

# Earnings Presentation

## Third Quarter 2023

# Safe Harbor

Unless otherwise specified, financial information and other data presented in this presentation is presented as of September 30, 2023. Jamf's historical results are not necessarily indicative of the results that may be expected in the future.

## Forward-Looking Statements

This presentation contains "forward-looking statements" within the meaning of federal securities laws, which statements involve substantial risks and uncertainties. Forward-looking statements generally relate to future events or our future financial or operating performance. In some cases, you can identify forward-looking statements because they contain words such as "may," "can," "will," "would," "should," "expects," "plans," "anticipates," "could," "intends," "target," "projects," "contemplates," "believes," "estimates," "predicts," "forecasts," "potential" or "continue" or other similar terms or expressions that concern our expectations, strategy, plans or intentions. Forward-looking statements may involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance, or achievements to be materially different from those expressed or implied by the forward-looking statements. These statements include, but are not limited to, statements regarding our future financial and operating performance (including our outlook and guidance), the demand for our platform, anticipated impacts of macroeconomic conditions on our business, our expectations regarding business benefits and financial impacts from our acquisitions, partnerships and investments, and our ability to deliver on our long-term strategy.

The forward-looking statements contained in this presentation are also subject to additional risks, uncertainties, and factors, including those more fully described in our Annual Report on Form 10-K for the fiscal year ended December 31, 2022. Additional information is also set forth in our Quarterly Report on Form 10-Q for the fiscal quarter ended September 30, 2023, as well as the subsequent periodic and current reports and other filings that we make with the Securities and Exchange Commission from time to time. Moreover, we operate in a very competitive and rapidly changing environment, and new risks and uncertainties may emerge that could have an impact on the forward-looking statements contained in this presentation.

Given these factors, as well as other variables that may affect our operating results, you should not rely on forward-looking statements, assume that past financial performance will be a reliable indicator of future performance, or use historical trends to anticipate results or trends in future periods. The forward-looking statements included in this presentation relate only to events as of the date hereof. We undertake no obligation to update or revise any forward-looking statement as a result of new information, future events or otherwise, except as otherwise required by law.

## Non-GAAP Financial Measures

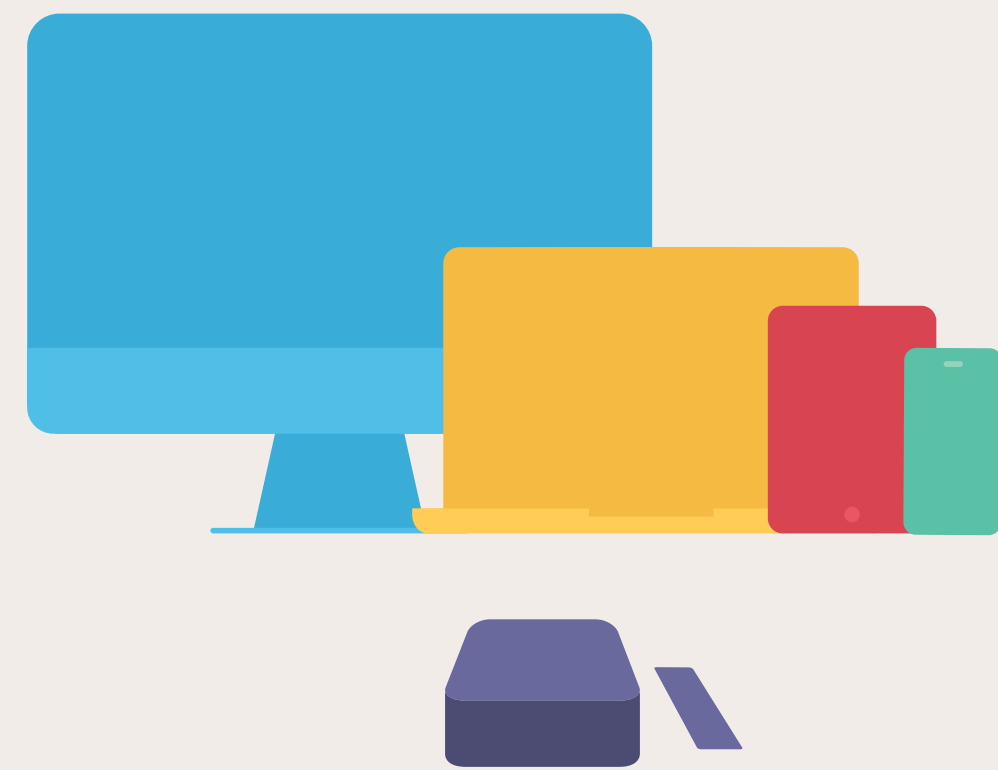
This presentation contains the financial measures Non-GAAP Gross Profit, Non-GAAP Gross Profit Margin, Non-GAAP Operating Income (Loss), Non-GAAP Operating Income (Loss) Margin, Free Cash Flow, Free Cash Flow Margin, Unlevered Free Cash Flow, and Unlevered Free Cash Flow Margin which are not recognized under generally accepted accounting principles in the United States ("GAAP").

