



Townhall  
06/17/2021

# Just a reminder

- Everything said in Town Hall is confidential. Please keep that way so we can share and communicate freely, openly and transparently
- Tap the Q&A button to ask questions
  - From your phone:
  - From your desktop:
- Recording and Presentation will be uploaded to Team Anywhere
- Please stay until the end of the Townhall to take the survey. It will be displayed in your browser at the end of the webinar.



# Stress-Free Day

Our People

Arts & Crafts



Kat Hill – California, USA

Gina Baronian-Moore – California, USA



Nichola Pandian – Vadodara, India

Family Time



Louis Seefried – Georgia, USA



Soumyak Nanda – Bengaluru, India

Gardening



Mrugen Shah – Vadodara, India



Candy Morton – Oregon, USA

# Stress-Free Day

The Shukla Family





Garage Gym's typically  
mean no cable machine...  
unless you just build one

Micah Smith – North Carolina, USA



Mercury Murphy – California, USA

## Building Things at Home



Cheryl Johnson – Texas, USA

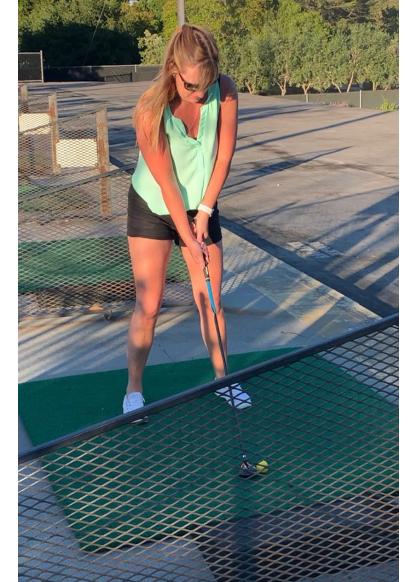


Penny Brand – London, UK

## Outdoor Adventures



Hiren Savla – Vadodara, India



Deb Matsuoka – California, USA



Nathan Gopal – California, USA



Thomas Rode – Germany, EU



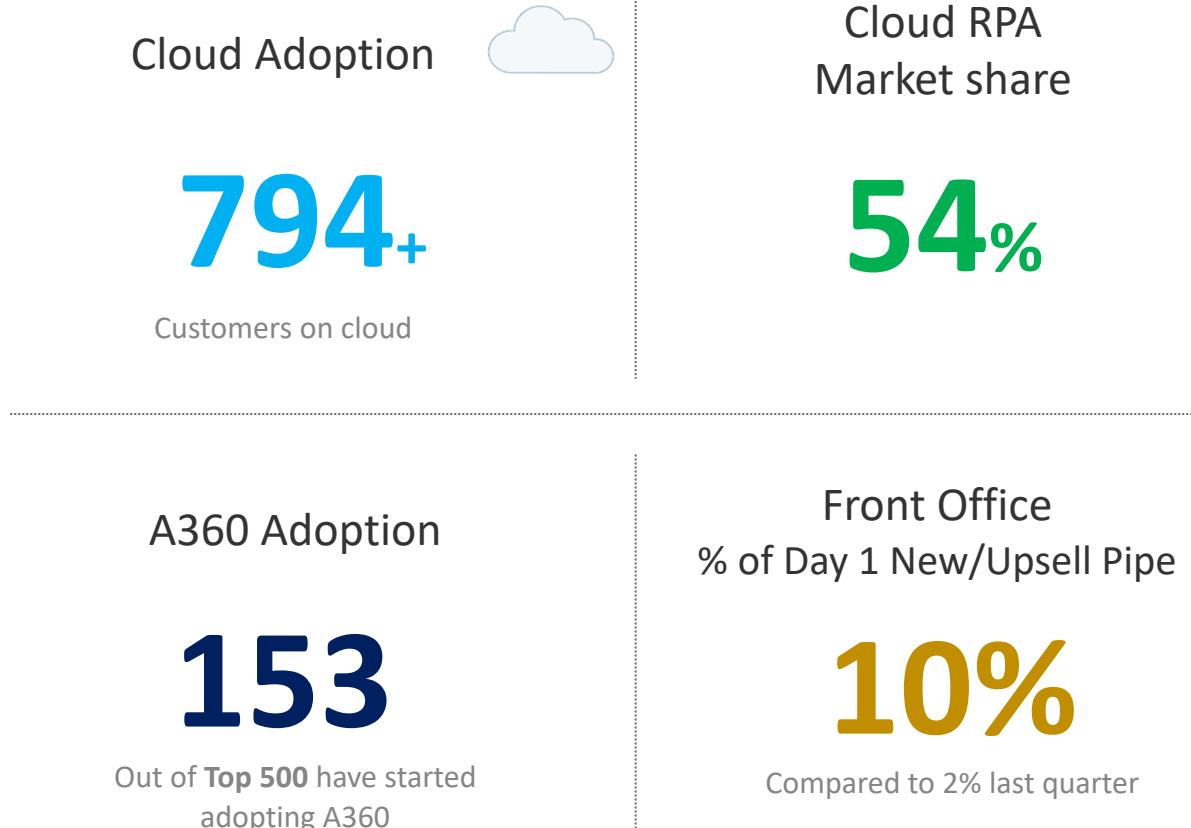
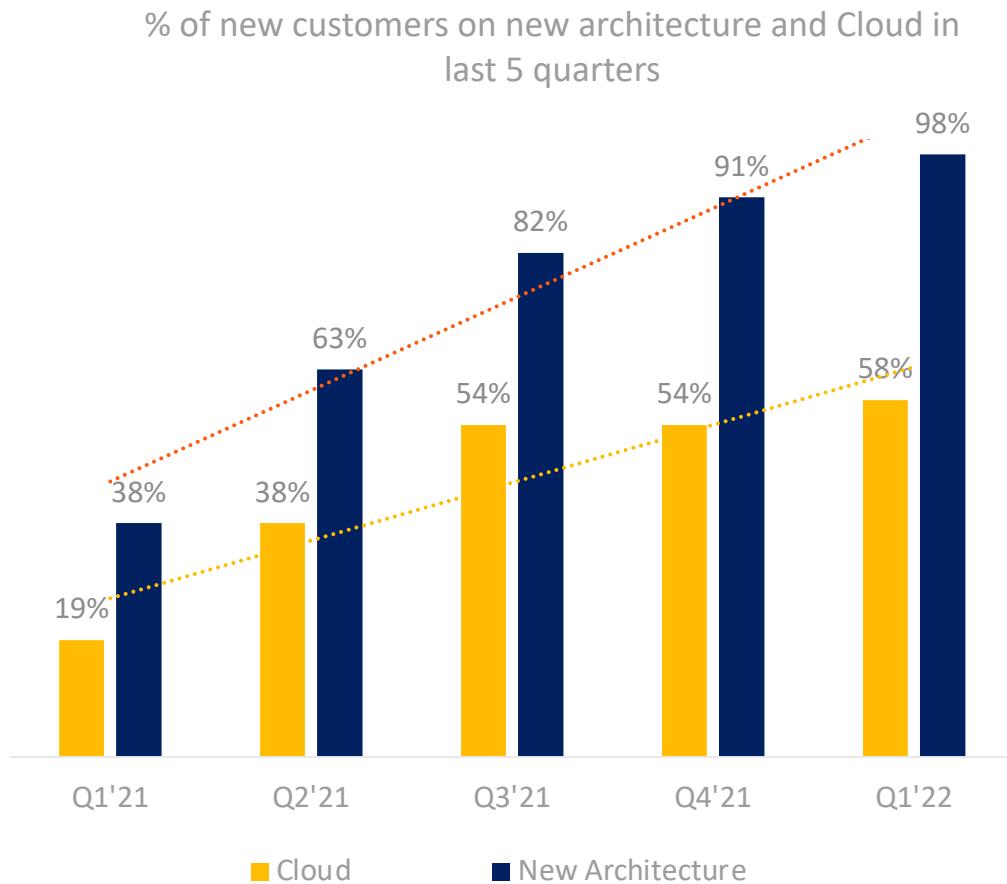
## Board Recap

# Q1 performance: % achievement against the plan

- Bookings: 100%
- Revenue: 112%
- Cash flow: 112%

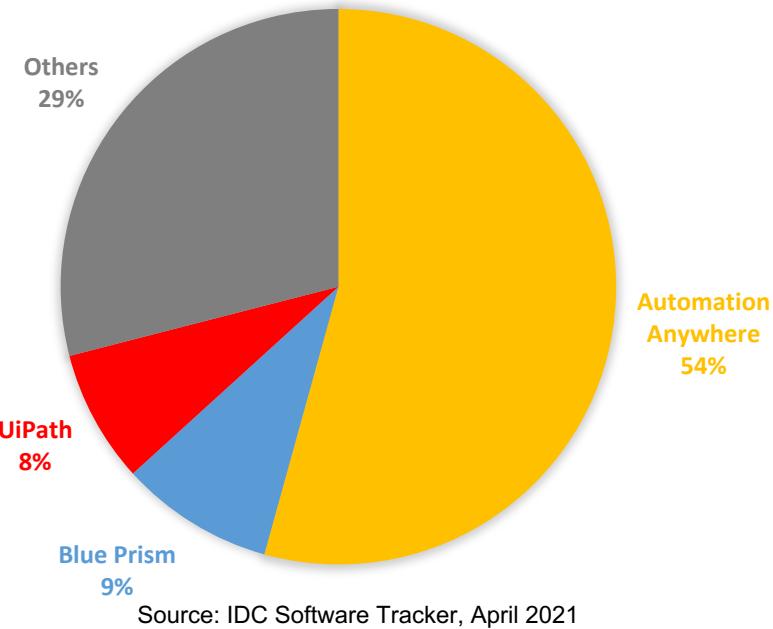
Board approved additional investment \$\$ on top of our current investment plan

