



Meet the world
with video communication as it should be

Q4 2021 ARR Update

January 10, 2022



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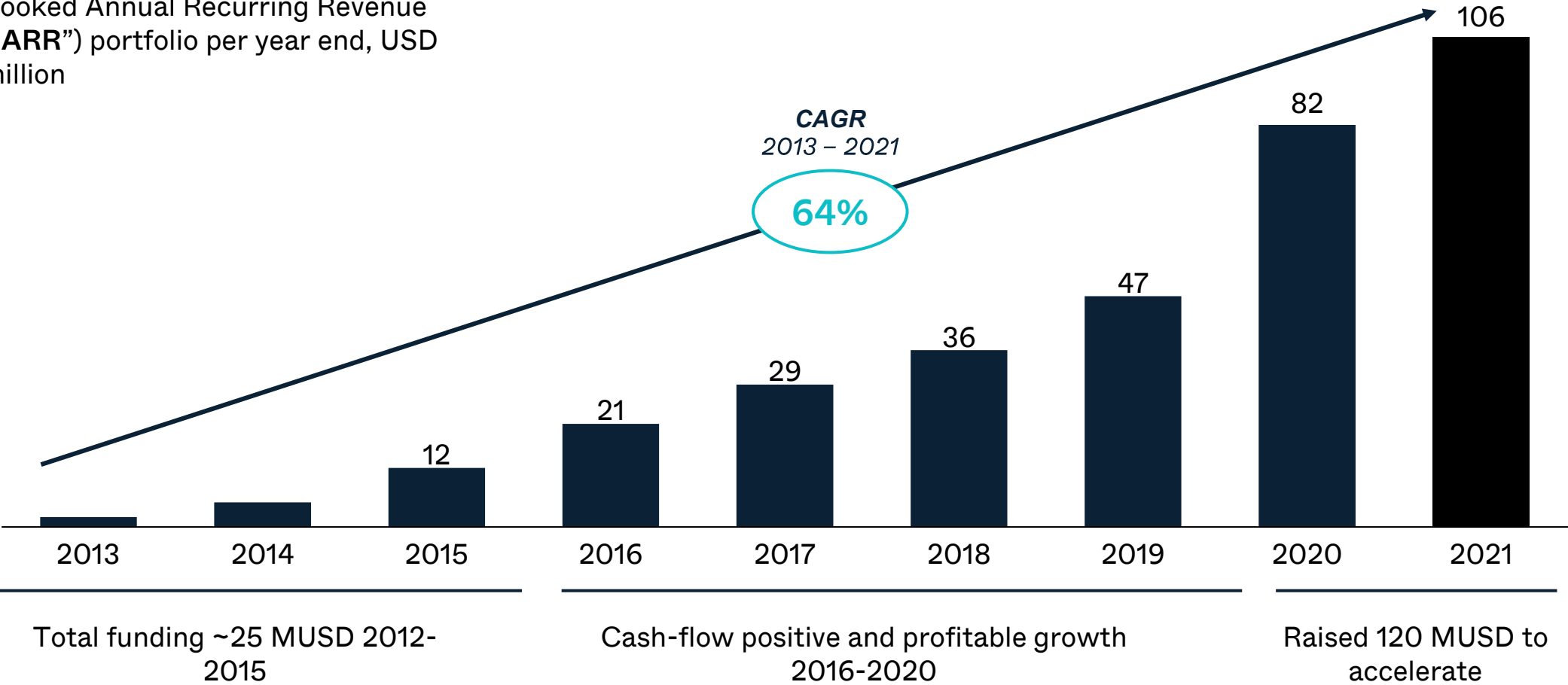
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- ✓ Delivering video conferencing software targeting large enterprises and government sector
- ✓ Unique video technology
- ✓ Deep industry partnerships with Microsoft and Google, as well as the top global AV and IT system integrators

Pexip has successfully solved the complex video needs of large organizations since its inception

