



Q3 FY22 Revenue

June 30th, 2022

FORWARD LOOKING STATEMENT

IMPORTANT NOTICE - YOU MUST READ THE FOLLOWING BEFORE CONTINUING

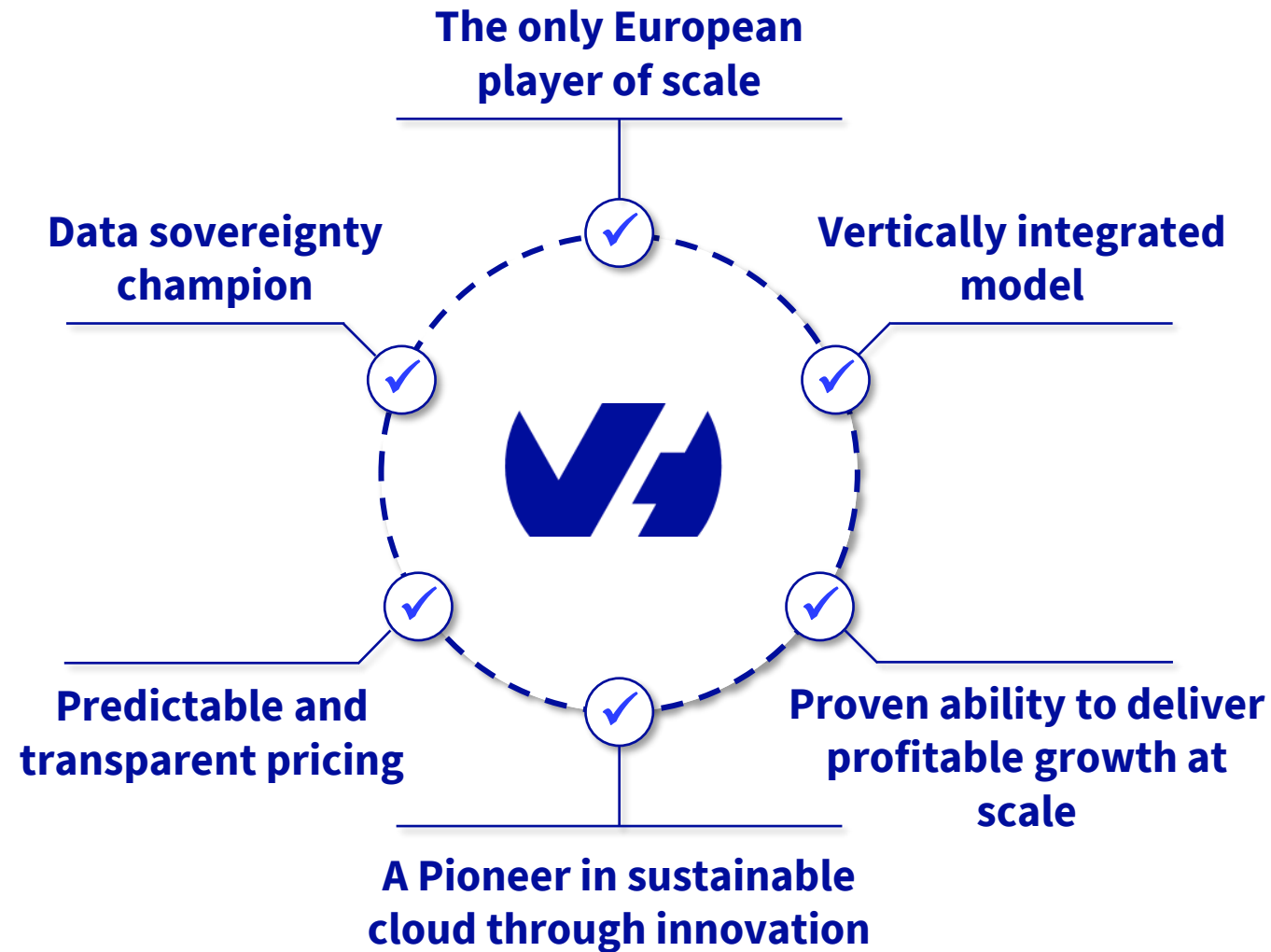
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OVHcloud delivers strong growth quarter after quarter



