.3%	13.5%	15.19
Revenue per Customer YoY Growth	11.39 8.5%	3.3%	5.7%	2.5%	11.8%	7.0%	11.2%						
Revenue per Customer					11.8% -0.8%	7.0%	1.8%	4.2%	4.3%	2.5%			
Revenue per Customer Yo'Y Growth QoQ Growth	8.5%	3.3% 2.3%	5.7% 6.6%	2.5% 3.3%	-0.8%		1.8%	4.2%	4.3%				
Revenue per Customer Yo'Y Growth QoQ Growth Total Annualized Subs. Revenue per Paid Account	8.5%	3.3% 2.3% 8.0	5.7% 6.6% 9.0	2.5% 3.3% 9.5	-0.8% 9.8	9.1	1.8%	4.2%	4.3%	12.4	11.5	14.5	
Revenue per Customer Yo'Y Growth Qo'Q Growth	8.5%	3.3% 2.3%	5.7% 6.6%	2.5% 3.3%	-0.8%		1.8%	4.2%	4.3%				
Revenue per Customer YoY Growth CaC Growth Total Annualized Subs. Revenue per Paid Account YoY Growth	8.5% 7.2 19.2%	3.3% 2.3% 8.0 20.2%	5.7% 6.6% 9.0 26.5%	2.5% 3.3% 9.5 27.2%	-0.8% 9.8 30.8%	9.1 26.3%	1.8% 10.4 29.9%	4.2% 11.1 23.9%	4.3% 11.9 25.4%	12.4 25.9%	11.5 26.1%	14.5 25.9%	18.39
Revenue per Customer Yo'y Grouth QCQ Grouth Total Annualized Subs. Revenue per Paid Account Yo'y Grouth Total Billings per Paid Account (1000s)	7.2 19.2% 13.0	3.3% 2.3% 8.0 20.2% 3.0	5.7% 6.6% 9.0 26.5% 3.4	2.5% 3.3% 9.5 27.2% 3.7	-0.8% 9.8 30.8% 3.6	9.1 26.3% 13.4	1.8% 10.4 29.9% 3.4	4.2% 11.1 23.9% 3.8	4.3% 11.9 25.4% 4.2	12.4 25.9% 3.9	11.5 26.1% 15.0	14.5 25.9% 16.7	17. 18.3% 18.40
Revenue per Customer Yo'Y Growth QoQ Growth Total Annualized Subs. Revenue per Paid Account	8.5% 7.2 19.2%	3.3% 2.3% 8.0 20.2%	5.7% 6.6% 9.0 26.5%	2.5% 3.3% 9.5 27.2%	-0.8% 9.8 30.8%	9.1 26.3%	1.8% 10.4 29.9%	4.2% 11.1 23.9%	4.3% 11.9 25.4%	12.4 25.9%	11.5 26.1%	14.5 25.9%	18.3%