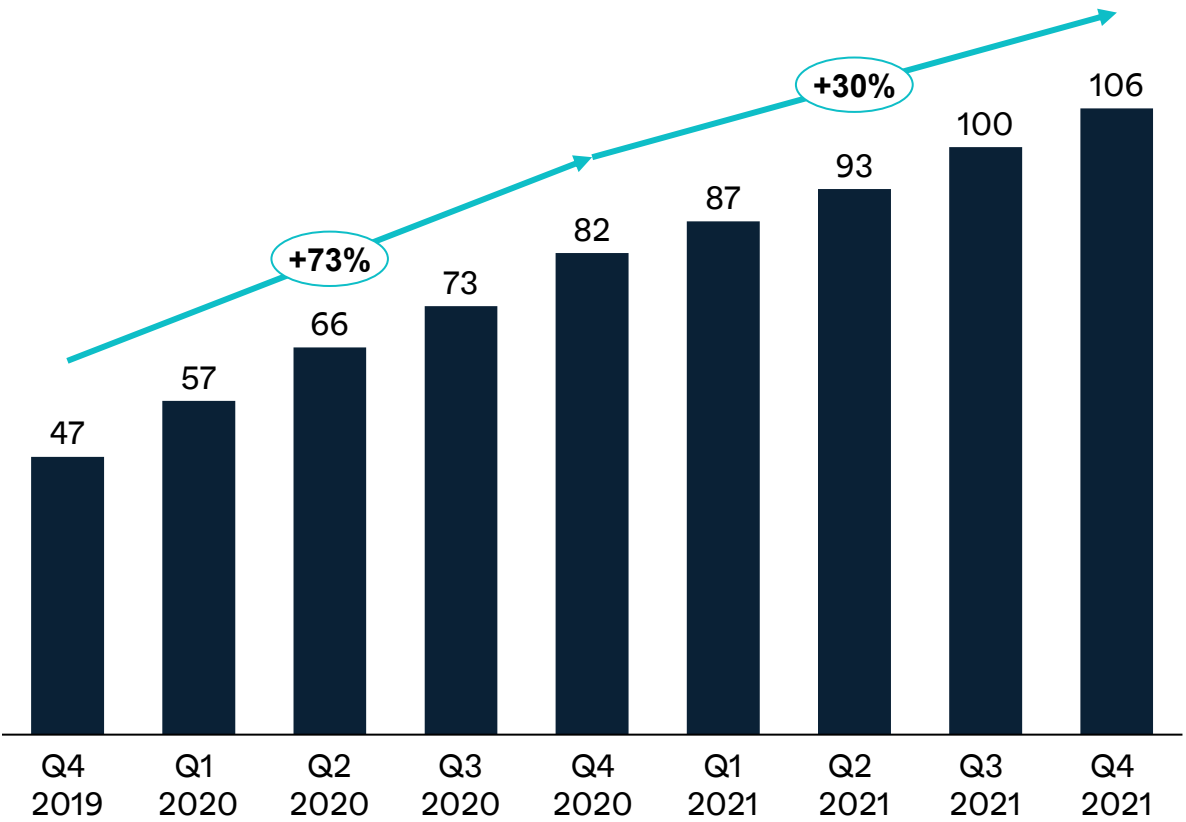
Booked Annual Recurring Revenue (“ARR”) portfolio per year end, USD million



30% growth in Annual Recurring Revenue – Added 6.6 million in Q4 2021

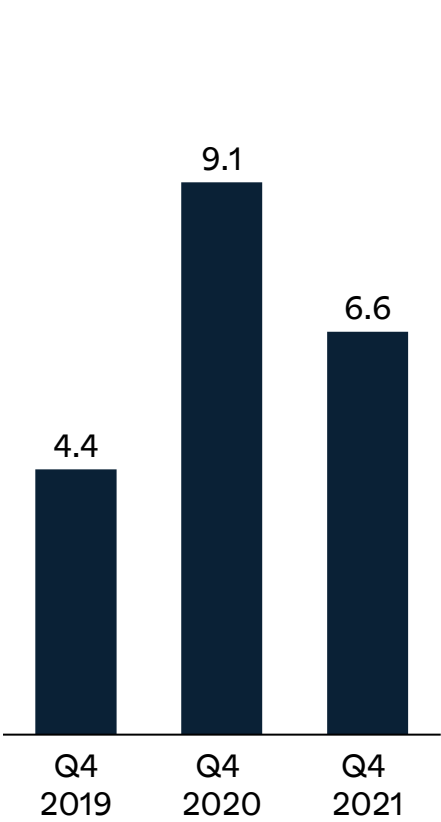
Booked Annual Recurring Revenue (ARR) development

