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Recap of LiveRamp Investor Day 2025

March 17, 2025

RAMP Investors & Analysts –

On February 25th we hosted our Investor Day in San Francisco. Thank you to everyone who participated, both in-person and virtually. If you missed it, our IR website has the webcast replay, transcript and presentation (**LINK**).

To paraphrase an old parenting adage, we don't have a favorite slide from the presentation, because EVERY slide is our favorite. But in an attempt to make 105 slides and three hours of content more digestible, here is a list of 10 interesting slides from our **Investor Day presentation**:

1. **Slide 17: THE Scaled Data Collaboration Network** – The key metrics demonstrating that our network has unrivaled scale.
2. **Slide 20: Competition** – A matrix outlining the four capabilities offered by our platform to enable data collaboration and how different competitor archetypes compare.
3. **Slide 21: TAM** – $13B TAM for data collaboration for digital advertising use cases. The TAM expands to $35B through use case expansion into MarTech and beyond marketing (slide 27).
4. **Slide 25: Problems, Solved** – Five key customer challenges and how LiveRmap solves them.
5. **Slide 34: Our Competitive Advantages –** Network Scale, Identity, Interoperability and Data Governance.
6. **Slide 53: Multiple Levers for Growth –** Strengthen the Network, Land & Expand, Grow Partner Channel and Innovate.
7. **Slide 60: Multiple Paths for Expand –** More data being used on more destinations, cross-selling clean rooms, and more clean room connections.
8. **Slide 61: Clean Room Cross-Sell is a Substantial Growth Opportunity –** 75% of our brand customers today are *not* taking a clean room but probably should. The 25% of brand customers with a clean room have a 4X higher annual recurring revenue (ARR) than those without a clean room.
9. **Slide 69: Pricing Redesign –** Starting in late FY26 we phase in a new pricing model to solve existing customer pain points that should result in a better customer experience, accelerate our land and expand motion and unlock internal efficiencies.
10. **Slide 95: Targeting Rule of 40 by FY28**, with 10-15% revenue growth and a 25-30% non-GAAP operating margin. Our revenue growth algorithm is driven by Expand in the subscription business and Data Marketplace growth that continues to outpace market growth rates (slide 86).

We hope this is helpful and, as always, we're available to answer any questions. Thank you for your interest in LiveRamp.

Regards,

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