

Acquisition of StreamSets

Accelerating our growth in Hybrid Integration

Investor Relations | November 2022



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Accelerating our growth with StreamSets

1

A fast-growing hybrid data ops platform

2

Segment growing 20%; market to reach €3.2bn by 2026

3

A perfect fit with our existing offering

4

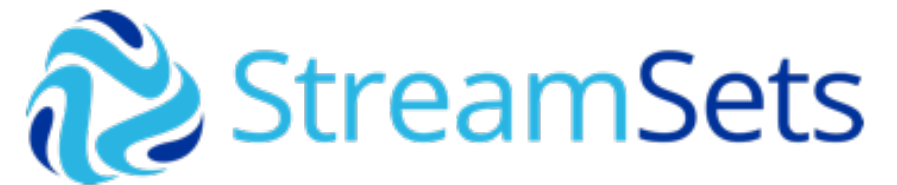
An aligned GTM with shared customers & buyers. First common successes in Q3'2022

5

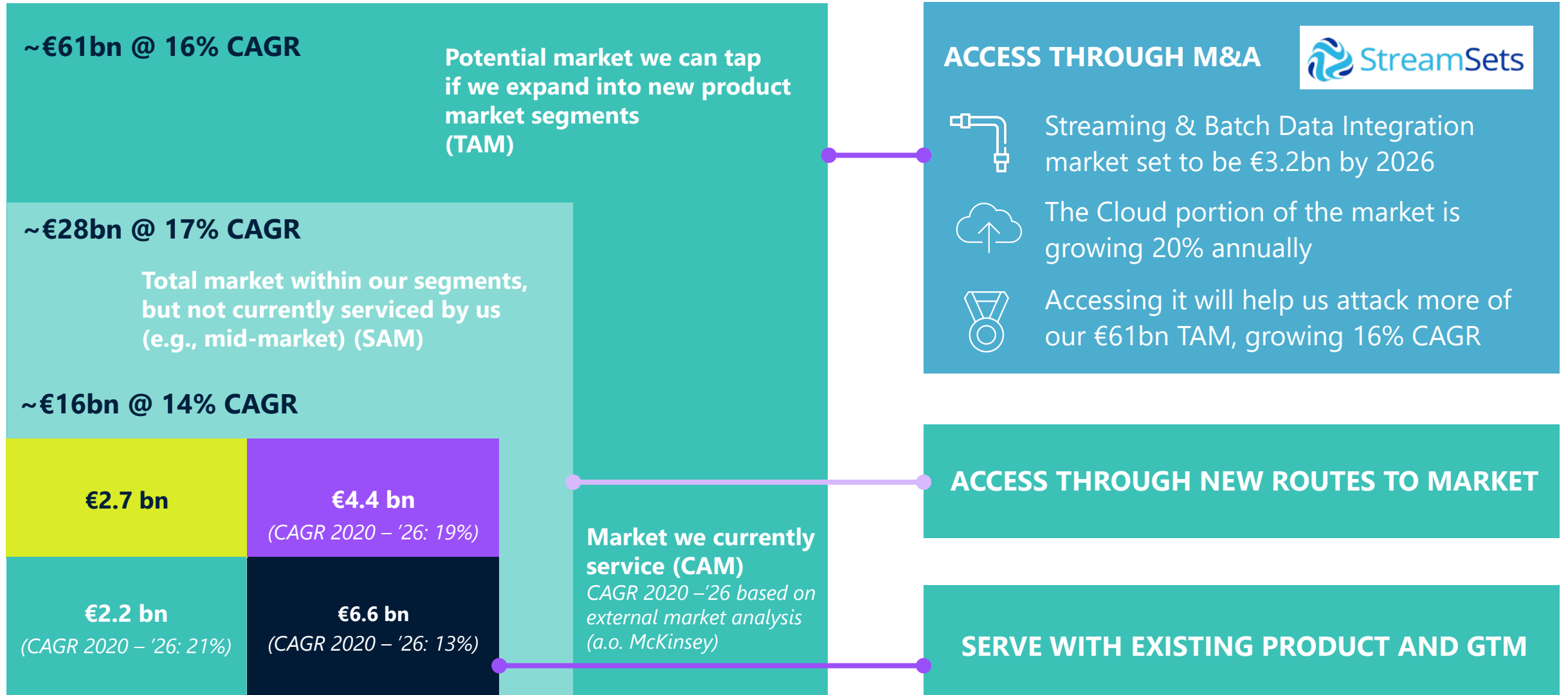
Boosting our presence in North America

6

Clear value-creation levers at top & bottom line



Accessing more of our TAM growing 16% CAGR through 2026



● Integration & API 2020
 ● Business Transformation 2020
 ● IoT & Analytics 2020
 ● A&N 2020

