



3Q 2022 Investor Presentation

November 8, 2022



Safe Harbor

This presentation contains forward-looking statements about Everbridge, Inc. (“EVBG”, “Everbridge” or the “Company”) within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, based on management’s current expectation. Forward-looking statements include information related to our possible or assumed future results of operations and expenses, our outlook, our mission, business strategies and plans, business environment, market size, product capabilities and release timing and future growth. These statements are often identified by the use of words such as “anticipate,” “believe,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “project,” “will,” “would” or the negative or plural of these words or similar expressions or variations. Such forward-looking statements are subject to a number of risks, uncertainties, assumptions and other factors that could cause actual results and the timing of certain events to differ materially from future results expressed or implied by the forward-looking statements. Factors that could cause or contribute to such differences include, but are not limited to: the ability of our products and services to perform as intended and meet our customers' expectations; our ability to attract new customers and retain and increase sales to existing customers; our ability to increase sales of our Mass Notification application and/or ability to increase sales of our other applications; our ability to successfully integrate businesses and assets that we have acquired or may acquire in the future; the impact of the global COVID-19 pandemic on our operations and those of our customers and suppliers; the success of the 2022 Strategic Realignment; developments in the market for targeted and contextually relevant critical communications or the associated regulatory environment; our estimates of market opportunity and forecasts of market growth may prove to be inaccurate; we have not been profitable on a consistent basis historically and may not achieve or maintain profitability in the future; the lengthy and unpredictable sales cycles for new customers; nature of our business exposes us to inherent liability risks; our ability to attract, integrate and retain qualified personnel; our ability to maintain successful relationships with our channel partners and technology partners; our ability to manage our growth effectively; our ability to respond to competitive pressures; potential liability related to privacy and security of personally identifiable information; our ability to protect our intellectual property rights; and the other risks detailed in our risk factors discussed in filings with the U.S. Securities and Exchange Commission (the “SEC”). Moreover, Everbridge operates in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for the Company’s management to predict all risks, nor can it assess the impact of all factors on its business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statement. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied.

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This presentation also contains estimates and other statistical data made by independent parties and by Everbridge relating to market size and growth and other data about the Company’s industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Neither Everbridge nor any other person makes any representation as to the accuracy or completeness of such data or undertakes any obligation to update such data after the date of this presentation. In addition, projections, assumptions and estimates of the Company’s total addressable market, future performance and the future performance of the markets in which the Company operates are necessarily subject to a high degree of uncertainty and risk. By attending or receiving this presentation you acknowledge that you will be solely responsible for your own assessment of the market and Everbridge’s market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of Everbridge’s business.

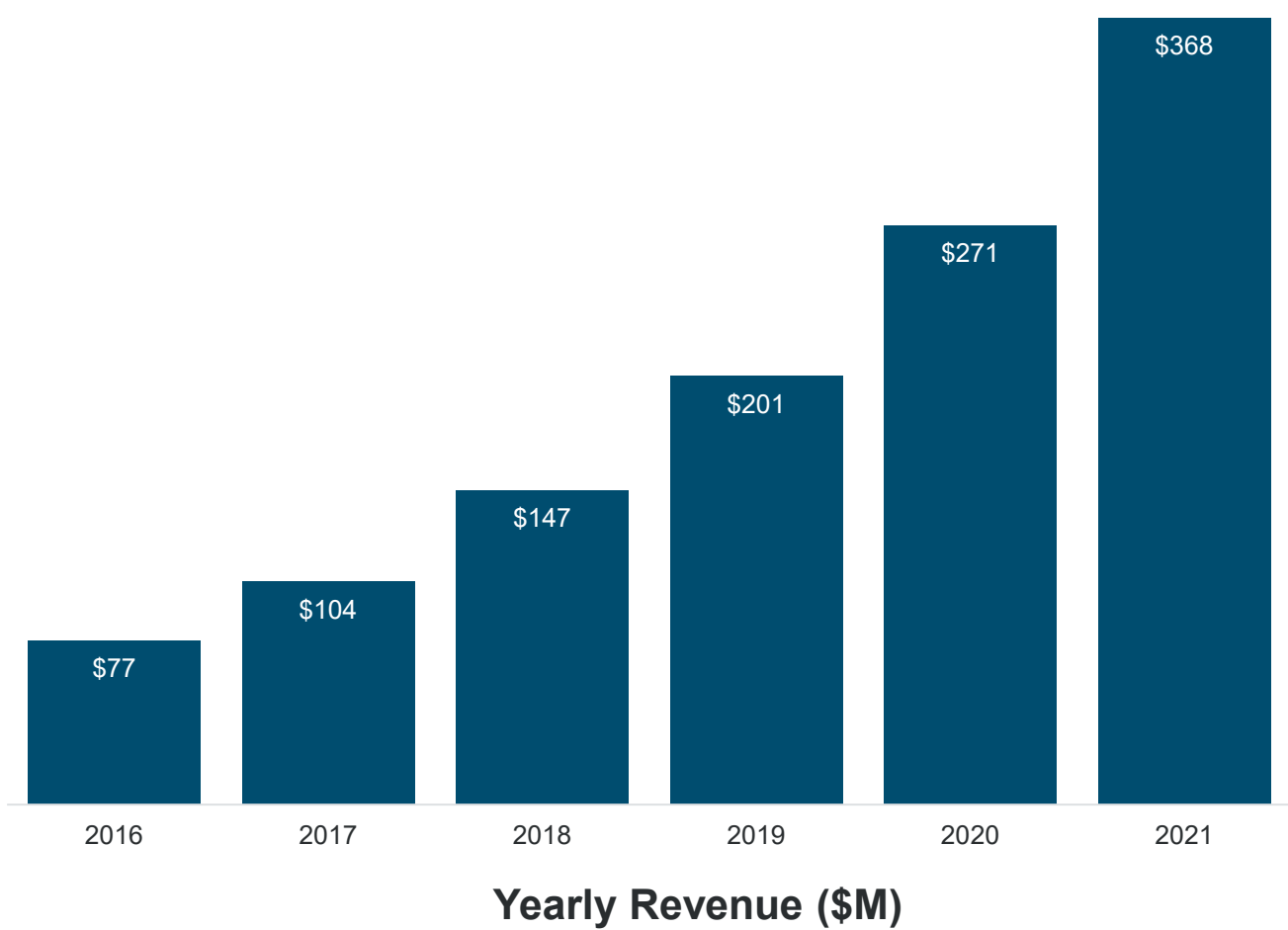
In addition to U.S. GAAP financials, this presentation includes certain non-GAAP financial measures, including Adjusted EBITDA and Free Cash Flow among others. These non-GAAP measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. The non-GAAP financial measures used by Everbridge may differ from the non-GAAP financial measures used by other companies. A reconciliation of these measures to the most directly comparable GAAP measure is included in the endnote to these slides on page 22.

Business Overview

Who we are

Everbridge is: The Resilience Platform

Everbridge is synonymous with enterprise resilience. Leveraging intelligent automation technology, Everbridge empowers customers to anticipate, mitigate, respond to, and recover from critical events.



Industry Leader
Early-stage Market Opportunity

1.8K+
Employees¹

6.4K+ Customers
Enterprise reach in 200 Countries and Territories²

20+ Countries
National Alerting System

110%+
Net Revenue Retention³

Improving Adjusted EBITDA and free cash flow⁴

(1) As of September 30, 2022
(2) Customer count as of September 30, 2022
(3) Trailing 12 months (TTM) as of September 30, 2022. Net revenue retention is revenue generated from existing customers, including recurring revenue, expansion revenue, downgrades, and cancels.
(4) Adj. EBITDA \$11.2M (FY 2021) compared to \$8.0M (FY 2020)

Why we exist

To keep people safe and organizations running. To empower enterprise resilience at scale and enable our customers to protect their people and their assets.

