

## 3Q 2022 Pro Forma Financial Highlights

→ **\$556M NET REVENUE**

**+11.3% y/y Organic Growth**

Record Net New Business of \$86M

→ **\$115M in ADJ EBITDA**

**20.7% Margin On Net Revenue**

63% Comp-to-Revenue Ratio

→ **MAINTAINED FISCAL DISCIPLINE**

**Reduced Net Debt by \$125M**

Net Leverage of 2.7x (3.1x in Q2)

→ **\$0.21 ADJ EARNINGS PER SHARE**

**Adjusted EPS of \$0.68 per share YTD**

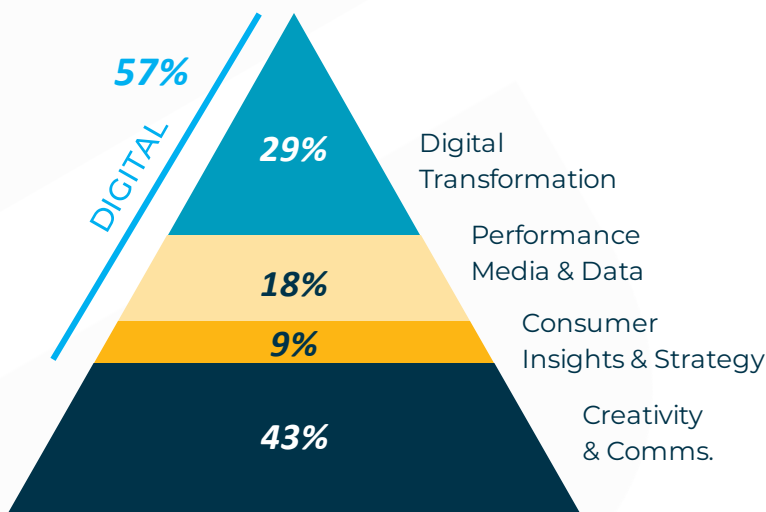
Returned \$14M in Share Buybacks

## 2022 Outlook

**16 – 20%**  
**13 – 17%**  
**\$450 – \$480M**  
**~30%**  
**\$0.86 - \$0.94**

PF ORGANIC NET REVENUE GROWTH  
 GROWTH EX-ADVOCACY  
 OF ADJUSTED EBITDA  
 FREE CASH FLOW GROWTH  
 ADJUSTED EPS PER SHARE

### 3Q Net Revenue by Principal Capability



### Investing in the



Our suite of proprietary SaaS and DaaS solutions for in-house marketers. Expected to generate roughly \$140 million in revenue in 2023