Source: Company Data, Morgan Stanley Research

Exhibit 13: TEAM Income Statement

(\$ millions, Except Per-Share Data)													
	FY21	9/21	12/21	3/22	6/22	FY22	9/22E	202 12/22E	3E 3/23E	6/23E	FY23E	FY24E	FY25E
Total Revenue	2.089.1	614.0	688.5	740.5	759.8	2.802.9	798.3	856.7	921.5	975.1	3.551.6	4,582.0	5.971.2
Year over year % change	29.4%	33.6%	37.3%	30.2%	35.8%	34.2%	30.0%	24.4%	24.4%	28.3%	26.7%	29.0%	30.3%
Quarter over quarter % change		9.7%	12.1%	7.5%	2.6%		5.1%	7.3%	7.6%	5.8%			
Cost of Revenue													
Cost of Revenue	288.9	84.5	95.9	101.9	115.8	398.2	124.1	135.3	147.8	158.9	566.1	770.2	1,051.5
Gross Profit	1,800.2	529.5	592.6	638.6	644.0	2,404.7	674.2	721.4	773.7	816.2	2,985.6	3,811.8	4,919.7
Gross Margin	86.2%	86.2%	86.1%	86.2%	84.8%	85.8%	84.5%	84.2%	84.0%	83.7%	84.1%	83.2%	82.4%
Operating Expenses													
Sales & Marketing	316.7	82.3	96.6	119.7	150.5	449.0	150.9	158.7	172.0	178.5	660.1	824.5	1,059.4
Research & Development	709.8	207.2	227.7	248.3	276.5	959.6	277.3	300.4	332.0	352.4	1,262.1	1,600.3	2,053.0
General & Administration	254.6	73.4	90.1	91.4	108.1	363.1	103.5	113.8	120.7	138.7	476.7	532.1	645.0
Other Charges	417.5	127.0	245.0	195.3	172.2	739.5	150.6	292.1	232.5	204.7	879.9	1,049.4	1,252.7
Total Operating Expenses	1.281.1	362.9	414.3	459.4	535.1	1.771.7	531.6	573.0	624.6	669.6	2.398.9	2.957.0	3.757.4
Year over year % change	25.0%	24.7%	42.4%	43.4%	41.2%	38.3%	46.5%	38.3%	36.0%	25.1%	35.4%	23.3%	27.1%
Total Expenses	1.570.0	447.3	510.3	561.3	650.9	2.169.9	655.7	708.3	772.5	828.5	2,964.9	3.727.2	4.808.9
Year over year % change	26.2%	26.3%	42.5%	42.8%	40.1%	38.2%	46.6%	38.8%	37.6%	27.3%	36.6%	25.7%	29.0%
Operating Income	519.1	166.7	178.3	179.2	108.9	633.0	142.6	148.5	149.0	146.6	586.7	854.8	1,162.3
Operating Margin	24.8%	27.1%	25.9%	24.2%	14.3%	22.6%	17.9%	17.3%	16.2%	15.0%	16.5%	18.7%	19.5%
Depreciation	23.5	5.1	4.2	4.0	5.5	18.8	5.5	5.5	5.5	5.5	21.9	21.9	21.9
Net Interest and Other Income (Expense)	(12.5)	(3.9)	(6.3)	(14.4)	(5.6)	(30.3)	(4.8)	(4.8)	(4.4)	(4.1)	(18.2)	(11.2)	(0.6)
Income Before Taxes	506.6	162.8	171.9	164.8	103.3	602.8	137.8	143.7	144.6	142.5	568.5	843.6	1,161.7
% of revenues	24.3%	26.5%	25.0%	22.2%	13.6%	21.5%	17.3%	16.8%	15.7%	14.6%	16.0%	18.4%	19.5%
Provision (Benefit) for Income Taxes	149.1	44.5	44.6	44.2	35.2	168.5	34.4	35.9	36.1	35.6	142.1	210.9	290.4
% Tax Rate	29.4%	27.3%	25.9%	26.8%	34.1%	28.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Net income	357.6	118.3	127.3	120.583	68.072	434.3	103.3	107.8	108.4	106.9	426.4	632.7	871.3
Net margin	17.1%	19.3%	18.5%	16.3%	9.0%	15.5%	12.9%	12.6%	11.8%	11.0%	12.0%	13.8%	14.6%
Pro Forma EPS - Operating ⁽¹⁾	\$1.40	\$0.46	\$0.50	\$0.47	\$0.27	\$1.69	\$0.40	\$0,41	\$0.41	\$0.40	\$1,63	\$2.33	\$3.08
Year over year % change	22%	52.4%	32.3%	-2.8%	8.9%	21%	-13.7%	-16.5%	-12.1%	51.9%	-4%	43%	32%
ESOs Expense, net of tax	1.07	0.34	0.68	0.53	0.42	1.98	0.41	0.82	0.64	0.56	2.43	2.81	3.24
EPS, net of ESOs, after tax (Modelware)	\$0.34	\$0.12	(\$0.19)	(\$0.06)	(\$0.16)	(\$0.29)	(\$0.01)	(\$0.41)	(\$0.23)	(\$0.15)	(\$0.80)	(\$0.48)	(\$0.16)
Weighted avg. common shares (Basic)	249.7	252.1	253.0	253.7	254.5	253.3	256.6	258.2	260.5	263.1	259.6	269.7	280.7
Diluted Shares Outstanding (Operating)	254.7	256.3	257.0	256.7	256.7	256.7	259.4	260.3	262.6	265.2	261.9	272.1	283.2