- Natural Disasters
- Supply Chain Interruptions
- Global Health Risk
- Distributed Workforce
- Civil Unrest
- IT Disruptions /Cyber Attacks



Why our customers value us

CEM: Delivering Lifetime Value to our Customers

- **Data:** to predict and prepare for critical events
- **Deliver:** targeted notifications at unmatched speed, scale and reliability – globally
- **Resilience:** using intelligent automation to recover quickly

Delivering Long-term Value to our Shareholders

- **Established:** leadership in an early-stage growth market
- **Visible:** recurring revenue stream with high retention
- **Predictable:** and profitable growth model builds the “snowball” of shareholder returns

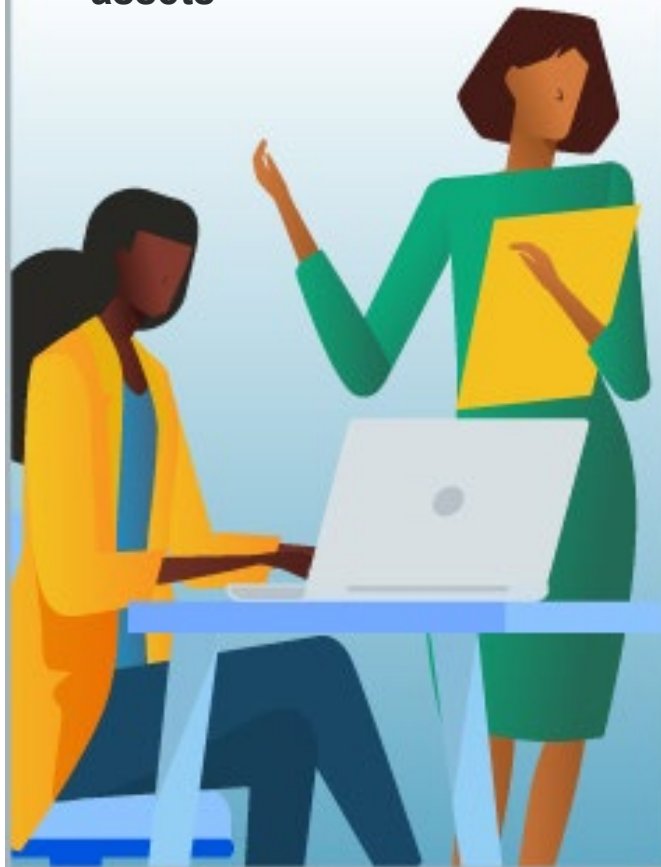


Everbridge's Critical Event Solutions



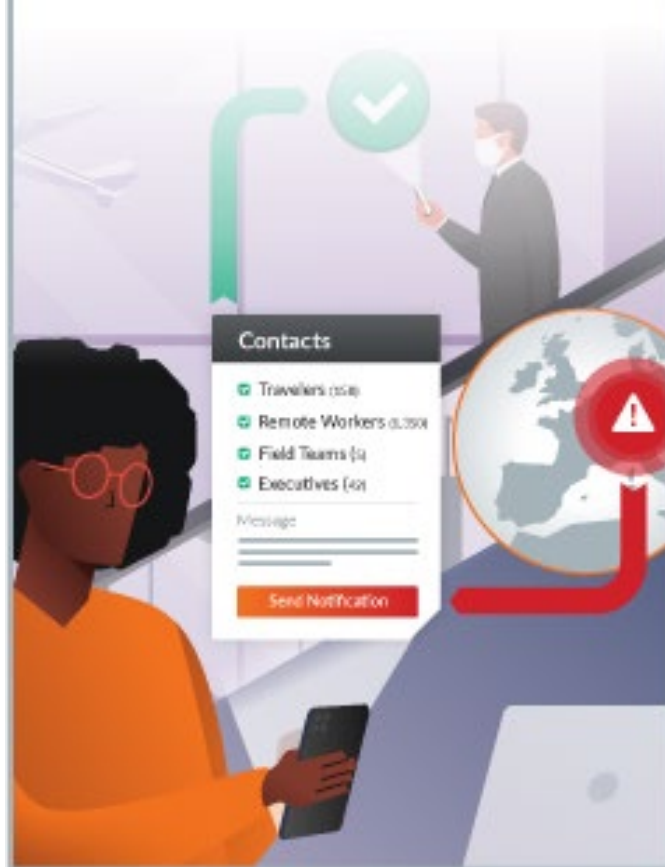
Business Operations

Build enterprise resilience with enhanced business operations and safeguard assets



