



1Q22 Investor Presentation

May 9, 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: our ability to attract new customers and retain and increase sales to existing customers; developments in the market for critical communications and enterprise safety applications and 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 successfully integrate businesses and assets that we may acquire; our ability to maintain successful relationships with our partners; our ability to respond to competitive pressures; potential liability related to data privacy and security; 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 23.

Business Overview

Everbridge Overview

We provide enterprise software applications to improve organizational response for critical events to keep people safe and organizations running. *Faster.*



**\$41+
Billion**
Market
Opportunity ¹

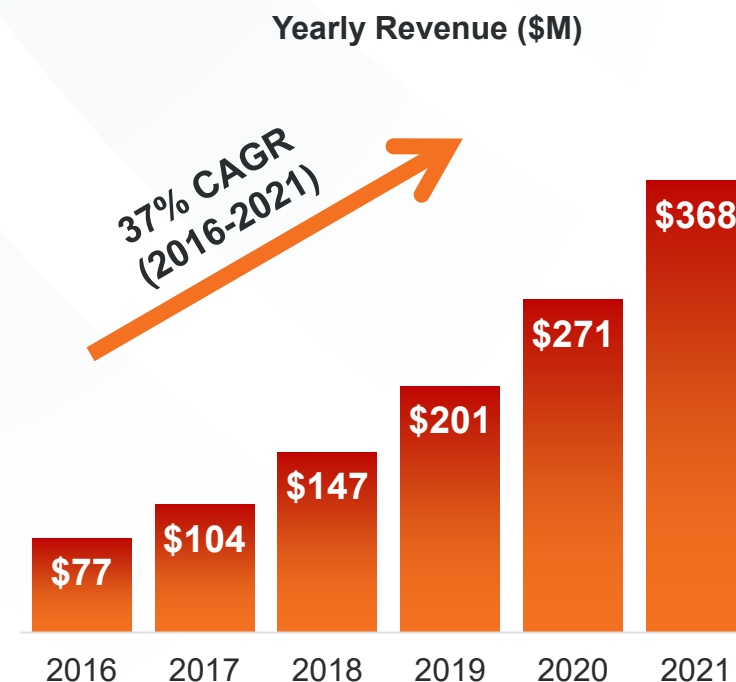
6.2K+
Enterprise
Customers ²

110%+
Net Revenue
Retention ³

1.9K+
Employees ⁴

**Yearly Free
Cash Flow
Positive** ⁵

**Adjusted
EBITDA
Positive** ⁶



(1) Total Addressable Market is based on EVBG ASPs applied to 29,000+ named accounts, including (a) CEM target customers in G2000 and companies with greater than 1,000 employees; (b) IT & IoT alerting target customers as % of employees supporting IT as of June 30, 2019; and (c) 180+ target Population Alerting countries priced according to population and GDP as of June 30, 2019. TAM, which is based on management estimates, is inherently subject to uncertainties and actual events or circumstances may differ materially from management estimates reflected in this presentation.

(2) As of March 31, 2022

(3) Trailing 12 months (TTM) as of March 31, 2022. Net revenue retention is revenue generated from existing customers, including recurring revenue, expansion revenue, downgrades, and cancels.

(4) As of March 31, 2022

(5) \$2.4M (FY 2021)

(6) \$11.2M (FY 2021) compared to \$8.0M (FY 2020)

Our World is more complex than ever ... and keeps changing rapidly



Natural Disasters



Cyber Attacks



Pandemics



Civil Unrest



Supply Chain Disruption



**Digital Transformation
"At Speed"**

Powering Resilience for 20+ Years



Experience

GLOBAL PUBLIC
COMPANY

Highlights:

- + Over **6,200** enterprise customers
- + Available in **200+** countries and territories
- + **99.99%** uptime
- + Protecting **2+ billion** people
- + Public warning solutions used in **20+ countries**

Innovation

CEM FIRST TO
MARKET

Highlights:

- + Hi-fidelity **risk intelligence** powered by **pattern matching**
- + Automated **correlation** and **orchestrated workflows**
- + **160+** worldwide patents
- + **450+** integrations

Value

CUSTOMERS
FOR LIFE

Highlights:

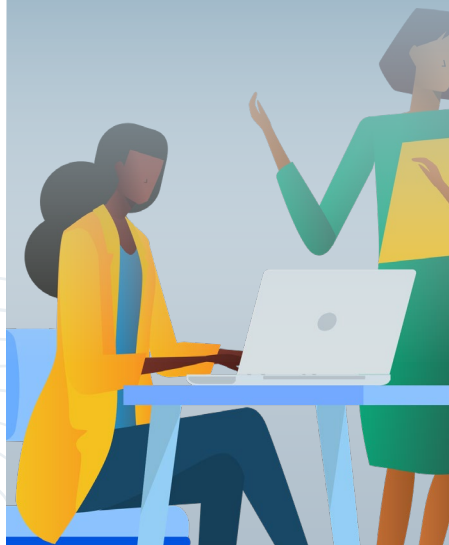
- + **Purpose-built solutions** to support customer journey
- + Everbridge network collaboration with **public & private networks**
- + **Best in Enterprise Resilience Certification**