Exhibit 14: TEAM Balance Sheet

(\$ in millions, except EPS)	$\overline{}$												
(VIIII III III II II II II II II II II II			202					202					
	FY21	9/21	12/21	3/22	6/22	FY22	9/22E	12/22E	3/23E	6/23E	FY23E	FY24E	FY25E
Assets													
Cash and Cash Equivalents	919	1,507	899	1,195	1,385	1,385	1,415	1,693	1,955	2,165	2,165	3,196	4,543
Short Term Investments	313.0	94.4	86.6	86.2	73.3	73.3	73.3	73.3	73.3	73.3	73.3	73.3	73.3
Accounts Receivables, net	173.5	186.6	241.7	256.6	308.1	308.1	313.6	386.4	390.9	427.9	427.9	567.3	628.2
Tax Receivables	2.3	-	11.3	7.7	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Prepaids and Other Current Assets	219.5	221.5	115.6	139.4	132.0	132.0	149.4	157.8	166.8	177.6	177.6	343.6	447.8
Total Current Assets	1,628	2,010.0	1,355	1,685	1,899	1,899	1,951.7	2,311	2,587	2,844	2,844	4,180	5,693
Property and Equipment, net	66.2	66.6	712	83.7	98.6	98.6	123.0	149.0	176.9	207.0	207.0	326.9	489.2
Deferred Tax Asset	36.2	30.4	28.6	37.2	42.8	42.8	48.8	54.8	60.8	66.8	66.8	90.8	114.8
Goodwill	725.8	725.0	724.9	733.8	732.7	732.7	732.7	732.7	732.7	732.7	732.7	732.7	732.7
Intangible Assets	124.6	116.5	108.6	105 1	100.8	100.8	93.0	85.3	77.5	69.4	69.4	38.3	7.4
Other Assets	365.1	468.6	472.7	480.2	487.1	487.1	522.8	552.2	583.9	621.5	621.5	664.4	836.0
Total Assets	2,945	3,417.1	2,761	3,125	3,361	3,361	3,471.9	3,885	4,218	4,541	4,541	6,033	7,873
Liabilities													
Accounts Payable	266.5	202.3	255.7	333.5	404.9	404.9	380.4	459.6	562.4	606.3	606.3	732.1	1,057.4
Accruals and Provisions	25.1	25.2	32.3	34.8	32.8	32.8	29.1	29.4	29.4	24.0	24.0	39.9	63.9
Deferred Revenue	812.9	840.0	913.9	1,002.8	1,066.1	1,066.1	1,091.7	1,179.6	1,332.5	1,410.1	1,410.1	1,769.9	1,982.2
Short Term Debt	348.8	270.5	-	-	-	-	-	-	-	-	-	-	-
Other Current Liabilities	856.6	1,059.6	57.9	46.2	90.3	90.3	90.3	90.3	90.3	90.3	90.3	90.3	90.3
Total Current Liabilities	2,310	2,397.6	1,260	1,417	1,594	1,594	1,591.5	1,759	2,015	2,131	2,131	2,632	3,194
Deferred Tax Liabilities	26.6	19.5	16.5	23.8	26.5	26.5	27.9	23.5	33.4	35.8	35.8	44.2	56.1
Accruals and Provisions	12.4	12.2	13.6	14.4	13.8	13.8	17.5	19.3	20.2	42.7	42.7	23.0	18.8
Deferred Revenue, Non-current	84.7	71.1	61.6	89.3	116.6	116.6	118.1	126.1	140.9	147.4	147.4	176.3	187.9
Long-term Debt	-	649.3	999.3	999.4	999.4	999.4	999.4	999.4	999.4	999.4	999.4	999.4	999.4
Other Liabilities	216.7	294.8	286.1	277.4	275.2	275.2	252.3	356.8	271.7	312.7	312.7	473.1	601.2
Total Liabilities	2,650	3,444.4	2,637	2,821.6	3,026	3,026	3,006.6	3,284	3,480	3,669	3,669	4,348	5,057
Total Stockholders' Equity	295	(27.2)	124	303	336	336	465.3	601	738	872	872	1,685	2,816
Total Liabilities and Stockholders' Equity	2,945.3	3,417.1	2,761	3,125	3,361	3,361.2	3,472	3,885	4,218	4,541	4,541.2	6.033.4	7.873.1