In addition to our results determined in accordance with GAAP, we believe the non-GAAP measures of Non-GAAP Gross Profit, Non-GAAP Gross Profit Margin, Non-GAAP Operating Income (Loss), Non-GAAP Operating Income (Loss) Margin, Free Cash Flow, Free Cash Flow Margin, Unlevered Free Cash Flow, and Unlevered Free Cash Flow Margin are useful in evaluating our operating performance. Certain of these non-GAAP measures exclude amortization expense, stock-based compensation, acquisition-related expenses, acquisition-related earnout, offering costs, payroll taxes related to stock-based compensation, system transformation costs, and legal settlements and other non-recurring litigation costs.

We believe that non-GAAP financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance and assists in comparisons with other companies, some of which use similar non-GAAP information to supplement their GAAP results. The non-GAAP financial information is presented for supplemental informational purposes only, should not be considered a substitute for financial information presented in accordance with GAAP, and may be different from similarly-titled non-GAAP measures used by other companies. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses that are required by GAAP to be recorded in our financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgment by our management about which expenses are excluded or included in determining these non-GAAP financial measures. We strongly encourage investors to review our consolidated financial statements included in our publicly filed reports in their entirety and not rely solely on any single financial measurement or communication. Definitions of Non-GAAP Gross Profit, Non-GAAP Operating Income (Loss), Free Cash Flow, and Unlevered Free Cash Flow, and reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measure can be found at the end of this presentation.

# Q3 2023 Highlights

ARR	Security	Revenue	Non-GAAP Operating Income <sup>2</sup>	Customers	Devices
<b>\$566.3m</b> <i>15% YoY growth<sup>1</sup></i>	<b>21%</b> <i>of total ARR</i>	<b>\$142.6m</b> <i>15% YoY growth<sup>1</sup></i>	<b>\$12.4m</b> <i>9% margin</i>	<b>74,400</b>	<b>31.8m</b>



- 300 basis point NGOI margin improvement over prior year<sup>2</sup>
- 23% of Jamf customers utilizing a both a management and security product
- >40% of new logo pipeline includes a security component
- 6% YoY increase in ASP
- 8 of top 10 deals included an upsell component

# Key focus areas

Mac Leadership

Mac & Mobile

Management &  
Security

# Balanced Growth and Profitability

## Strong Growth Revenue Profile

**19%**

*TTM Revenue Growth<sup>1</sup>*

**15%**

*Revenue Growth<sup>2</sup>*

**15%**

*ARR Growth<sup>2</sup>*

**108%**

*Net Retention Rate<sup>3</sup>*

## Maintaining Profitability while Reinvesting

**11%**

*TTM uFCF Margin<sup>3,4</sup>*

**27%**

*uFCF Margin<sup>4</sup>*

**9%**

*Non-GAAP Op Inc Margin<sup>4</sup>*

**82%**

*Non-GAAP Gross Margin<sup>4</sup>*

# 2023 Financial Outlook

	Q4 2023	FY 2023
Revenue	\$148.0 - \$149.0 million (14% growth <sup>1</sup> )	\$557.9 - \$558.9 million (17% growth <sup>2</sup> ) <i>Previous range: \$555.0 - \$558.0 million</i>
Non-GAAP operating income <sup>3</sup>	\$19.5 - \$20.5 million	\$43.8 - \$44.8 million <i>Previous range: \$41.0 - \$43.0 million</i>
Amortization	~\$10.9 million	~\$42.9 million
Stock-based Compensation and related payroll taxes	~\$25.2 million	~\$104.9 million
Weighted Average Basic Shares Outstanding	~126.3 million	~124.9 million
Weighted Average Diluted Shares Outstanding	~137.8 million	~135.8 million
Effective Tax Rate		Under 5%
Domestic statutory tax rate to be used for calculating tax impacts of Non-GAAP adjustments		24%

