



SUPPLEMENTAL FINANCIAL DATA

For the quarter ended October 31, 2023

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FINANCIAL SUMMARY - Q3 FY24

Consistent, stable top-line growth

- Annualized Recurring Revenue (ARR) of \$953M up 5% year-over-year (6% year-over-year normalized for Russia sanctions)
- Adjusted Revenue of \$269M up 2% year-over-year
- Subscription software revenue comprised 91% of Adjusted Revenue
- Net Retention Rate (NRR) at 103% (104% normalized for Russia sanctions)

Healthy gross margins and bottom-line performance reflect ongoing efficiency gains

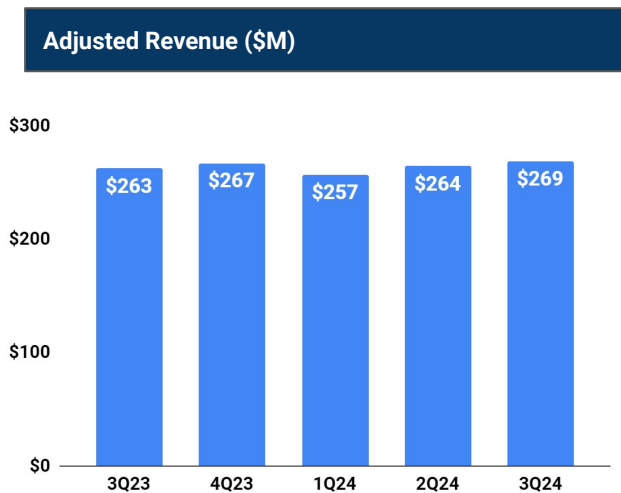
- Non-GAAP Gross Margin at 88%, up 3 ppts year-over-year
- Consolidated EBITDA - Cash Adjusted TTM margin at 34% (-2 ppts vs Q3-23)

Continued momentum on Cloudera Data Platform (CDP) adoption

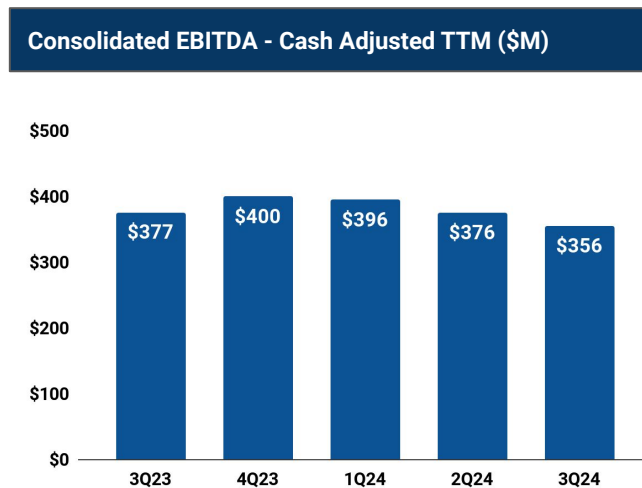
- Consistent with prior quarters, CDP continues to show solid adoption across our install base
- Approximately 80% of accounts have migrated (or commenced migration) to CDP
- CDP customers continue to exhibit substantially lower churn than non-CDP customers

Q3 FY24 FINANCIAL PERFORMANCE HIGHLIGHTS

- **Adjusted Revenue at \$269M, up 2% year-over-year**
 - Adjusted Revenue driven by growth in subscription software revenue, offset by lower services revenue due to reduced migration projects
- **Consolidated EBITDA - Cash Adjusted TTM at \$356M**
 - Year-over-year decrease driven by lower billings from lower bookings
 - Consolidated EBITDA - Cash Adjusted TTM margin at 34%, down 2 ppts year-over-year



Total Adjusted Revenue reverses the impact of the purchase accounting fair value adjustments recorded to contract liabilities (PPA haircut)

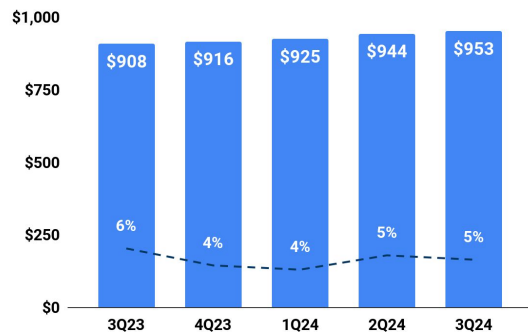


Consolidated EBITDA - Cash Adjusted TTM as defined in the credit agreement. See appendix (slide 11) for additional details