Source: Company Data, Morgan Stanley Research

Exhibit 15: TEAM Cash Flow Statement

(\$ in millions, except EPS)			2022					202	3E				
	FY21	9/21	12/21	3/22	6/22	FY22	9/22E	12/22E	3/23E	6/23E	FY23E	FY24E	FY25E
Income Before Taxes	(634.7)	(392.1)	(73.0)	(30.6)	(68.9)	(564.6)	(12.8)	(148.4)	(87.9)	(62.2)	(311.4)	(205.7)	(91.0)
Cash Taxes & Interest													
Taxes Paid	(50.3)	(11.3)	(42.6)	(5.3)	(7.4)	(66.6)	(4.5)	(10.4)	3.9	(3.6)	(14.6)	(15.7)	(12.0)
Cash Interest Received	12.5	0.9	0.2	0.6	0.4	2.1					-	-	-
Non- Cash Adjustments													
Depreciation and Amortization	55.3	13.2	12.2	12.1	13.8	51.2	13.3	13.2	13.3	13.5	53.3	53.0	52.8
Stock Compensation Expenses	385.7	119.0	237.0	187.2	163.9	707.1	142.8	284.4	224.7	196.7	848.5	1,018.2	1,221.8
Other Non-Cash Charge	787.8	434.9	12.1	23.9	13.1	484.0					-	-	-
Changes in Working Capital	285.0	(86.1)	75.9	165.0	115.5	270.4	(78.9)	171.3	141.1	100.6	334.0	323.0	360.3
Accounts Receivable	(61.3)	(13.2)	(55.0)	(15.0)	(51.6)	(134.8)	(5.5)	(72.8)	(4.5)	(37.0)	(119.8)	(139.4)	(60.9)
Prepaid Expenses and Other Assets	(13.1)	(20.3)	4.6	(9.1)	4.1	(20.8)	(53.0)	(37.8)	(40.7)	(48.4)	(180.0)	(208.9)	(275.8)
Accounts Payable	64.9	(66.0)	61.9	72.7	72.5	140.9	(24.5)	79.2	102.8	43.9	201.4	125.8	325.3
Accrued Compensation and Other Expenses							(23.0)	106.7	(84.1)	58.0	57.5	156.7	147.8
Deferred Revenue	294.4 841.3	13.5	64.4	116.5	90.6	284.9	27.1	96.0	167.7	84.1	374.8	388.8	223.8
Net Cash Provided by (used in) Operating Activities		78.4 1.3%	221.7 32%	353.0 48%	230.4 30%	883.5	59.8 7%	310.0	295.0 32%	244.9 25%	909.8 25.6%	1,172.8	1,531.8
% Margin	40.3%	13% -1%	32% 11%	48% -6%	30% 25%	31.5% 5.0%	-24%	36% 40%	-16%	6%	3.0%	25.6% 28.9%	25.7% 30.6%
YoY % change	46.5%	-1%	11%	-6%	25%	5.0%	-24%	40%	-16%	6%	3.0%	28.9%	30.6%
Capital Expenditures	(31.5)	(6.9)	(12.6)	(26.5)	(24.6)	(70.6)	(29.9)	(31.6)	(33.4)	(35.5)	(130.3)	(141.8)	(184.2)
Maturities/(Purchases) of Investments	380.4	166.1	7.6	(9.3)	4.1	168.5					-	-	-
Net Cash Paid for Acquisitions, Other Assets	(91.6)	-	(44.7)	(12.4)	-	(57.1)					-	-	-
Down Payment for PP&E	1 -1	-	-	-	-	-	-	-	-	-	-	-	-
Capitalized Software Development Costs				-	-	-	-	-	-	-	-	-	-
Increased in Restricted Cash	(0.6) 256.6	(1.1) 158.1	11.1	(0.6)	(3.3)	6.0 46.9	(00.0)	(04.0)	(00.4)	(05.5)	- (400.0)	- (444.0)	- (404.0)
Net Cash Provided by (used in) Investing Activities	256.6	158.1	(38.6)	(48.8)	(23.9)	46.9	(29.9)	(31.6)	(33.4)	(35.5)	(130.3)	(141.8)	(184.2)
Proceeds from Exercise of Preferred Shares	-					-					-	-	-
Net Borrowing Proceeds from Issuance of Common Shares	1.2	335.7 0.0	(884.4) 0.0	0.0	0.0	(548.7) 0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.1
Dividends	1.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.1
Other	(1.656.0)	17.6	89.3	(8.8)	(11.2)	86.9						- 1	- 1
Net Cash Provided by (used in) Financing Activities	(1,654.8)	353.3	(795.1)	(8.8)	(11.1)	(461.7)	0.0	0.0	0.0	0.0	0.1	0.1	0.1
Exchange Rate Impact/Other items	(3.9)	(2.1)	4.4	(0.3)	(4.9)	(2.9)	-	-	-	-	-	-	-
Change in Cash and Cash Equivalents	(560.7)	587.7	(607.5)	295.1	190.5	465.8	29.9	278.5	261.7	209.4	779.5	1,031.1	1,347.6
Cash, Beginning of Period	1,480.0	919.2	1,506.9	899.4	1,194,5	919.2	1,385.0	1.414.9	1.693.4	1.955.1	1,385.0	2.164.5	3,195,6
, , , ,	.,		,		.,	5.2	.,	.,	.,	.,	.,	_,	-,2.0
Cash, end of Period	919.2	1,506.916	899.4	1,194.5	1,385.0	1,385.0	1,414.9	1,693.4	1,955.1	2,164.5	2,164.5	3,195.6	4,543.3
Free Cash Flow	766.5	59.3	197.5	326.6	205.7	812.9	29.9	278.5	261.6	209.4	779.4	1.031.1	1.347.6
YoY Growth	53%	-2%	197.5	-10%	26%	6%	-50%	2/8.5 41%	-201.6 -20%	209.4	-4%	32%	1,347.6
Margin	36.7%	-2% 10%	29%	-10%	20%	29.0%	-50%	33%	-20% 28%	21%	21.9%	22.5%	22.6%
iviaryiri	30.7%	10%	29%	44%	2/%	29.0%	4%	33%	28%	21%	21.9%	22.5%	22.0%



Disclosure Section

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In the next 3 months, Morgan Stanley expects to receive or intends to seek compensation for investment banking services from 2u Inc, 8x8 Inc, Adobe Inc., Akamai Technologies, Inc., Alteryx Inc, Amplitude Inc., Appian Corp, Asana Inc, Atlassian Corporation PLC, Autodesk, Avalara, Inc., BigCommerce Holdings, Inc., Box Inc, C3.ai, Check Point Software Technologies Ltd., Chegg Inc, Citrix Systems Inc, Cloudflare Inc, Confluent, Inc., Couchbase, Inc., Coupa Software Inc, Coursera, Inc., CyberArk Software Ltd, Datadog, Inc., DigitalOcean Holdings Inc, Docebo Inc., DocuSign Inc, Fastly Inc., Five9 Inc, ForgeRock Inc, Fortinet Inc., Freshworks Inc, GoDaddy Inc, HashiCorp, HubSpot, Inc., Instructure Holdings Inc, Intuit, JFrog Ltd., Karooooo Ltd, KnowBe4, LegalZoom.com Inc, Lightspeed POS Inc., Liveramp Holdings Inc, Mandiant Inc, Matterport Inc, Microsoft, MongoDB Inc, New Relic Inc, NICE Ltd., NortonLifeLock Inc, Okta, Inc., Oracle Corporation, PagerDuty, Inc., Palantir Technologies Inc., Palo Alto Networks Inc, Qualtrics, Qualtys Inc, Rapid7 Inc, RingCentral Inc, Sabre Corp, SailPoint Technologies Holdings Inc, Salesforce.com, Samsara Inc, Semrush Holdings Inc -A, SentinelOne, Inc., ServiceNow Inc, Shopify Inc, Smartsheet Inc, Snowflake Inc., Solarwinds Corp, Splunk Inc, Sprinklr Inc, Sprout Social Inc, Sumo Logic Inc, Tenable Holdings Inc, Toast, Inc., Twilio Inc, Udemy Inc, UiPath Inc, UserTesting Inc., Varonis Systems, Inc., Veeva Systems Inc, Vertex Inc., VMware Inc, WalkMe Ltd, Workday Inc, Zendesk, Inc, Zeta Global Holdings Corp, Zoom Video Communications Inc, ZoomInfo Technologies Inc, Zscaler Inc.