USD million



Q-o-Q growth in ARR

USD million



- Q4 2021 growth in ARR of USD 6.6 million, compared to USD 9.1 million in Q4 2020 and USD 4.4 million in Q4 2019
- Continue to win Fortune 500 customers
- Solid growth, however, negatively impacted by renewed Covid-19 restrictions impacting video infrastructure
- Positive impact from Skedify acquisition announced in Q4

Unique technology drives our success in three core markets



Video infrastructure

including interoperability to Microsoft Teams and Google Meet



Critical video meetings

for secure environments



Video enablement

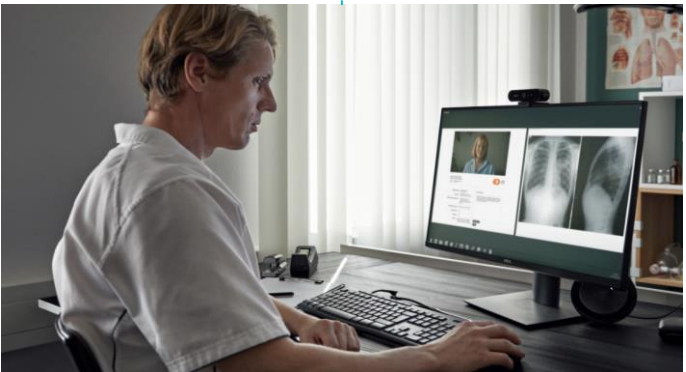
for healthcare, judiciary, government, retail and finance



MUSD 63 in ARR
+40% y-o-y



MUSD 11 in ARR
+109% y-o-y



MUSD 19 in ARR
+42% y-o-y

1) By end-of-Q4 2021

Pexip continues to win the trust of new large enterprises and public organizations

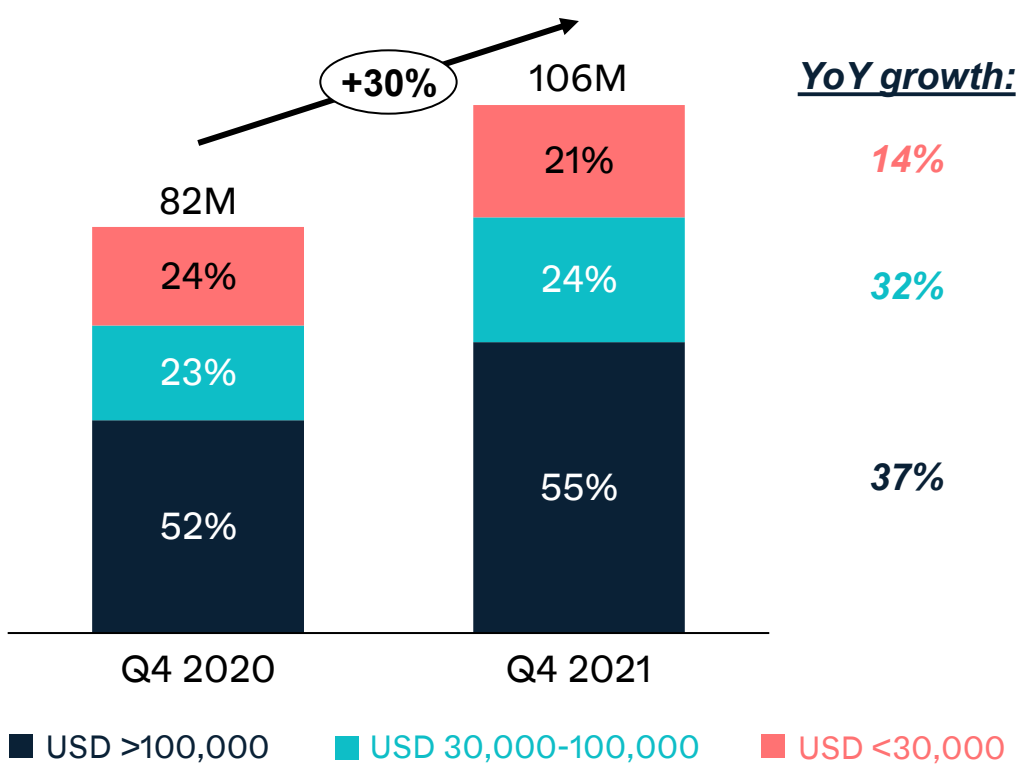
Selected by a range of large organizations