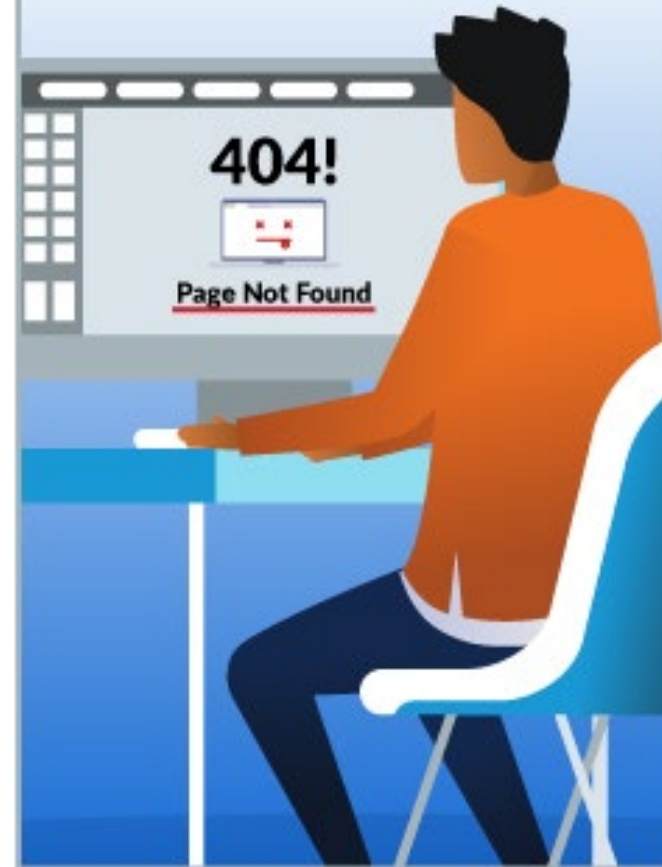
People Resilience

Build workforce resilience to keep people safe, healthy, and productive



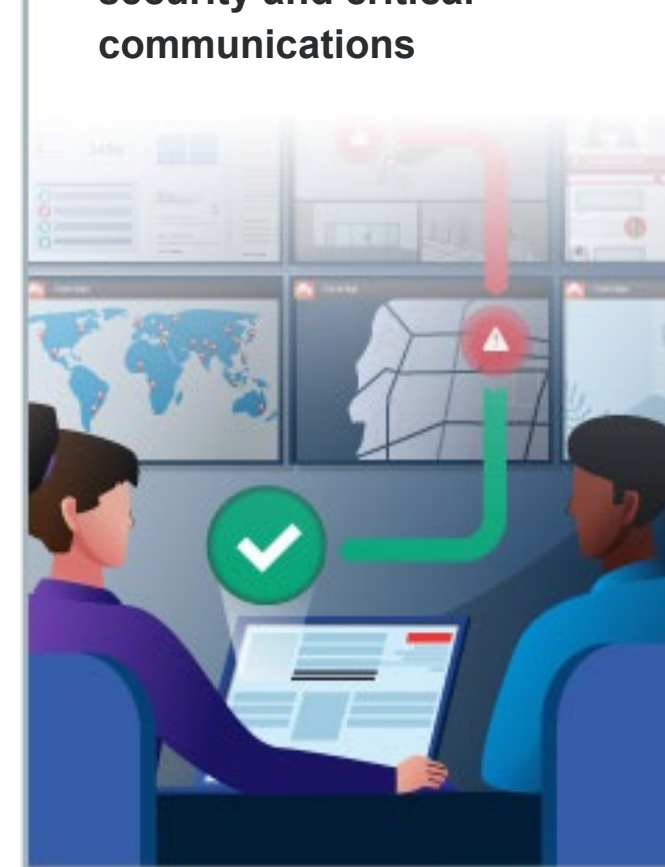
Digital Operations

Build digital operations resilience and deliver continuous service uptime



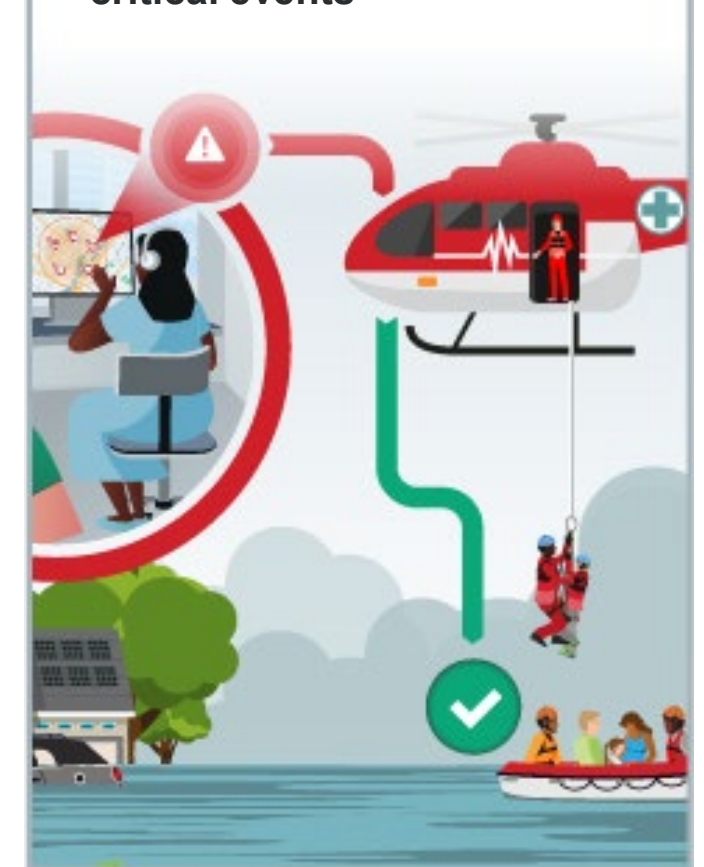
Smart Security

Increase enterprise resilience by unifying risk intelligence, physical security and critical communications



Public Safety

Build societal resilience by protecting the public before, during, and after critical events



“Single Pane of Glass” for Greater Resiliency in Critical Event Management

UNIFY

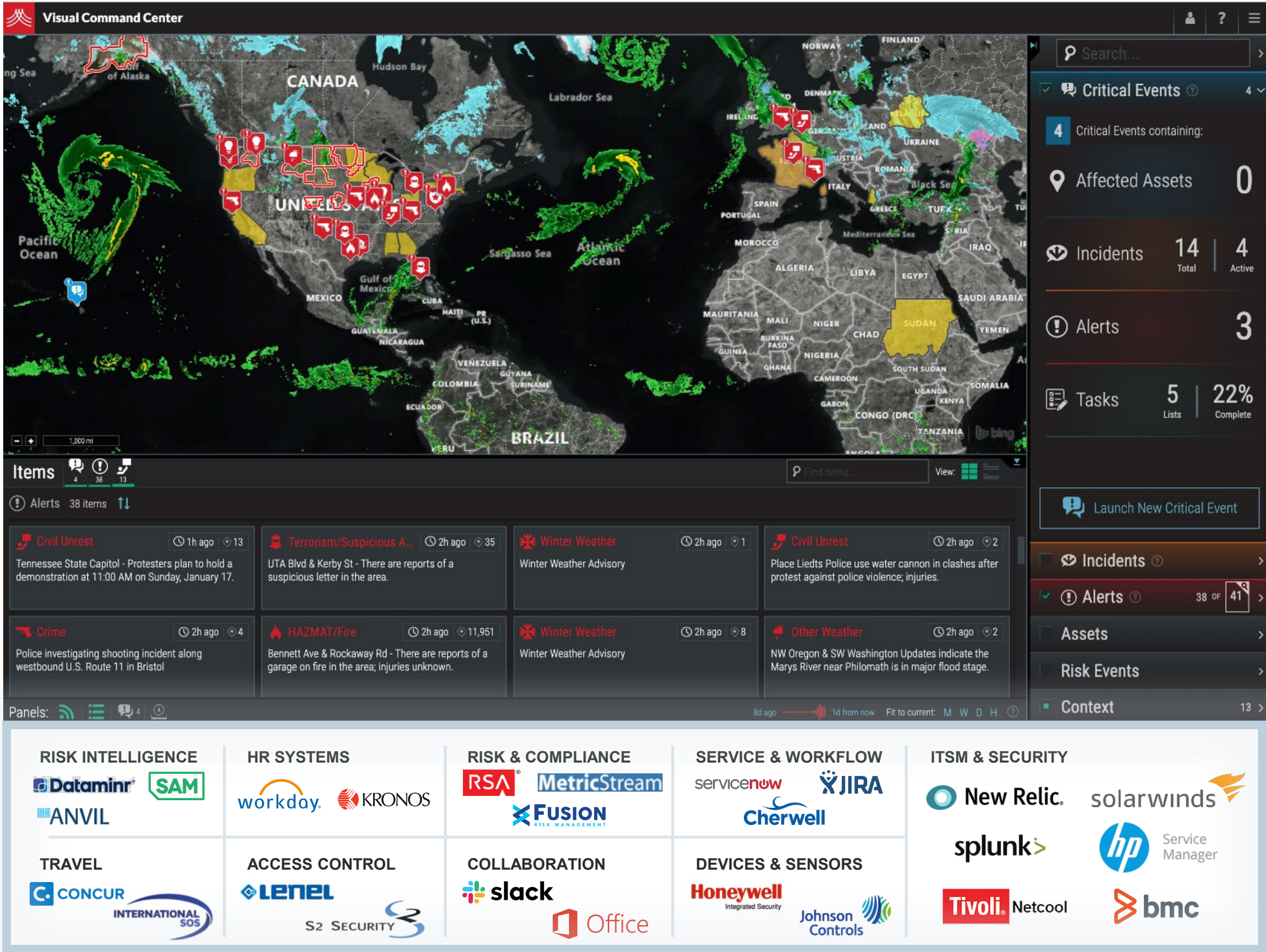
Common all-hazards risk picture
and operating environment

AUTOMATE

Contextual collaboration, response
automation & process optimization

INTEGRATE

Integration to 450+ digital
and physical systems



Everbridge Client Base



10 OF THE **10**

largest US-based
Retail and Investment Banks¹



8 OF THE **10**

largest global
auto makers²



9 OF THE **10**

largest global
consulting firms³



22 OF THE **25**

largest
U.S. cities⁴



9 OF THE **10**

largest
U.S.-based
healthcare providers⁶



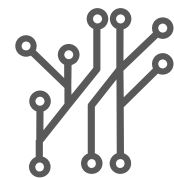
47 OF THE **50**

busiest North
American airports⁵



47 OF THE **50**

Fortune 50



7 OF THE **10**

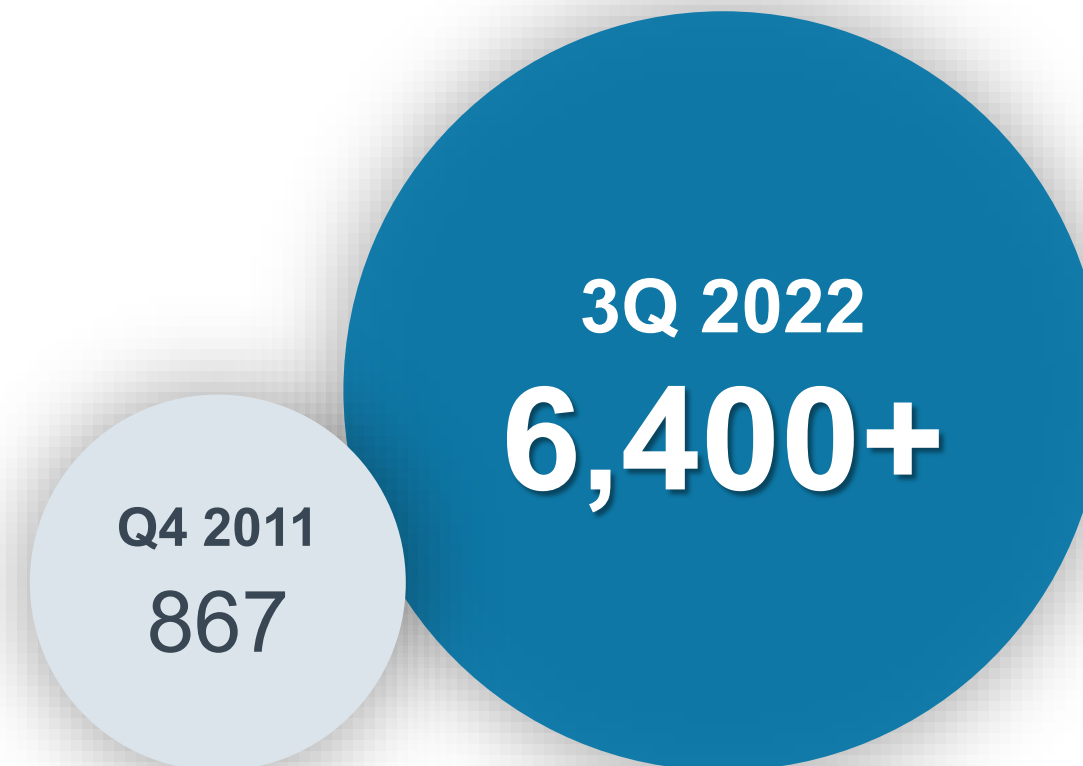
largest
High Tech
companies⁷



4 OF THE **4**

largest global
CPA firms⁸

Extensive customer
base growth across
multiple verticals



Number of customers⁸

Setting the Standard in Security and Compliance

SECURITY

COMPLIANCE

everbridge®

GDPR

EU-US PRIVACY SHIELD

HM Government G-Cloud Supplier

C5 CLOUD COMPUTING COMPLIANCE CONTROLS CATALOGUE

ANATEL

arcep

cwta **acts**

ISO 27701 **New!**

中华人民共和国工业和信息化部
Ministry of Industry and Information Technology of the People's Republic of China