Critical Event Management Portfolio



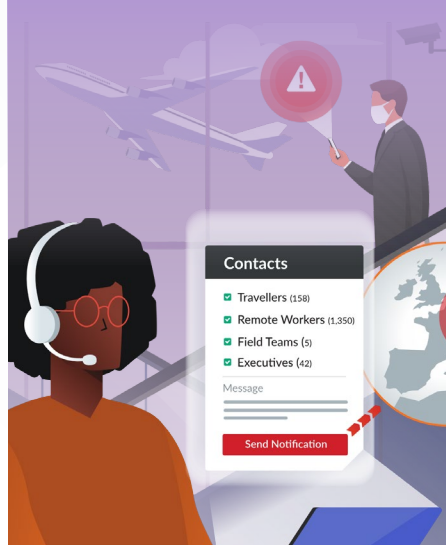
Business Operations

Build enterprise resilience with enhanced business operations and safeguard assets



People Resilience

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



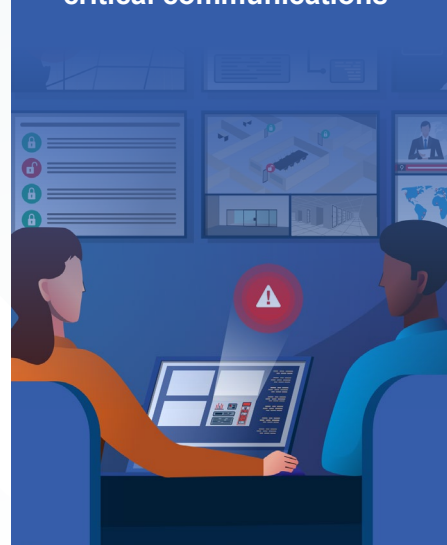
Digital Operations

Build digital operations resilience and deliver continuous service uptime



