





# Second Quarter 2023 Investor Presentation

August 8, 2023



# 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 for the third quarter of 2023 and the full fiscal year 2023. 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 consequences associated with 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.

Neither Everbridge nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements. We are providing this information as of the date of this presentation and do not undertake any obligation to update any forward-looking statements contained in this presentation as a result of new information, future events or otherwise, except as required by law.

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.

Key Performance Metrics: (1) We define ARR – Annualized Recurring Revenue – as the expected recurring revenue in the next twelve months from active customer contracts, assuming no increases or reductions in the subscriptions from that cohort of customers. (2) We define our dollar-based net retention rate as revenue generated from existing customers including recurring revenue, expansion revenue, downgrades, and cancels, compared on a trailing-twelve-month basis. Investors should not place undue reliance on ARR or dollar-based net retention rate as an indicator of future or expected results. Our presentation of these metrics may differ from similarly titled metrics presented by other companies and therefore comparability may be limited.

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 25.

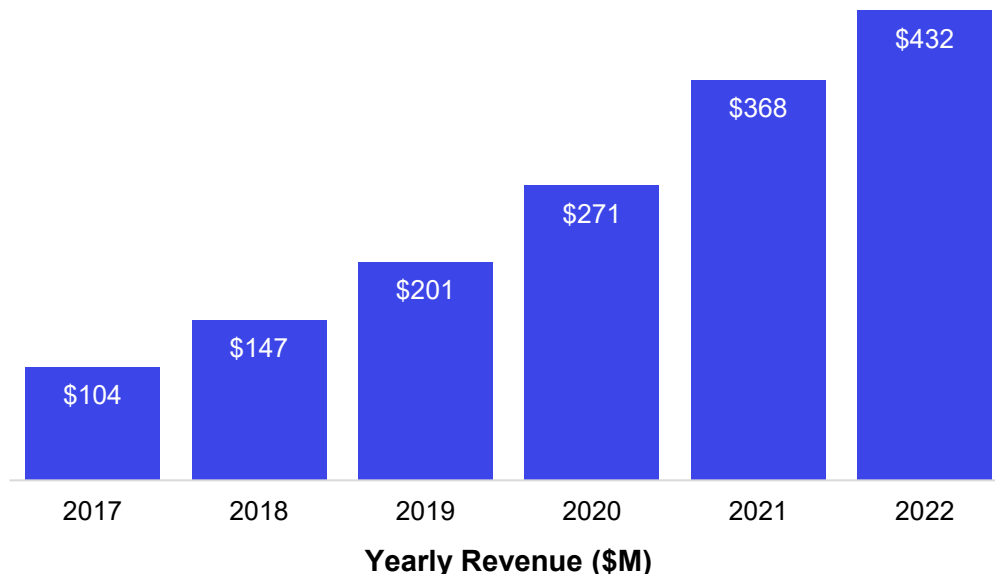
# Business Overview

# Who We Are

Keeping People Safe and Organizations Running

## Everbridge Empowers Resilience

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

1.7K

Employees<sup>1</sup>

Improving Profitability<sup>2</sup>

6.5K Customers

25 Countries

Public Safety Deployments

Billions

of life-saving messages delivered globally

(1) As of June 30, 2023

(2) Adj. EBITDA \$42.1M (FY 2022) compared to \$11.2M (FY 2021) and \$8.0M (FY 2020). See Slide 18 for profitability trends. GAAP to non-GAAP reconciliation on slide 28



# 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





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

## Unify

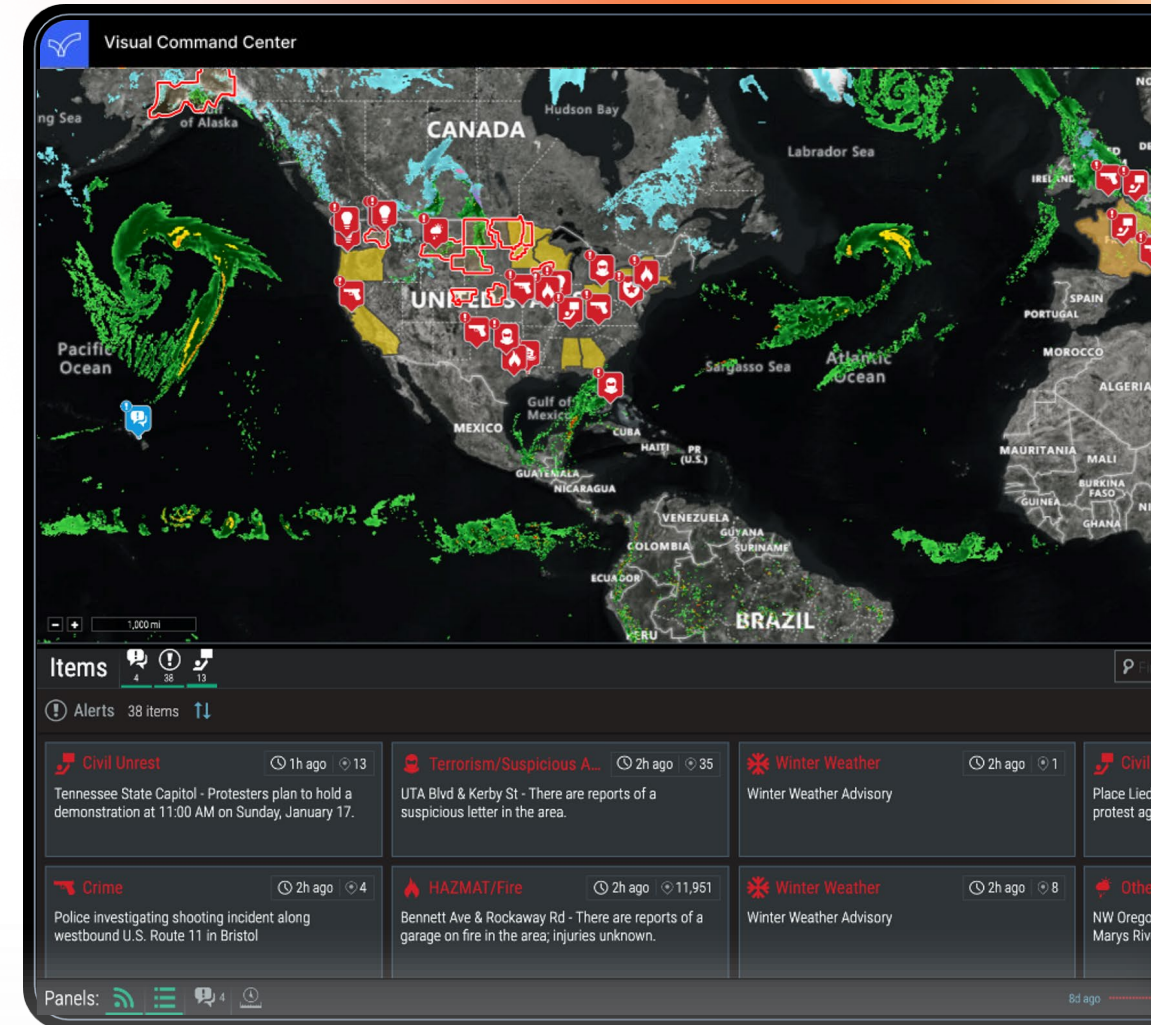
Common all-hazards risk picture and operating environment