TRAI
Telecom Regulatory Authority of India

acma
Australian Communications and Media Authority

ISO 27001 **Information Security Management Certified**

AICPA Service Organization Control Reports
SOC
aicpa.org/soc
Formerly SAS 70 Reports

FEDERAL COMMUNICATIONS COMMISSION
FC
USA

U.S. DEPARTMENT OF HOMELAND SECURITY

DESIGNATED SAFETY ACT
www.safetyact.gov
SCIENCE AND TECHNOLOGY

CERTIFIED SAFETY ACT
www.safetyact.gov
SCIENCE AND TECHNOLOGY

NIST

FISMA
FEDERAL INFORMATION SECURITY MANAGEMENT ACT

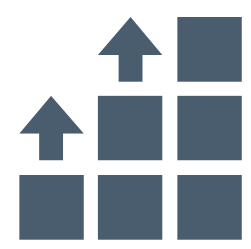
HIPAA COMPLIANT

cloud security alliance®

FR FedRAMP

Market Leading CEM Differentiation

The Everbridge CEM Platform: Gain Clarity, Act Faster, Improve Outcomes



PLATFORM

One Platform.
One Process.
One Response.
Anywhere.



SCALE

Resources to
support teams of
all sizes globally



DATA

Automated, real-
time threat
detection for 100+
types of risk



PRODUCTS

Broadest suite for
response
management of
critical event
lifecycles



IP PATENTS

160+ worldwide
patents

Over 6 billion transactions delivered in 2021 across 200+ countries and territories

Industry Recognition

IT EUROPE
CHANNEL
AWARDS



COMPARABLY
PRODUCT &
DESIGN



SOFTWARE
REVIEWS



COMPARABLY
GLOBAL
CULTURE



FAST
COMPANY:
COVID
RESPONSE



GPTW
CERTIFIED



GOVIES:
RESIDENT
CONNECTION

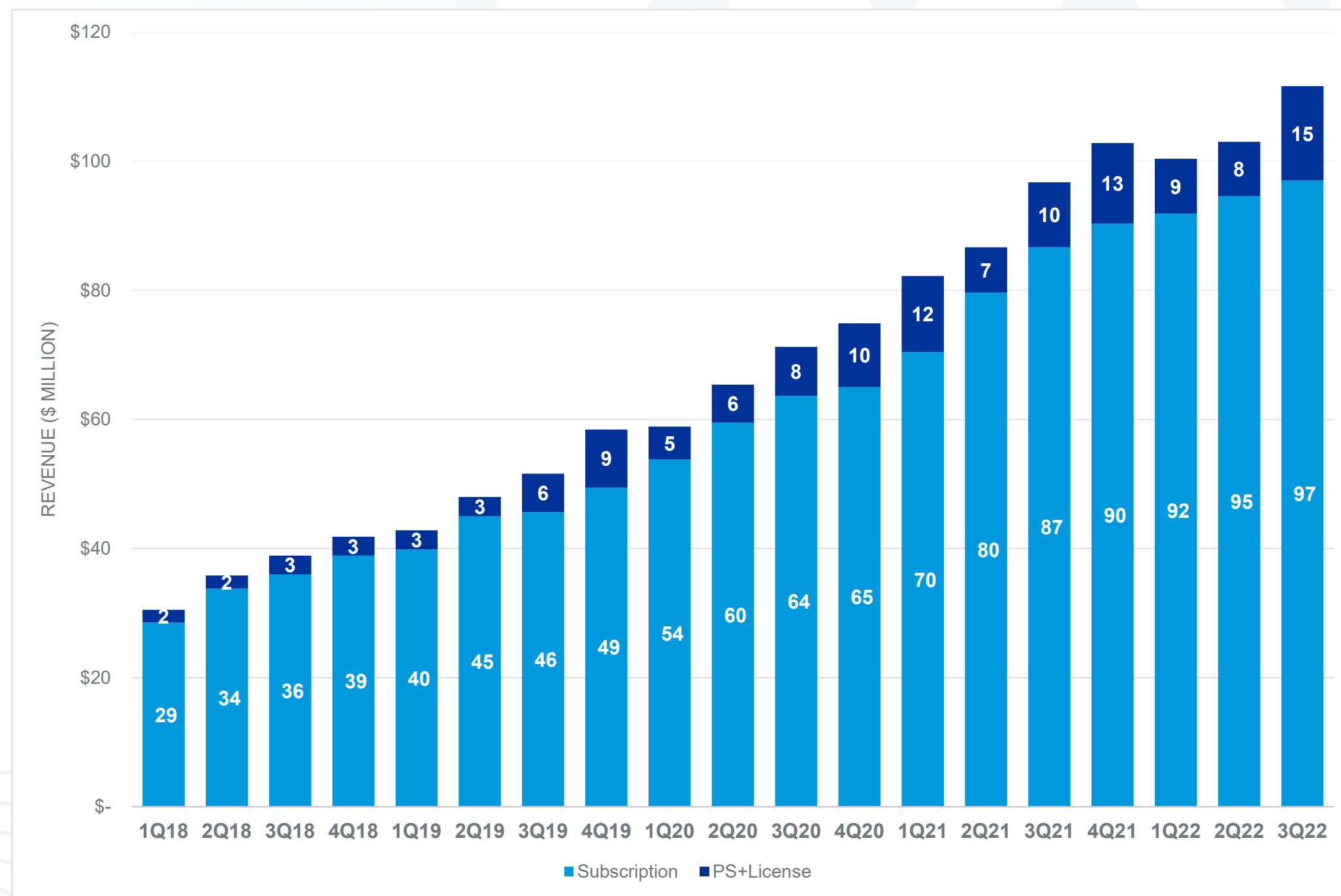


STEVIE:
PUBLIC
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Financial Overview

Predictable SaaS Recurring Revenue Model



Revenue
in millions of dollars

~90%

of revenue is
subscription¹

90%+

of revenue
contracted prior
to quarter start²

110+%

net revenue
retention rate³

1.8

years average
length of customer
contract⁴

(1) Trailing average since FY18, and as of September 30, 2022.