Q3 FY24 KEY PERFORMANCE INDICATORS

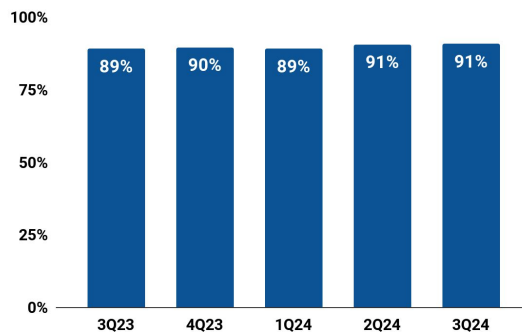
- Annualized Recurring Revenue (ARR) of \$953M is up 5% year-over-year (6% normalized for Russia sanctions)
- Recurring revenue mix at 91% of Adjusted Revenue, up 2% year-over-year. Recurring revenue includes all subscription revenue; non-recurring revenue comprises primarily professional services and training
- Net Retention Rate at 103% (104% normalized for Russia sanctions)

ARR - \$ Value and Y/Y Growth Rates



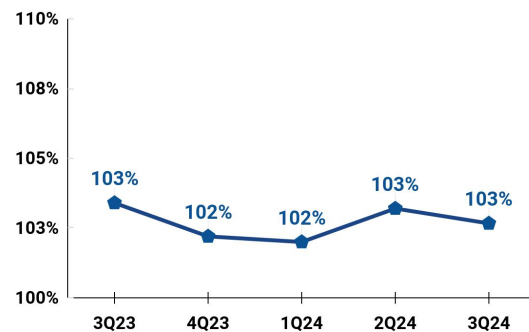
Annualized Recurring Revenue (ARR) equals the annualized value of recurring subscription contracts with active entitlements as of the end of the period. ARR does not reflect non-recurring partner revenue, subscription revenue with certain related parties, custom engineering, remote operation and management services, or premium add-on support

% Recurring Revenue



% Recurring Revenue is the percentage of Subscription Revenue over Adjusted Revenue

Y/Y Net Retention Rate



Net Retention Rate (NRR) measures growth of ARR from existing customers over time. Expressed as a percentage, it takes into account upgrades, downgrades, and churn (does not include growth from new or recovered customers)

Q3 FY24 FINANCIAL PERFORMANCE COMMENTARY

- **Adjusted Revenue of \$268.7M, up 2% over prior year**
- **Non-GAAP Gross Margin of 88%, up 3 pts from 85% in the prior year**
- **Non-GAAP Operating Expenses decreased 9% over prior year**
 - Decrease mainly driven by lower people costs and outside services
- **Consolidated EBITDA - Cash Adjusted TTM of \$355.5M (34% margin), down 2 pts compared to 36% in the prior year**

	3Q24	2Q24	3Q23	Vs Prior Qtr		Vs Prior Yr	
				\$ b/(w)	% b/(w)	\$ b/(w)	% b/(w)
Adjusted Revenue ⁽¹⁾	268.7	264.3	262.5	4.4	1.7%	6.2	2.4%
Gross profit ⁽²⁾	237.1	231.4	224.4	5.7	2.5%	12.7	5.7%
Gross margin %	88%	88%	85%				
Operating expenses ⁽³⁾	140.0	139.0	154.5	(1.0)	-0.7%	14.5	9.4%
Non-GAAP operating income	97.1	92.4	69.9	4.7	5.1%	27.2	38.9%
Non-GAAP net income	51.0	46.8	29.7	4.2	9.0%	21.3	71.7%
Consolidated EBITDA - Cash Adjusted TTM ⁽⁴⁾	355.5	375.7	376.5	(20.2)	-5.4%	(21.0)	-5.6%

⁽¹⁾ Excludes the impact of the purchase accounting fair value adjustments recorded to contract liabilities (PPA haircut).

⁽²⁾ Excludes PPA haircut, intangible asset amortization expense, share-based compensation expense, and expense related to our former public company equity awards being settled in cash.

⁽³⁾ Excludes PPA haircut, intangible asset amortization expense, share-based compensation expense, expense related to our former public company equity awards being settled in cash, material merger & acquisition related consulting and legal fees, and material non-cash long-lived asset related impairment charges.

⁽⁴⁾ Consolidated EBITDA - Cash Adjusted TTM is determined based on the required calculation for Consolidated EBITDA, as defined in Section 1 of the 1st and 2nd lien agreements. See *Appendix* for additional details.