## Automate

Contextual collaboration, response automation & process optimization

## Integrate

Integration with 450+ digital and physical systems



<b>Risk intelligence</b> Dataminr ANVIL SAM	<b>Hr systems</b> workday KRONOS	<b>Risk &amp; compliance</b> RSA MetricStream FUSION	<b>Service &amp; workflow</b> servicenow JIRA Cherwell	<b>Itsm &amp; security</b> New Relic solarwinds splunk hp Service Manager
<b>Travel</b> CONCUR INTERNATIONAL SOS	<b>Access control</b> LENEP S2 SECURITY	<b>Collaboration</b> slack Office	<b>Devices &amp; sensors</b> Honeywell Johnson Controls	<b>Other</b> Tivoli Netcool bmc

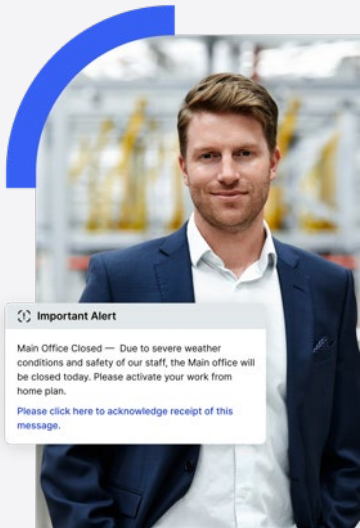


# Everbridge Critical Event Solutions



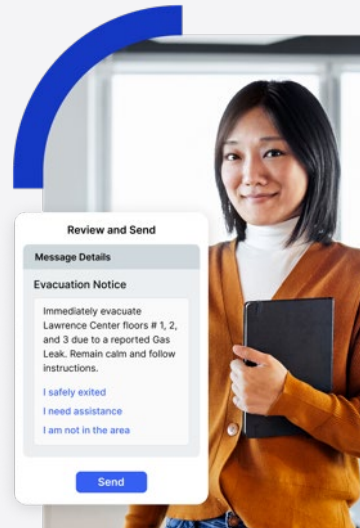
## Business Operations

Anticipate and mitigate the impact of disruptions to strengthen business continuity