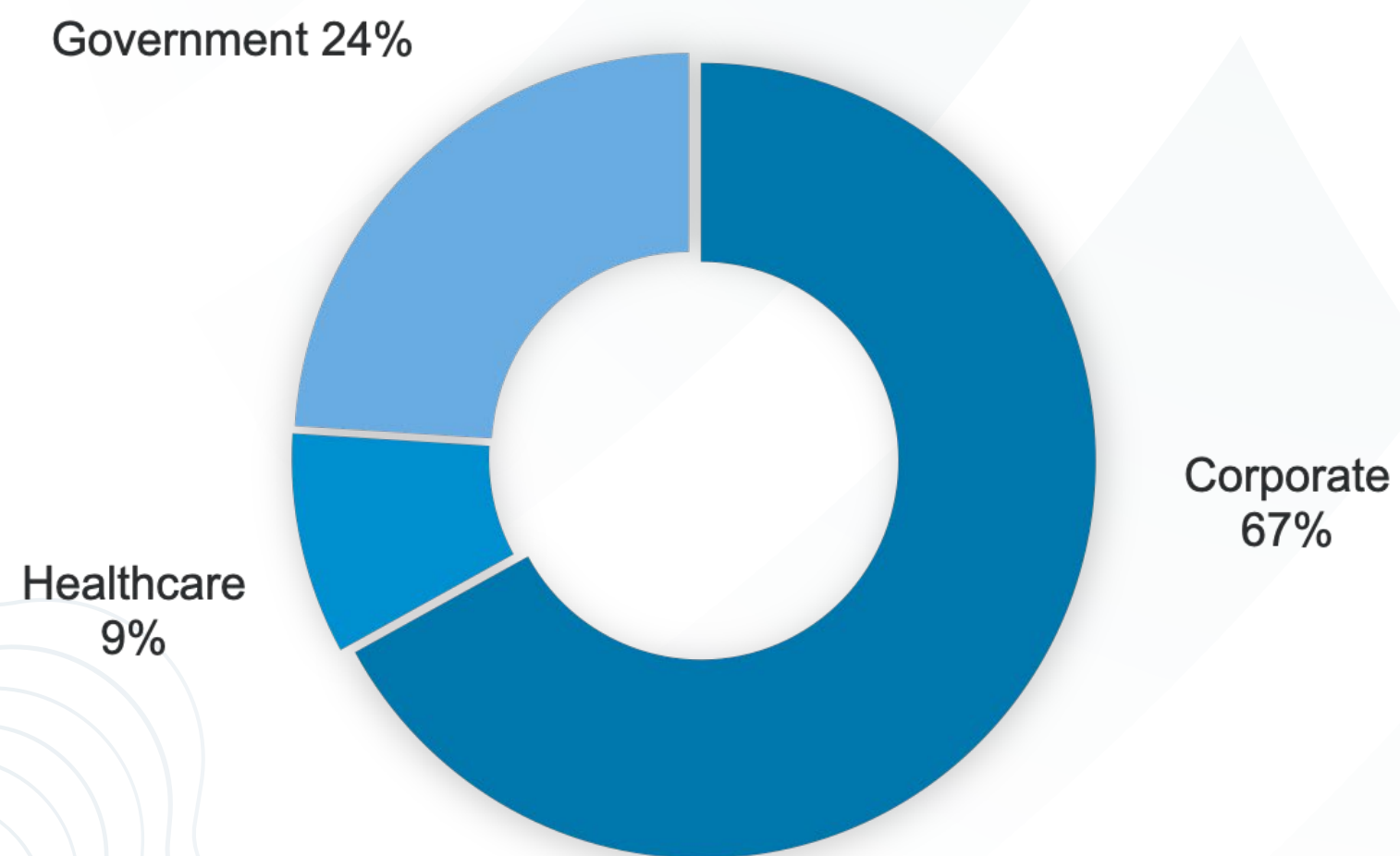
(2) Average 95% of the revenue recognized in each of the eight most recently completed quarters was generated from contracts entered into in prior quarters or renewals of those contracts, exclusive of upsells.

(3) Each of the years ended December 31, 2016-2021.

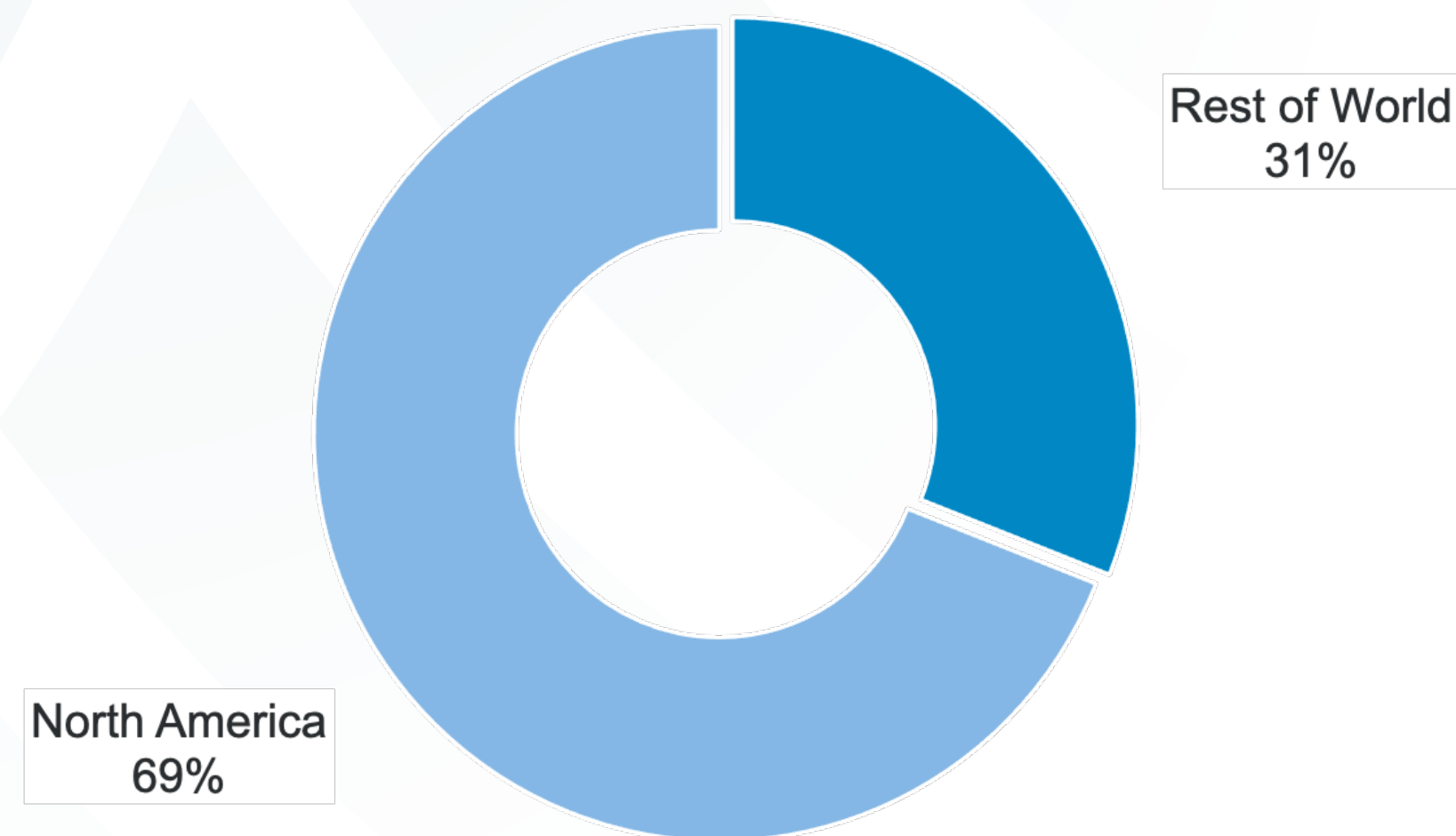
(4) As of September 30, 2022.

