

Investor Presentation and KPIs

Third Quarter FY'22

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Forward-Looking Statements

This presentation may contain forward-looking statements regarding future events or the expected financial performance of our company including statements about our future growth and related targets, such as operating cash flow. These statements reflect management's current expectations, estimates and assumptions based on the information currently available to us. These forward-looking statements are not guarantees of future performance and involve significant risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from results, performance or achievements expressed or implied by the forward-looking statements contained in this presentation.

A discussion of factors that may affect future results is contained in our most recent SEC Form 10-Q filing available at www.sec.gov, including descriptions of the risk factors that may impact us and the forward-looking statements made in this presentation. The forward-looking statements made in this presentation are made as of December 1, 2021. If this presentation is reviewed after December 1, 2021, even if made available by us, on our website or otherwise, it may not contain current or accurate information. We disclaim any obligation to update or revise any forward-looking statement based on new information, future events or otherwise, except as required by applicable law.

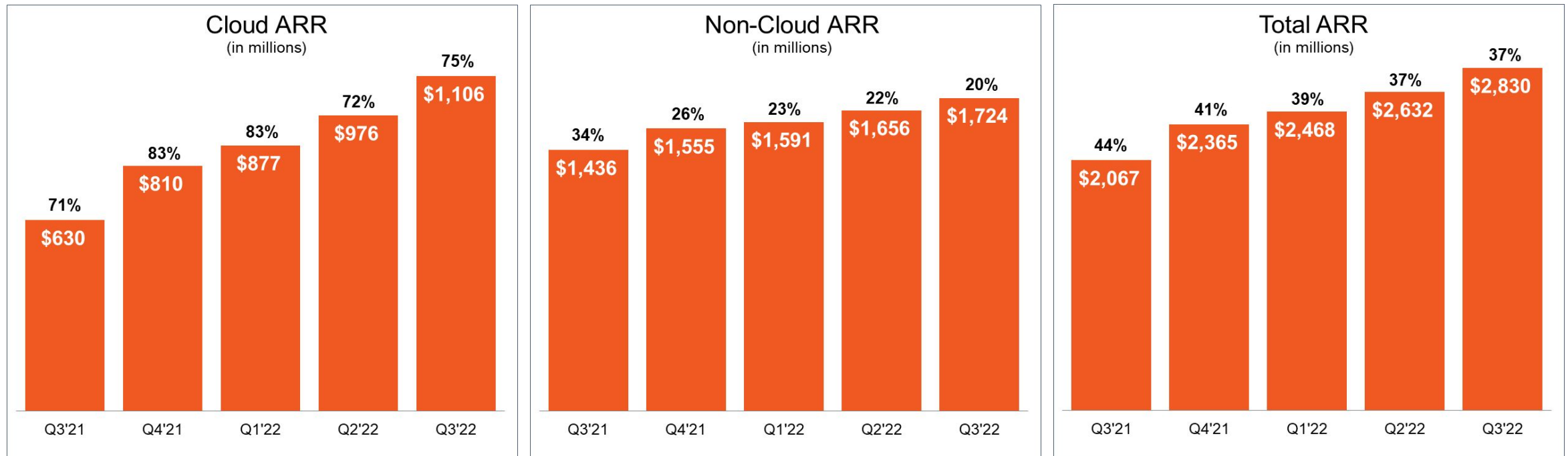
Non-GAAP Financial Measures

This presentation contains the following non-GAAP financial measures: total gross margin and cloud gross margin (collectively the “non-GAAP financial measures”). These non-GAAP financial measures are presented for supplemental informational purposes only and should not be considered a substitute for financial information presented in accordance with GAAP.

These non-GAAP financial measures have limitations as analytical tools, and they should not be considered in isolation or as a substitute for analysis of other GAAP financial measures. A reconciliation of these measures to the most directly comparable GAAP measures is included at the end of this presentation.

Durable Growth

Annual Recurring Revenue

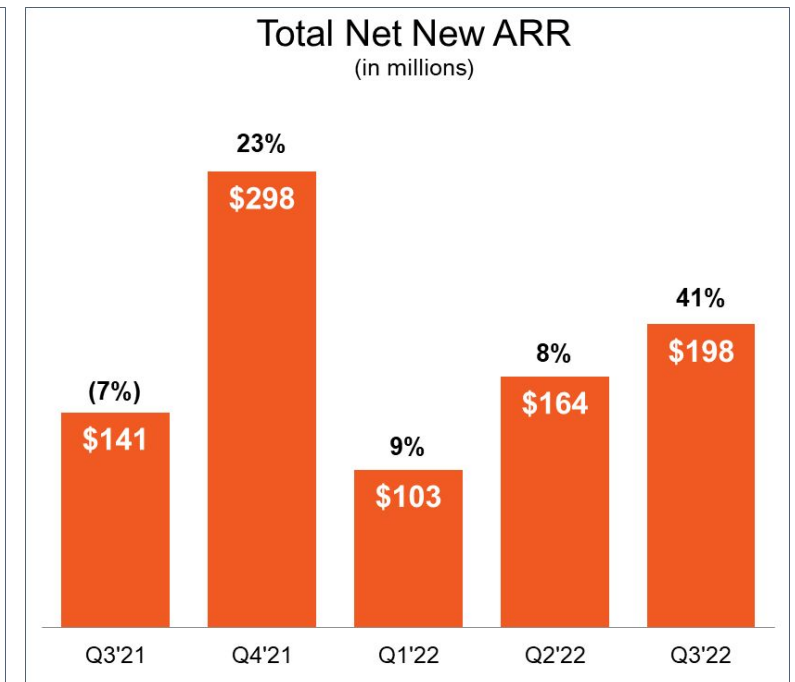
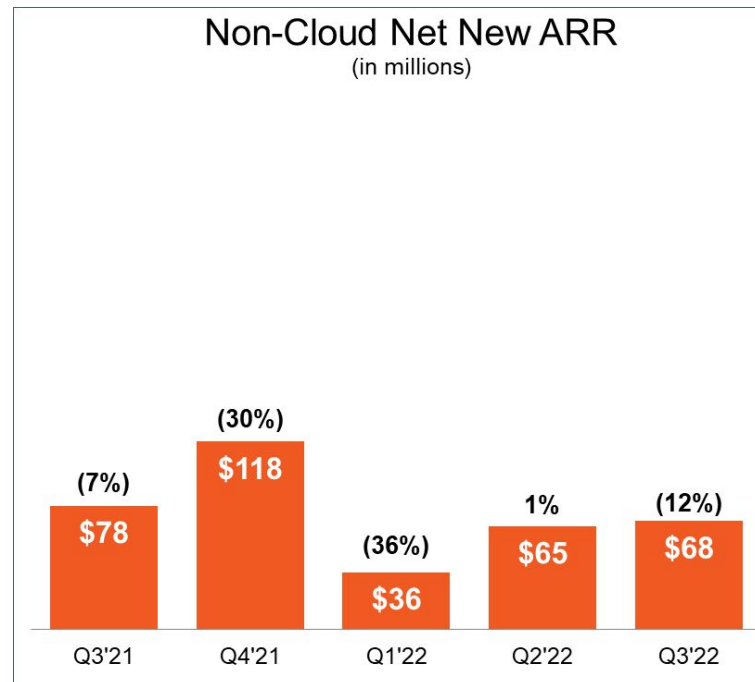
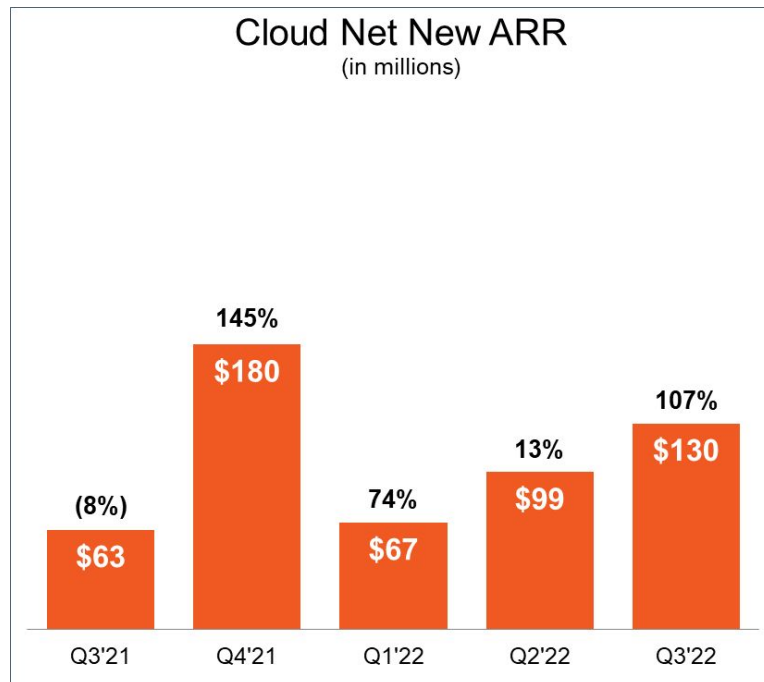