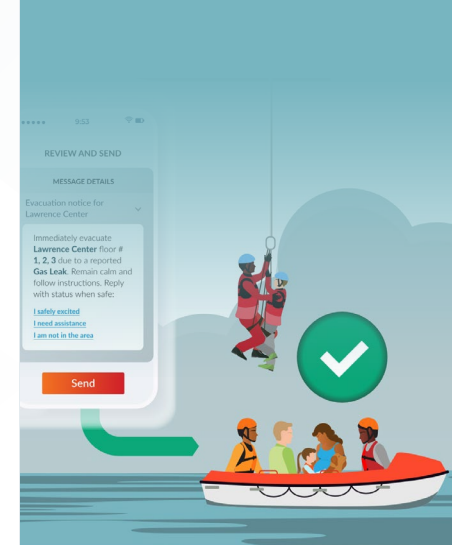
Smart Security

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



Public Safety

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



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

UNIFY

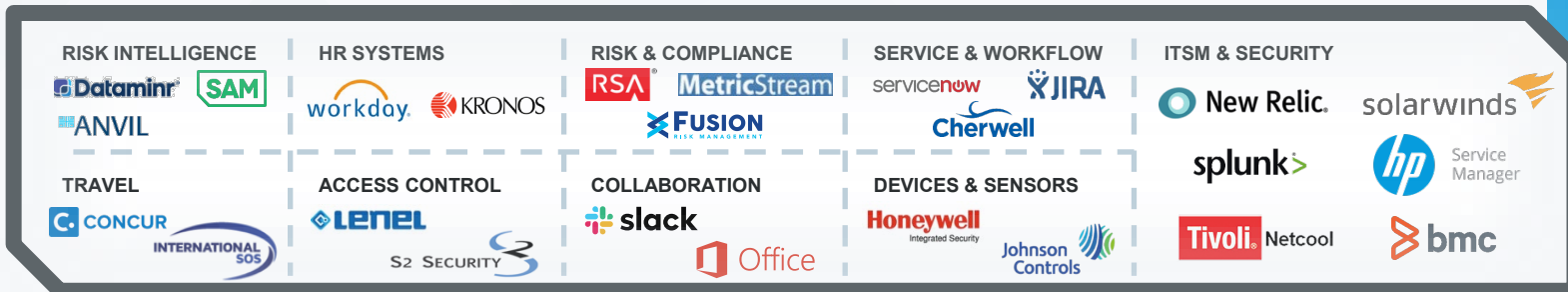
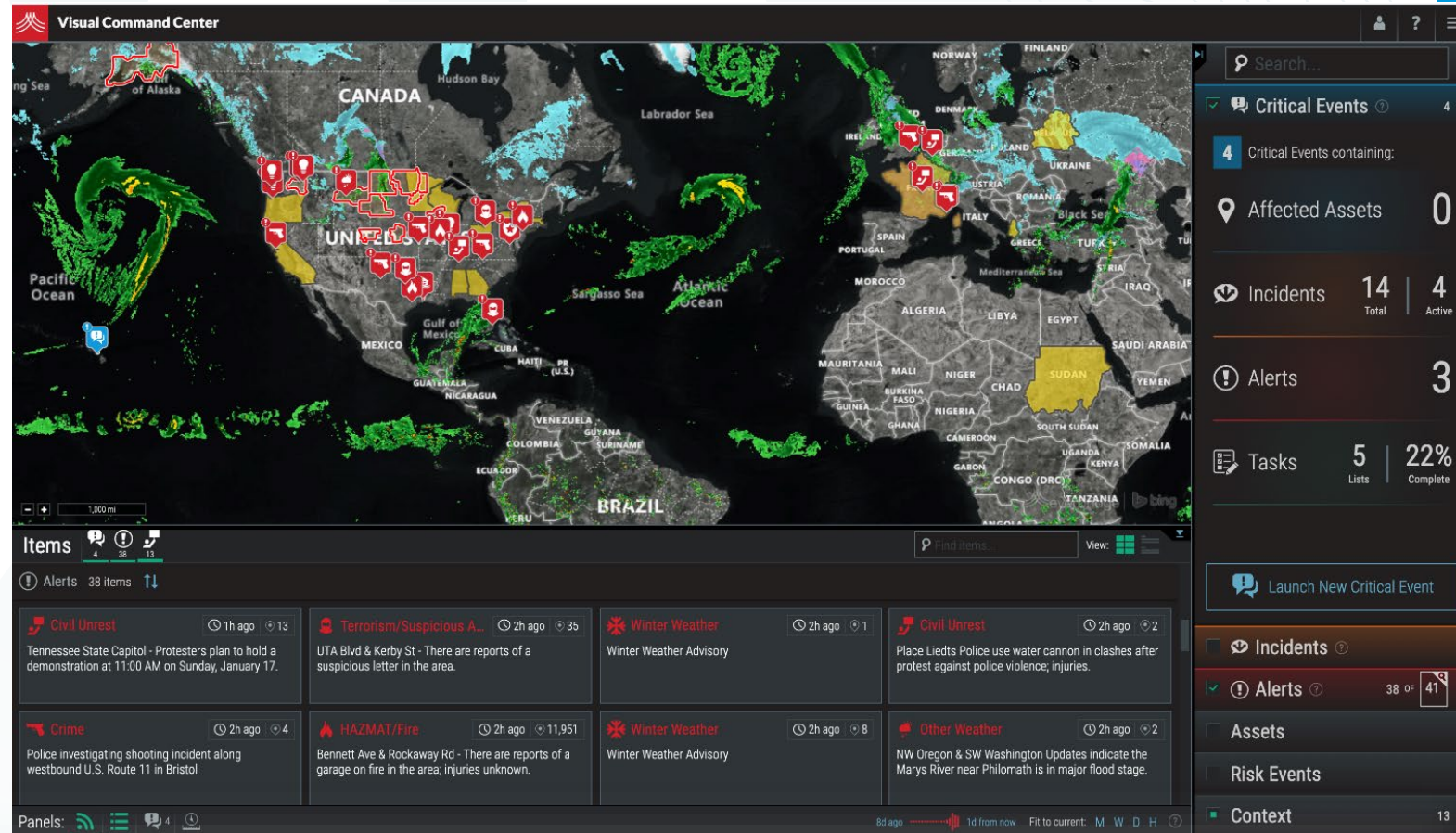
Common all-hazards risk picture
and operating environment