Strong and Diversified Revenue Profile

Revenue by Vertical¹

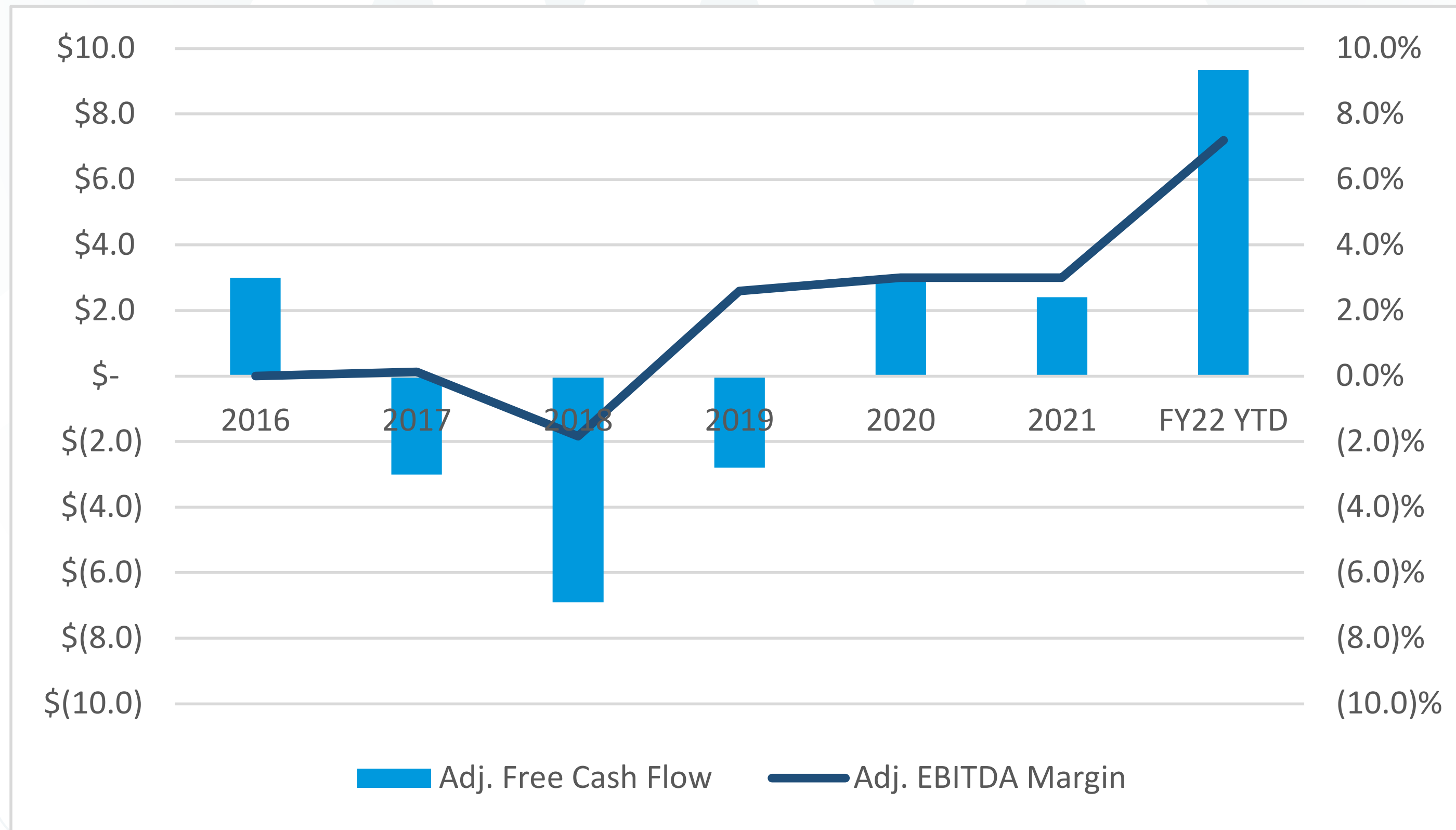


Revenue by Geography¹

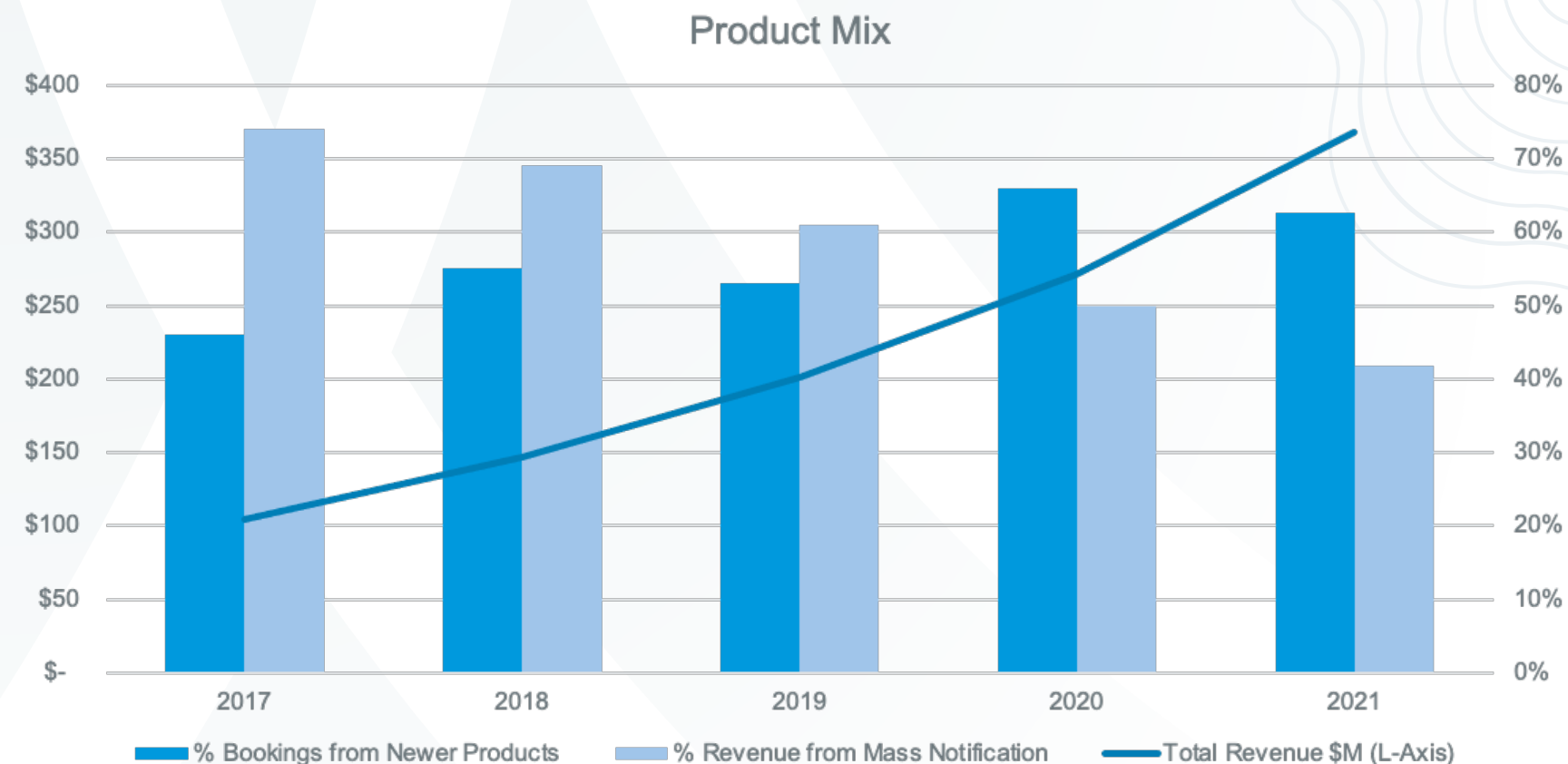
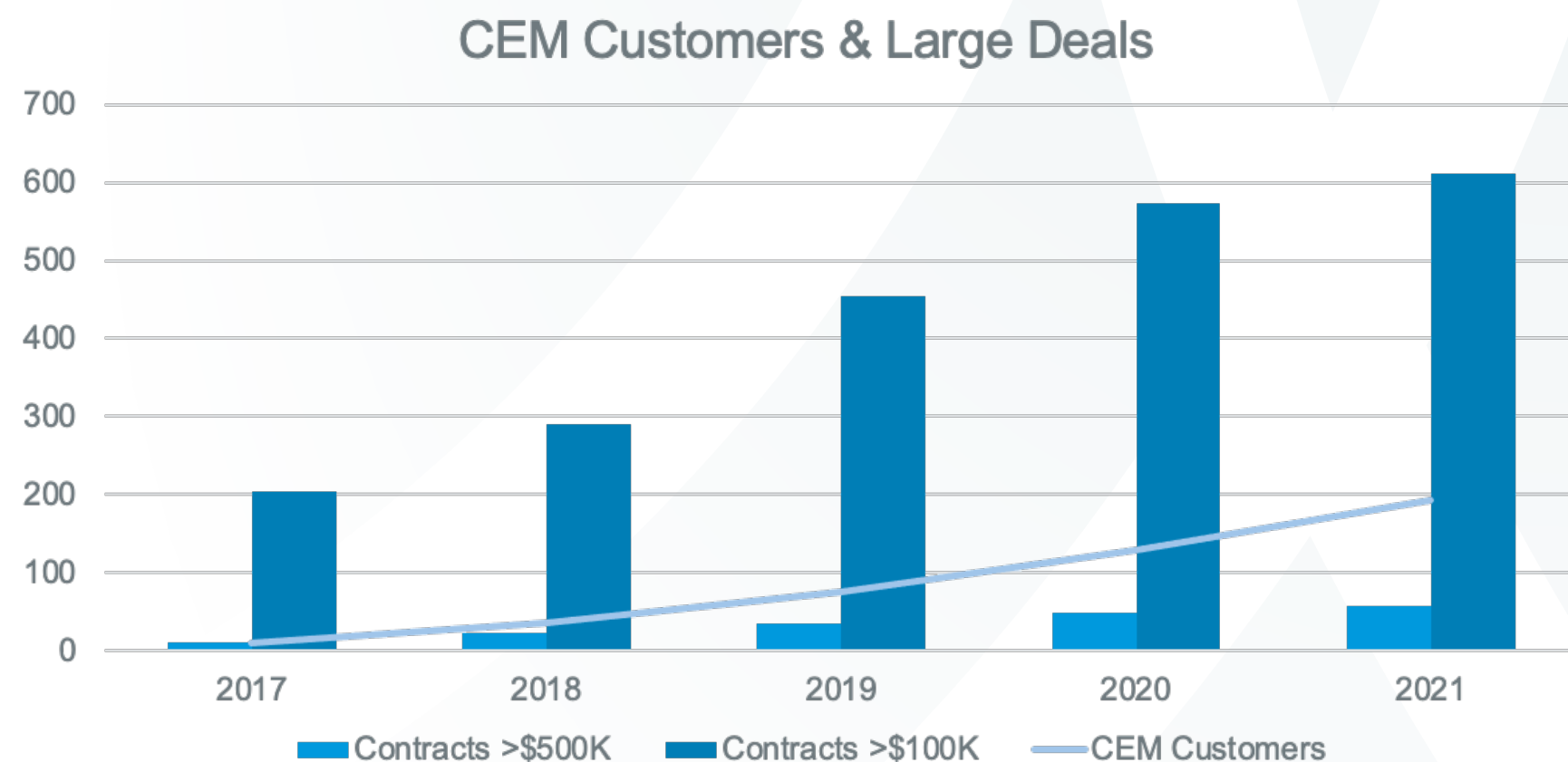