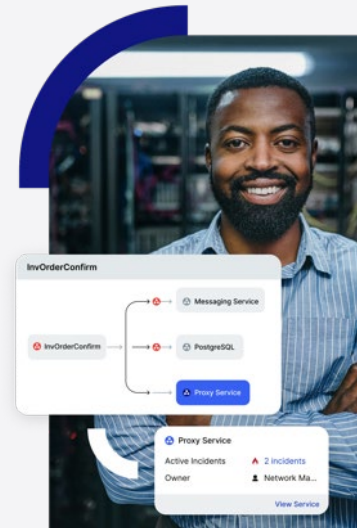
## People Resilience

Maximize workforce safety, well-being, and productivity wherever people are



## Digital Operations

Minimize the impact of IT service disruptions and reduce unplanned work



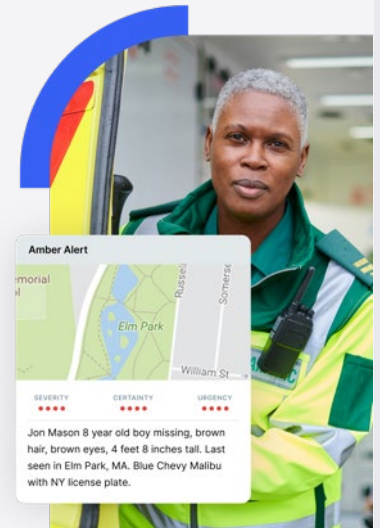
## Smart Security

Protect buildings, assets, and people in your physical locations

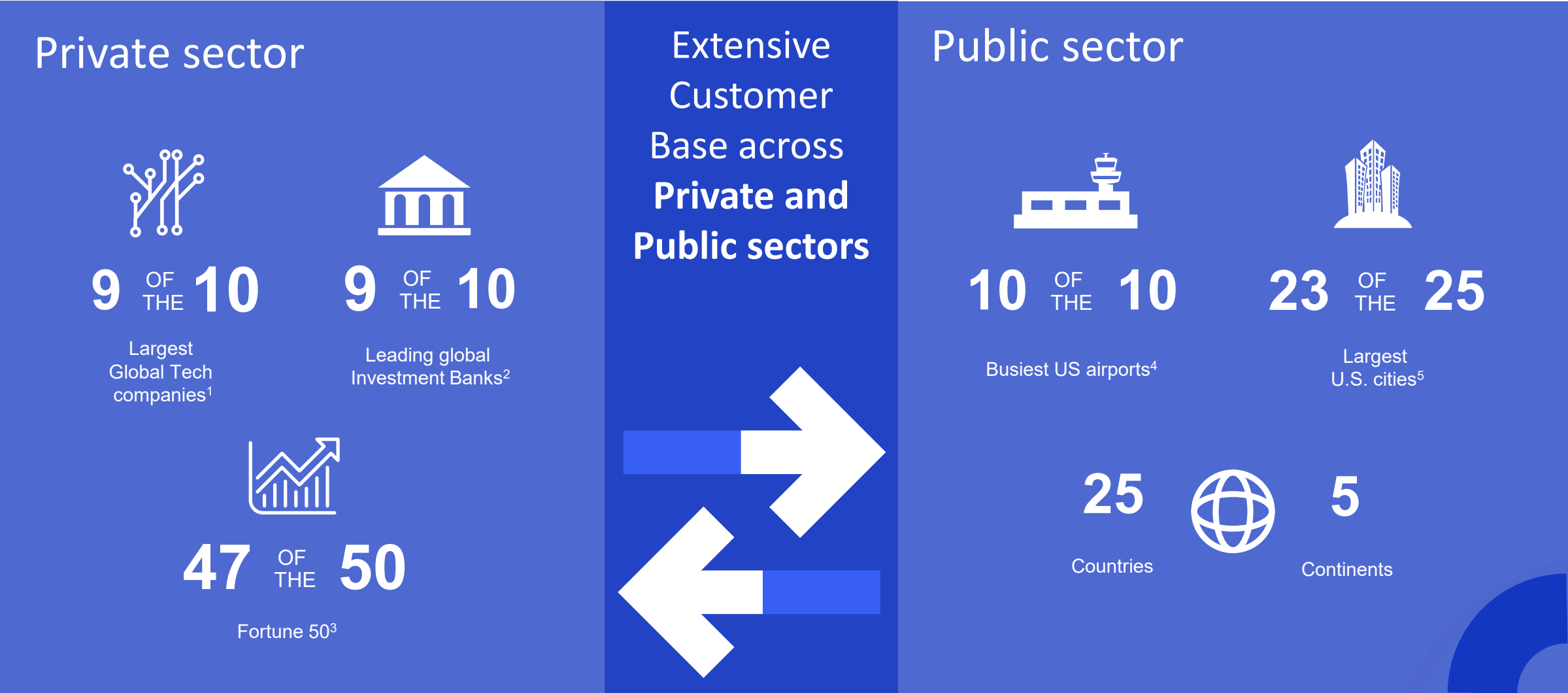


## Public Safety

Safeguard the public before, during, and after critical events



# Everbridge Customer Base



(1) Based on Forbes World's Largest Tech Companies. (2) 2022 Statista rankings of leading global investment banks by revenue from investment banking. (3) As of June 30, 2023. (4) Federal Aviation Administration list of enplanements in Commercial Service Airports as of September 16, 2022. (5) 2020 Census data

# Setting the Standard in Security and Compliance



# Industry Recognition

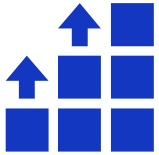




# Market Leading CEM Differentiation

## 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

Billions of critical interactions delivered globally in 2022

# Commitment to ESG: Keeping People Safe and Organizations Running



## Environmental

### Customer Benefit

**Everbridge Public  
Safety Solutions**

### Everbridge Focus

- Reducing office footprint
- Maximize cloud data providers
- Careful use of travel
- Partner of the COP (26 & 27)  
World Climate Summit



## Social

**Everbridge People  
Resilience Solutions**

- Demonstrated commitment to DEI
- Investing in employee development
- Investing in employee savings plans
- “Great Place to Work” certified



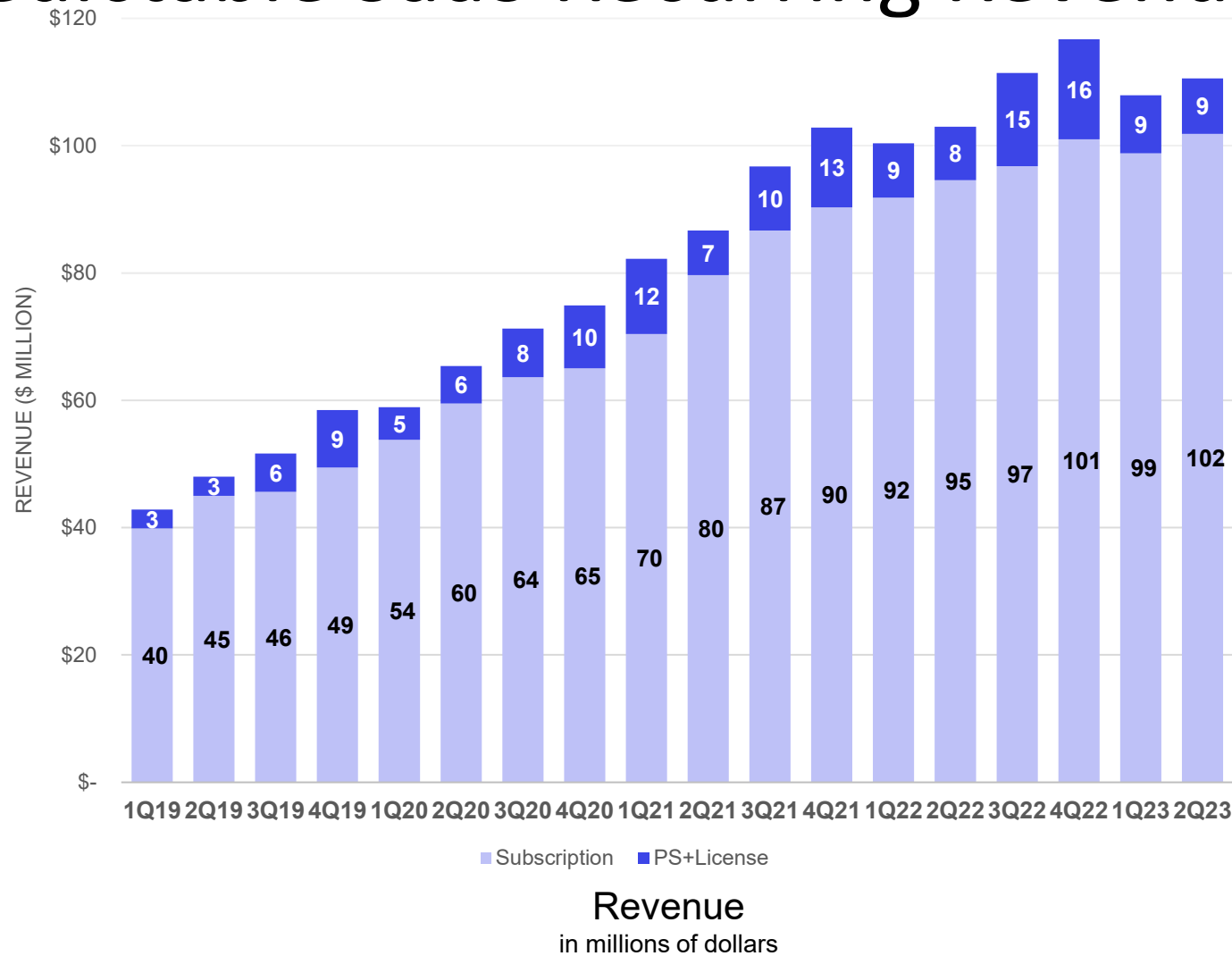
## Governance

**Unique  
“Duty of Care” suite**

- Improved disclosure (ARR)
- Strong employee compliance program
- ISO 27001 Certification

# Financial Overview

# Predictable SaaS Recurring Revenue Model



**\$395M**

ARR at 2Q23

**~90%**

of revenue is subscription<sup>1</sup>

**90%+**

of revenue contracted  
prior to quarter start<sup>2</sup>

**1.7**

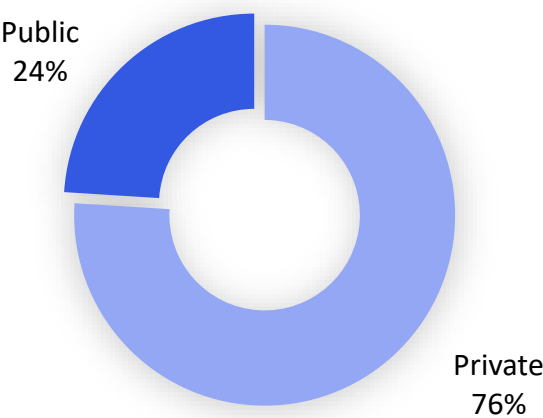
years average length of  
customer contract<sup>3</sup>

(1) Trailing average since FY18, and as of June 30, 2023.  
(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) As of June 30, 2023. Contract lengths generally range from 1-3 years.