AUTOMATE

Contextual collaboration, response
automation & process optimization

INTEGRATE

Integration to 450+ digital
and physical systems



Everbridge Client Base



9 OF THE 10

largest US-based investment banks¹



8 OF THE 10

largest global auto makers²



9 OF THE 10

largest global consulting firms³



8 OF THE 10

largest U.S. cities⁴



9 OF THE 10

largest U.S.-based healthcare providers



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 firms²

Extensive customer base growth across **multiple verticals**

Q4 2011
867

Q1 2022
6,224

Number of customers⁸

Market Leading CEM Differentiation

CEM Critical Event Management P L A T F O R M



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

Integrated suite for
response
management of
critical event
lifecycles



IP PATENTS

160+ worldwide
patents

Over 6 billion transactions delivered in 2021 across 200+ countries

Setting the Standard in Security and Compliance

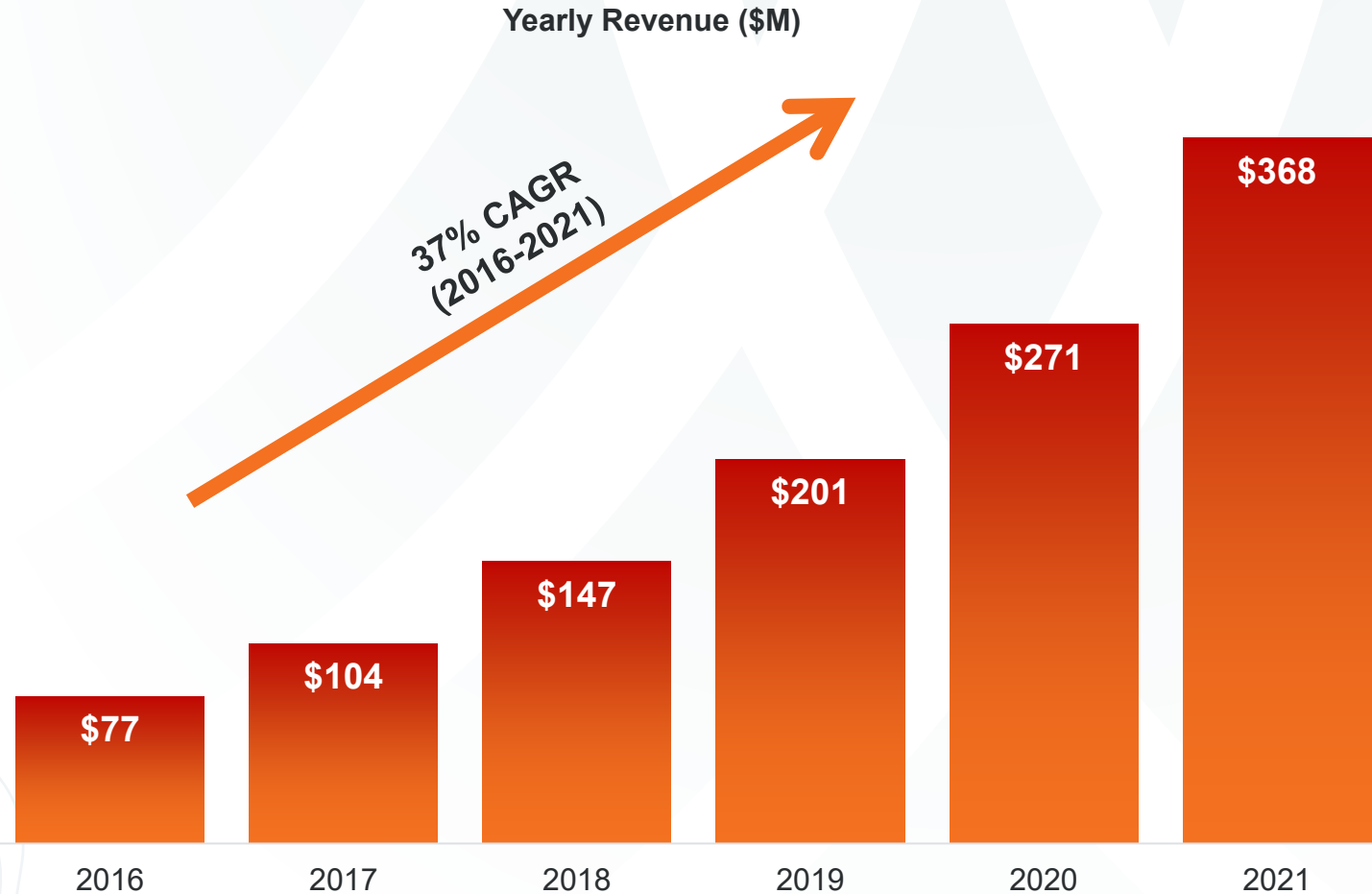


Industry Recognition

<p>IT Europe Channel Awards</p> 	<p>Edison Awards: Public Warning</p> 	<p>Software Reviews</p> 
<p>Comparably: Product & Design</p> 	<p>Fast Company: Covid Response</p> 	<p>Comparably: Global Culture</p> 
<p>GPTW Certified</p> 	<p>Govies: Resident Connection</p> 	<p>Stevie: Public Warning</p> 

Financial Overview

Strong and Consistent Revenue Growth



+40%
YoY Adjusted
EBITDA

+40%
YoY Cash Flow
from Operations

Predictable SaaS Recurring Revenue Model



85+%

of revenue is
recurring
subscription¹

90%+

of revenue
contracted prior
to quarter start²

110+%

net revenue
retention rate³

1.8

years average
length of
customer
contract⁴

(1) As of March 31, 2022.

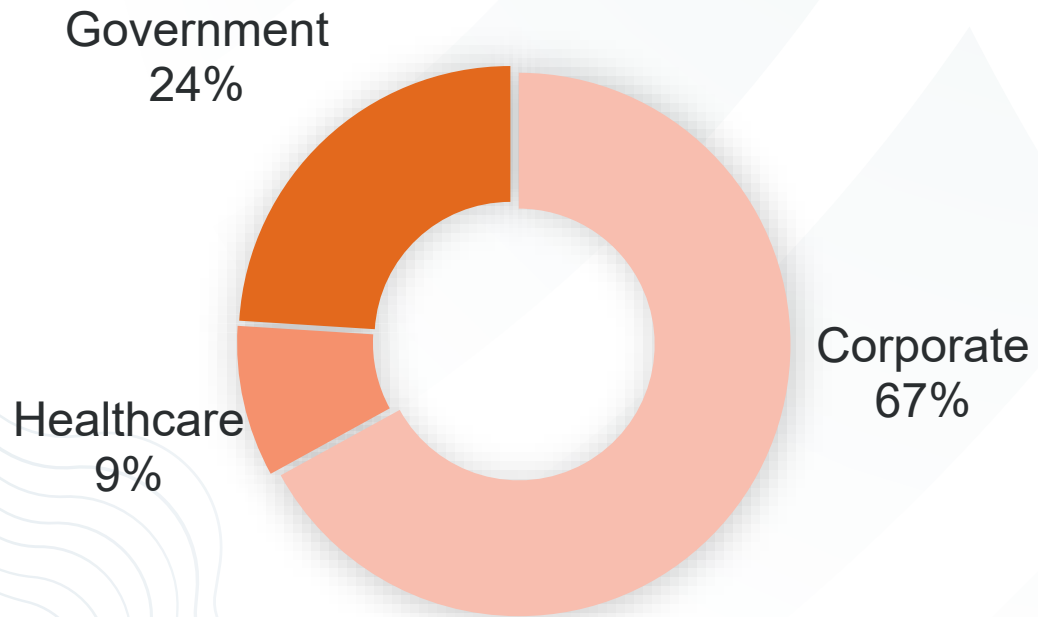
(2) Average 95% of the revenue recognized in each of the eight most recently completed quarters was generated from contracts entered into in prior quarters or renewals of those contracts, exclusive of upsells.