Total Annual Recurring Revenue ("Total ARR") represents the annualized revenue run-rate of active cloud services, term license and maintenance contracts at the end of a reporting period. Cloud ARR represents the annualized revenue run-rate of active cloud services contracts at the end of a reporting period. Non-Cloud ARR represents the annualized revenue run-rate of active term license and maintenance contracts at the end of a reporting period. Each contract is annualized by dividing the contract value by the number of days in the contract term and then multiplying by 365.

% represents YoY growth

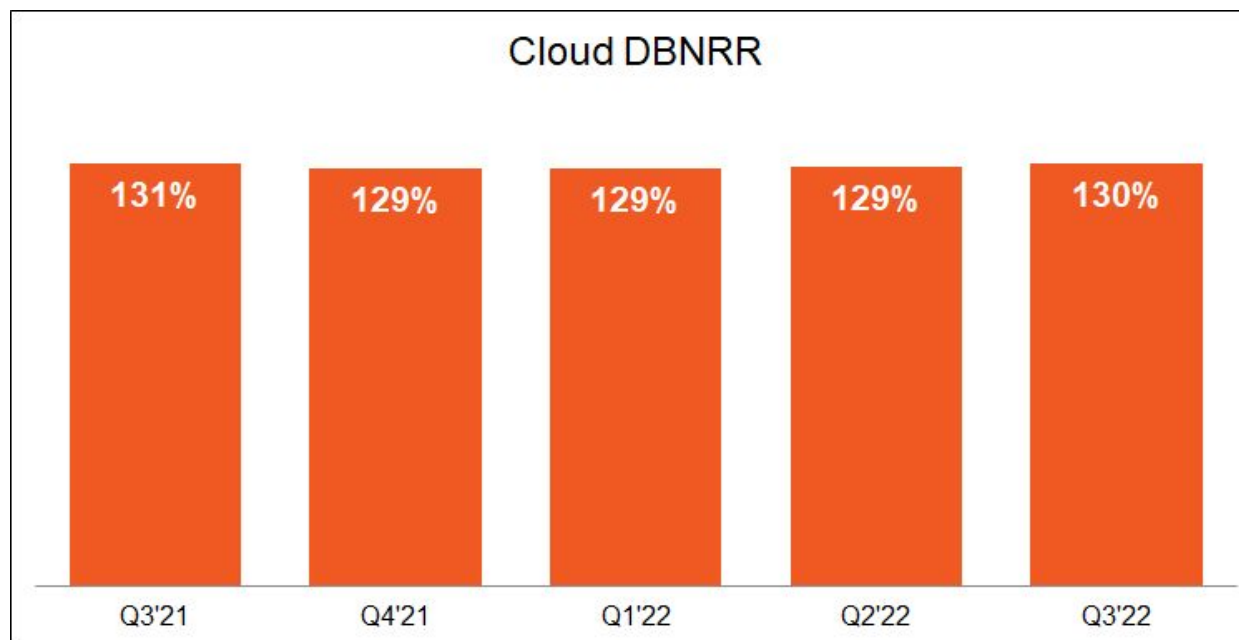
Durable Growth

Sequential Change in ARR



Consistently High Renewal and Expansion

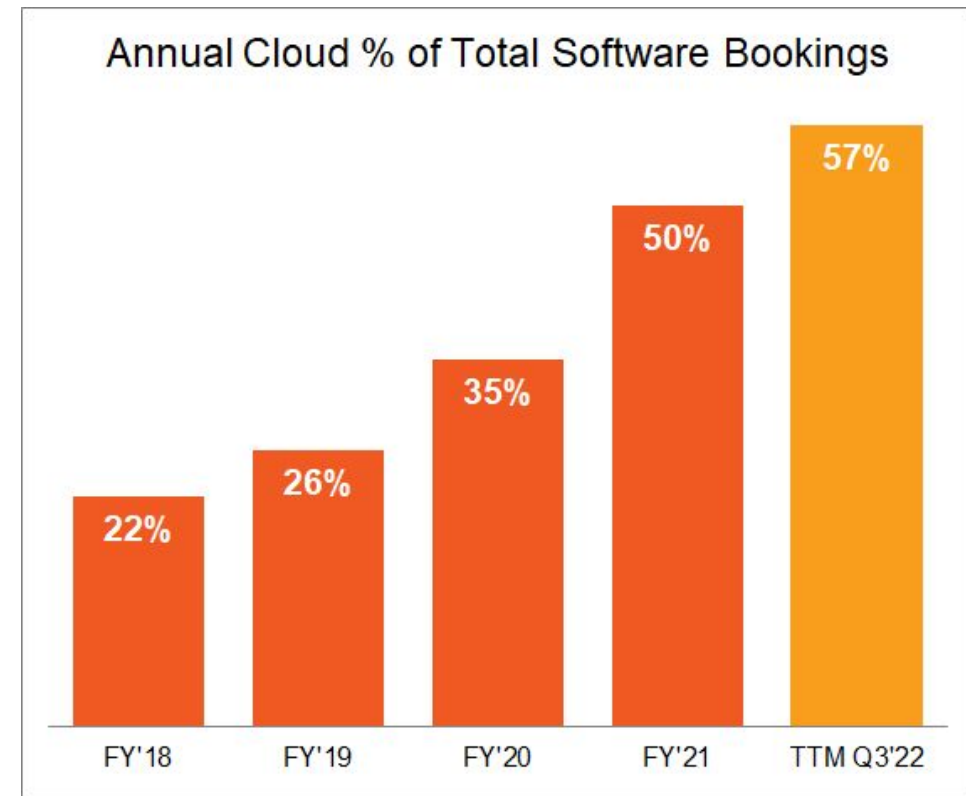
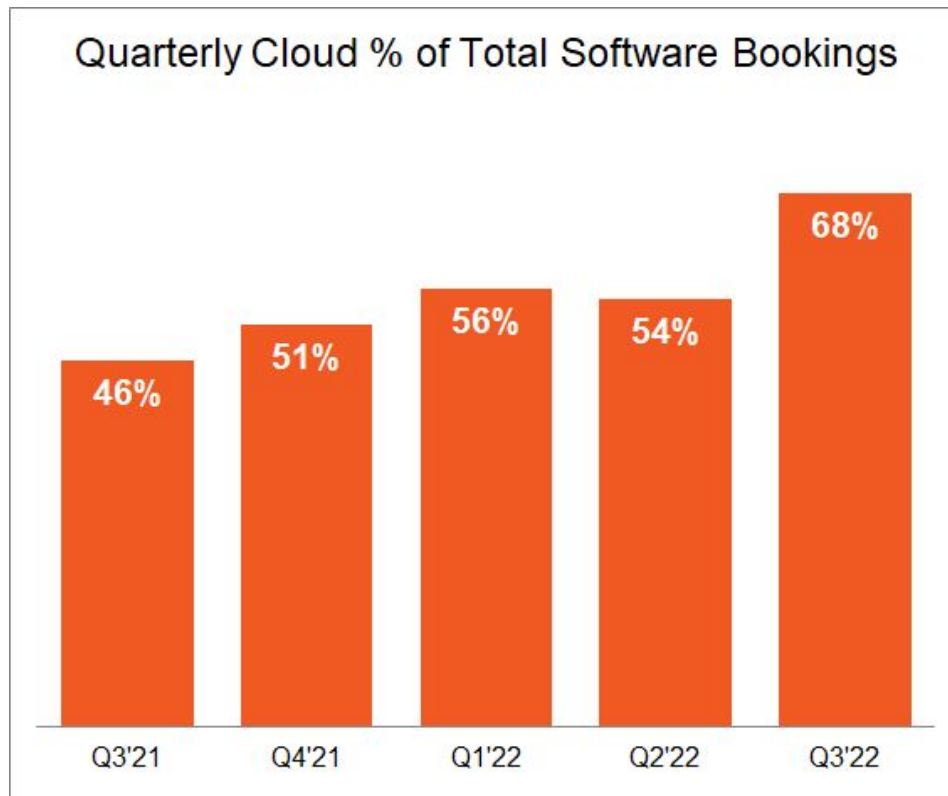
Dollar-Based Net Retention Rate (trailing 12 months)