Introducing StreamSets



MANAGEMENT TEAM



Girish Pancha
Co-founder & CEO
Former VP Engineering &
CPO at Informatica



Arvind Prabhakar
Co-founder & CFO
Early employee of Cloudera
developing key integration
technologies



FOOTPRINT

Founded in
2014

San Francisco
London
Barcelona

~250 people
worldwide

>150 global
customers

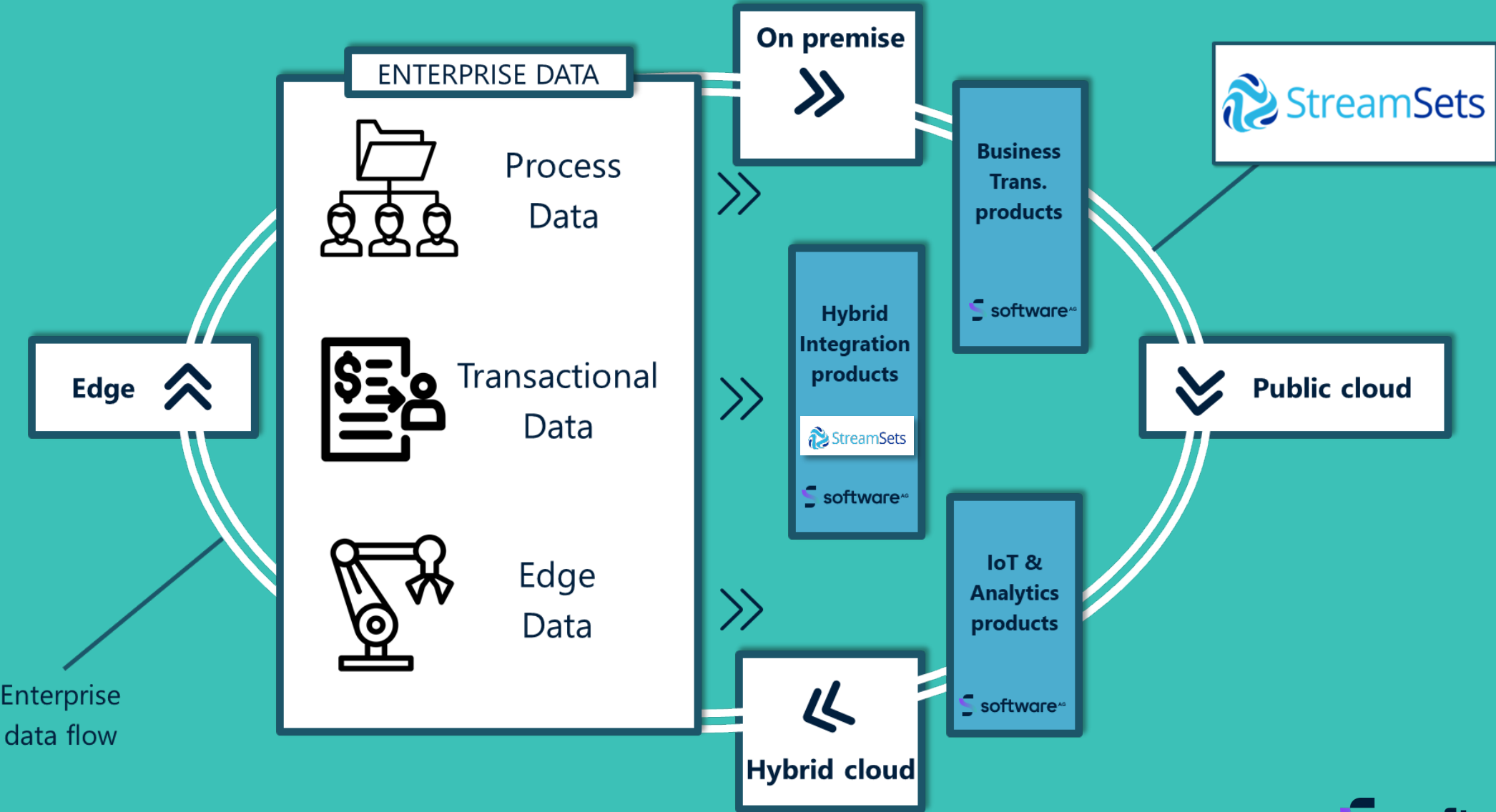
FINANCIAL PROFILE

4-year revenue CAGR of >70% (FY2017–2021)

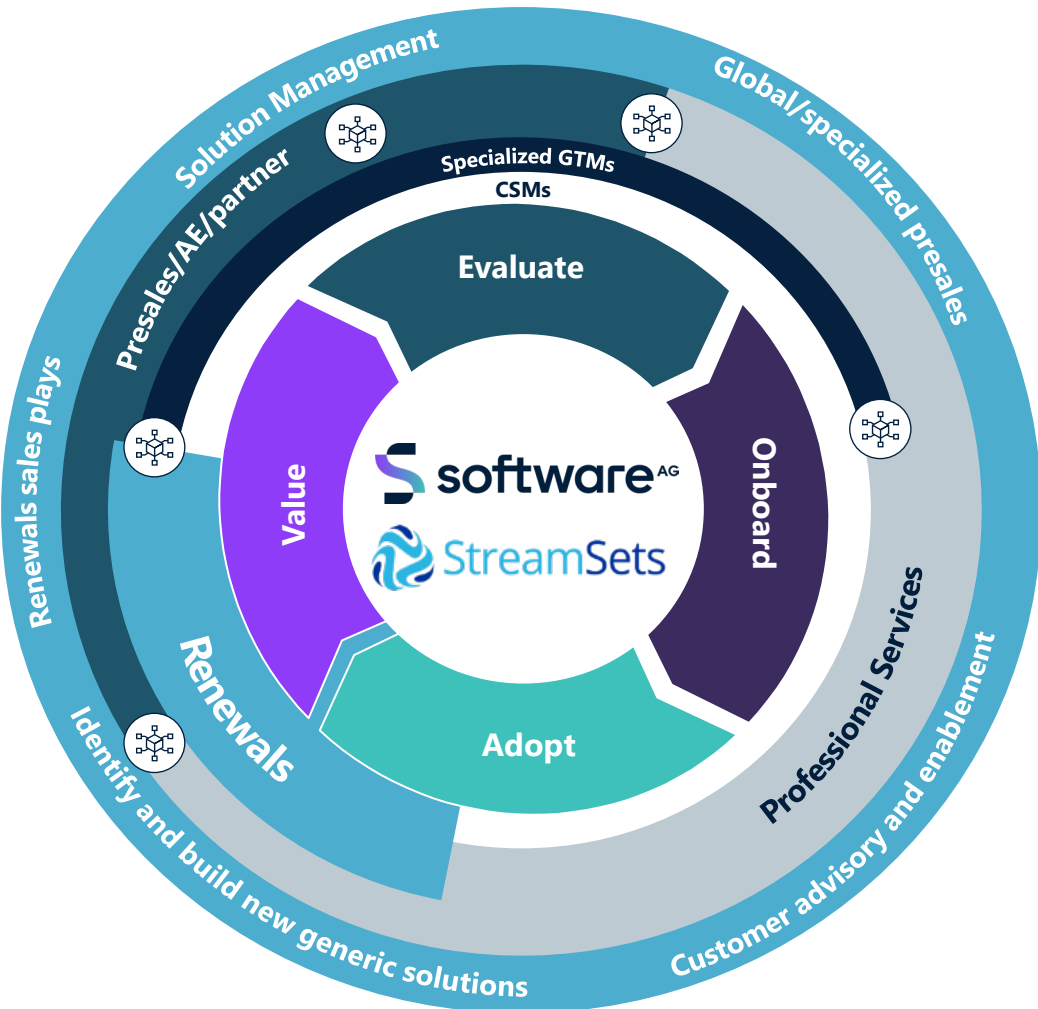
growth rate for the next years significantly above market CAGR