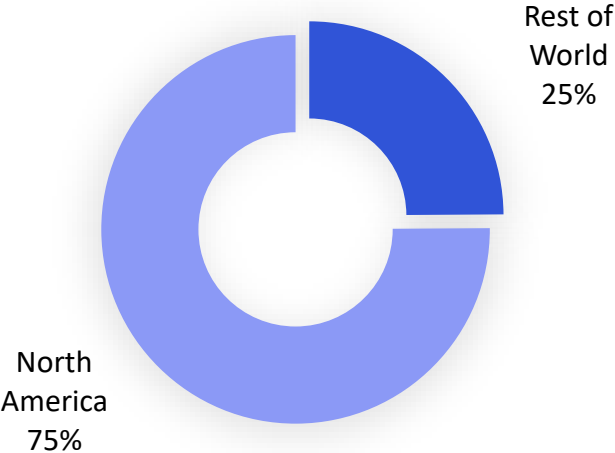


# Diversified Revenue Profile

Revenue by Sector<sup>1</sup>

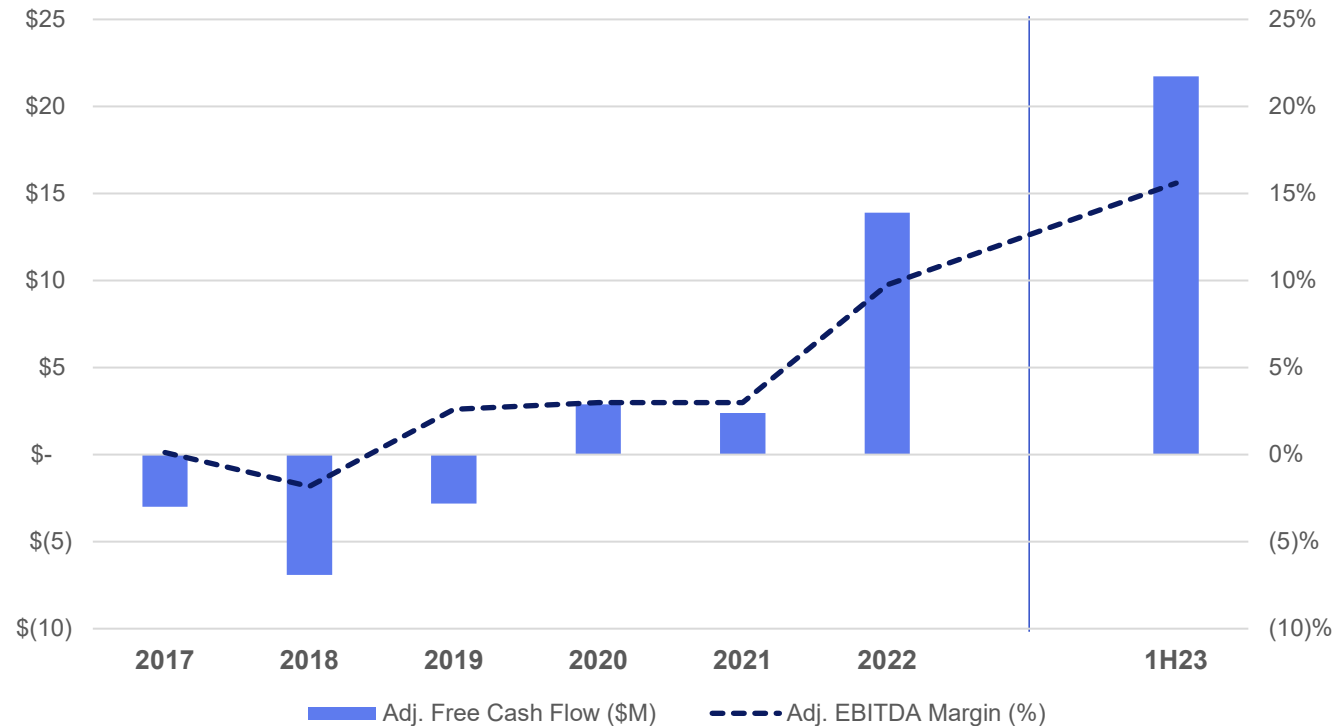


Revenue by Geography<sup>1</sup>



(1) For the quarter ended June 30, 2023

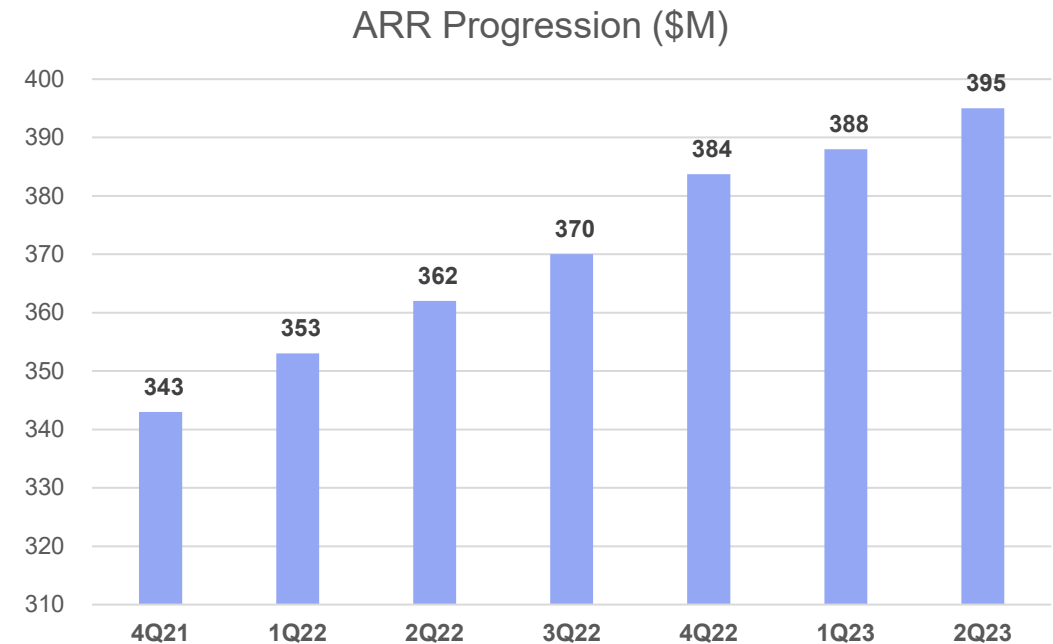
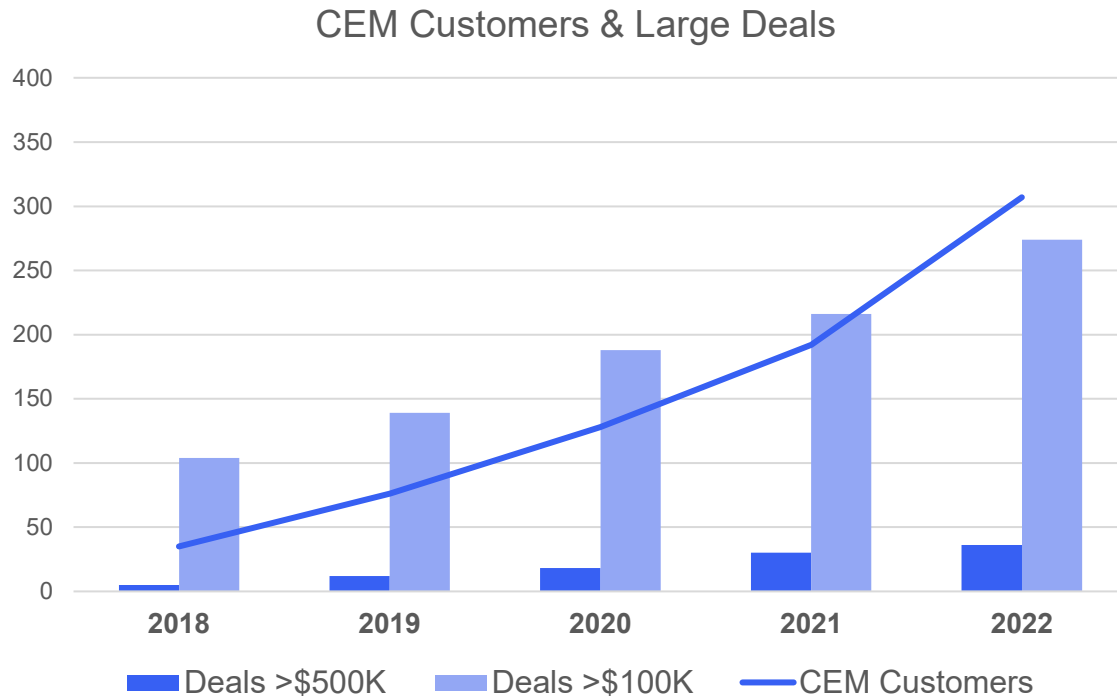
# Substantial Improvement in Cash Flow and Profitability



First-half 2023 adjusted free cash flow exceeds full-year 2022

1. See slides 27 and 28 for reconciliations of Adjusted Free Cash Flow to Net Cash from Operating Activities and Adjusted