We calculate cloud dollar-based net retention rate ("Cloud DBNRR") by dividing the total ARR from our Cloud customer base at the end of a period ("Cloud Current Period ARR") by the ARR of the same group of customers at the beginning of that 12-month period. Cloud Current Period ARR includes existing customer renewals and expansion, is net of existing customer contraction and churn, and excludes new customers. For the trailing 12-month Cloud DBNRR, we take the dollar-weighted average of the Cloud DBNRR over the trailing 12 months.

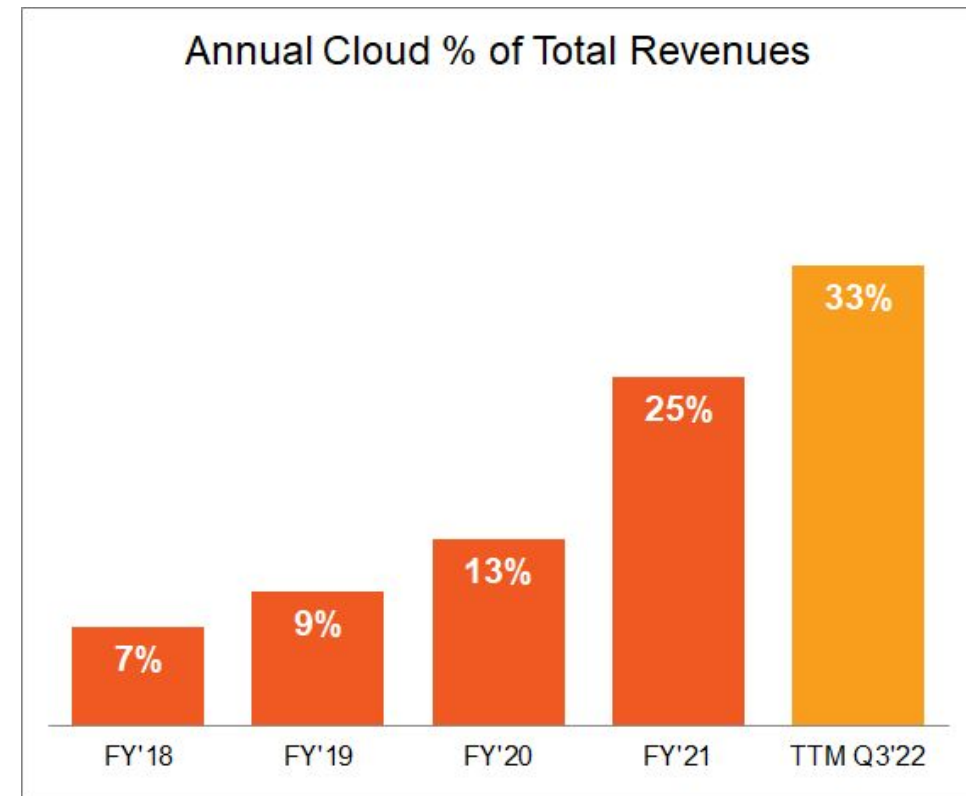
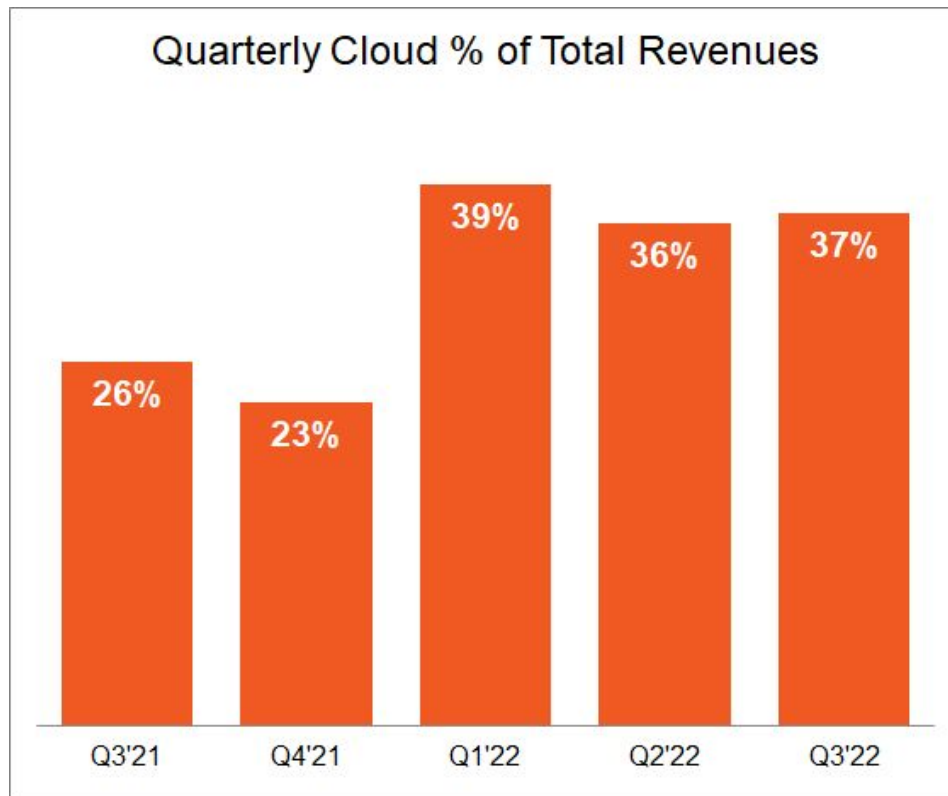
Transition to Subscription Model

