

PUBMATIC Q1 2021 AT A GLANCE

MULTIPLE GROWTH DRIVERS RESULT IN INCREASING MARKET SHARE AND RAISED GUIDANCE FOR FULL YEAR 2021

REVENUES

Q1 2021 revenue of \$43.6 million, up 54% year-over-year.

MOBILE AND VIDEO (INCLUDING OVER THE TOP STREAMING AND CONNECTED TV, OR OTT/CTV)

Q1 2021 combined mobile and video revenues grew by 83% year-over-year and represented 63% of total revenues in Q1 2021, compared to 53% of total revenues in Q1 2020.

CONNECTED TV

Strong sequential growth for our OTT/CTV business of 55% from Q4 2020 to Q1 2021, with CTV inventory monetized from over 80 publishers.

AUDIENCE ADDRESSABILITY

As of March 31, 2021, the majority of revenue on our platform has alternative identifiers to the third-party cookie and Apple's IDFA.

NET DOLLAR-BASED REVENUE RETENTION¹

Net dollar-based revenue retention for TTM Q1 2021 was 130%, compared to 112% for TTM Q1 2020.

GROSS MARGIN

Gross margin for Q1 2021 increased to 72%, compared to 65% for Q1 2020.

IMPRESSIONS PROCESSED

Increased the number of impressions processed by 106% from 9.0 Trillion in Q1 2020 to 18.5 Trillion in Q1 2021.

GAAP COST OF REVENUE

Reduced GAAP cost of revenue per million impressions processed by approximately 40% from Q1 2020 to Q1 2021.

NET INCOME

GAAP Net income in Q1 2021 was \$4.9 million or 11% of revenue, compared to 3% in Q1 2020.

ADJUSTED EBITDA²

Adjusted EBITDA in Q1 2021 was \$14.5 million, or 33% of revenue, compared to 18% of revenue in Q1 2020.

NET CASH PROVIDED BY OPERATING ACTIVITIES

Cash flow from operations was \$12.7 million in Q1 2021.

¹ Calculated by starting with the revenue from publishers in the trailing twelve months ended March 31, 2020 ("Prior Period Revenue"). We then calculate the revenue from these same publishers in the trailing twelve months ended March 31, 2021 ("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 the Current Period Revenue divided by Prior Period Revenue.

² 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 millions) (unaudited)

	Three Months Ended March 31, 2021	Three Months Ended March 31, 2020
Net income	\$4,918	\$904
Add back (deduct):		
Stock-based compensation	3,165	495
Depreciation and amortization	4,550	3,586
Interest income	(62)	(260)
Provision for income taxes	1,923	399
Adjusted EBITDA	\$14,494	\$5,124