Strong growth in Q3 FY22

Revenue of €202m
+25.9% reported
+11.7% LFL¹

Public Cloud at **+50.3%**
reported and **+19.4%** LFL

Private Cloud at **+32.5%**
reported and **+14.6%** LFL

Net Revenue Retention Rate²
120%

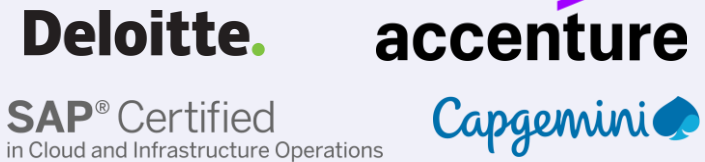
Continued successful momentum in Q3 FY22

Winning new contracts



Developing strong partnerships

Double-digit revenue growth
~900 partners, with +50 new in Q3



150+ new start-up in Q3



Preparing the upcoming Quantum Revolution



Building a PaaS growth engine

Object Storage
Standard
OVHcloud

Block Storage
High-perf
OVHcloud

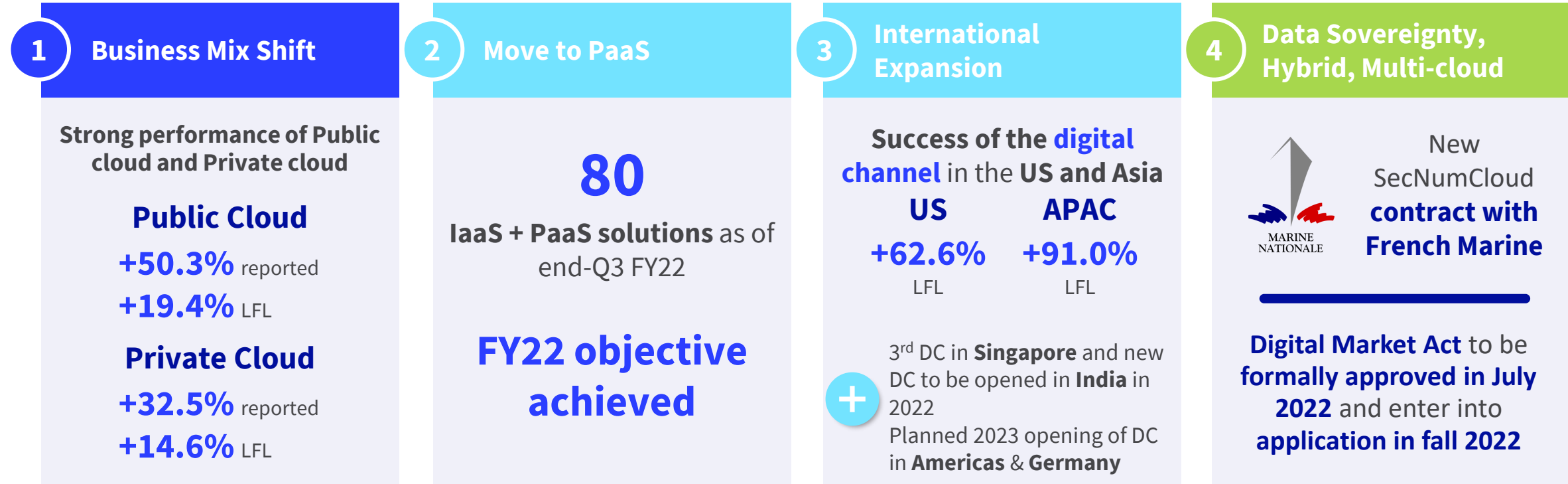
AI Apps
OVHcloud

ATEMPO
preserving data ecosystems



MongoDB®
Enterprise