EBITDA Margin to net income/(loss) margin, the most comparable metrics calculated in accordance with U.S. GAAP
2. FY22 and 1H23 Adjusted Free Cash Flow are adjusted for costs related to 2022 Strategic Realignment, as reported in filings

# CEM and ARR Progression: Expanding our Competitive Moat



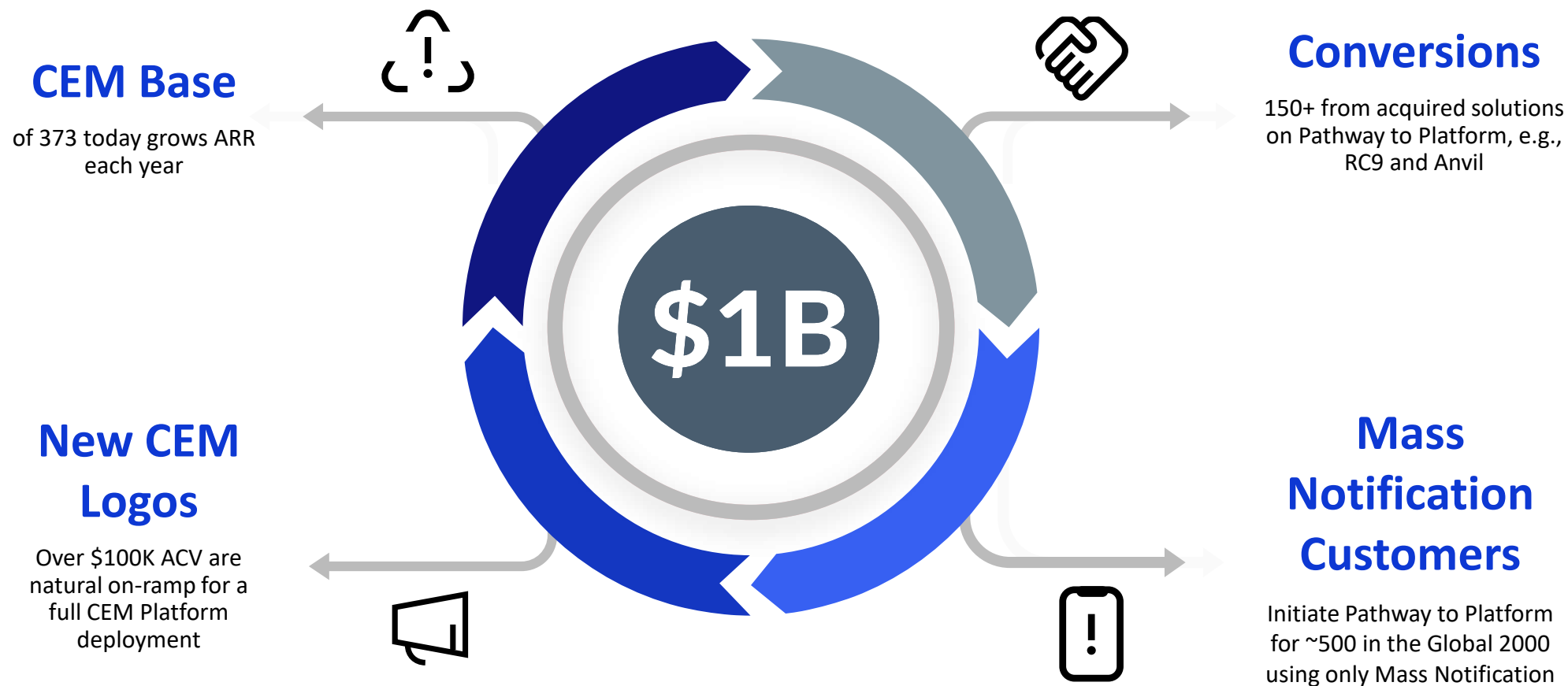
- CEM portfolio creates on-ramp for customers to Land, Expand, Adopt, Renew
- Deal sizes have grown consistently with CEM adoption
- ARR provides a leading indicator of expected next-twelve-month recurring revenue