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Global Stock Ratings Distribution

(as of July 31, 2022)

The Stock Ratings described below apply to Morgan Stanley's Fundamental Equity Research and do not apply to Debt Research produced by the Firm. For disclosure purposes only (in accordance with FINRA requirements), we include the category headings of Buy, Hold, and Sell alongside our ratings of Overweight, Equal-weight, Not-Rated and Underweight. Morgan Stanley does not assign ratings of Buy, Hold or Sell to the stocks we cover. Overweight, Equal-weight, Not-Rated and Underweight are not the equivalent of buy, hold, and sell but represent recommended relative weightings (see definitions below). To satisfy regulatory requirements, we correspond Overweight, our most positive stock rating, with a buy recommendation; we correspond Equal-weight and Not-Rated to hold and Underweight to sell recommendations, respectively.

	COVERAGE UNIVERSE		INVESTMEN	T BANKING CLI	OTHER MATERIAL INVESTMENT SERVICES CLIENTS (MISC)		
STOCK RATING	COUNT	% OF	COUNT	% OF	% OF	COUNT	% OF
CATEGORY		TOTAL		TOTAL IBC	RATING		TOTAL
					CATEGORY		OTHER
							MISC
Overweight/Buy	1366	39%	318	42%	23%	593	39%
Equal-weight/Hold	1559	44%	357	47%	23%	708	46%
Not-Rated/Hold	0	0%	0	0%	0%	0	0%
Underweight/Sell	613	17%	91	12%	15%	226	15%
TOTAL	3,538		766			1527	

Data include common stock and ADRs currently assigned ratings. Investment Banking Clients are companies from whom Morgan Stanley received investment banking compensation in the last 12 months. Due to rounding off of decimals, the percentages provided in the "% of total" column may not add up to exactly 100 percent.

Analyst Stock Ratings

Overweight (O). The stock's total return is expected to exceed the average total return of the analyst's industry (or industry team's) coverage universe, on a risk-adjusted basis, over the next 12-18 months.

Equal-weight (E). The stock's total return is expected to be in line with the average total return of the analyst's industry (or industry team's) coverage universe, on a risk-adjusted basis, over the next 12-18 months.

Not-Rated (NR). Currently the analyst does not have adequate conviction about the stock's total return relative to the average total return of the analyst's industry (or industry team's) coverage universe, on a risk-adjusted basis, over the next 12-18 months.

Underweight (U). The stock's total return is expected to be below the average total return of the analyst's industry (or industry team's) coverage universe, on a risk-adjusted basis, over the next 12-18 months.

Unless otherwise specified, the time frame for price targets included in Morgan Stanley Research is 12 to 18 months.

Analyst Industry Views

Attractive (A): The analyst expects the performance of his or her industry coverage universe over the next 12-18 months to be attractive vs. the relevant broad market benchmark, as indicated below.

In-Line (I): The analyst expects the performance of his or her industry coverage universe over the next 12-18 months to be in line with the relevant broad market benchmark, as indicated below.

Cautious (C): The analyst views the performance of his or her industry coverage universe over the next 12-18 months with caution vs. the relevant broad market



benchmark, as indicated below.

Benchmarks for each region are as follows: North America - S&P 500; Latin America - relevant MSCI country index or MSCI Latin America Index; Europe -MSCI Europe; Japan - TOPIX, Asia - relevant MSCI country index or MSCI sub-regional index or MSCI AC Asia Pacific ex Japan Index.

Stock Price, Price Target and Rating History (See Rating Definitions)

Appian Corp (APPN.O) - As of 8/4/22 in USD Industry : Software



Stock Rating History: 8/1/17 : E/A; 1/11/18 : U/A; 5/23/19 : E/A; 4/14/20 : U/A; 7/27/20 : U/I; 3/8/21 : U/A; 12/3/21 : E/A Price Target History: 6/19/17 : 18; 11/3/17 : 19; 1/11/18 : 24; 6/26/18 : 26; 8/3/18 : 28; 2/22/19 : 30; 5/23/19 : 36; 8/9/19 : 38; 11/1/19: 40; 1/13/20: 43; 4/14/20: 32; 5/11/20: 35; 8/17/20: 38; 11/6/20: 41; 12/17/20: 80; 1/22/21: 100; 5/7/21: 91; 8/11/21: 95; 12/3/21: 87; 1/25/22: 55; 2/18/22: 60