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

(4) As of March 31, 2022.

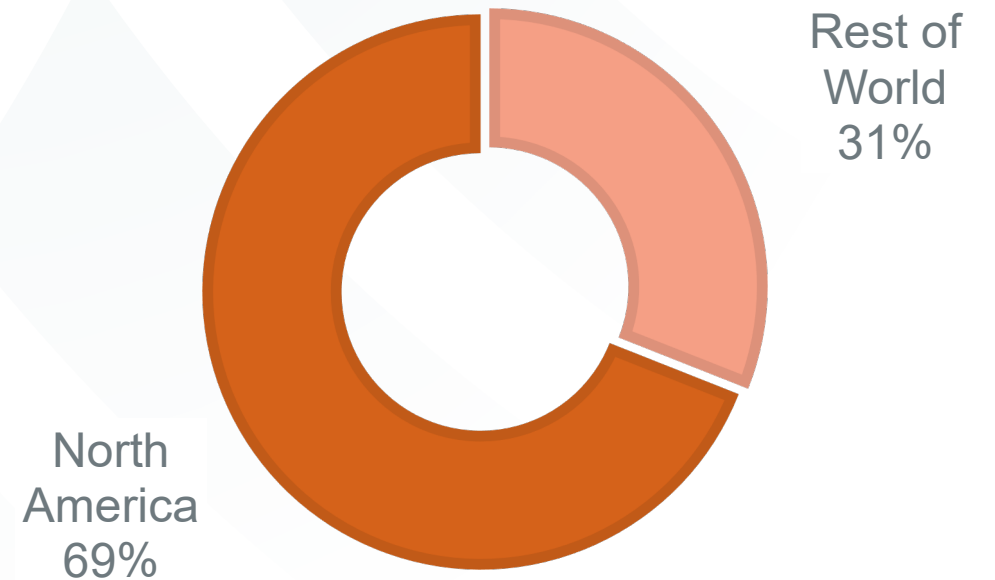
Strong and Diversified Revenue Profile

Revenue by Vertical¹