Cloud Contribution to Total Software Bookings

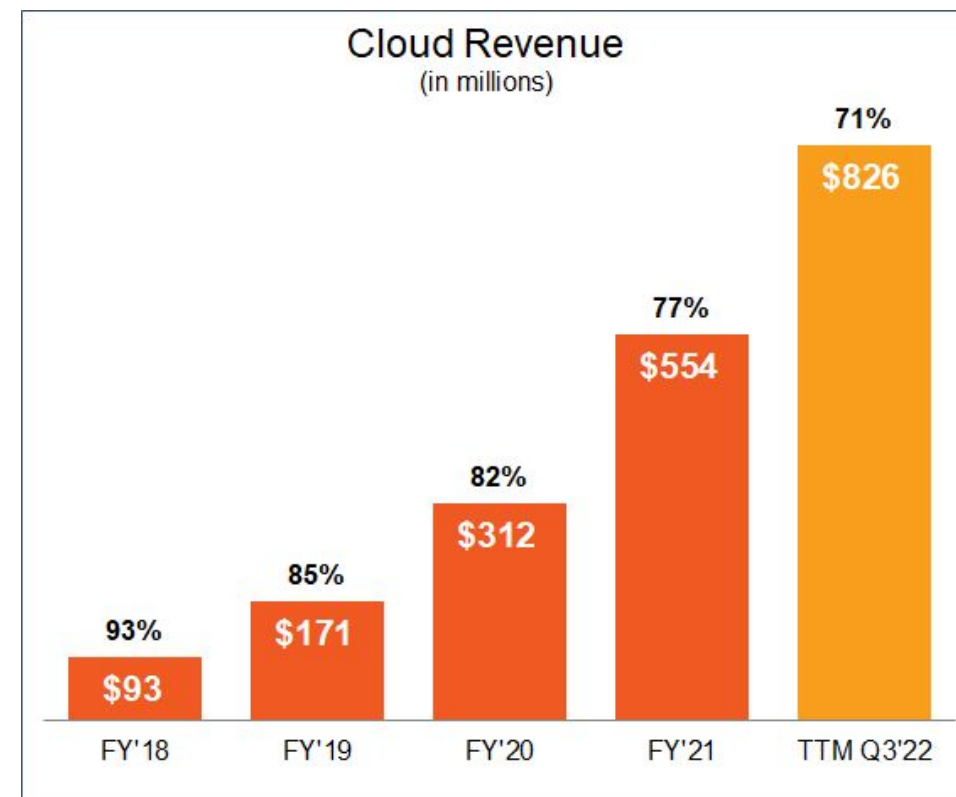
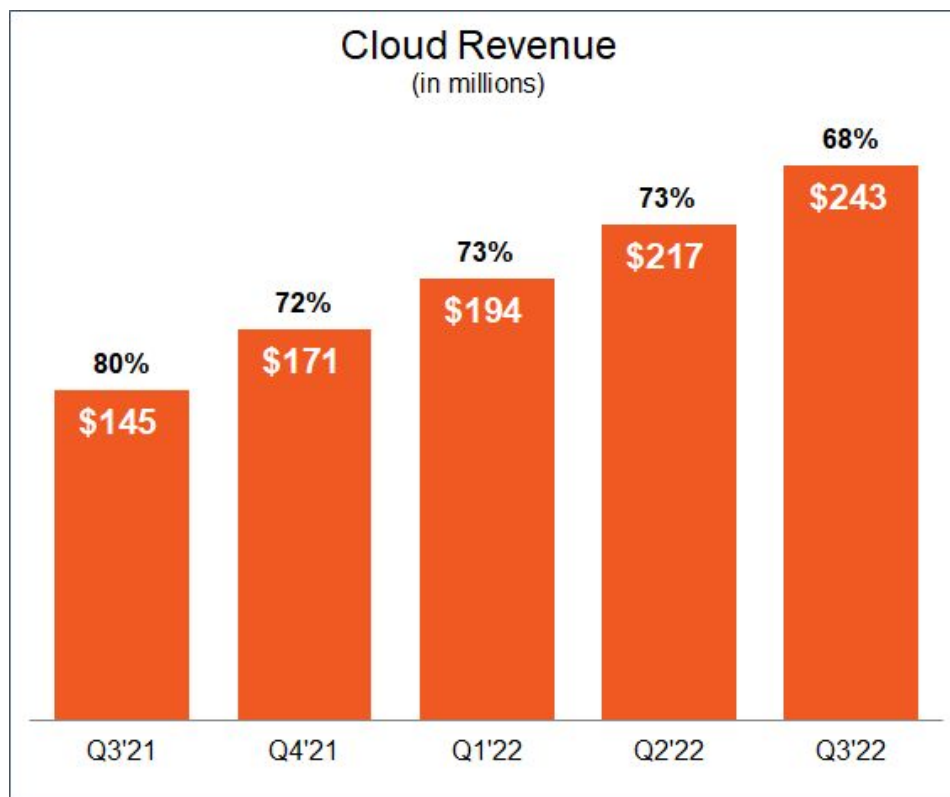


Transition to Subscription Model

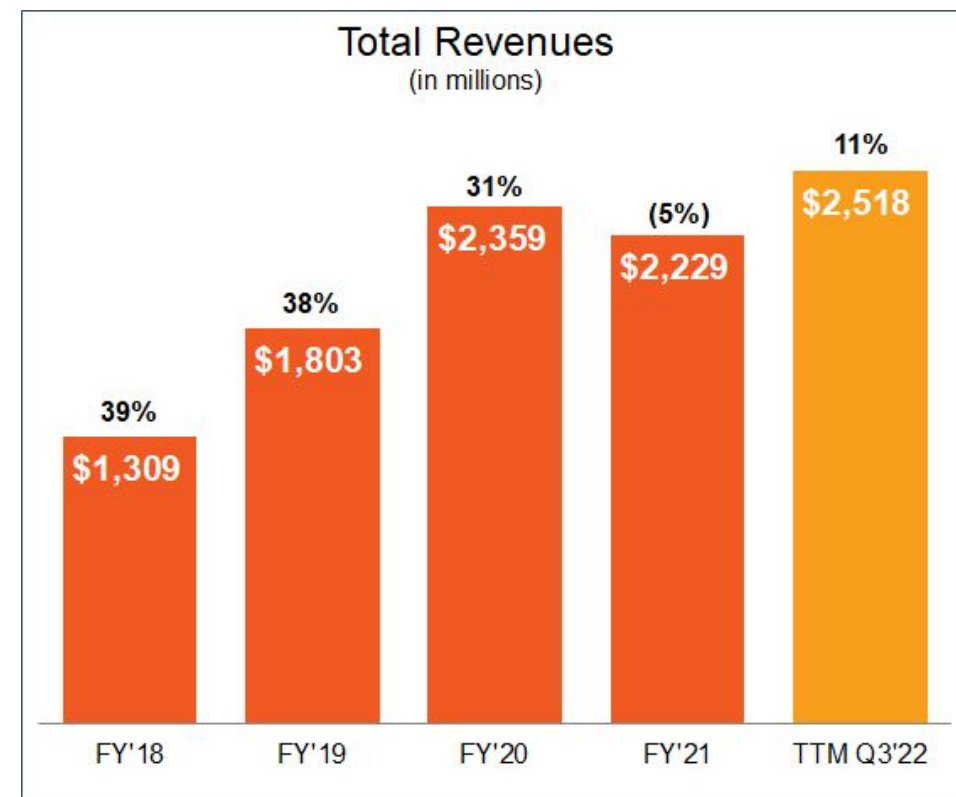
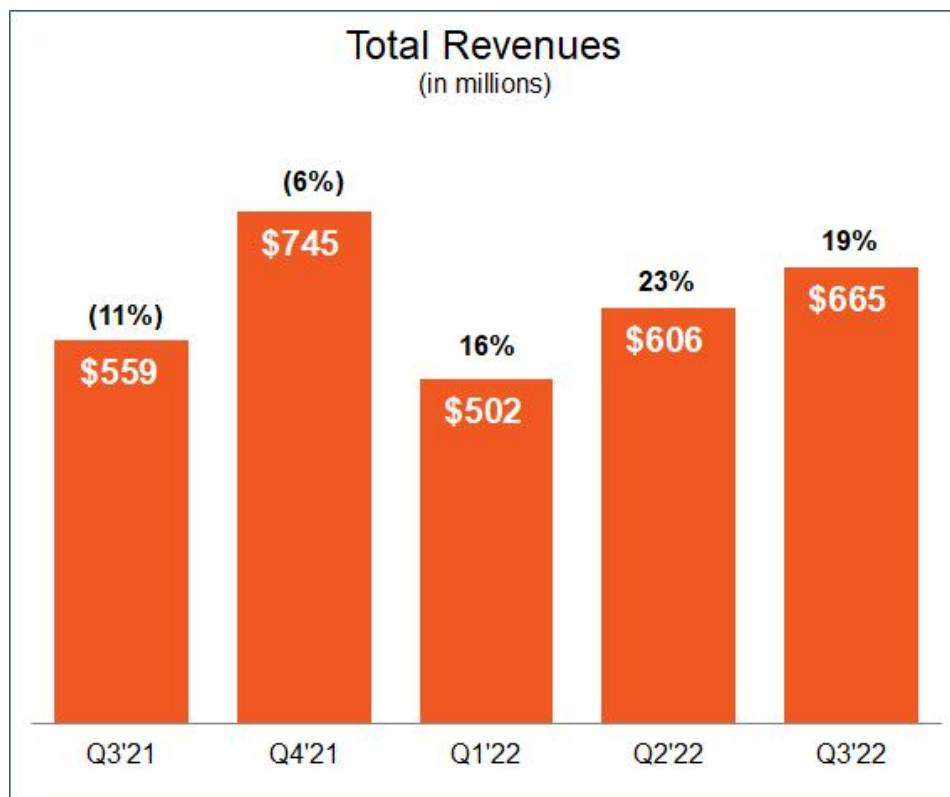
Cloud Contribution to Total Revenues