Source: Morgan Stanley Research Date Format : MM/DD/YY Price Target --No Price Target Assigned (NA) Stock Price (Not Covered by Current Analyst) ---Stock Price (Covered by Current Analyst) Stock and Industry Ratings (abbreviations below) appear as ♦ Stock Rating/Industry View

Stock Ratings: Overweight(O) Equal-weight(E) Underweight(U) Not-Rated(NR) No Rating Available(NA)

Industry View: Attractive (A) In-line (I) Cautious (C) No Rating (NR) Effective January 13, 2014, the stocks covered by Morgan Stanley Asia Pacific will be rated relative to the analyst's industry (or industry team's) coverage.

Effective January 13, 2014, the industry view benchmarks for Morgan Stanley Asia Pacific are as follows: relevant MSCI country index or MSCI sub-regional index or MSCI AC Asia Pacific ex Japan Index.

Atlassian Corporation PLC (TEAM.O) - As of 8/4/22 in USD Industry : Software



Stock Rating History: 8/1/17 : 0/A; 10/4/18 : E/A; 1/15/19 : U/A; 5/23/19 : E/A; 1/13/20 : 0/A; 7/27/20 : 0/I; 3/8/21 : 0/A Price Target History: 7/25/17: 45; 10/20/17: 49; 1/17/18: 61; 1/19/18: 63; 7/25/18: 69; 7/27/18: 75; 10/4/18: 94; 1/18/19: 97; 4/18/19: 99; 5/23/19: 145; 1/13/20: 175; 3/25/20: 165; 5/1/20: 173; 7/14/20: 200; 7/31/20: 210; 12/17/20: 270;

1/29/21: 275; 4/30/21: 292; 7/30/21: 320; 10/22/21: 505; 4/29/22: 460; 7/11/22: 430 Date Format: MM/DD/YY

Stock Price (Not Covered by Current Analyst) -- Stock Price (Covered by Current Analyst) = Stock and Industry Ratings(abbreviations below) appear as ♦ Stock Rating/Industry View

Stock Ratings: Overweight(O) Equal-weight(E) Underweight(U) Not-Rated(NR) No Rating Available(NA)

Industry View: Attractive (A) In-line (I) Cautious (C) No Rating (NR)

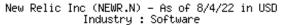
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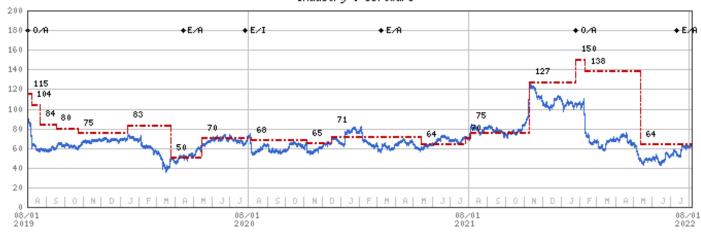
Effective January 13, 2014, the stocks covered by Morgan Stanley Asia Pacific will be rated relative to the analyst's industry (or industry team's) coverage.

Effective January 13, 2014, the industry view benchmarks for Morgan Stanley Asia Pacific are as follows: relevant MSCI country index or MSCI sub-regional index or MSCI AC Asia Pacific ex Japan Index.

No Price Target Assigned (NA)







Stock Rating History: 8/1/17 : E/A; 1/15/19 : 0/A; 4/14/20 : E/A; 7/27/20 : E/I; 3/8/21 : E/A; 1/25/22 : 0/A; 7/11/22 : E/A

Price Target History: 7/19/17 : 48; 11/8/17 : 52; 1/17/18 : 61; 5/9/18 : 67; 6/5/18 : 73; 6/26/18 : 80; 8/8/18 : 102; 11/1/18 : 100; 1/15/19 : 110; 2/7/19 : 115; 8/7/19 : 104; 8/21/19 : 84; 9/17/19 : 80; 10/24/19 : 75; 1/13/20 : 83; 3/25/20 : 50; 5/15/20 : 70; 8/5/20 : 68; 11/6/20 : 65; 12/17/20 : 71; 5/14/21 : 64; 7/27/21 : 70; 8/4/21 : 75; 11/9/21 : 127; 1/25/22 : 150; 2/9/22 : 138; 5/13/22 : 64

Source: Morgan Stanley Research Date Format: MM/DD/YY Price Target -- No Price Target Assigned (NA)
Stock Price (Not Covered by Current Analyst) -- Stock Price (Covered by Current Analyst) -Stock and Industry Ratings (abbreviations below) appear as + Stock Rating/Industry View

Stock Ratings: Overweight (O) Equal-weight (E) Underweight (U) Not-Rated (NR) No Rating Available (NA)

Industry View: Attractive (A) In-line (I) Cautious (C) No Rating (NR)

Effective January 13, 2014, the stocks covered by Morgan Stanley Asia Pacific will be rated relative to the analyst's industry

(or industry team's) coverage.