100% SaaS & subscription-based revenues

The perfect fit to accelerate in hybrid integration



GTM alignment provides common growth platform

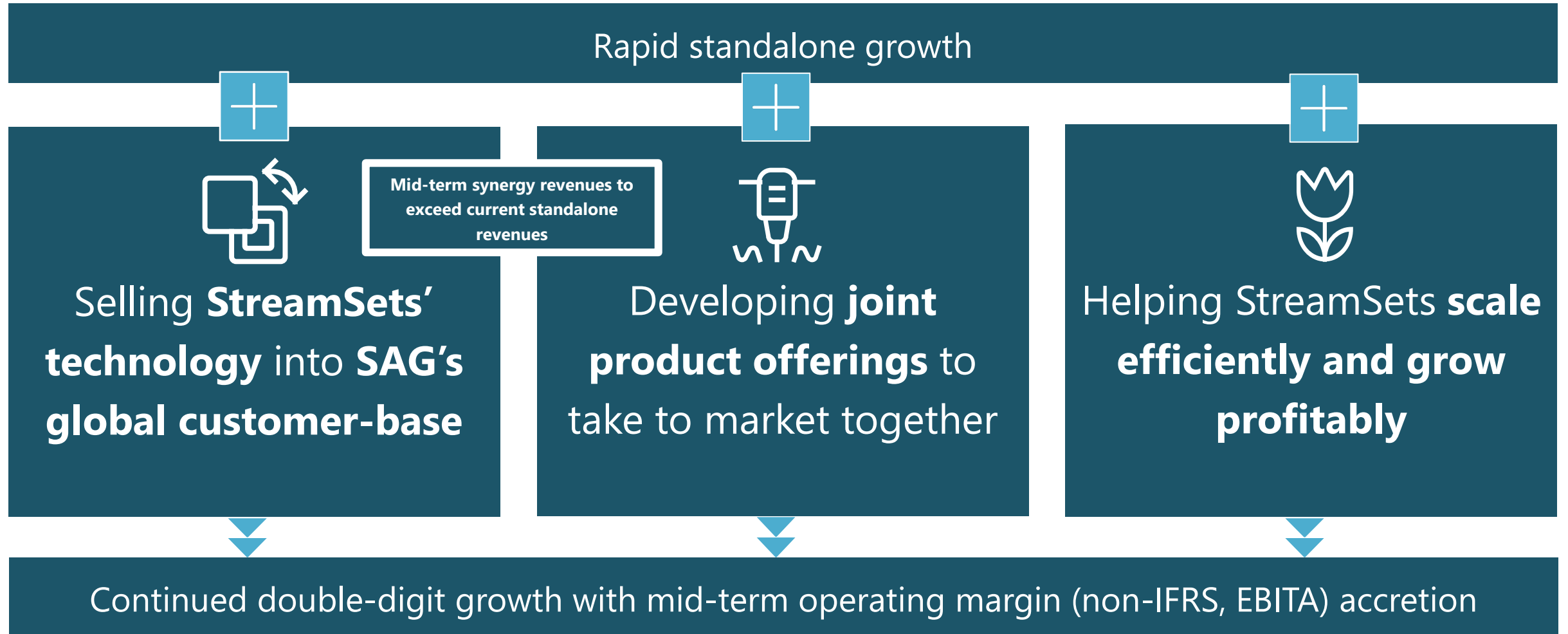


~70%
Revenue from enterprise customers

 Selling to personas in the IT Buying Centre

Speaking the same language to unlock value for our customers

Our plan to create value



Financial overview of the transaction

In 2022:

- **Organic guidance confirmed.**
- Non-IFRS Group **product revenue** growth between **12% and 16%**
- Operating margin (non-IFRS, EBITA) impact of between -€17 million and -€13 million.

In 2023:

The Group has started its operating and strategic planning process for 2023 and beyond. As part of this process, the Group's former 2023 mid-term ambition will evolve into an operating budget and guidance for the year 2023. The company will provide a further update on this 2023 guidance at the time of its Q4 and FY earnings in early 2023.

Thereafter, we expect:

- **High double-digit growth**, and be **operating margin accretive** mid-term

Building a
sustainable
profitable
growth
business