# Key proof points indicate that strategy is working



# Automation Anywhere #1 in Cloud RPA: 54% market share!

CLOUD RPA VENDOR SHARE 2020



- **Automation 360 is purpose built for cloud** with microservice architecture → 3X faster and 1/5<sup>th</sup> cost of on-prem
- **UiPath & BluePrism are “fake clouds”** with monolithic architectures
- Automation Anywhere dominates cloud RPA category with **>50% share**. More than all competitors combined.
- Customer proof: Jaguar Land Rover (JLR) **saving \$140M** this year with Automation 360 cloud

# Blueprint to 50B+ company

## Personas

1. COE Head / Line of Business Head
2. CIO/CDO
3. CFO / Finance, Accounting, Tax Dept
4. CHRO / HR Dept
5. Contact Centre Head



## Route to Market

1. Direct
2. Channel (GSI, RSI, BPO, PE, VAR, etc.)
3. GCP
4. SFDC

	CoE/ LoB Head	CFO	CIO / CDO	CHRO	Contact Center Head
Direct					
Channel (SI, RSI, BPO, PE)					
GCP					
SFDC					

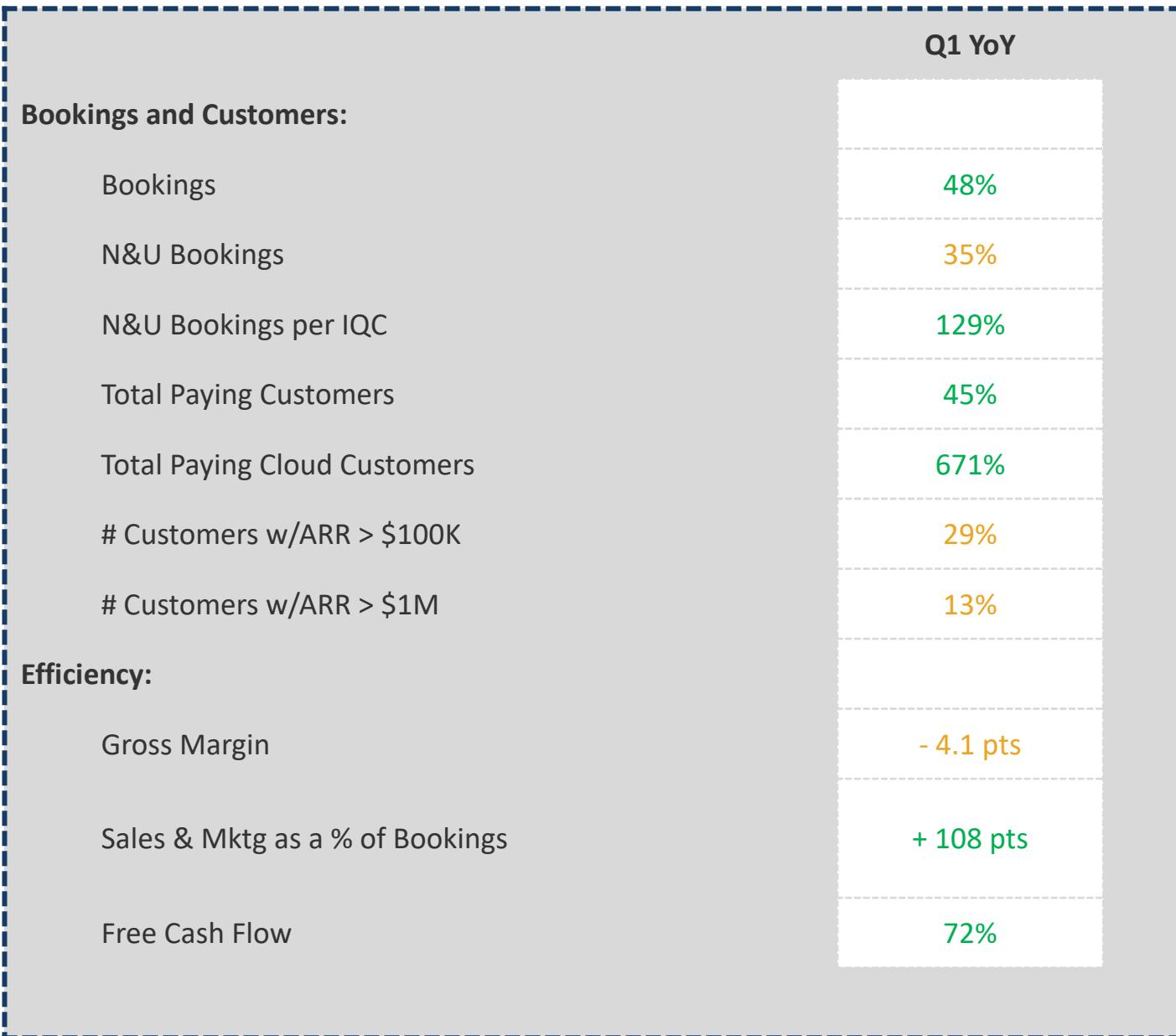
# Areas of improvement

- Renewals
- Upsell
- Product: Improving Migration experience and IQBot

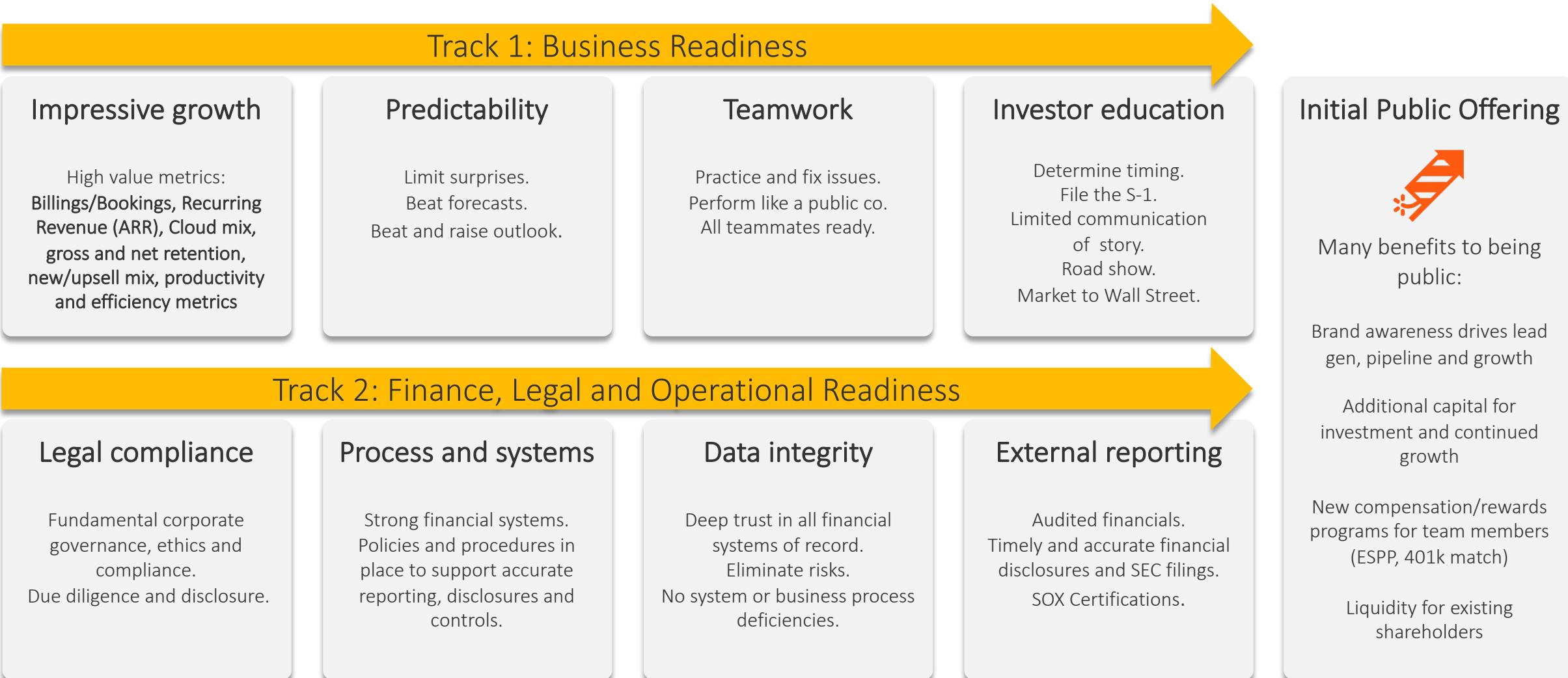


# Q1 Recap/IPO Readiness

# Top Financial Metrics – State of the Business



# The Path to IPO





**Go be great.<sup>TM</sup>**