APPENDIX

APPENDIX: EBITDA RECONCILIATION

Consolidated EBITDA (\$M)	3Q23	4Q23	1Q24	2Q24	3Q24
Net Loss (GAAP)	(61.2)	(132.3)	(57.5)	(30.7)	(31.6)
<i>Add back:</i>					
Intangible asset amortization	57.3	55.6	55.6	55.6	49.7
Stock-based compensation	1.9	7.8	12.2	3.3	15.7
Equity awards settled in cash	30.9	20.5	19.7	18.4	17.1
M&A related transaction fees	-	-	-	-	-
PPA adj - contract liabilities	0.8	0.5	0.3	0.2	0.1
Impairment of long-lived assets	-	50.9	-	-	-
Net Income (non-GAAP)	29.7	3.0	30.3	46.8	51.0
<i>Add back:</i>					
Depreciation	1.3	1.2	1.2	1.2	1.2
Interest expense	37.9	40.6	39.9	44.2	43.6
Interest income	(0.5)	(0.4)	(0.7)	(1.1)	(1.4)
Taxes	2.6	0.8	4.8	2.8	4.0
EBITDA (non-GAAP)	71.0	45.2	75.5	93.9	98.4
<i>Add back:</i>					
Impact of deferred sales commissions	(2.5)	(17.9)	7.0	2.7	2.9
OIE (investments/unrealized fx/other)	(0.9)	0.2	0.3	(0.4)	(0.7)
Non-cash office lease activity	(3.9)	(2.2)	(3.3)	(3.3)	(3.5)
Pro forma cost savings adjustments ⁽¹⁾	17.2	7.9	0.5	0.1	-
Other non-recurring or unusual charges ⁽²⁾	14.2	43.1	15.3	5.3	7.0
Consolidated EBITDA - Adjusted	95.1	76.3	95.3	98.3	104.1
Consolidated EBITDA - Adjusted TTM	363.9	369.4	366.6	365.0	374.0
Change in Current Contract Liabilities - TTM	12.6	30.8	29.0	10.7	(18.5)
Consolidated EBITDA - Cash Adjusted TTM ⁽³⁾	376.5	400.2	395.6	375.7	355.5

⁽¹⁾ Adjustments to capture the impact of board approved cost savings initiatives as if such items had been realized at the beginning of each FY period.

⁽²⁾ Other non-recurring or unusual charges primarily consists of excess facilities cost, public company savings, employee related severance and retention payments, legal litigation, and other non-recurring or unusual expenses.

⁽³⁾ Consolidated EBITDA - Cash Adjusted TTM is determined based on the required calculation for Consolidated EBITDA, as defined in Section 1 of the 1st and 2nd lien agreements.

APPENDIX: NET LEVERAGE

(\$M)	3Q23	4Q23	1Q24	2Q24	3Q24
Cash and Cash Equivalents	83.0	106.7	140.1	144.2	82.1
First Lien	1,627.7	1,623.6	1,623.6	1,615.4	1,611.3
Revolver	-	-	-	-	-
Consolidated First Lien Indebtedness	1,544.7	1,516.9	1,483.5	1,471.2	1,529.2
Second Lien	500.0	500.0	500.0	500.0	500.0
Consolidated Total Indebtedness	2,044.7	2,016.9	1,983.5	1,971.2	2,029.2
<u>Multiples</u>					
Consolidated EBITDA - Cash Adjusted TTM ⁽¹⁾	376.5	400.2	395.6	375.7	355.5
Consolidated First Lien Leverage Ratio	4.1x	3.8x	3.8x	3.9x	4.3x
Consolidated Total Leverage Ratio	5.4x	5.0x	5.0x	5.2x	5.7x

⁽¹⁾ Consolidated EBITDA - Cash Adjusted TTM is determined based on the required calculation for Consolidated EBITDA, as defined in Section 1 of the 1st and 2nd lien agreements.

APPENDIX: NON-GAAP TO GAAP RECONCILIATION

Non-GAAP to GAAP Reconciliation (\$M)	3Q23	4Q23	1Q24	2Q24	3Q24
Net Income (non-GAAP)	29.7	3.0	30.3	46.8	51.0
<i>Minus:</i>					
Intangible asset amortization	(57.3)	(55.6)	(55.6)	(55.6)	(49.7)
Stock-based compensation	(1.9)	(7.8)	(12.2)	(3.3)	(15.7)
Equity awards settled in cash	(30.9)	(20.5)	(19.7)	(18.4)	(17.1)
M&A related transaction fees	-	-	-	-	-
PPA adj - contract liabilities	(0.8)	(0.5)	(0.3)	(0.2)	(0.1)
Impairment of long-lived assets	-	(50.9)	-	-	-
Net Loss (GAAP)	(61.2)	(132.3)	(57.5)	(30.7)	(31.6)