Positive trend in each growth acceleration pillar

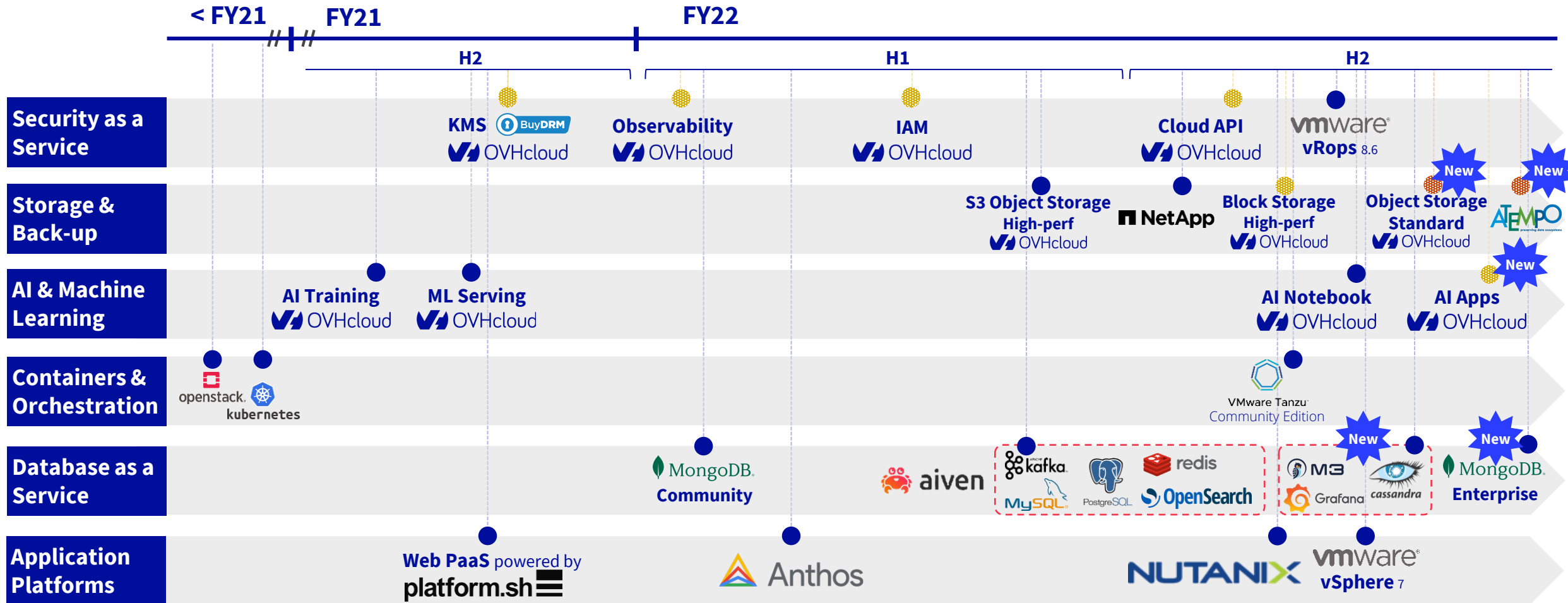


Contribution to growth acceleration



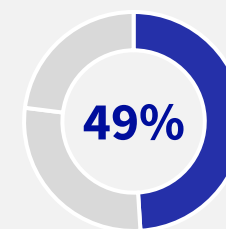
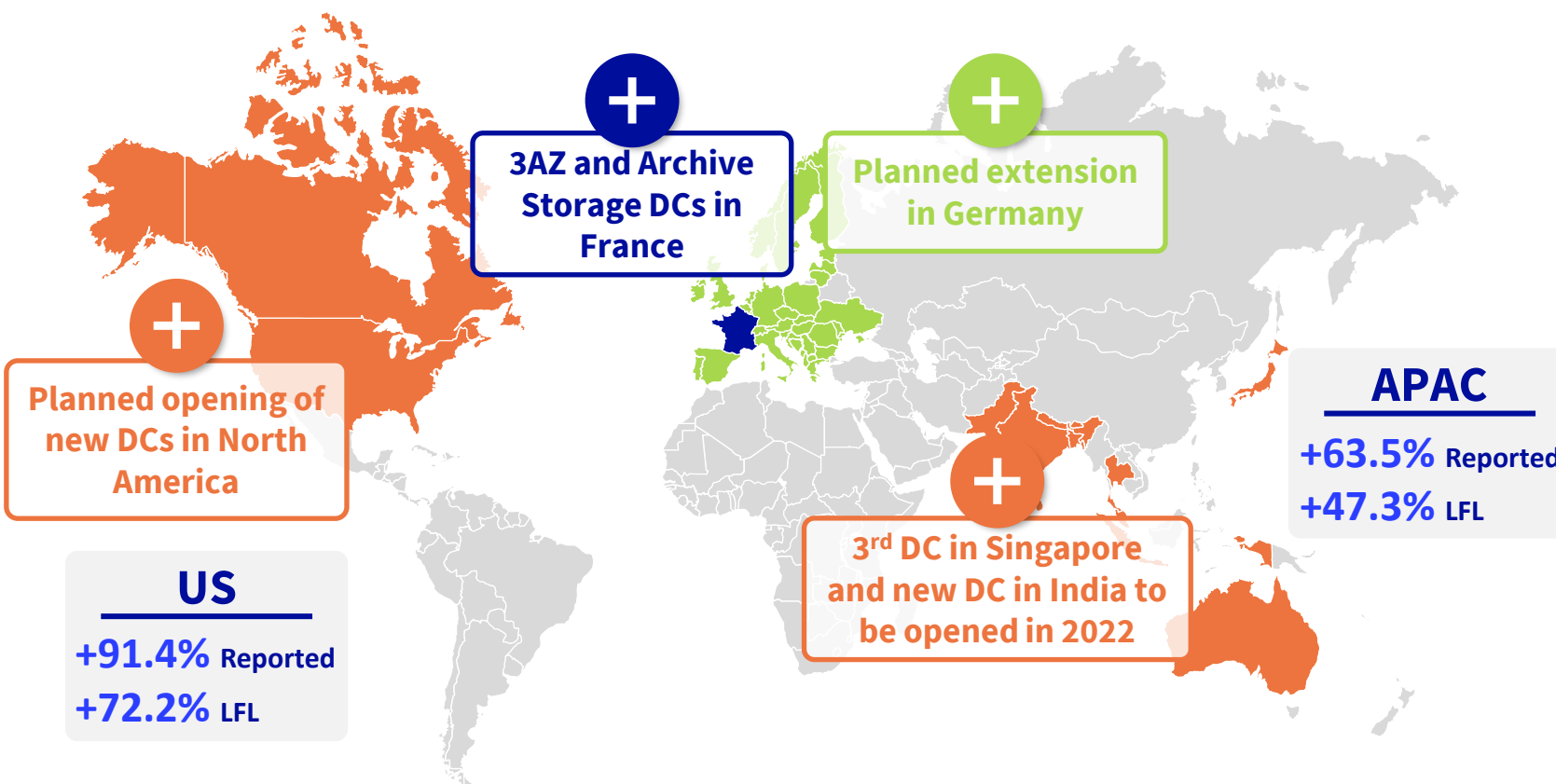
A clear roadmap to build a PaaS growth engine

2 Move to PaaS



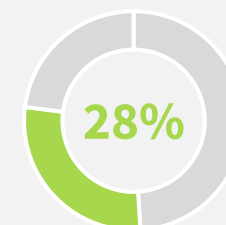
Strong international performance

Several new datacenters planned



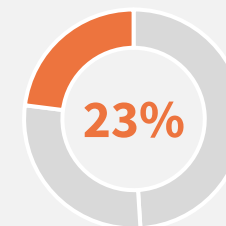
France

+21.4% Reported
+8.3% LFL



Europe (excl. France)

+24.2% Reported
+9.6% LFL



Rest of the World

+39.6% Reported
+23.1% LFL

Revenue growth vs. Q3 FY21

OVHcloud is the Trusted Cloud – Strong sales dynamic for SecNumCloud solutions

4 Data Sovereignty,
Hybrid, Multi-cloud

Dedicated approach
to critical industries



Public Sector



Financial
Services



Healthcare



Aerospace and
Defense

Dedicated products



SecNumCloud for Hosted
Private Cloud

Leading player and
voice in the European
cloud ecosystem



#1 European
player



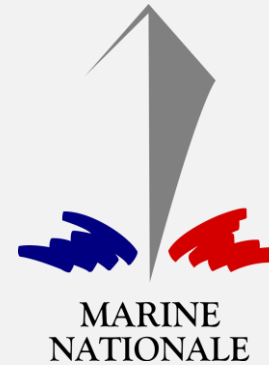
Founding
member

Evolving legal
frameworks globally



DMA, to be approved in July 2022,
will ensure fair access to the
digital market by addressing
egress fees and cloud credits

Focus on a new SecNumCloud client win



French Marine objectives

- Better monitor multiples activities in French maritime space to **detect suspicious behaviors**
- Faster decisions for more effective interventions