<sup>1</sup> Comparison of growth is to Q4 2022. <sup>2</sup> Comparison of growth is to fiscal year 2022. <sup>3</sup> Jamf is unable to provide a quantitative reconciliation of forward-looking guidance of Non-GAAP Operating Income to GAAP operating income (loss) because certain items are out of Jamf's control or cannot be reasonably predicted. Historically, these items have included, but are not limited to, acquisition-related expenses and acquisition-related earn-out, offering costs, amortization stock-based compensation and related payroll taxes, system transformation costs, legal settlements and other non-recurring litigation costs. Accordingly, a reconciliation for forward-looking Non-GAAP Operating Income is not available without unreasonable effort. These items are uncertain, depend on various factors, and could result in projected GAAP operating income (loss) being materially less than is indicated by currently estimated Non-GAAP Operating Income.

# Key Business Metrics

	March 31, 2022	June 30, 2022	September 30, 2022	December 31, 2022	March 31, 2023	June 30, 2023	September 30, 2023
ARR	\$436.5	\$466.0	\$490.5	\$512.5	\$526.6	\$547.8	\$566.3
ARR from <u>management solutions</u> as a percent of total ARR	83%	82%	82%	80%	80%	79%	79%
ARR from <u>security solutions</u> as a percent of total ARR	17%	18%	18%	20%	20%	21%	21%
ARR from <u>commercial customers</u> as a percent of total ARR	70%	71%	71%	72%	72%	73%	73%
ARR from <u>education customers</u> as a percent of total ARR	30%	29%	29%	28%	28%	27%	27%
Dollar-based net retention rate <sup>(1)</sup>	120%	117%	115%	113%	111%	109%	108%
Devices	26.8	28.4	29.3	30.0	30.8	31.3	31.8
Customers	62,000	67,000	69,000	71,000	72,500	73,500	74,400

# Save the date!

**What:** Jamf Investor Day

**When:** Wednesday, March 6, 2024

**Where:** Nasdaq MarketSite in New York





# Appendix

# Additional context for financial outlook

## Q4 2023 Revenue

- Expect License and Services Revenues to have similar YoY percentage declines as Q3 2023
- Expect Subscription Revenues to be at least 97% of total Revenue

## ARR

- Expect to end Q4 with ARR growth approximately 2 percentage points lower than FY 2023 revenue growth outlook

## FY 2023 uFCF margin<sup>1</sup>

- Expect 11-12% uFCF margin<sup>1</sup>
- Reflects adjustments to cash forecasting model to account primarily for the customer shift to annual payments from upfront payments for multi-year contracts

# Select Definitions

<b>Dollar-Based Net Retention Rate</b>		Measures our ability to increase revenue across our existing customer base through expanded use of our software solutions, offset by customers whose subscription contracts with us are not renewed or renew at a lower amount
<b>Annual Recurring Revenue</b>		Represents the annualized value of all subscription and support and maintenance contracts as of the end of the period
<b>Free Cash Flow</b>		Net cash provided by (used in) operating activities less cash paid for purchases of equipment and leasehold improvements
<b>Unlevered Free Cash Flow</b>		Free cash flow plus cash paid for interest, cash paid for acquisition-related expense, cash paid for system transformation costs, cash paid for contingent consideration, and cash paid for legal settlement
<b>Non-GAAP Gross Profit</b>		Gross profit adjusted for amortization expense, stock-based compensation expense, acquisition-related expense, payroll taxes related to stock-based compensation, and system transformation costs
<b>Non-GAAP Operating Income</b>		Operating loss adjusted for amortization expense, stock-based compensation expense, acquisition-related expense, acquisition-related earnout, offering costs, payroll taxes related to stock-based compensation, system transformation costs, and legal settlements and other non-recurring litigation costs

