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
- 1,700+ employees
- 6,500+ customers in 100+ countries

Key 1H FY 2022 Financials
- ARR: $427m (45% growth)
- Revenue: $193m (52% growth)

ARR ($m)*
- 2019: $177 (+40%)
- 2020: $247 (+45%)
- 2021: $357 (+45%)
- 1H 2021: $294
- 1H 2022: $427 (+45%)

Revenue ($m)
- 2019: $137 (+45%)
- 2020: $199 (+41%)
- 2021: $281
- 1H 2021: $127
- 1H 2022: $193 (+52%)

* FY 2022 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%+ 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|
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|$125bn|
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**Beyond Cyber Security**

**Revenue by Geography**

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK</td>
<td>17%</td>
</tr>
<tr>
<td>Europe</td>
<td>24%</td>
</tr>
<tr>
<td>RoW</td>
<td>21%</td>
</tr>
<tr>
<td>US &amp; Canada</td>
<td>38%</td>
</tr>
</tbody>
</table>

**Beyond Cyber Security**

- $6,500: 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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**Highlights 1H FY 2022**

<table>
<thead>
<tr>
<th>Metric</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Growth of development team</td>
<td>63%</td>
</tr>
<tr>
<td>Acquisition of Cybersprint B.V.</td>
<td></td>
</tr>
<tr>
<td>Adjusted EBITDA growth</td>
<td>125%</td>
</tr>
<tr>
<td>Net ARR retention rate</td>
<td>105%</td>
</tr>
</tbody>
</table>

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