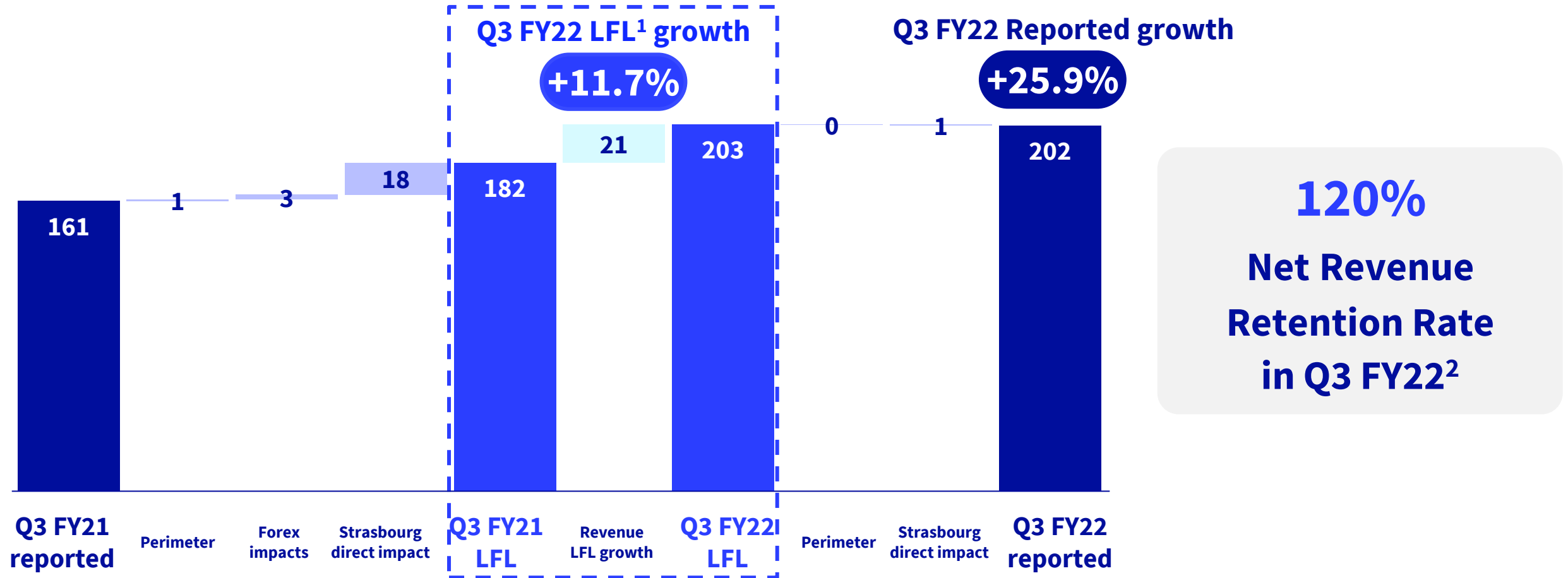


- Hosted Private Cloud sovereign infrastructure
- Proven security, performance and resilience