High Cloud Revenue Growth with Shift to Subscription Model

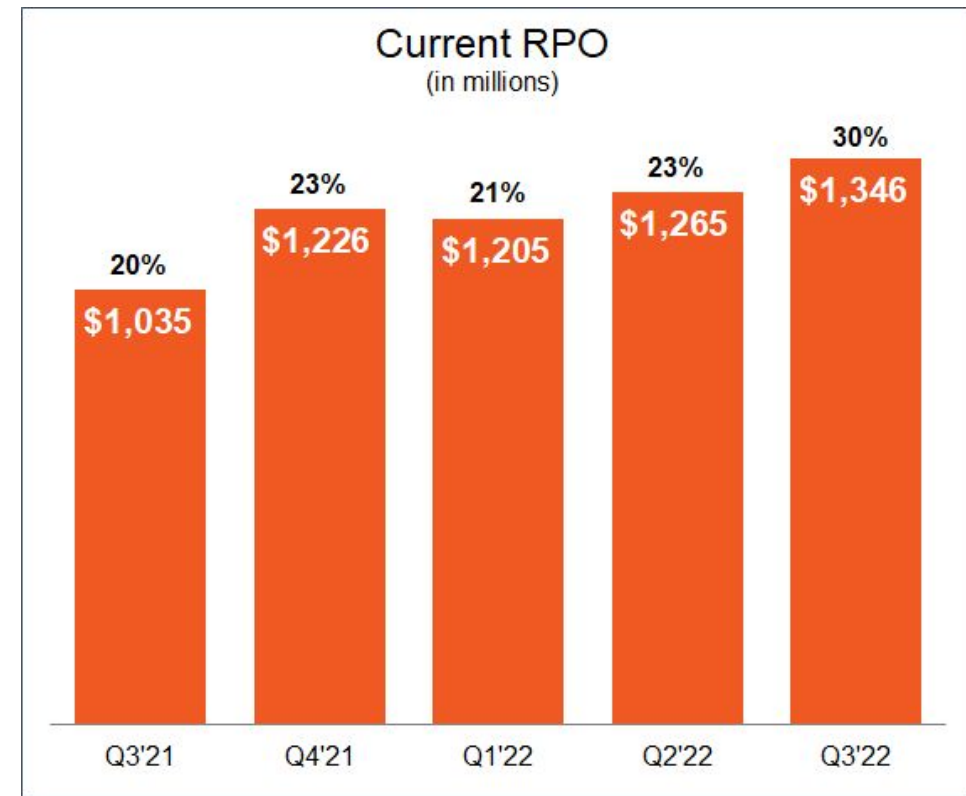
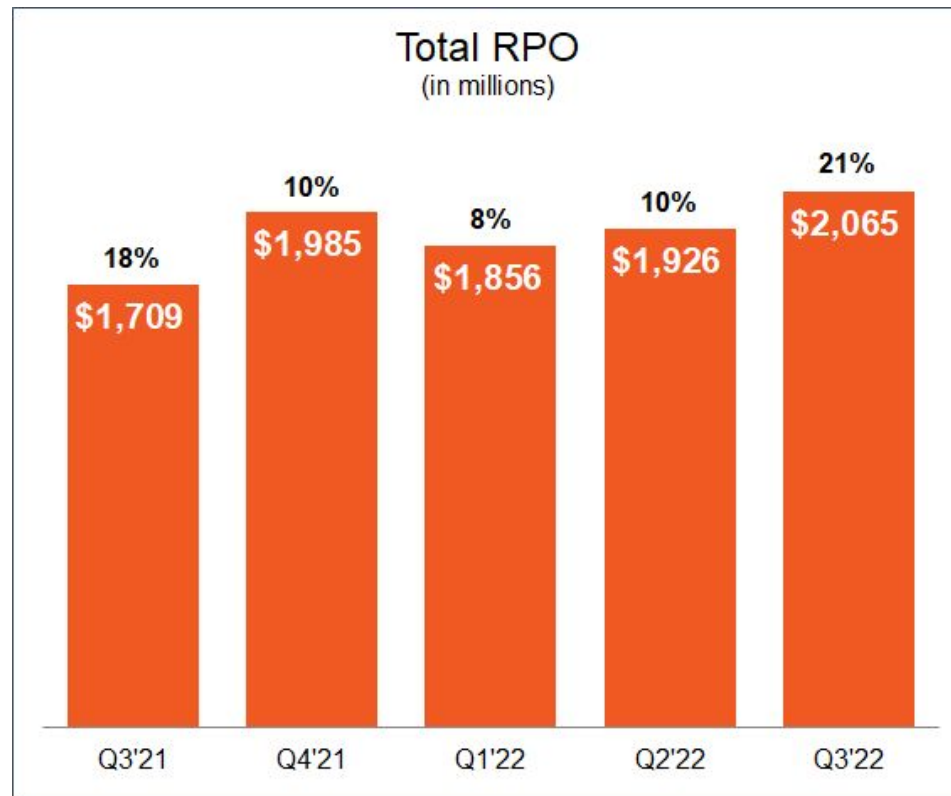


Total Revenues in Transition with Shift to Subscription Model



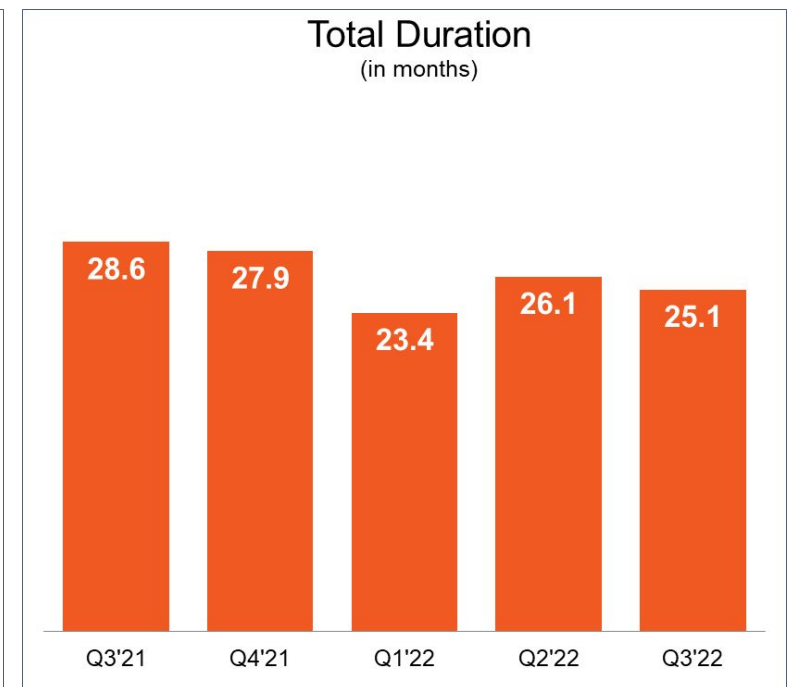
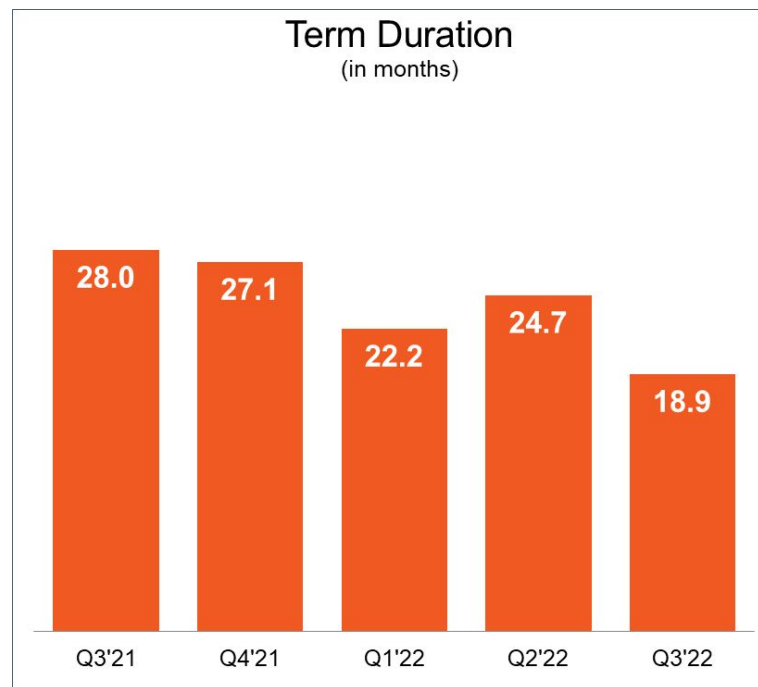
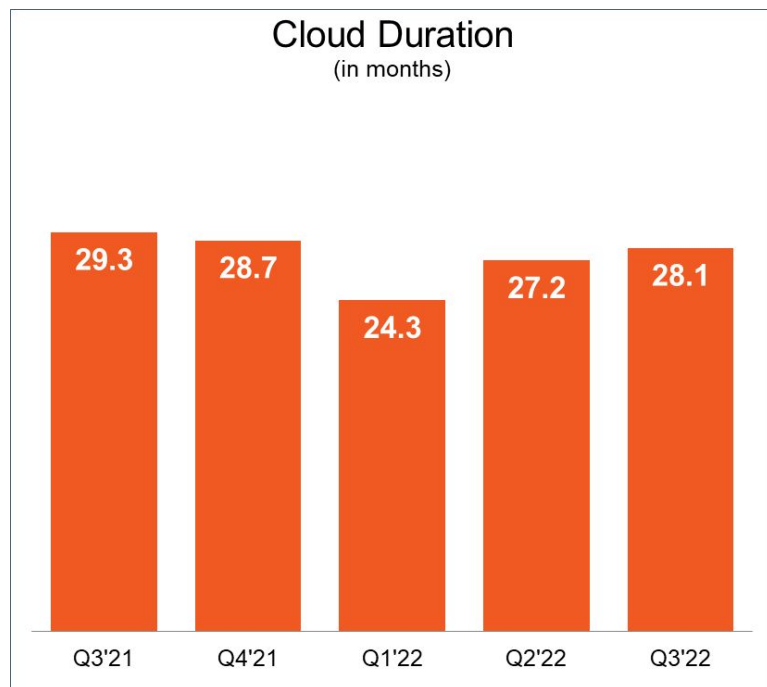
Increasing Top Line Visibility