■ Rest of World ■ North America

Improving Cash Flow and Profitability



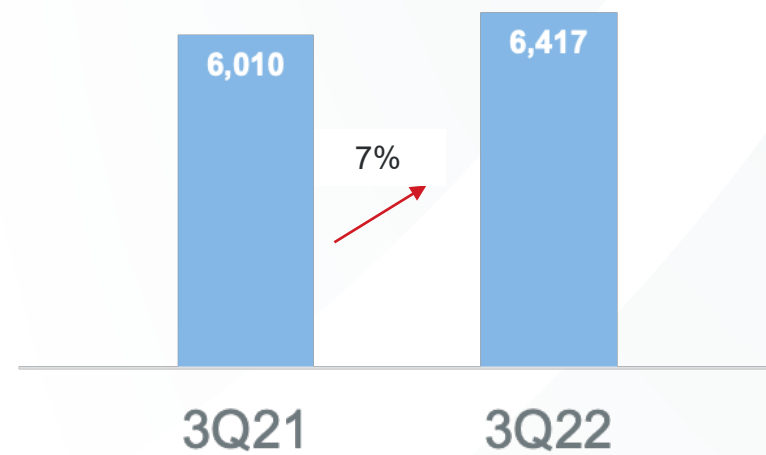
Deal Sizes and Mix: Expanding our Competitive Moat



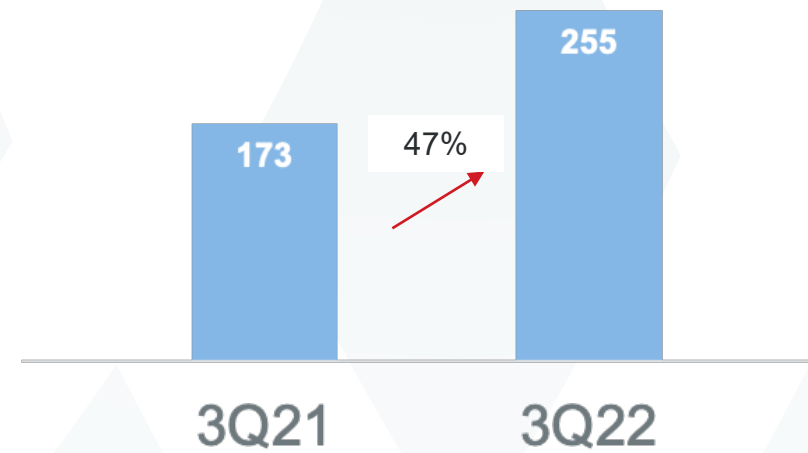
- CEM portfolio creates on-ramp for customers to Land, Expand, Adopt, Renew
- Deal sizes have grown consistently with CEM adoption
- Bookings from newer products now make up over 65% of the total¹
- Revenue from traditional Mass Notification solutions is now below 40% of total¹

Quarterly Snapshot of Key Metrics

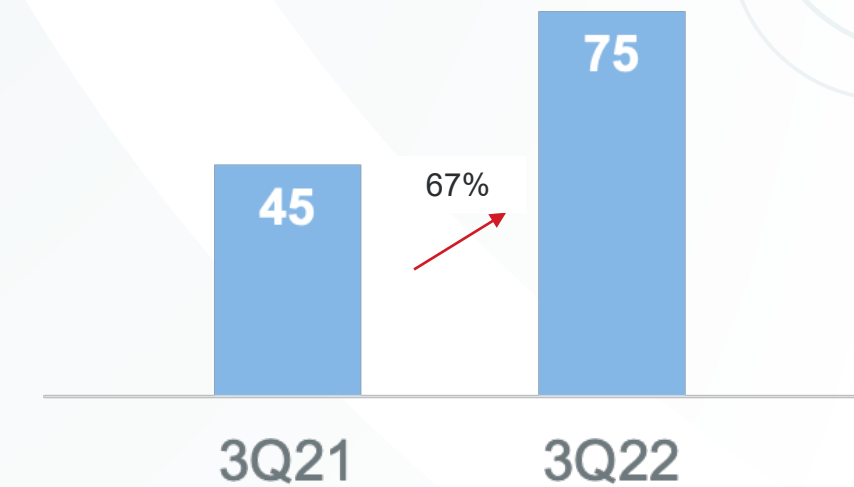
Customers



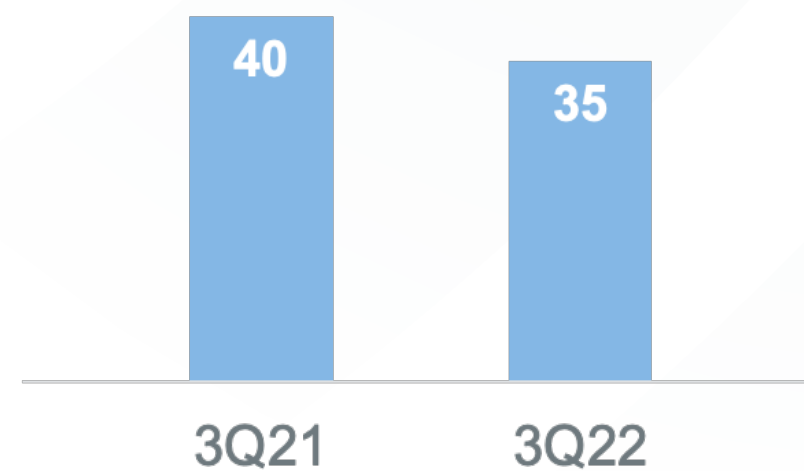
CEM Customers



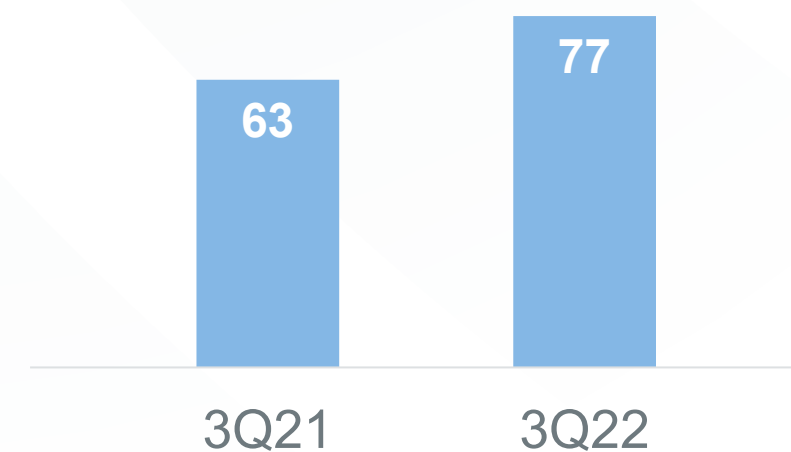
Deals over \$100K



Revenue from Mass Notification (%)



Bookings from Newer Products (%)



Operational Priorities Heading into FY23

- Improving go-to-market velocity
 - + Drive sales productivity as tenure improves
 - + Expand market reach via resellers and systems integrators
- Simplifying our product offerings
 - + Focus selling motion on pathways to CEM platform via clearly defined product bundles targeted at specific buying personas
 - + Enable our enterprise teams to sell a more robust and integrated industry-leading CEM platform
- Driving profitability
 - + Realign cost structure as acquisitions are integrated
 - + Generate efficiencies in go-to-market channels and platform architecture

Investment Summary

Growing

Enterprise
CEM Software Suite

**SaaS
Subscription
Model**

**Scaled Business
with Improving
Profitability**

**Industry Leader in
Early-Stage
Market**

**Large-Deal
Momentum**

110%+
Net Revenue
Retention rate¹

(1) Each of the years ended December 31, 2016-2021 and
TTM ending September 30, 2022.