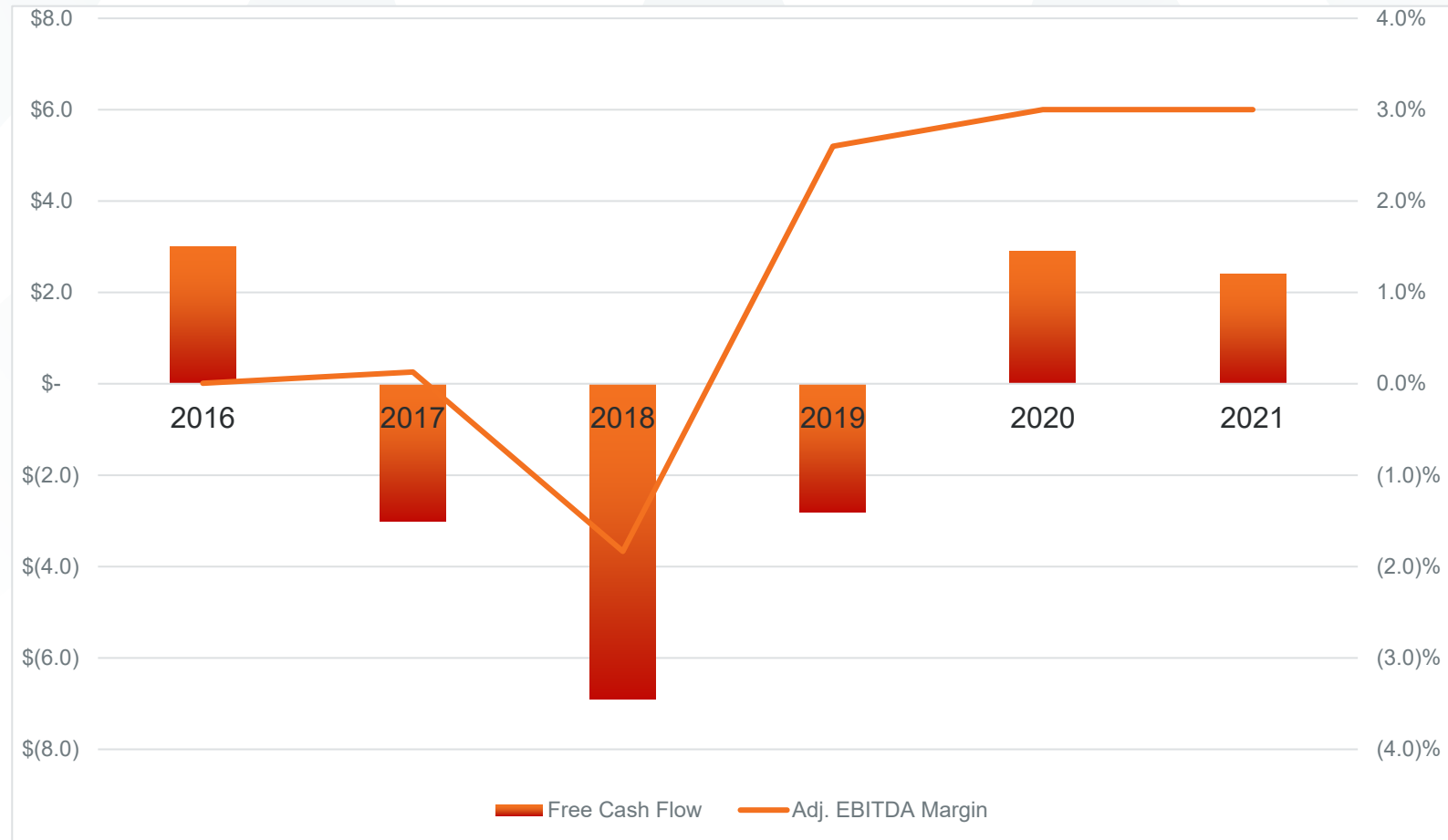


Revenue by Geography¹

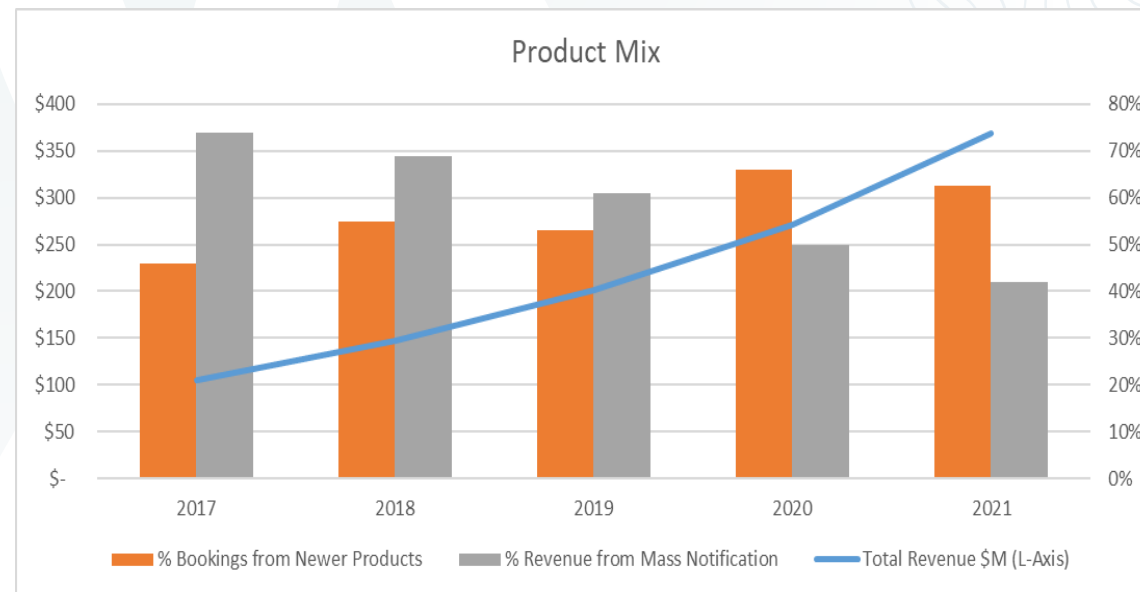
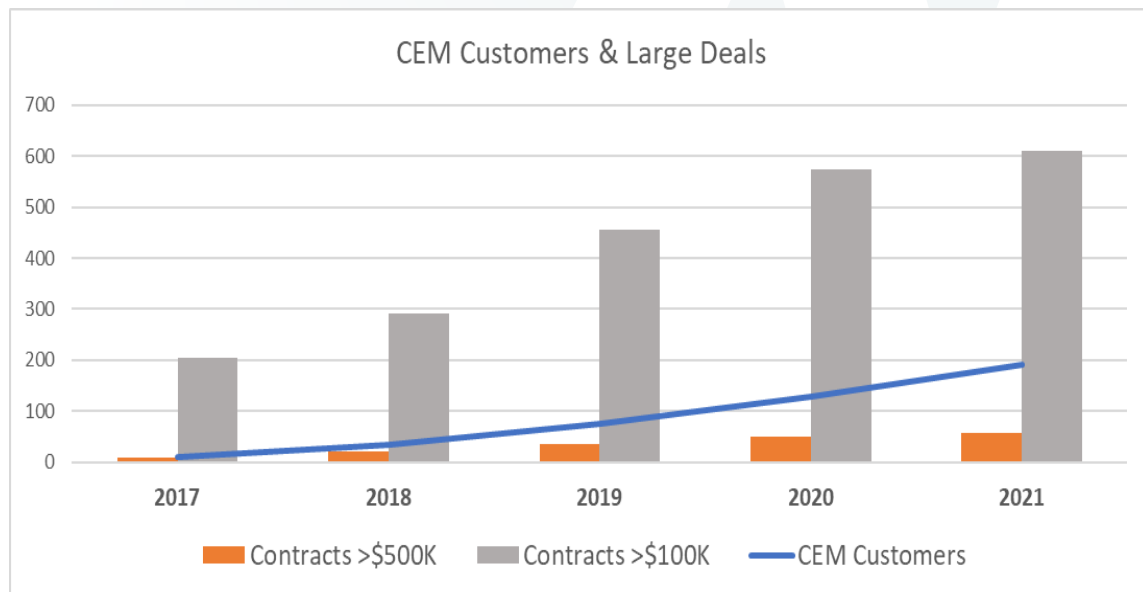
Rest of World North America