Selected customer wins in Q4 2021

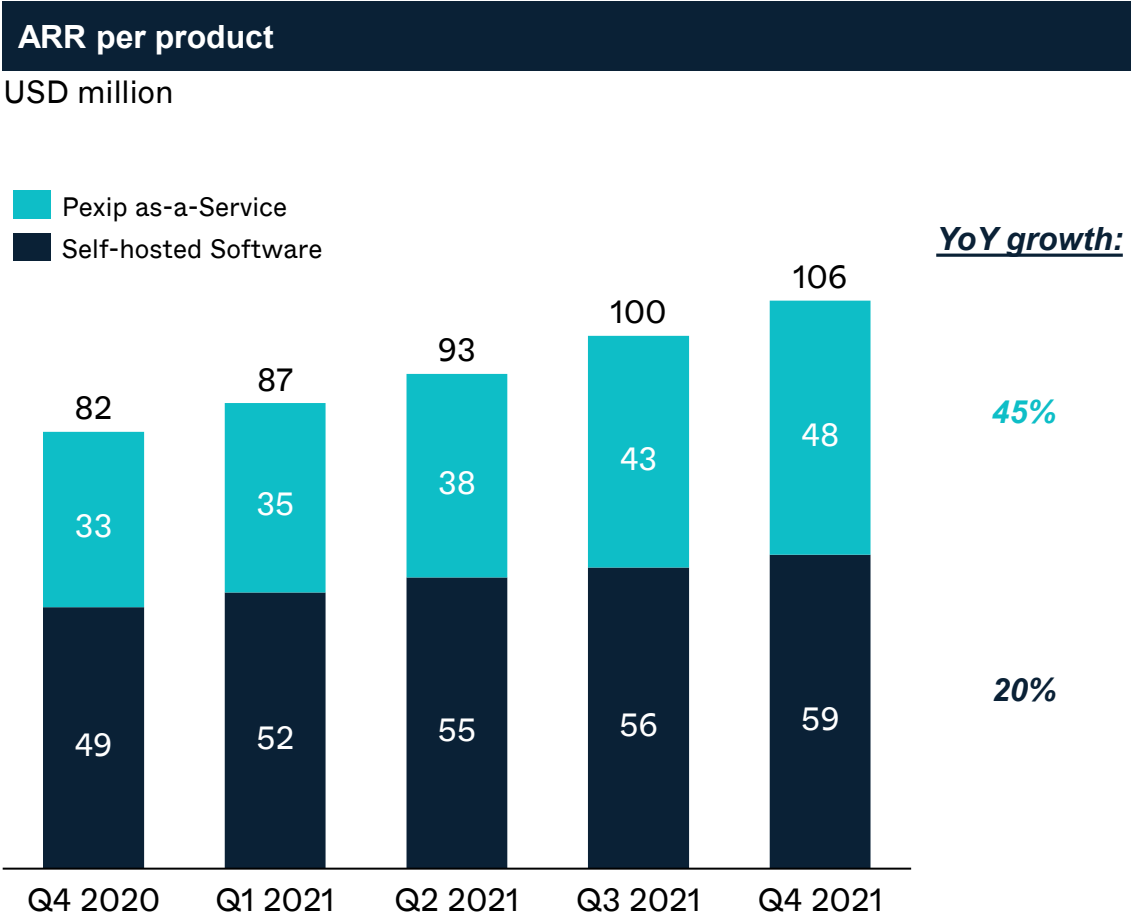