# Free Cash Flow and Unlevered Free Cash Flow

(\$ in millions)	FY2021	FY2022	TTM 9/30/22	TTM 9/30/23	Q3 2021	Q3 2022	Q3 2023
Net cash provided by operating activities	\$65	\$90	\$63	\$47	\$27	\$46	\$33
Less:							
Cash paid for purchases of equipment and leasehold improvements	(10)	(8)	(8)	(5)	(2)	(3)	(1)
Free cash flow	55	82	55	43	25	44	33
Add:							
Cash paid for interest	1	1	1	1	1	—	—
Cash paid for acquisition-related expense	5	4	3	4	3	—	1
Cash paid for system transformation costs	—	—	—	7	—	—	5
Cash paid for contingent consideration	—	—	—	6	—	—	—
Cash paid for legal settlement	5	—	5	—	—	—	—
<b>Unlevered free cash flow</b>	<b>\$66</b>	<b>\$88</b>	<b>\$64</b>	<b>\$61</b>	<b>\$28</b>	<b>\$44</b>	<b>\$38</b>
Total revenue	\$366	\$479	\$452	\$540	\$96	\$125	\$143
Net cash provided by operating activities as a percentage of total revenue	18%	19%	14%	9%	28%	37%	23%
Free cash flow margin	15%	17%	12%	8%	26%	35%	23%
Unlevered free cash flow margin	18%	18%	14%	11%	30%	36%	27%

# Free Cash Flow and Unlevered Free Cash Flow

(\$ in millions)	Q3 2021 YTD	Q3 2022 YTD	Q3 2023 YTD
Net cash provided by operating activities	\$65	\$63	\$20
Less:			
Cash paid for purchases of equipment and leasehold improvements	(7)	(6)	(3)
Free cash flow	58	57	18
Add:			
Cash paid for interest	1	1	1
Cash paid for acquisition-related expense	4	2	2
Cash paid for system transformation costs	—	—	7
Cash paid for contingent consideration	—	—	6
Cash paid for legal settlement	—	—	—
<b>Unlevered free cash flow</b>	<b>\$62</b>	<b>\$60</b>	<b>\$33</b>
Total revenue	\$263	\$348	\$410
Net cash provided by operating activities as a percentage of total revenue	25%	18%	5%
Free cash flow margin	22%	16%	4%
Unlevered free cash flow margin	24%	17%	8%

# GAAP to Non-GAAP Gross Profit Reconciliation

(\$ in millions)	FY2021	FY2022	Q3 2022	Q3 2023
Gross profit	\$276	\$360	\$93	\$110
Amortization expense	16	20	5	3
Stock-based compensation	4	10	3	3
Acquisition-related expense	—	—	—	—
Payroll taxes related to stock-based compensation	—	—	—	—
System transformation costs	—	—	—	—
<b>Non-GAAP gross profit</b>	<b>\$297</b>	<b>\$390</b>	<b>\$102</b>	<b>\$117</b>
Total revenue	\$366	\$479	\$125	\$143
Gross profit margin	75%	75%	75%	77%
Non-GAAP gross profit margin	81%	81%	82%	82%

# GAAP to Non-GAAP Operating Income Reconciliation

(\$ in millions)	FY2021	FY2022	Q3 2022	Q3 2023
Operating loss	\$(76)	\$(139)	\$(29)	\$(32)
Amortization expense	41	48	12	11
Stock-based compensation	36	109	20	28
Acquisition-related expense	6	5	2	3
Acquisition-related earnout	6	1	—	—
Offering costs	1	—	—	—
Payroll taxes related to stock-based compensation	2	2	1	1
System transformation costs	—	—	—	1
Legal settlements and other non-recurring litigation costs	5	—	—	—
<b>Non-GAAP operating income</b>	<b>\$20</b>	<b>\$26</b>	<b>\$7</b>	<b>\$12</b>
Total revenue	\$366	\$479	\$125	\$143
Operating loss margin	(21)%	(29)%	(23)%	(22)%
Non-GAAP operating income margin	6%	5%	6%	9%