FY22 Outlook

EVERBRIDGE, INC. AND SUBSIDIARIES
Financial Outlook
(in millions, except per share data)

	Fourth Quarter 2022		Full Year 2022		Full Year 2022 Guidance Issued August 9, 2022	
Revenue	\$ 116.0	to \$ 116.4	\$ 430.8	to \$ 431.2	\$ 428.2	to \$ 432.8
Revenue growth	13%	13%	17%	17%	16%	17%
GAAP net loss	\$ (27.5)	\$ (27.1)	\$ (104.8)	\$ (104.4)	\$ (112.5)	\$ (110.5)
GAAP net loss per share	\$ (0.69)	\$ (0.68)	\$ (2.65)	\$ (2.64)	\$ (2.80)	\$ (2.75)
Non-GAAP net income	\$ 14.0	\$ 14.4	\$ 27.2	\$ 27.6	\$ 15.7	\$ 17.7
Non-GAAP net income per share	\$ 0.30	\$ 0.31	\$ 0.59	\$ 0.60	\$ 0.33	\$ 0.38
Adjusted EBITDA	\$ 18.1	\$ 18.5	\$ 40.7	\$ 41.1	\$ 37.0	\$ 39.0

(1) See slide 22 for a reconciliation of the most comparable metric calculated in accordance with U.S. GAAP, GAAP net loss to non-GAAP net income (loss) and to adjusted EBITDA.

Reconciliation non-GAAP/GAAP

EVERBRIDGE, INC. AND SUBSIDIARIES
Reconciliation of Financial Outlook
(in millions, except share and per share data)

	Three Months Ended December 31, 2022		Year Ended December 31, 2022		Year Ended December 31, 2022 Issued August 9, 2022	
	Low End	High End	Low End	High End	Low End	High End
Net loss	\$ (27.5)	\$ (27.1)	\$ (104.8)	\$ (104.4)	(112.5)	(110.5)
Amortization of acquired intangibles	11.9	11.9	45.0	45.0	47.0	47.0
Change in fair value of contingent consideration	—	—	(0.1)	(0.1)	(0.1)	(0.1)
Accretion of interest on convertible senior notes	1.2	1.2	4.7	4.7	4.8	4.8
Loss on extinguishment of convertible notes, capped call modification and change in fair value	—	—	4.8	4.8	—	—
2022 Strategic Realignment	9.6	9.6	20.4	20.4	16.5	16.5
Stock-based compensation	19.3	19.3	59.0	59.0	62.0	62.0
Income tax adjustments	(0.5)	(0.5)	(1.8)	(1.8)	(2.0)	(2.0)
Non-GAAP net income	\$ 14.0	\$ 14.4	\$ 27.2	\$ 27.6	\$ 15.7	\$ 17.7
Weighted average common shares outstanding:						
Basic	39,900,000	39,900,000	39,500,000	39,500,000	40,200,000	40,200,000
Diluted	46,500,000	46,500,000	46,300,000	46,300,000	47,000,000	47,000,000
Net loss per share	\$ (0.69)	\$ (0.68)	\$ (2.65)	\$ (2.64)	\$ (2.80)	\$ (2.75)
Non-GAAP net income per share	\$ 0.30	\$ 0.31	\$ 0.59	\$ 0.60	\$ 0.33	\$ 0.38
Net loss	\$ (27.5)	\$ (27.1)	\$ (104.8)	\$ (104.4)	\$ (112.5)	\$ (110.5)
Interest expense, net	0.6	0.6	1.7	1.7	4.8	4.8
Income taxes, net	(0.6)	(0.6)	(2.3)	(2.3)	(2.0)	(2.0)
Depreciation and amortization	16.7	16.7	62.0	62.0	68.3	68.3
EBITDA	(10.8)	(10.4)	(43.4)	(43.0)	(41.4)	(39.4)
Change in fair value of contingent consideration	—	—	(0.1)	(0.1)	(0.1)	(0.1)
Loss on extinguishment of convertible notes, capped call modification and change in fair value	—	—	4.8	4.8	—	—
2022 Strategic Realignment	9.6	9.6	20.4	20.4	16.5	16.5
Stock-based compensation	19.3	19.3	59.0	59.0	62.0	62.0
Adjusted EBITDA	\$ 18.1	\$ 18.5	\$ 40.7	\$ 41.1	\$ 37.0	\$ 39.0

Reconciliation non-GAAP/GAAP (Annual View)

Reconciliation non-GAAP/GAAP

\$millions

	For the Twelve Months Ended December 31,						Nine Months Ended September 30,
	2016	2017	2018	2019	2020	2021	2022
Net loss	\$ (11.3)	\$ (19.6)	\$ (47.5)	\$ (52.3)	\$ (93.4)	\$ (94.8)	\$ (77.3)
Interest expense, net	0.5	0.2	4.5	3.0	22.1	35.6	1.1
Income taxes, net	—	—	0.8	0.4	(2.3)	(12.6)	(1.8)
Depreciation and amortization	7.7	10.2	13.7	19.7	30.8	53.2	45.3
(Gain) loss on extinguishment of debt	—	—	—	1.4	0.3	(7.2)	4.8
Change in fair value of contingent consideration	—	(1.0)	(0.3)	(0.6)	3.7	(7.1)	(0.1)
Stock-based compensation	3.1	9.3	25.8	33.5	46.8	44.1	39.7
2022 Strategic Realignment	—	—	—	—	—	—	10.8
Adjusted EBITDA	\$ —	\$ (0.9)	\$ (3.0)	\$ 5.1	\$ 8.0	\$ 11.2	\$ 22.5
Net cash from operating activities	\$ 9.5	\$ 4.9	\$ 3.3	\$ 10.3	\$ 15.8	\$ 22.2	\$ 15.8
Capital expenditures	(1.0)	(1.7)	(1.7)	(5.3)	(3.3)	(5.1)	(3.0)
Capitalized software development costs	(5.5)	(6.2)	(8.5)	(7.8)	(9.6)	(14.7)	(11.6)
Free cash flow	3.0	(3.0)	(6.9)	(2.8)	2.9	2.4	1.2
Cash payments for 2022 Strategic Realignment	—	—	—	—	—	—	8.1
Adjusted free cash flow	\$ 3.0	\$ (3.0)	\$ (6.9)	\$ (2.8)	\$ 2.9	\$ 2.4	\$ 9.3
Net loss margin	(14.7)%	(18.8)%	(32.3)%	(26.0)%	(34.4)%	(25.7)%	(24.6)%
Interest expense, net margin	0.6%	0.2%	3.1%	1.5%	8.1%	9.7%	0.4%
Income taxes, net margin	—	—	0.5%	0.2%	(0.8)%	(3.4)%	(0.6)%
Depreciation and amortization margin	10.1%	9.8%	9.3%	9.8%	11.3%	14.4%	14.4%
(Gain) loss on extinguishment of debt margin	—	—	—	0.7%	0.2%	(1.9)%	1.5%
Change in fair value of contingent consideration margin	—	—	—	(0.3)%	1.4%	(1.9)%	—
Stock-based compensation margin	4.0%	8.9%	17.6%	16.7%	17.2%	12.0%	12.6%
2022 Strategic Realignment	—	—	—	—	—	—	3.4%
Adjusted EBITDA margin	0.0%	0.1%	(1.8)%	2.6%	3.0%	3.0%	7.2%



The logo for everbridge, featuring a stylized 'M' icon composed of three curved lines in white, followed by the text 'everbridge' in a white sans-serif font. A registered trademark symbol (®) is located at the top right of the text. The logo is positioned in the center of the image, overlaid on a background of a highway interchange at night with light trails from cars. The background is framed by blue and orange geometric shapes.