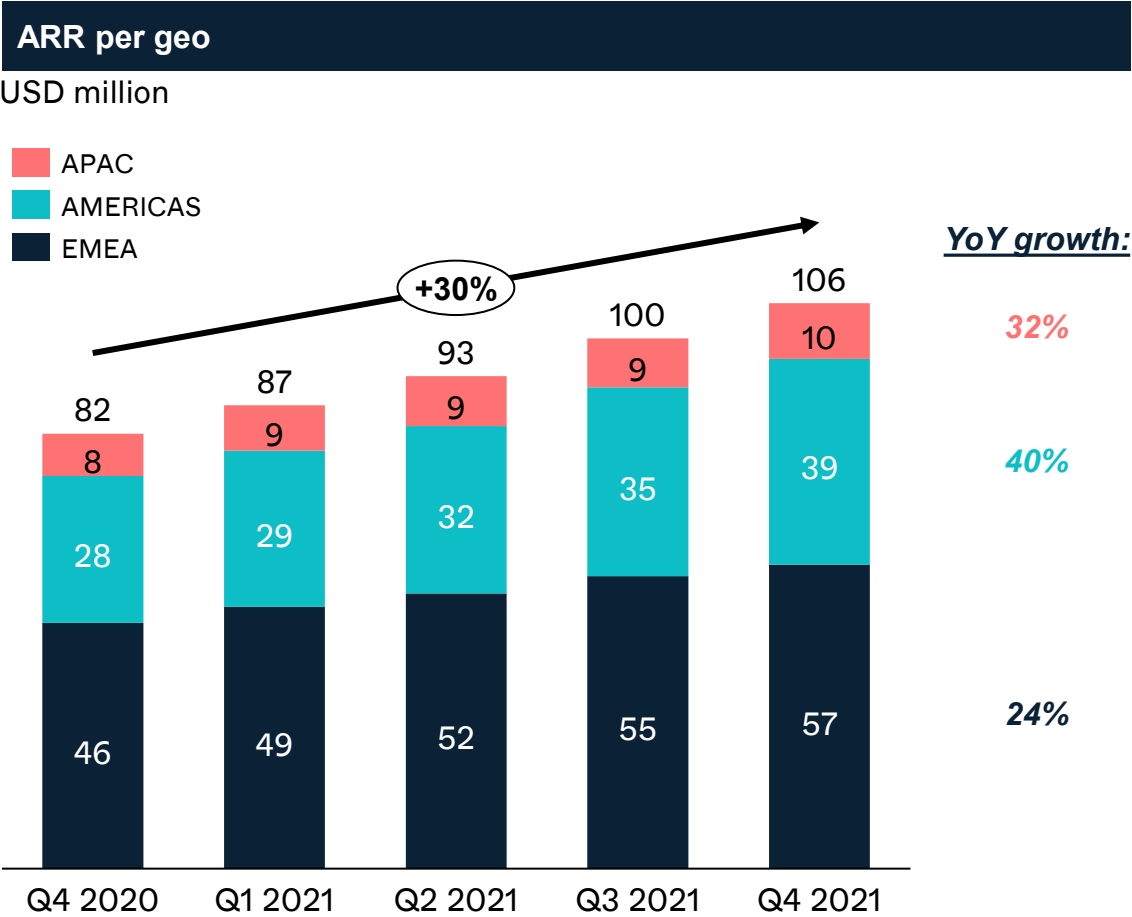