# Operational Priorities for FY23

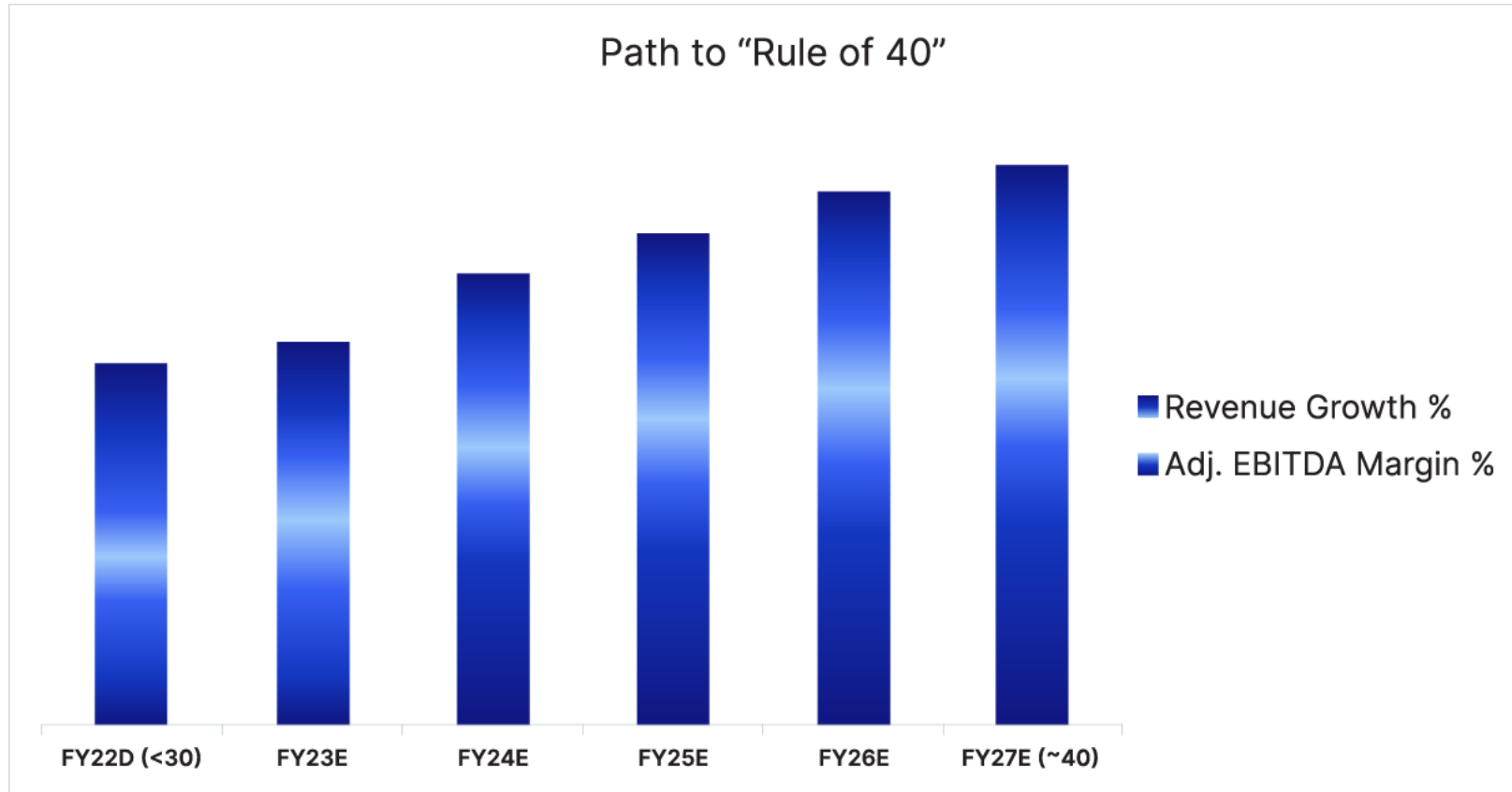
- Improving go-to-market velocity
  - Drive sales productivity as tenure improves
  - Expand market reach via resellers and systems integrators
- Simplifying our product offerings
  - Focus selling motion on pathways to CEM platform via clearly defined product bundles targeted at specific buying personas
  - 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



# Targeting \$1B ARR Snowball



# Path to Rule of 40



- We plan to grow profitably, balancing our growth opportunity with increasing profitability
- "Rule of 40" is defined as the sum of percentage revenue growth and adjusted EBITDA margin

# Investment Summary

## Growing

Enterprise CEM  
Software Suite

## SaaS Subscription Model

## Scaled Business with Improving Profitability

## Industry Leader in Early-Stage Market

## Global Presence

## Large-Deal Momentum

# Third Quarter and FY23 Outlook

Dollars in millions, except per share data

	Third Quarter 2023				Full Year 2023			
Revenue	\$	113.5	to	\$ 114.0	\$	450.0	to	\$ 452.0
Revenue growth		2%		2%		4%		5%
GAAP net loss	\$	(9.4)	\$	(8.9)	\$	(43.7)	\$	(41.7)
GAAP net loss per share	\$	(0.23)	\$	(0.22)	\$	(1.07)	\$	(1.02)
Non-GAAP net income	\$	18.5	\$	19.0	\$	65.8	\$	67.8
Non-GAAP net income per share	\$	0.42	\$	0.43	\$	1.48	\$	1.52
Adjusted EBITDA	\$	23.0	\$	23.5	\$	84.0	\$	86.0