Remaining Performance Obligation



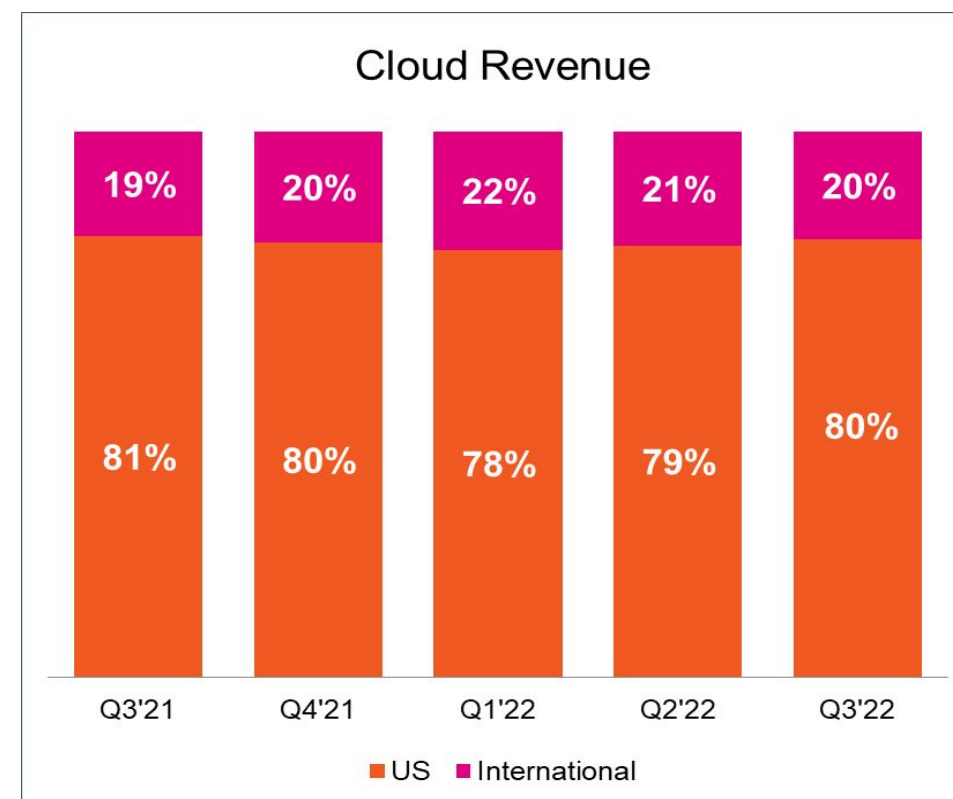
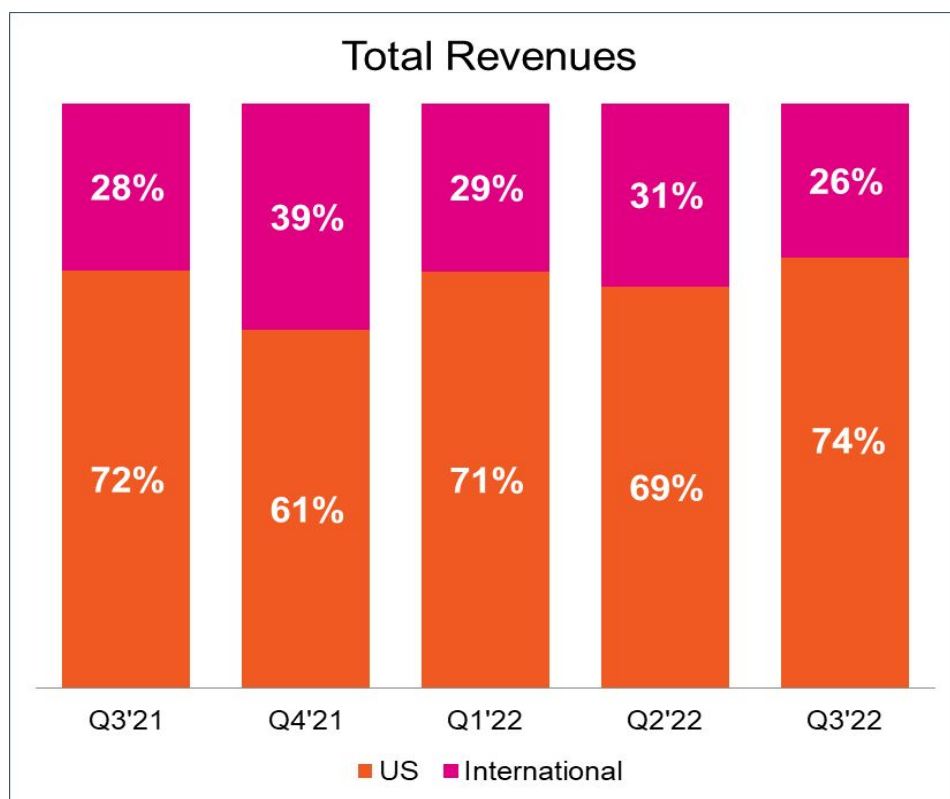
Driving Term Contract Duration Down to Promote Cloud Adoption