Large organizations driving growth

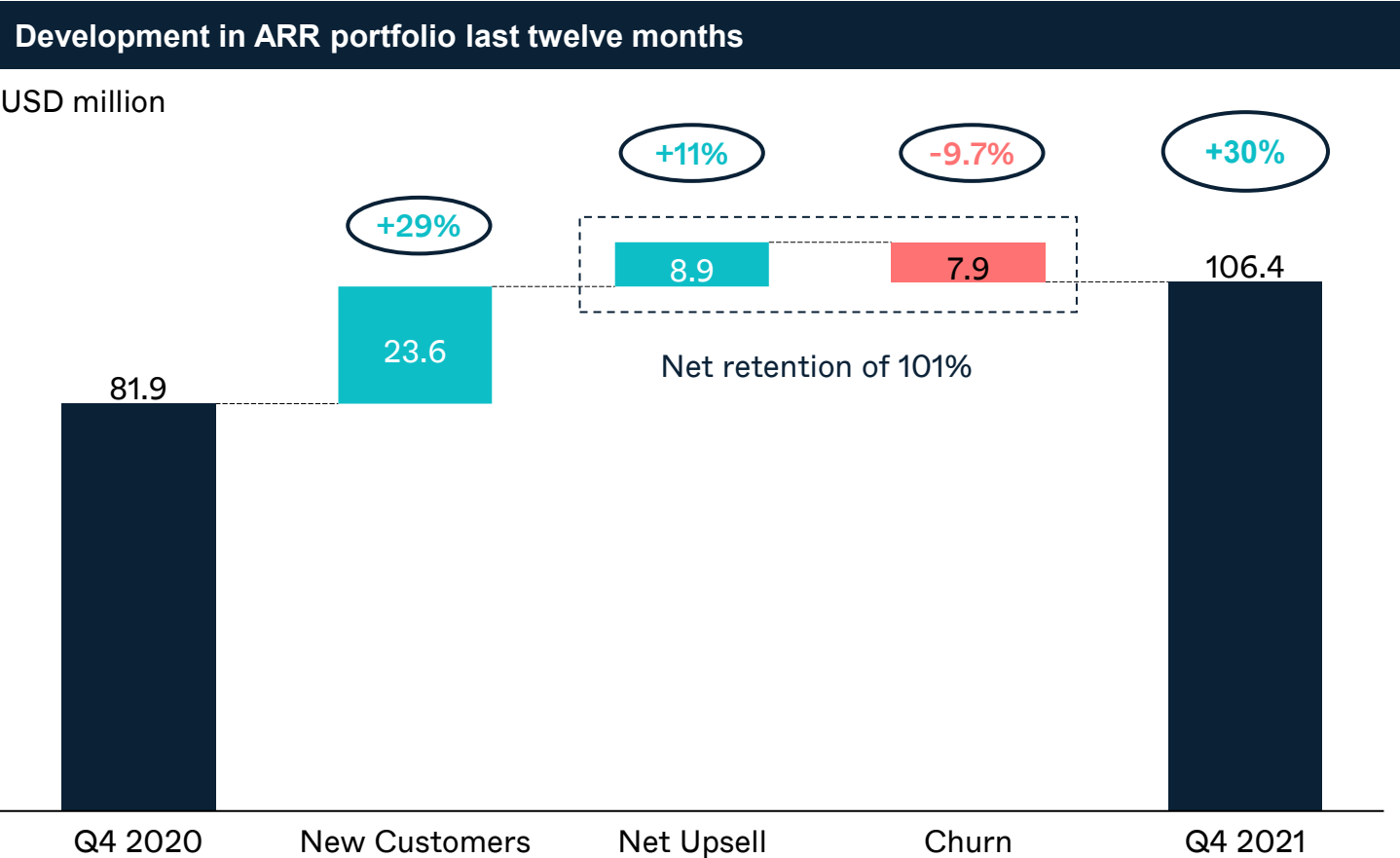
Share of ARR by account size in ARR, USD



