



## FY 2022 *Financial Highlights*

### REVENUE ROSE TO \$2.7B

#### 15% FY Net Revenue Growth

Q4 22 was 6th Consecutive Quarter of Double-Digit Growth

### MAINTAINED FISCAL DISCIPLINE

#### 20.3% FY Adj. EBITDA Margin

Decreased Net Leverage to 2.17x

### EXPANDING INTERNATIONALLY

#### Growing twice as fast internationally

26% FY net rev. growth internationally vs. 14% North America

### \$0.90 ADJ EARNINGS PER SHARE

#### \$270M of Free Cash Flow

Doubles stock buyback program to \$250M

## 2023 *Outlook*

7.5 - 10%

ORGANIC NET REVENUE GROWTH

10 - 14%

ORGANIC GROWTH EX-ADVOCACY

\$450M - \$490M

ADJUSTED EBITDA

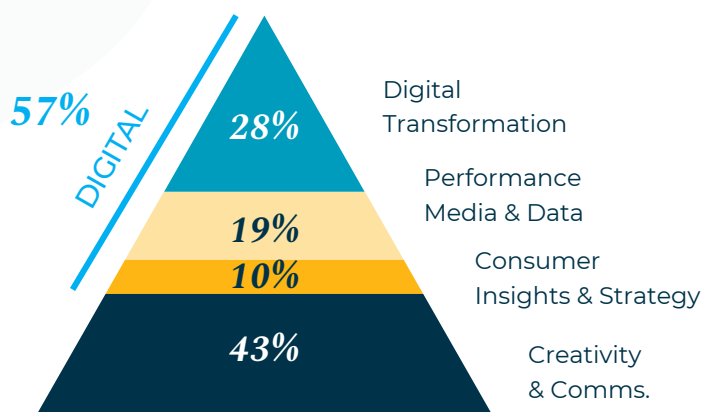
50 - 60%

FREE CASH FLOW CONVERSION

\$0.90 - \$1.05

ADJUSTED EPS

## FY22 Net Revenue *by Principal Capability*



## Building the Frontiers *of Marketing*



Our suite of proprietary SaaS and DaaS solutions for in-house marketers. Expected to generate \$500 million in SaaS, DaaS and Advanced Media Platform services by 2027.



Developing the industry's first free generative AI tool for PR, content, and comms professionals.



Transforming stadium experiences with shared AR for the Minnesota Twins, LA Rams, and So-Fi.