Average Contract Duration

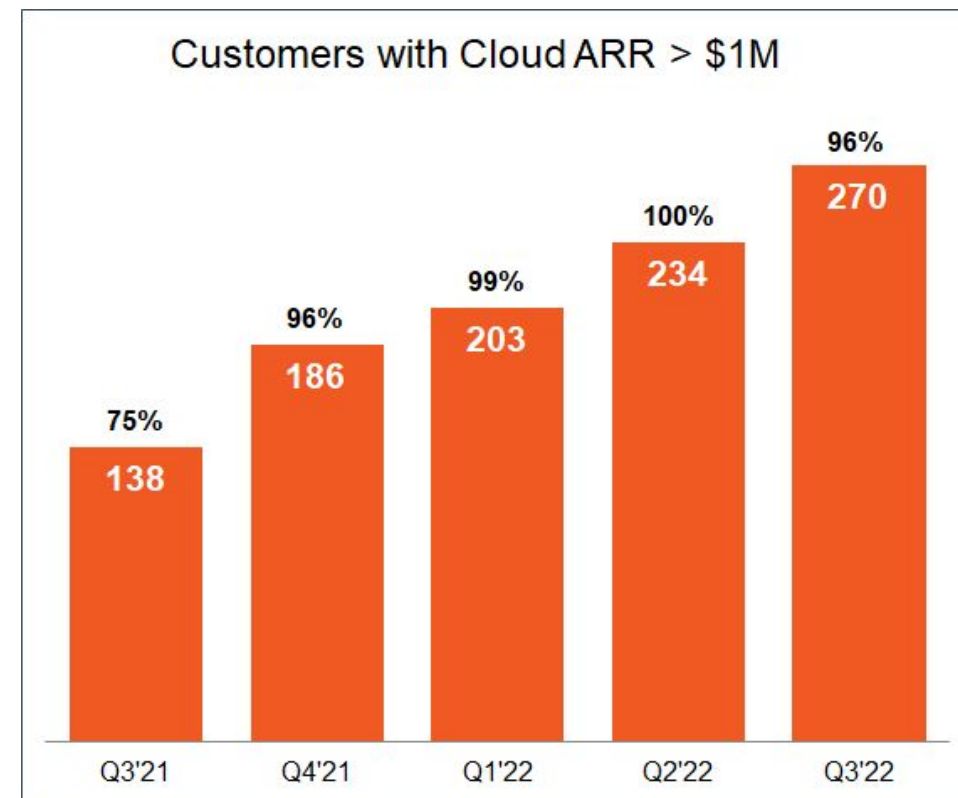
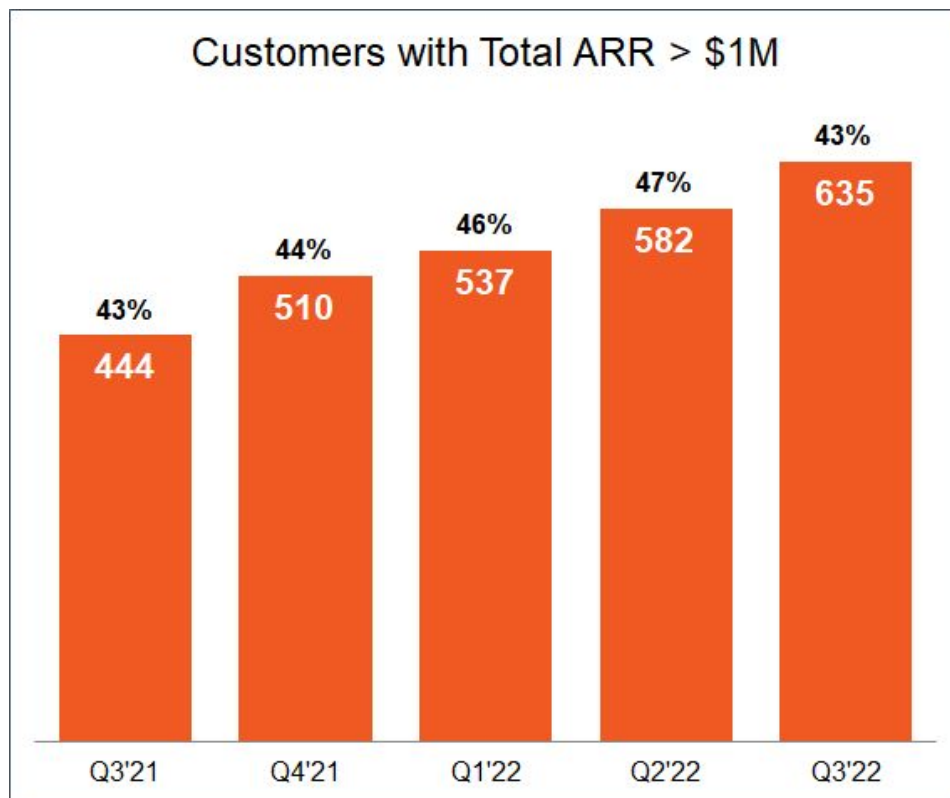


Global Expansion

Revenue Contribution by Geography

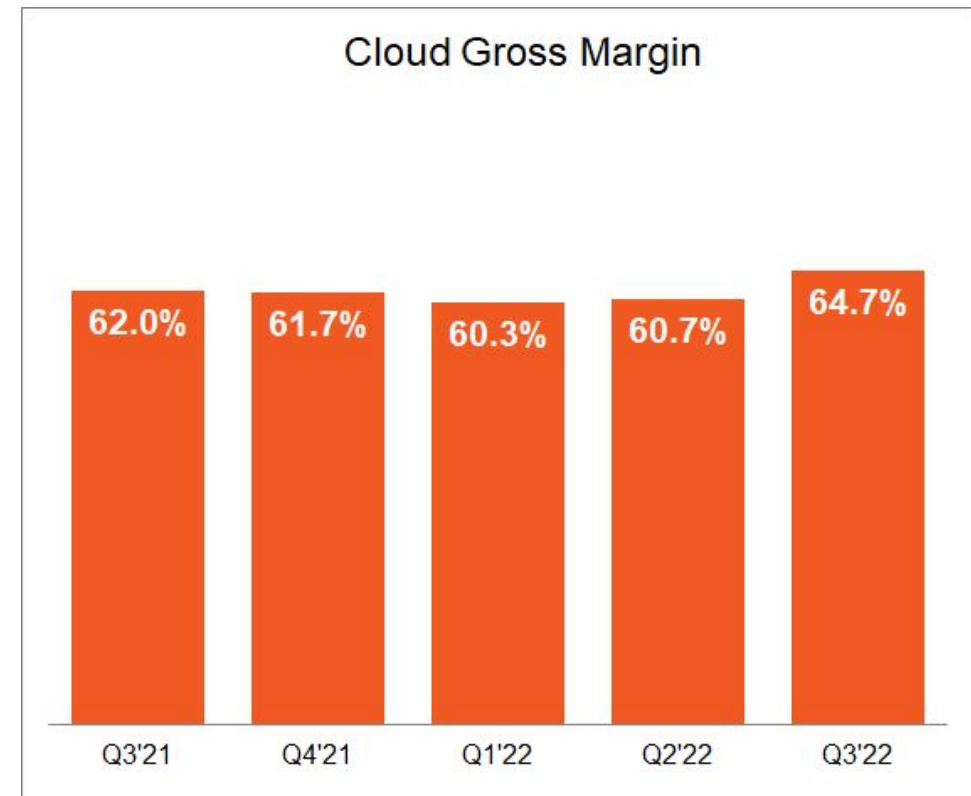
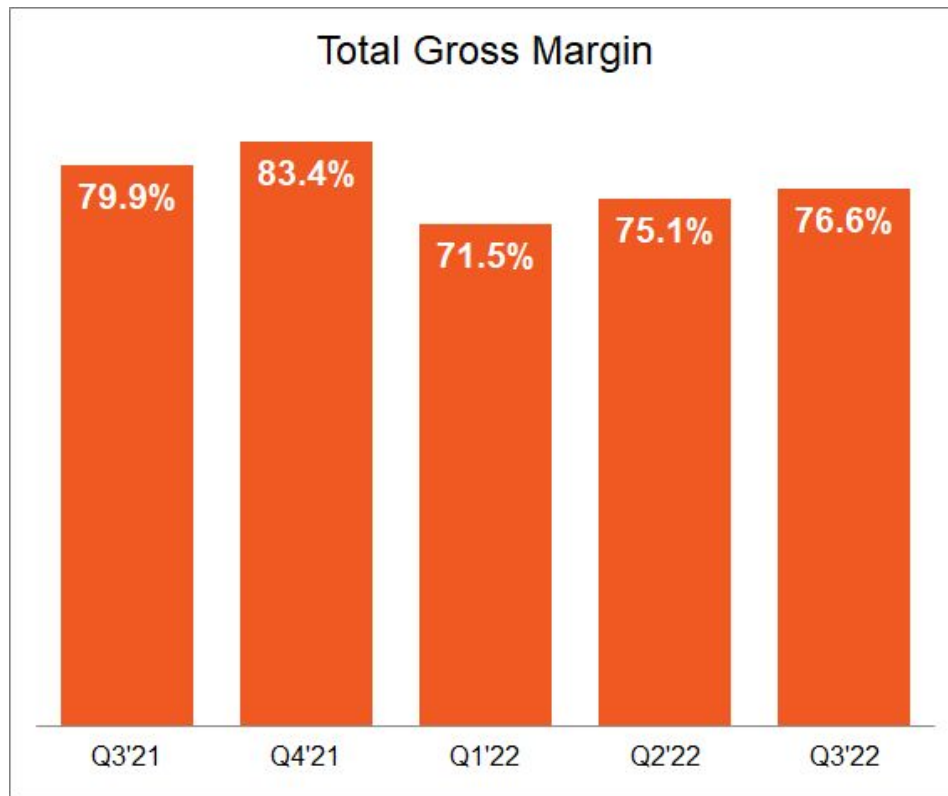