Solid growth contributions from all geographies and products



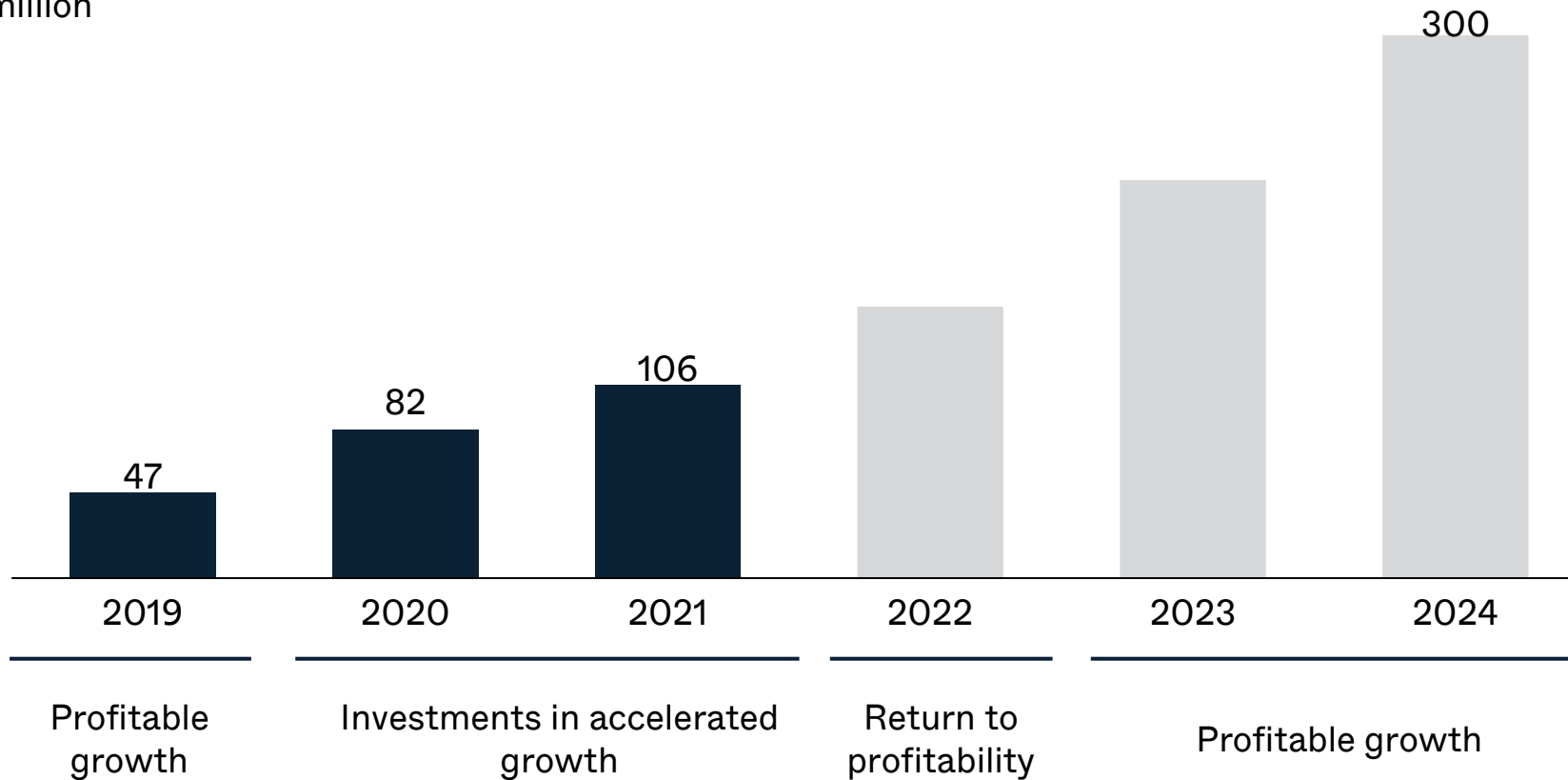
New customers represent the main driver for ARR growth



- Sales to new customers continue to be main driver behind growth
- ARR net retention is at a normal level at 101%
- Churn in line with 2020 at 9.7%, and somewhat lower than end of Q3 2021
- Lowest churn with customers above USD 100k in ARR of 3% vs 10% overall

Approaching the next phase of investment plan

Booked Annual Recurring Revenue
("ARR") portfolio per year end, USD
million



- In 2022 ARR growth and normalized investment level will support improving profitability
- Target to return to profitable growth during 2023
- On track to reach USD 300 million in 2024

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Q&A

