

## PUBMATIC Q3 2022 AT A GLANCE

# STRONG FINANCIAL PROFILE PROVIDES FOUNDATION FOR LONG-TERM SUCCESS

## Ninth Consecutive Quarter of Revenue Growth and Profitability

### REVENUE

- Q3 2022 revenue of \$64.5 million, up 11% year-over-year.

### GAAP NET INCOME

- GAAP net income in Q3 2022 was \$3.3 million or 5% of revenue, compared to \$13.5 million in Q3 2021.
- Q3 2022 fully diluted earnings per share of \$0.06.

### NET DOLLAR-BASED RETENTION<sup>1</sup>

- Net dollar-based retention for trailing twelve months (TTM) Q3 2022 was 120%.

### ADJUSTED EBITDA<sup>2</sup>

- Adjusted EBITDA in Q3 2022 was \$25.3 million, or 39% of revenue, compared to \$24.3 million Q3 2021.

### NET CASH PROVIDED BY OPERATING ACTIVITIES

- Cash flow from operations was \$28.1 million for Q3 2022.

### IMPRESSIONS PROCESSED

- In Q3 2022, we processed nearly 42.1 trillion impressions, 76% more than the amount processed in Q3 2021.
- Reduced the unit cost of impressions by 20% year-over-year for TTM Q3 2022.

### EXPANDED USAGE FROM BUYERS

- Supply Path Optimization (SPO) represented over 30% of total activity in Q3 2022.

### OMNICHANNEL REVENUE

- Q3 2022 combined mobile and video revenues grew by 22% year-over-year and represented 73% of total revenues in Q3 2022.
- Combined omnichannel video revenue, including short-form online video and longer form Connected TV (CTV) revenue, represented over 34% of revenue in Q3 2022.
- Q3 2022 Connected TV revenue increased over 150% year-over-year.
- 205 publishers programmatically monetized CTV inventory with PubMatic in Q3 2022, representing an acceleration of publisher acquisition.

### INVESTMENTS IN INNOVATION

- Further increased our India-based technology team by 46% year-over-year in Q3 2022

<sup>1</sup> Calculated by starting with the revenue from publishers in the trailing twelve months ended September 30, 2021 ("Prior Period Revenue"). We then calculate the revenue from these same publishers in the trailing twelve months ended September 30, 2022 ("Current Period Revenue") (including any upsells and net of contraction or attrition, but excluding revenue from new publishers). Our net dollar-based retention rate equals Current Period Revenue divided by Prior Period Revenue.

<sup>2</sup> This non-GAAP measure is presented for supplemental informational purposes only and should not be considered a substitute for financial information presented in accordance with GAAP. Please see provided table for a reconciliation between GAAP net income and Adjusted EBITDA.

#### RECONCILIATION OF GAAP NET INCOME TO ADJUSTED EBITDA (In thousands) (unaudited)

	Three Months Ended September 30, 2022	September 30, 2021
Net income	\$3,326	\$13,526
Add back (deduct):		
Stock-based compensation	4,655	3,714
Depreciation and amortization	9,082	6,304
Unrealized loss on equity investments	6,405	
Interest income	(596)	(79)
Acquisition-related and other expenses	1,061	
Provision for (benefit from) income taxes	1,398	799
Adjusted EBITDA	\$25,331	\$24,264

# PubMatic

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### BUYER VALUE CREATION

- PubMatic and Wunderkind Deliver Greater Scale Via Sell-Side Data Targeting →

### PUBLISHER MONETIZATION GROWTH

- How FloSports Experienced a 254% Revenue Increase From Switching to PubMatic's OpenWrap →
- PubMatic Delivers 58% Higher eCPM and More Than Doubled Share of Voice for NESN →
- PubMatic Drives Unique Video Demand for Primis' Gaming Vertical, Increases Revenue by 170% →
- Two Large App Developers Saw Up To a 575% Increase in US Banner eCPM Integrating OpenWrap →