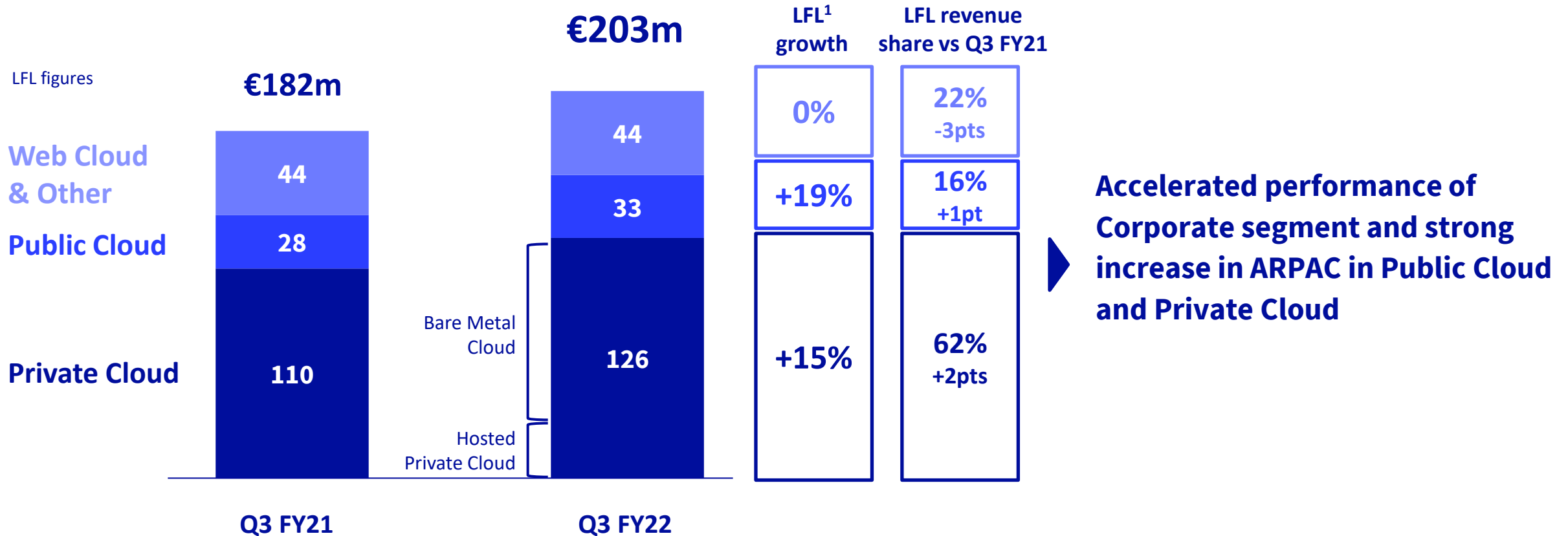
Financials



120% Net Revenue Retention Rate, on the back of strong reported growth



Q3 FY22 LFL revenue growth driven by Public Cloud and Private Cloud



Outlook



Confirmation of FY22 and Mid-Term targets

FY22 Targets

Revenue

16% - 18%

Up from 15% - 17%

Adj. EBITDA margin

Close to 40%

		FY2022E	Mid-Term (2025 Target)
Revenue		16%-18%	Accelerating to mid twenties (YoY growth)
Adjusted EBITDA margin		Close to 40%	In line with FY20A
Capex as a % of revenue	Recurring	16%-20%	14%-16%
	Growth	30%-34% ¹	In line with FY21E

FY22e targets assume no material change in today's macroeconomic environment

Q4 current trading consistent with FY22 annual guidance

1. Excluding the acquisition of additional IPv4 addresses.

Key takeaways

Strong Financial Performance

▼
€202M

Revenue

+25.9%

Reported growth

120%

Net Revenue Retention Rate¹

Successful Growth Strategy

▼
Intensified commercial momentum

A clear PaaS roadmap to serve clients

Increased international footprint

Increased FY22 Revenue Target

▼
Increased FY22 Revenue target to 16% to 18% growth vs FY21

Confirmed targets on FY22 Adj. EBITDA margin and Mid-term objectives

Q&A



Appendices



Glossary

Like-for-like is calculated at constant exchange rates, constant perimeter and excluding Strasbourg (SBG) direct impacts. Perimeter adjustments correspond to M&A.

The **net revenue retention rate** for any period is equal to the percentage calculated by dividing (i) the revenue generated in such period from customers that were present during the same period of the previous year, by (ii) the revenue generated from all customers in that previous year period. When the revenue retention rate exceeds 100%, it means that revenues from the relevant customers increased from the relevant period in the previous year to the same period in the current year, in excess of the revenue lost due to churn.

ARPAC (Average revenues per active customer) represents the revenues recorded in a given period from a given customer group, divided by the average number of customers from that group in that period (the average number of customers is determined on the same basis as in determining net customer acquisitions). ARPAC increases as customers in a given group spend more on OVHcloud services. It can also increase due to a change in mix, as an increase (or decrease) in the proportion of high-spending customers would increase (or decrease) ARPAC, irrespective of whether total revenues from the relevant customer group increase.

Current EBITDA is equal to revenues less the sum of personnel costs and other operating expenses (and excluding depreciation and amortisation charges, as well as items that are classified as “other non-current operating income and expenses”).

Adjusted EBITDA is equal to current EBITDA excluding share-based compensation and expenses resulting from the payment of earn-outs from its adjusted EBITDA.

Recurring Capital Expenditures (Capex) reflects the capital expenditures needed to maintain the revenues generated during a given period for the following period.

Growth Capital Expenditures (Capex) represents all capital expenditures other than recurring capital expenditures.

