

DARKTRACE

FY 2021 Investor Fact Sheet

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



Key FY 2021 Financials

\$343m

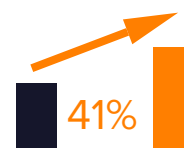
ARR

\$281m

Revenue

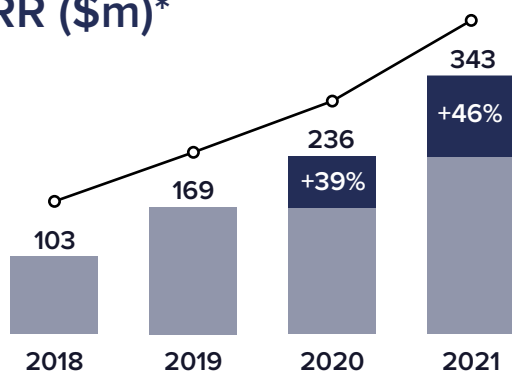


Constant currency
ARR growth

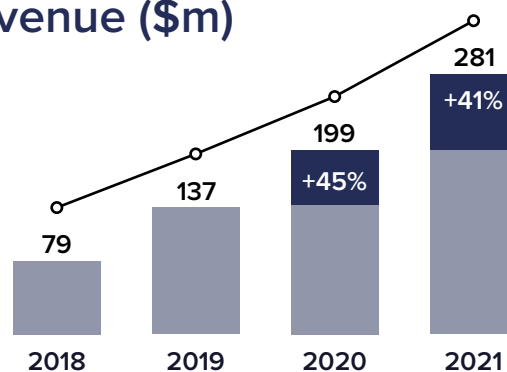


Y-o-Y revenue
growth

ARR (\$m)*



Revenue (\$m)



* FY 2021 Constant Currency Rate

Total Addressable Market (TAM)

\$41bn

Darktrace Bottom-up
TAM Value

\$125bn

Darktrace Top-down
TAM Value

Beyond
Cyber
Security

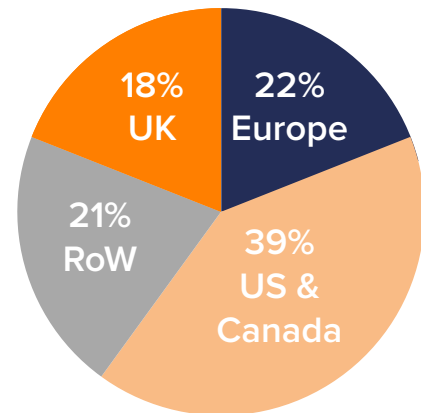
>5,600

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

Revenue by Geography

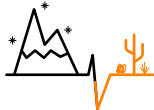


Our Investment Case



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



Predictable Subscription Model

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



Multiple Growth Vectors

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



Cyber Threat Landscape Demands New Solution

- Rise in machine speed ransomware attacks
- Increasing business complexity due to digital transformation
- AI constantly learns and evolves

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



Darktrace technology interrupted a
cyber-threat every second

#1



Ransomware was #1 Use Case for
Autonomous Response Technology