Effective January 13, 2014, the industry view benchmarks for Morgan Stanley Asia Pacific are as follows: relevant MSCI country index or MSCI sub-regional index or MSCI AC Asia Pacific ex Japan Index.

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INDUSTRY COVERAGE: Software

COMPANY (TICKER)	RATING (AS OF)	PRICE* (08/04/2022)
Elizabeth Porter, CFA		
Amplitude Inc. (AMPL.O)	E (10/25/2021)	\$18.16
GoDaddy Inc (GDDY.N)	E (07/19/2021)	\$77.49
LegalZoom.com Inc (LZ.O)	U (07/28/2022)	\$10.27
Liveramp Holdings Inc (RAMP.N)	O (07/15/2019)	\$28.02
Matterport Inc (MTTR.O)	E (04/19/2022)	\$4.79
Semrush Holdings Inc -A (SEMR.N)	E (06/06/2022)	\$13.17
Sprinklr Inc (CXMN)	E (07/19/2021)	\$12.68
Sprout Social Inc (SPT.O)	E (11/17/2020)	\$58.27
UserTesting Inc. (USER.N)	O (12/13/2021)	\$5.97
Wix Com Ltd (WIXO)	E (05/19/2022) ++	\$68.27 \$76.08
Zendesk, Inc (ZEN.N) Zeta Global Holdings Corp (ZETAN)	E (07/06/2021)	\$6.70
Zeta Gobar Holdings Corp (ZETAN)	L (07/00/2021)	ψ0.70
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Check Point Software Technologies Ltd. (CHKP.O)	U (01/13/2020)	\$118.83
CrowdStrike Holdings Inc (CRWD.O)	O (06/06/2022)	\$189.24
CyberArk Software Ltd (CYBR.O)	O (10/01/2020)	\$136.74
ForgeRock Inc (FORG.N)	E (10/11/2021)	\$23.00
Fortinet Inc. (FTNT.O)	E (04/10/2018)	\$52.6
KnowBe4 (KNBE.O)	E (05/17/2021)	\$17.28
Mandiant Inc (MNDT.O)	E (10/28/2020)	\$22.79
NortonLifeLock Inc (NLOK.O)	E (03/29/2022)	\$26.60
Okta, Inc. (OKTAO)	O (09/28/2021)	\$104.07
Palo Alto Networks Inc (PANW.O)	O (10/10/2017)	\$501.70
Qualys Inc (QLYS.O)	U (02/09/2021)	\$126.91
Rapid7 Inc (RPD.O)	E (08/11/2015)	\$67.44
SailPoint Technologies Holdings Inc (SAL.N)	++	\$64.32
Secureworks Corp (SCWXO)	E (09/09/2020)	\$10.01
SentinelOne, Inc. (S.N)	O (07/25/2021)	\$26.26
Tenable Holdings Inc (TENB.O)	O (01/15/2019)	\$41.98
Varonis Systems, Inc. (VRNS.O) Zscaler Inc (ZS.O)	E (06/27/2022) O (01/18/2022)	\$30.2 ² \$161.99
Zscalei IIIC (Zs.C)	0 (0 1/ 18/2022)	φ101.98
osh Baer, CFA		
2u Inc (TWOU.O)	E (11/24/2020)	\$9.18
Box Inc (BOXN)	E (10/07/2021)	\$30.00
Chegg Inc (CHGG.N)	E (11/02/2021)	\$21.63
Coursera, Inc. (COUR.N)	O (04/26/2021)	\$13.85
Cvent (CVT.O)	E (06/17/2022)	\$6.33
Digital Ocean Holdings Inc (DOCN.N)	U (07/11/2022)	\$44.19
Docebo Inc. (DCBO.O)	E (04/26/2022)	\$35.12
Instructure Holdings Inc (INST.N)	O (12/09/2021)	\$24.43
Lightspeed POS Inc. (LSPD.N)	E (02/18/2021)	\$21.5 ₄
Sabre Corp (SABR.O)	E (03/16/2021)	\$7.43 \$16.99
Toast, Inc. (TOST.N)	O (12/16/2021)	\$16.88 \$14.43
Udemy Inc (UDMY.O) WalkMe Ltd (WKME.O)	E (11/23/2021) E (06/07/2022)	\$14.43 \$10.19
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Keith Weiss, CFA