Improving Cash Flow and Profitability



Deal Sizes and Mix: Expanding our Competitive Moat



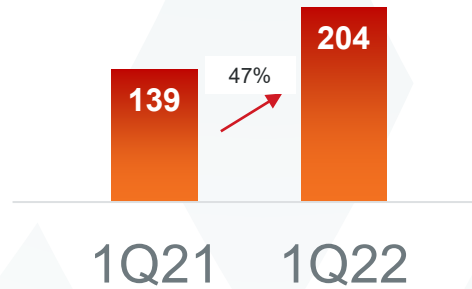
- CEM portfolio creates on-ramp for customers to Land, Expand, Adopt, Renew
- Deal sizes have grown consistently with CEM adoption
- Bookings contribution from newer products makes up over 60% of total
- Revenue from traditional Mass Notification solutions is about 40% of total

Quarterly Snapshot of Key Metrics

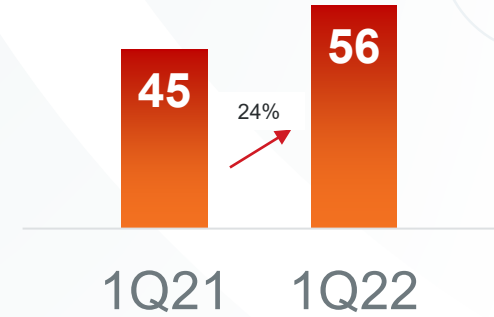
Customers



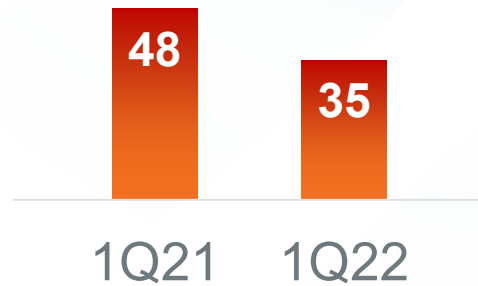
CEM Customers



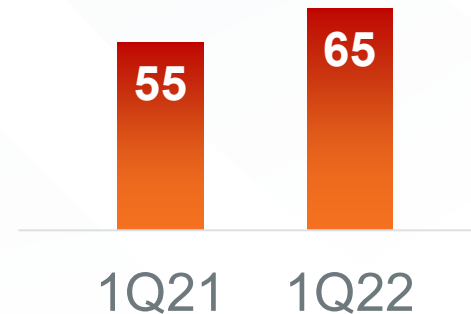
\$100K Customers Added



Revenue from Mass Notification (%)



Bookings from Newer Products (%)



FY22 Priorities

- Simplifying our product offerings

- + Moving from several dozen individual point products to focus on four strategic CEM solutions – each targeting a specific buyer persona with a unique and differentiated technology solution.
- + Enabling our enterprise teams to more effectively sell our greatest asset: a more robust and integrated industry-leading CEM platform.

- Expanding Public Warning market opportunity

- + Continue to leverage our industry-leading win rates to drive land-and-expand opportunities.
- + Apply increased focus towards driving network effects that multiply the opportunity inside a region once we start to penetrate it.

- Pausing material new M&A

- + Prioritize development efforts to focus on accelerating product integrations across our existing acquired assets.
- + Allow for greater competitive differentiation, product and go-to-market process simplification, driving higher productivity over time and lower cost.

Investment Summary

Adjusted
**EBITDA and
FCF
Positive**¹

**SaaS
Subscription
Model**

Growing
Enterprise
Software Suite

\$41+ Billion
TAM²

37%
Revenue CAGR³

110%+
net revenue
retention rate⁴

(1) Year ended December 31, 2021.

(2) Total Addressable Market is based on EVBG ASPs applied to 29,000+ named accounts, including (a) CEM target customers in G2000 and companies with greater than 1,000 employees; (b) IT & IoT alerting target customers as % of employees supporting IT; and (c) 180+ target Population Alerting countries priced according to population and GDP. TAM, which is based on management estimates, is inherently subject to uncertainties and actual events or circumstances may differ materially from management estimates reflected in this presentation.

(3) Compound annual growth rate for the years 2016-2021.