Delivering High Value to Our Customers

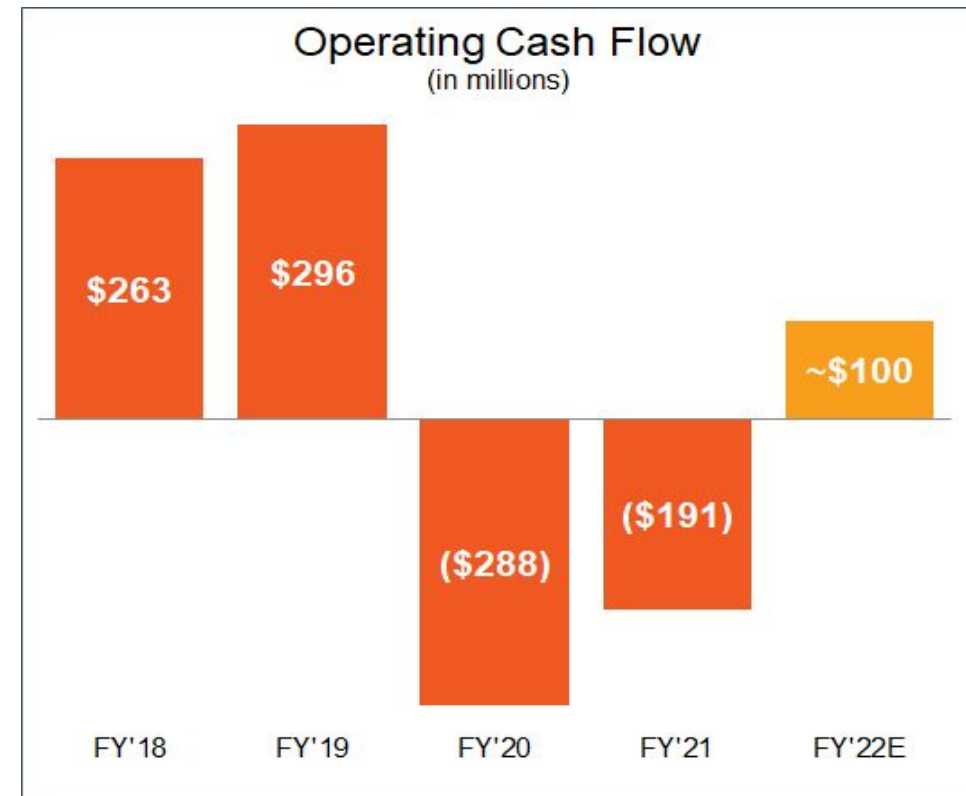
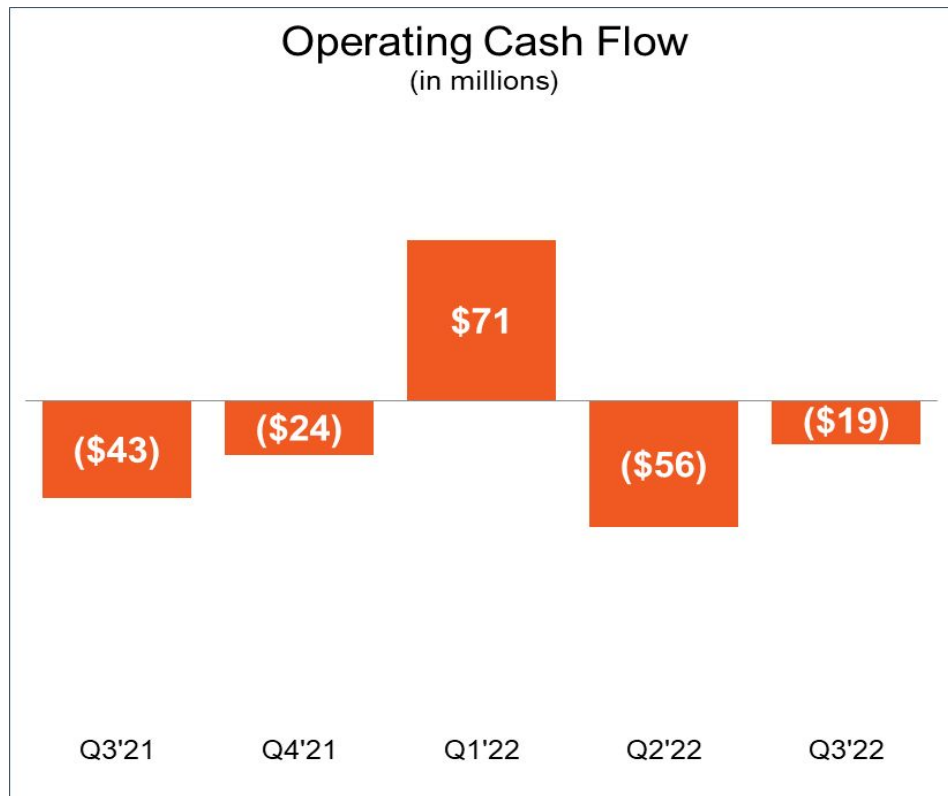


Growing Cloud Gross Margin with Scale

Gross Margin (Non-GAAP)



Operating Cash Flow Normalizing



GAAP to Non-GAAP Reconciliation

Third Quarter FY'22

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GAAP to Non-GAAP Reconciliation

	Q3'21		Q4'21		Q1'22		Q2'22		Q3'22	
	\$ '000s	% of Rev	\$ '000s	% of Rev	\$ '000s	% of Rev	\$ '000s	% of Rev	\$ '000s	% of Rev
GAAP gross margin	\$421,792	76%	\$595,182	80%	\$330,145	66%	\$422,336	70%	\$476,461	72%
Effect of non-GAAP adjustments ⁽¹⁾	24,346	4%	26,146	4%	28,983	6%	32,647	5%	33,021	5%
Non-GAAP gross margin	\$446,138	80%	\$621,328	83%	\$359,128	72%	\$454,983	75%	\$509,482	77%
GAAP Cloud gross margin	\$81,360	56%	\$95,678	56%	\$105,873	55%	\$119,406	55%	\$142,832	59%
Effect of non-GAAP adjustments ⁽¹⁾	8,428	6%	10,011	6%	11,005	6%	12,591	6%	14,523	6%
Non-GAAP Cloud gross margin	\$89,788	62%	\$105,689	62%	\$116,878	60%	\$131,997	61%	\$157,355	65%

(1) Non-GAAP financial measures exclude all or a combination of the following: expenses related to stock-based compensation and related employer payroll tax, amortization of intangible assets, adjustments related to restructuring charges and facility exits, and capitalized software development costs.