Meta A Marshall 8x8 Inc (EGHT.N) E (01/13/2020) \$4.36 Five9 Inc (FIVN.O) O (10/18/2021) \$115.72 NICE Ltd. (NICE.O) E (12/16/2021) \$221.34 RingCentral Inc (RNG.N) E (12/16/2021) \$49.00 Twilio Inc (TWLO.N) O (09/19/2019) \$98.19 Zoom Video Communications Inc (ZMO) O (08/26/2021) \$112.86 Roy D Campbell Karooooo Ltd (KARO.O) O (04/27/2021) \$26.75 Sanjit K Singh Attenyx Inc (AYXN) E (04/01/2021) \$61.60 Appian Corp (APPN.O) E (12/03/2021) \$55.42 C3 ai (AI.N) U (01/04/2021) \$20.86 Cirix Systems Inc (CTXS.O) U (11/105/2021) \$102.00 Confluent, Inc. (CFLT.O) E (07/19/2021) \$32.34 Couchbase, Inc. (BASE.O) E (08/16/2021) \$16.50 Datadog, Inc. (DDOG.O) O (05/21/2021) \$110.49 Domo Inc (DOMO.O) O (12/17/2020) \$32.89 Fastly Inc. (FSLY.N) U (07/11/2022) \$11.58 HashiCorp (HCP.O)	Adobe Inc. (ADBE.O) Akamai Technologies, Inc. (AKAMO) Asana Inc (ASAN.N) Atlassian Corporation PLC (TEAMO) Autodesk (ADSK.O) Avalara, Inc. (AVLR.N) BigCommerce Holdings, Inc. (BIGC.O) Cloudflare Inc (NET.N) Coupa Software Inc (COUP.O) DocuSign Inc (DOCU.O) Freshworks Inc (FRSH.O) HubSpot, Inc. (HUBS.N) Intuit (INTU.O) Microsoft (MSFT.O) Oracle Corporation (ORCL.N) Palantir Technologies Inc. (PLTR.N) Qualtrics (XMO) Salesforce.com (CRMN) Samsara Inc (IOT.N) ServiceNow Inc (NOW.N) Shopify Inc (SHOP.N) Smartsheet Inc (SMAR.N) Snowflake Inc. (SNOW.N) Splunk Inc (SPLK.O) UiPath Inc (PATH.N) Vertex Inc. (VERX.O) VMware Inc (VMV.N) Workday Inc (WDAY.O) Zoomlinfo Technologies Inc (ZI.O)	E (06/21/2022) E (04/29/2020) E (10/26/2020) O (01/13/2020) E (08/19/2021) O (04/06/2021) E (05/11/2021) E (05/11/2021) E (06/18/2020) O (04/14/2020) E (12/16/2021) E (10/18/2020) O (10/05/2020) O (10/05/2020) O (01/13/2016) E (01/15/2019) E (03/07/2022) O (12/16/2021) O (05/19/2021) O (05/19/2021) O (01/10/2022) O (11/12/2020) E (06/24/2022) O (15/22/2018) O (02/07/2022) E (04/27/2021) O (12/03/2021) E (12/16/2021) U (04/07/2021) U (04/07/2021) +++ O (04/14/2020) O (11/18/2020)	\$430.59 \$96.21 \$23.35 \$230.41 \$221.94 \$94.12 \$18.35 \$58.43 \$75.66 \$71.19 \$15.40 \$355.46 \$466.30 \$283.65 \$77.40 \$11.32 \$12.53 \$191.27 \$16.00 \$493.00 \$41.02 \$34.09 \$160.76 \$112.18 \$21.29 \$231.91 \$11.99 \$117.00 \$162.54 \$46.66
Five9 Inc (FINN.O)		E (01/13/2020)	\$4.36
RingCentral Inc (RNG.N)	Five9 Inc (FIVN.O)	O (10/18/2021)	\$115.72
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Domo Inc (DOMO.O) O (12/17/2020) \$32.89 Fastly Inc. (FSLY.N) U (07/11/2022) \$11.58 HashiCorp (HCP.O) E (01/03/2022) \$36.91 JFrog Ltd. (FROG.O) E (10/12/2020) \$24.80 MongoDB Inc (MDB.O) O (12/17/2020) \$340.88 New Relic Inc (NEWR.N) E (07/11/2022) \$61.32 PagerDuty, Inc. (PD.N) E (05/06/2019) \$27.92 Solarwinds Corp (SW.N) E (11/13/2018) \$9.61	Couchbase, Inc. (BASE.O)		
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JFrog Ltd. (FROG.O) E (10/12/2020) \$24.80 MongoDB Inc (MDB.O) O (12/17/2020) \$340.88 New Relic Inc (NEWR.N) E (07/11/2022) \$61.32 PagerDuty, Inc. (PD.N) E (05/06/2019) \$27.92 Solarwinds Corp (SW.N) E (11/13/2018) \$9.61	Fastly Inc. (FSLY.N)	U (07/11/2022)	\$11.58
MongoDB Inc (MDB.O) O (12/17/2020) \$340.88 New Relic Inc (NEWR.N) E (07/11/2022) \$61.32 PagerDuty, Inc. (PD.N) E (05/06/2019) \$27.92 Solarwinds Corp (SW.N) E (11/13/2018) \$9.61			
PagerDuty, Inc. (PD.N) Solarwinds Corp (SWI.N) E (05/06/2019) \$27.92 \$ (11/13/2018) \$9.61	MongoDB lnc (MDB.O)	O (12/17/2020)	\$340.88
Solarwinds Corp (SWLN) E (11/13/2018) \$9.61			
Sumo Logic Inc (SUMO.O) E (10/12/2020) \$7.75	Solarwinds Corp (SWI.N)	E (11/13/2018)	\$9.61
	Sumo Logic Inc (SUMO.O)	E (10/12/2020)	\$7.75

Stock Ratings are subject to change. Please see latest research for each company. * Historical prices are not split adjusted.

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