(1) See slide 25 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 Outlook

Dollars in millions, except per share data

	Three Months Ended September 30, 2023		Year Ended December 31, 2023	
	Low End	High End	Low End	High End
Net loss	\$ (9.4)	\$ (8.9)	\$ (43.7)	\$ (41.7)
Amortization of acquired intangibles	9.2	9.2	38.0	38.0
Accretion of interest on convertible senior notes	0.9	0.9	3.3	3.3
2022 Strategic Realignment	3.3	3.3	11.2	11.2
Stock-based compensation	14.8	14.8	58.8	58.8
Income tax adjustments	(0.3)	(0.3)	(1.8)	(1.8)
Non-GAAP net income	\$ 18.5	\$ 19.0	\$ 65.8	\$ 67.8
Weighted average common shares outstanding:				
Basic	40,800,000	40,800,000	40,750,000	40,750,000
Diluted	44,220,000	44,220,000	44,500,000	44,500,000
Net loss per share	\$ (0.23)	\$ (0.22)	\$ (1.07)	\$ (1.02)
Non-GAAP net income per share	\$ 0.42	\$ 0.43	\$ 1.48	\$ 1.52
Net loss	\$ (9.4)	\$ (8.9)	\$ (43.7)	\$ (41.7)
Interest expense, net	(1.3)	(1.3)	(5.1)	(5.1)
Income taxes, net	1.5	1.5	5.0	5.0
Depreciation and amortization	14.1	14.1	57.8	57.8
EBITDA	4.9	5.4	14.0	16.0
2022 Strategic Realignment	3.3	3.3	11.2	11.2
Stock-based compensation	14.8	14.8	58.8	58.8
Adjusted EBITDA	\$ 23.0	\$ 23.5	\$ 84.0	\$ 86.0

# Reconciliation non-GAAP/GAAP

Dollars in thousands

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Cost of revenue	\$ 33,091	\$ 33,239	\$ 65,072	\$ 65,096
Amortization of acquired intangibles	(2,165)	(3,114)	(4,550)	(6,265)
Stock-based compensation	(1,817)	(1,469)	(3,472)	(2,298)
2022 Strategic Realignment	(324)	(435)	(665)	(435)
Non-GAAP cost of revenue	\$ 28,785	\$ 28,221	\$ 56,385	\$ 56,098

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Gross profit	\$ 77,478	\$ 69,747	\$ 153,765	\$ 138,265
Amortization of acquired intangibles	2,165	3,114	4,550	6,265
Stock-based compensation	1,817	1,469	3,472	2,298
2022 Strategic Realignment	324	435	665	435
Non-GAAP gross profit	\$ 81,784	\$ 74,765	\$ 162,452	\$ 147,263

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Sales and marketing	\$ 42,669	\$ 45,359	\$ 84,857	\$ 87,175
Stock-based compensation	(6,201)	(6,561)	(10,948)	(7,905)
2022 Strategic Realignment	(902)	(208)	(1,968)	(208)
Non-GAAP sales and marketing	\$ 35,566	\$ 38,590	\$ 71,941	\$ 79,062

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Research and development	\$ 24,613	\$ 26,619	\$ 49,617	\$ 50,178
Stock-based compensation	(3,770)	(3,796)	(7,496)	(5,373)
2022 Strategic Realignment	(494)	(213)	(1,140)	(213)
Non-GAAP research and development	\$ 20,349	\$ 22,610	\$ 40,981	\$ 44,592

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
General and administrative	\$ 24,963	\$ 27,093	\$ 49,429	\$ 49,429
Amortization of acquired intangibles	(7,196)	(8,148)	(14,459)	(16,535)
Stock-based compensation	(4,342)	(4,385)	(7,663)	(6,719)
2022 Strategic Realignment	(215)	(1,996)	(546)	(1,996)
Change in fair value of contingent consideration	—	5	—	57
Non-GAAP general and administrative	\$ 13,210	\$ 12,569	\$ 26,761	\$ 24,236

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Total operating expenses	\$ 92,909	\$ 105,813	\$ 184,588	\$ 193,524
Amortization of acquired intangibles	(7,196)	(8,148)	(14,459)	(16,535)
Stock-based compensation	(14,313)	(14,742)	(26,107)	(19,997)
2022 Strategic Realignment	(2,275)	(9,159)	(4,339)	(9,159)
Change in fair value of contingent consideration	—	5	—	57
Non-GAAP operating expenses	\$ 69,125	\$ 73,769	\$ 139,683	\$ 147,890

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Operating loss	\$ (15,431)	\$ (36,066)	\$ (30,823)	\$ (55,259)
Amortization of acquired intangibles	9,361	11,262	19,009	22,800
Stock-based compensation	16,130	16,211	29,579	22,295
2022 Strategic Realignment	2,599	9,594	5,004	9,594
Change in fair value of contingent consideration	—	(5)	—	(57)
Non-GAAP operating income (loss)	\$ 12,659	\$ 996	\$ 22,769	\$ (627)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Net loss	\$ (15,050)	\$ (36,182)	\$ (29,698)	\$ (55,255)
Amortization of acquired intangibles	9,361	11,262	19,009	22,800
Stock-based compensation	16,130	16,211	29,579	22,295
2022 Strategic Realignment	2,600	9,594	5,004	9,594
Change in fair value of contingent consideration	—	(5)	—	(57)
Accretion of interest on convertible senior notes	723	1,166	1,438	2,324
Income tax adjustments	(340)	(561)	(1,077)	(811)
Non-GAAP net income	\$ 13,424	\$ 1,485	\$ 24,255	\$ 890

# Reconciliation non-GAAP/GAAP

Dollars in thousands, except per share data

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Net loss per basic share <sup>(a)</sup>	\$ (0.37)	\$ (0.91)	\$ (0.73)	\$ (1.40)
Amortization of acquired intangibles per basic share <sup>(b)</sup>	0.23	0.28	0.47	0.58
Stock-based compensation per basic share <sup>(b)</sup>	0.40	0.41	0.73	0.56
2022 Strategic Realignment per basic share <sup>(b)</sup>	0.06	0.24	0.12	0.24
Change in fair value of contingent consideration per basic share <sup>(b)</sup>	—	—	—	—
Accretion of interest on convertible senior notes per basic share <sup>(b)</sup>	0.02	0.03	0.04	0.06
Income tax adjustments per basic share <sup>(b)</sup>	(0.01)	(0.01)	(0.03)	(0.02)
Non-GAAP net income per basic share <sup>(b)</sup>	<u>\$ 0.33</u>	<u>\$ 0.04</u>	<u>\$ 0.60</u>	<u>\$ 0.02</u>

