



# Stephens Conference Supplemental Slides

November 2020



# Cautionary Statement

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, including, without limitation, regarding LiveRamp's (the "Company") future business prospects. These statements involve risks and uncertainties that could cause the Company's actual results to differ materially, including, but not limited to competitive pressures, adverse economic conditions, uncertainties resulting from the COVID-19 pandemic and governmental regulations.

These issues and other factors that may be identified from time to time in the Company's reports filed with the SEC could cause actual results to differ materially from those indicated in the forward-looking statements.

For a detailed discussion of these and other risk factors, please refer to the Company's most recent Annual Report on Form 10-K and other filings the Company makes from time to time with the Securities and Exchange Commission (the "SEC"), which are available on the SEC's Web site (<http://www.sec.gov>).

Investors are cautioned not to place undue reliance on the Company's forward-looking statements, which speak only as of the date such statements are made. The Company does not undertake any obligation to publicly update any forward-looking statements to reflect events, circumstances or new information after the date of this press release, or to reflect the occurrence of unanticipated events.

# Revenue Summary

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<b>Subscription Revenue:</b>	<b>Q320</b>	<b>Q420</b>	<b>Q121</b>	<b>Q221</b>
Fixed % of Total Subscription	85%	88%	91%	91%
Usage % of Total Subscription	15%	12%	9%	9%
<b>Total Subscription Revenue</b>	<b>\$82</b>	<b>\$84</b>	<b>\$83</b>	<b>\$86</b>
<i>Y/Y Growth</i>	<i>25%</i>	<i>28%</i>	<i>21%</i>	<i>19%</i>
<b>Marketplace &amp; Other Revenue:</b>				
Data Marketplace	\$12	\$15	\$11	\$14
<i>Y/Y Growth</i>	<i>35%</i>	<i>78%</i>	<i>21%</i>	<i>27%</i>
Other Revenue	\$8	\$7	\$6	\$5
<i>Y/Y Growth</i>	<i>41%</i>	<i>58%</i>	<i>9%</i>	<i>(33%)</i>
<b>Total Marketplace &amp; Other Revenue</b>	<b>\$21</b>	<b>\$22</b>	<b>\$17</b>	<b>\$19</b>
<i>Y/Y Growth</i>	<i>38%</i>	<i>71%</i>	<i>16%</i>	<i>4%</i>
<b>Total Revenue</b>	<b>\$102</b>	<b>\$106</b>	<b>\$99</b>	<b>\$105</b>
<i>Y/Y Growth</i>	<i>28%</i>	<i>35%</i>	<i>21%</i>	<i>16%</i>

*Totals may not foot due to rounding.*