

Output 1
BigTechCompany
Quarterly Financial Overview

Output 1
BigTechCompany
Quarterly Financial Report

BigTechCompany (\$ in thousands)	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2022
Revenues	\$501,430	\$513,924	\$523,843	\$539,652	\$550,744	\$557,910	\$554,791	\$549,644	\$571,305
Quarterly Growth		2%	2%	3%	2%	1%	-1%	-1%	4%
Operating Income (EBITDA)	\$137,190	\$129,334	\$122,868	\$44,224	\$138,014	\$110,480	\$107,311	\$38,493	\$120,002
Quarterly Growth		-6%	-5%	-64%	212%	-20%	-3%	-64%	212%
Net Income	\$119,470	\$94,711	\$101,435	\$42,520	\$111,821	\$100,867	\$97,877	\$3,870	\$102,019
Quarterly Growth		-21%	7%	-58%	163%	-10%	-3%	-96%	2536%
Net Income per Share	\$3.85	\$3.05	\$3.27	\$1.37	\$3.60	\$3.24	\$3.14	\$0.12	\$3.60
Diluted Share	31,895	31,859	31,845	31,906	31,709	31,512	31,524	31,615	31,669
Free Cash Flow (FCF)	\$48,416	-\$12,253	-\$7,438	-\$39,848	\$56,118	\$891	\$33,030	\$23,259	\$158,831

Financial Metrics	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
EBITDA Margin	27%	25%	23%	8%	25%	20%	19%	7%	21%
Net Income Margin	24%	18%	19%	8%	20%	18%	18%	1%	18%
FCF per Diluted Share	\$1.52	-\$0.38	-\$0.23	-\$1.25	\$1.77	\$0.03	\$1.05	\$0.74	\$5.02

Output 2
BigTechCompany
Customer Trends

Customer Trends #s in thousands	Q1 <u>2021</u>	Q2 <u>2021</u>	Q3 <u>2021</u>	Q4 <u>2021</u>	Q1 <u>2022</u>	Q2 <u>2022</u>	Q3 <u>2022</u>	Q4 <u>2022</u>	Q1 <u>2023</u>
Cost of Subscription (Quarterly)	\$33	\$33	\$33	\$33	\$34	\$34	\$34	\$34	\$34
Number of Users (Beginning of Period)	15,195	15,573	15,874	16,353	16,198	16,409	16,317	16,166	16,803
Customer Attrition	89	200	204	444	2,446	5,000	1,655	1,244	322
New Users	468	501	683	289	2,657	4,908	1,504	1,881	1,965
Number of Users (End of Period)	15,573	15,874	16,353	16,198	16,409	16,317	16,166	16,803	18,446
<i>Change in # of Users</i>		2%	3%	-1%	1%	-1%	-1%	4%	10%
Net Change in Customers	379	301	479	(155)	211	(92)	(151)	637	1,643
Churn Rate	0.6%	1.3%	1.3%	2.7%	15.1%	30.5%	10.1%	7.7%	1.9%

Output 3
BigTechCompany
Annual Projections

	FY <u>2020</u>	FY <u>2021</u>	FY <u>2022</u>	FY <u>2023E</u>	FY <u>2024E</u>	2020-2024E <u>CAGR</u>
Financial Highlights						
Revenues	\$1,999,444	\$2,078,849	\$2,213,089	\$2,285,221	\$2,628,004	7%
<i>Annual Growth</i>		4%	6%	3%	15%	
Operating Income (EBITDA)	\$371,461	\$433,616	\$394,298	\$480,009	\$528,010	9%
<i>Annual Growth</i>		17%	-9%	22%	10%	
Net Income	\$247,641	\$358,136	\$314,435	\$408,075	\$440,721	16%
<i>Annual Growth</i>		45%	-12%	30%	8%	
Net Income per Share	\$12.11	\$11.55	\$10.11	\$13.09	\$14.14	4%
Free Cash Flow (FCF)	\$755	-\$11,123	\$113,297	\$227,248	\$222,703	314%
Debt (long term)	\$1,002,946	\$4,149,194	\$3,990,634	\$3,930,630	\$3,930,630	
Financial Metrics						
EBITDA Margin	19%	21%	18%	21%	20%	
Net Income Margin	12%	17%	14%	18%	17%	
Debt / EBITDA	2.7x	9.6x	10.1x	8.2x	7.4x	
FCF per Diluted Share	\$0.03	-\$0.35	\$3.58	\$7.18	\$7.03	