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

Updated FY22 Outlook

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

	Second Quarter 2022				Full Year 2022				Full Year 2022 Guidance Issued Feb 24th, 2022			
Revenue	\$	101.8	to	\$	102.2	\$	428.2	to	\$	432.8	\$	426.0 to \$ 432.0
Revenue growth		17%			18%		16%			17%		15% 17%
GAAP net loss	\$	(46.0)		\$	(45.0)	\$	(135.0)		\$	(133.0)	\$	(141.0) \$ (139.0)
GAAP net loss per share	\$	(1.18)		\$	(1.15)	\$	(3.38)		\$	(3.33)	\$	(3.55) \$ (3.50)
Non-GAAP net income (loss)	\$	(5.2)		\$	(4.2)	\$	10.7		\$	12.7	\$	10.2 \$ 12.2
Non-GAAP net income (loss) per share	\$	(0.13)		\$	(0.11)	\$	0.23		\$	0.27	\$	0.22 \$ 0.26
Adjusted EBITDA	\$	(1.0)		\$	-	\$	33.5		\$	35.5	\$	33.0 \$ 35.0

(1) See slide 23 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 June 30, 2022		Year Ended December 31, 2022		Year Ended December 31, 2022 Issued Feb 24 th , 2022	
	Low End	High End	Low End	High End	Low End	High End
Net loss	\$ (46.0)	\$ (45.0)	\$ (135.0)	\$ (133.0)	\$ (141.0)	\$ (139.0)
Amortization of acquired intangibles	11.0	11.0	42.0	42.0	51.0	51.0
Accretion of interest on convertible senior notes	1.3	1.3	5.2	5.2	5.2	5.2
Strategic realignment	6.5	6.5	16.5	16.5	—	—
Stock-based compensation	22.0	22.0	82.0	82.0	95.0	95.0
Non-GAAP net income (loss)	\$ (5.2)	\$ (4.2)	\$ 10.7	\$ 12.7	\$ 10.2	\$ 12.2

Weighted average common shares outstanding:

Basic	39,000,000	39,000,000	40,000,000	40,000,000	39,700,000	39,700,000
Diluted	39,000,000	39,000,000	47,000,000	47,000,000	47,000,000	47,000,000
Net loss per share	\$ (1.18)	\$ (1.15)	\$ (3.38)	\$ (3.33)	\$ (3.55)	\$ (3.50)
Non-GAAP net income (loss) per share	\$ (0.13)	\$ (0.11)	\$ 0.23	\$ 0.27	\$ 0.22	\$ 0.26

Net loss	\$ (46.0)	\$ (45.0)	\$ (135.0)	\$ (133.0)	\$ (141.0)	\$ (139.0)
Interest expense, net	1.4	1.4	6.0	6.0	6.0	6.0
Income taxes, net	0.1	0.1	4.0	4.0	6.0	6.0
Depreciation and amortization	15.0	15.0	60.0	60.0	67.0	67.0
EBITDA	(29.5)	(28.5)	(65.0)	(63.0)	(62.0)	(60.0)
Strategic realignment	6.5	6.5	16.5	16.5	—	—
Stock-based compensation	22.0	22.0	82.0	82.0	95.0	95.0
Adjusted EBITDA	\$ (1.0)	\$ -	\$ 33.5	\$ 35.5	\$ 33.0	\$ 35.0

Reconciliation non-GAAP/GAAP

\$millions

For the Twelve Months Ended
December 31,

	2016	2017	2018	2019	2020	2021
Net loss	\$ (11.3)	\$ (19.6)	\$ (47.5)	\$ (52.3)	\$ (93.4)	\$ (94.8)
Interest expense, net	0.5	0.2	4.5	3.0	22.1	35.6
Income taxes, net	-	-	0.8	0.4	(2.3)	(12.6)
Depreciation and amortization	7.7	10.2	13.7	19.7	30.8	53.2
(Gain) loss on extinguishment of debt	-	-	-	1.4	0.3	(7.2)
Change in fair value of contingent consideration	-	(1.0)	(0.3)	(0.6)	3.7	(7.1)
Stock-based compensation	3.1	9.3	25.8	33.5	46.8	44.1
Adjusted EBITDA	\$ -	\$ (0.9)	\$ (3.0)	\$ 5.1	\$ 8.0	\$ 11.2
Net cash from operating activities	\$ 9.5	\$ 4.9	\$ 3.3	\$ 10.3	\$ 15.8	\$ 22.2
Capital expenditures	(1.0)	(1.7)	(1.7)	(5.3)	(3.3)	(5.1)
Capitalized software development costs	(5.5)	(6.2)	(8.5)	(7.8)	(9.6)	(14.7)
Free cash flow	\$ 3.0	\$ (3.0)	\$ (6.9)	\$ (2.8)	\$ 2.9	\$ 2.4



A large, white version of the Everbridge logo is centered in the image. It consists of the same stylized arch icon followed by the word "everbridge" in a large, white, sans-serif font, with a registered trademark symbol (®) at the end. The background is a long-exposure photograph of a multi-level highway interchange at night, with light trails from cars creating a sense of motion. The image is framed by blue and orange geometric shapes and wavy white lines.