Revenue by segment and geography

In € million – by segment	Q1 FY2021 Reported	Q2 FY2021 Reported	Q3 FY2021 Reported	9M FY2021 Reported	Q1 FY2022 Reported	Q2 FY2022 Reported	Q3 FY2022 Reported	9M FY2022 Reported
Private cloud	98.8	102.0	94.6	295.4	113.3	119.3	125.3	357.8
Public cloud	23.2	24.7	21.8	69.7	29.0	30.6	32.8	92.4
Webcloud & Other	42.3	43.3	44.4	130.0	44.9	44.9	44.4	134.2
Total Revenue	164.3	170.0	160.8	495.1	187.2	194.8	202.4	584.5

Growth in % – by segment	Q1 FY2022 LFL	Q2 FY2022 LFL	Q3 FY2022 LFL	9M FY2022 LFL	Q1 FY2022 Reported	Q2 FY2022 Reported	Q3 FY2022 Reported	9M FY2022 Reported
Private cloud	+14.3%	+15.0%	+14.6%	+14.7%	+14.6%	+17.0%	+32.5%	+21.2%
Public cloud	+22.4%	+20.0%	+19.4%	+20.1%	+24.9%	+23.9%	+50.3%	+32.5%
Webcloud & Other	+6.6%	+3.9%	(0.2)%	+3.4%	+6.1%	+3.6%	+0.0%	+3.3%
Total Revenue	+13.5%	+13.0%	+11.7%	+12.7%	+13.9%	+14.6%	+25.9%	+18.1%

In € million – by geography	Q1 FY2021 Reported	Q2 FY2021 Reported	Q3 FY2021 Reported	9M FY2021 Reported	Q1 FY2022 Reported	Q2 FY2022 Reported	Q3 FY2022 Reported	9M FY2022 Reported
France	86.8	89.3	82.1	258.0	93.2	96.6	99.6	289.5
Europe (excl. France)	47.8	50.2	46.1	144.2	53.5	55.9	57.3	166.7
Rest of the World	29.7	30.6	32.6	92.9	40.5	42.3	45.5	128.3
Total Revenue	164.3	170.0	160.8	495.1	187.2	194.8	202.4	584.5

Growth in % – by geography	Q1 FY2022 LFL	Q2 FY2022 LFL	Q3 FY2022 LFL	9M FY2022 LFL	Q1 FY2022 Reported	Q2 FY2022 Reported	Q3 FY2022 Reported	9M FY2022 Reported
France	+8.7%	+8.8%	+8.3%	+8.5%	+7.4%	+8.3%	+21.4%	+12.2%
Europe (excl. France)	+12.7%	+10.7%	+9.6%	+10.9%	+11.9%	+11.3%	+24.2%	+15.6%
Rest of the World	+28.2%	+27.7%	+23.1%	+26.1%	+36.2%	+38.5%	+39.6%	+38.2%
Total Revenue	+13.5%	+13.0%	+11.7%	+12.7%	+13.9%	+14.6%	+25.9%	+18.1%

Q3 reconciliation reported & like-for-like

In € million – by segment	Q3 FY21 Reported	FX impacts	Perimeter impacts	Strasbourg impacts	Q3 FY21 LFL
Private cloud	94.6	2.4	0.0	12.6	109.6
Public cloud	21.8	0.3	0.9	4.8	27.8
Webcloud & Other	44.4	-0.0	0.0	0.2	44.6
Total Revenue	160.8	2.7	0.9	17.6	181.9

In € million – by segment	Q3 FY22 Reported	Perimeter impacts	Strasbourg impacts	Q3 FY22 LFL
Private cloud	125.3	0.0	0.3	125.6
Public cloud	32.8	0.1	0.2	33.2
Webcloud & Other	44.4	0.0	0.1	44.5
Total Revenue	202.4	0.1	0.6	203.2

In € million – by geography	Q3 FY21 Reported	FX impacts	Perimeter impacts	Strasbourg impacts	Q3 FY21 LFL
France	82.1	0.0	0.3	10.1	92.4
Europe (excl. France)	46.1	0.2	0.0	6.1	52.5
Rest of the World	32.6	2.4	0.6	1.4	37.0
Total Revenue	160.8	2.7	0.9	17.6	181.9

In € million – by geography	Q3 FY22 Reported	Perimeter impacts	Strasbourg impacts	Q3 FY22 LFL
France	99.6	0.1	0.4	100.1
Europe (excl. France)	57.3	0.0	0.2	57.5
Rest of the World	45.5	0.0	0.0	45.6
Total Revenue	202.4	0.1	0.6	203.2

