Darktrace is a global leader in cyber security technology. We empower organisations in all industry sectors to stop cyber disruptions through Self-Learning AI.

Poppy Gustafsson OBE - CEO
“Since becoming CEO of Darktrace in 2016, my excitement about the future of the business has only grown. We remain more ambitious than ever and focused on accelerating the adoption of Self-Learning AI worldwide.”

Cathy Graham - CFO
“Darktrace has a strong value proposition and a vast new customer runway. There is a significant opportunity to capture and we are well-placed to take advantage of a rapidly expanding market.”

Jack Stockdale OBE - CTO
“Our unique Self-Learning AI technology is what sets us apart at Darktrace. We are the only cyber security company using this kind of AI to solve real-world problems at scale. Constantly evolving, it augments the security team and can act autonomously on behalf of humans.”

At a Glance
- Founded in 2013
- HQ: Cambridge, UK
- 1,600+ employees
- 5,600+ customers in 100+ countries

Key FY 2021 Financials
- ARR $343m (46% growth)
- Revenue $281m (+41% growth)

ARR ($m)*
- 2018: 103
- 2019: 169 (+39%)
- 2020: 236
- 2021: 343 (+46%)

Revenue ($m)
- 2018: 79
- 2019: 137 (+45%)
- 2020: 199
- 2021: 281 (+41%)

* FY 2021 Constant Currency Rate
Our Investment Case

**Unique Fundamental Technology**
- Self-Learning AI underpins the platform
- Only solution capable of defending all digital environments
- Brings AI to the data, wherever that data lives

**Multiple Growth Vectors**
- Significant greenfield opportunity
- Technology beneficial to any organisation >250 employees
- Potential to leverage AI technology beyond cyber

**Predictable Subscription Model**
- High quality recurring revenue
- Average contract length of 3 years
- 99.5%+ of revenue is subscription-based

**Cyber Threat Landscape Demands New Solution**
- Rise in machine speed ransomware attacks
- Increasing business complexity due to digital transformation
- AI constantly learns and evolves

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**Total Addressable Market (TAM)**
- **$41bn** Darktrace Bottom-up TAM Value
- **$125bn** Darktrace Top-down TAM Value

**Revenue by Geography**
- **18%** UK
- **21%** RoW
- **22%** Europe
- **39%** US & Canada

> 5,600
The number of companies currently benefiting from the Darktrace cyber security platform

> 150,000
The number of companies that could potentially adopt the Darktrace cyber security platform

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**Key Achievements FY 2021**

- **Closed largest ever deal**
  - $1m+

- **Closed first ever $1m+ Antigena Email only deal**

- **77%**
  - In 77% of companies, Darktrace AI detected threats others missed

- **#1**
  - Darktrace technology interrupted a cyber-threat every second

- **Ransomware was #1 Use Case for Autonomous Response Technology**