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Net loss per diluted share <sup>(a)</sup>	\$ (0.37)	\$ (0.91)	\$ (0.73)	\$ (1.40)
Amortization of acquired intangibles per diluted share <sup>(b)</sup>	0.21	0.24	0.43	0.57
Stock-based compensation per diluted share <sup>(b)</sup>	0.37	0.35	0.67	0.56
2022 Strategic Realignment per diluted share <sup>(b)</sup>	0.06	0.21	0.11	0.24
Change in fair value of contingent consideration per diluted share <sup>(b)</sup>	—	—	—	—
Accretion of interest on convertible senior notes per diluted share <sup>(b)</sup>	0.02	0.03	0.03	0.06
Income tax adjustments per diluted share <sup>(b)</sup>	(0.01)	(0.01)	(0.02)	(0.02)
Non-GAAP net income per diluted share <sup>(b)</sup>	<u>0.31</u>	<u>0.03</u>	<u>0.55</u>	<u>0.02</u>

<sup>(a)</sup> GAAP weighted-average common shares outstanding:

Basic	40,551,410	39,571,647	40,413,506	39,501,058
Diluted	40,551,410	39,571,647	40,413,506	39,501,058

<sup>(b)</sup> Non-GAAP weighted-average common shares outstanding:

Basic	40,551,410	39,571,647	40,413,506	39,501,058
Diluted	43,943,456	46,004,234	43,856,005	39,823,826

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Net loss	\$ (15,050)	\$ (36,182)	\$ (29,698)	\$ (55,255)
Interest and investment expense, net	(1,520)	628	(2,488)	1,866
Provision for (benefit from) income taxes	1,267	(701)	2,109	(1,779)
Depreciation and amortization	14,884	15,257	29,658	30,691
EBITDA	(419)	(20,998)	(419)	(24,477)
Stock-based compensation	16,130	16,211	29,579	22,295
2022 Strategic Realignment	2,600	9,594	5,004	9,594
Change in fair value of contingent consideration	—	(5)	—	(57)
Adjusted EBITDA	<u>\$ 18,311</u>	<u>\$ 4,802</u>	<u>\$ 34,164</u>	<u>\$ 7,355</u>
Net cash provided by (used in) operating activities	\$ 5,370	\$ (9,924)	\$ 25,945	\$ (2,222)
Capital expenditures	(1,604)	(879)	(2,179)	(2,726)
Capitalized software development costs	(3,757)	(3,106)	(7,869)	(7,436)
Free cash flow	9	(13,909)	15,897	(12,384)
Cash payments for 2022 Strategic Realignment	1,561	6,319	5,682	6,319
Adjusted free cash flow	<u>\$ 1,570</u>	<u>\$ (7,590)</u>	<u>\$ 21,579</u>	<u>\$ (6,065)</u>
Net loss margin	(13.6)%	(35.1)%	(13.6)%	(27.2)%
Interest and investment expense, net margin	(1.4)%	0.6 %	(1.1)%	0.9 %
Provision for (benefit from) income taxes margin	1.1 %	(0.7)%	1.0 %	(0.9)%
Depreciation and amortization margin	13.5 %	14.8 %	13.6 %	15.1 %
EBITDA margin	(0.4)%	(20.4)%	(0.2)%	(12.0)%
Stock-based compensation margin	14.6 %	15.7 %	13.5 %	11.0 %
2022 Strategic Realignment margin	2.4 %	9.3 %	2.3 %	4.7 %
Change in fair value of contingent consideration margin	—	(0.0)%	—	(0.0)%
Adjusted EBITDA margin	<u>16.6 %</u>	<u>4.7 %</u>	<u>15.6 %</u>	<u>3.6 %</u>

# Reconciliation non-GAAP/GAAP

Dollars in millions

For the Twelve Months Ended

December 31,

	2017	2018	2019	2020	2021	2022
Net loss	\$ (19.6)	\$ (47.5)	\$ (52.3)	\$ (93.4)	\$ (94.8)	\$ (61.2)
Interest expense, net	0.2	4.5	3.0	22.1	35.6	(0.6)
Income taxes, net	—	0.8	0.4	(2.3)	(12.6)	(2.4)
Depreciation and amortization	10.2	13.7	19.7	30.8	53.2	60.6
(Gain) loss on extinguishment of debt	—	—	1.4	0.3	(7.2)	(19.2)
Change in fair value of contingent consideration	(1.0)	(0.3)	(0.6)	3.7	(7.1)	(0.1)
Stock-based compensation	9.3	25.8	33.5	46.8	44.1	47.6
2022 Strategic Realignment	—	—	—	—	—	17.4
<b>Adjusted EBITDA</b>	<b>\$ (0.9)</b>	<b>\$ (3.0)</b>	<b>\$ 5.1</b>	<b>\$ 8.0</b>	<b>\$ 11.2</b>	<b>\$ 42.1</b>
Net cash from operating activities	\$ 4.9	\$ 3.3	\$ 10.3	\$ 15.8	\$ 22.2	\$ 20.2
Capital expenditures	(1.7)	(1.7)	(5.3)	(3.3)	(5.1)	(3.5)
Capitalized software development costs	(6.2)	(8.5)	(7.8)	(9.6)	(14.7)	(15.1)
Free cash flow	(3.0)	(6.9)	(2.8)	2.9	2.4	1.6
Cash payments for 2022 Strategic Realignment	—	—	—	—	—	12.3
<b>Adjusted free cash flow</b>	<b>\$ (3.0)</b>	<b>\$ (6.9)</b>	<b>\$ (2.8)</b>	<b>\$ 2.9</b>	<b>\$ 2.4</b>	<b>\$ 13.9</b>
Net loss margin	(18.8)%	(32.3)%	(26.0)%	(34.4)%	(25.7)%	(14.2)%
Interest expense, net margin	0.2%	3.1%	1.5%	8.1%	9.7%	(0.1)%
Income taxes, net margin	—	0.5%	0.2%	(0.8)%	(3.4)%	(0.6)%
Depreciation and amortization margin	9.8%	9.3%	9.8%	11.3%	14.4%	14.0%
(Gain) loss on extinguishment of debt margin	—	—	0.7%	0.2%	(1.9)%	(4.5)%
Change in fair value of contingent consideration margin	—	—	(0.3)%	1.4%	(1.9)%	—
Stock-based compensation margin	8.9%	17.6%	16.7%	17.2%	12.0%	11.0%
2022 Strategic Realignment	—	—	—	—	—	4.0%
<b>Adjusted EBITDA margin</b>	<b>0.1%</b>	<b>(1.8)%</b>	<b>2.6%</b>	<b>3.0%</b>	<b>3.0%</b>	<b>9.8%</b>

(margin % columns may not add up due to rounding)



# Thank you

Investor Contact

[ir@everbridge.com](mailto:ir@everbridge.com)