Investor Presentation & Business Overview

February 2022
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This presentation includes certain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding management’s expectations of future financial and operational performance and operational expenditures, expected growth, and business outlook, including our financial guidance for the fourth quarter and full year of fiscal 2022, statements regarding the impact of the COVID-19 pandemic and related economic conditions on our business and results of operations; and statements regarding the size of our market and our positioning for capturing a larger share of our market. These forward-looking statements include, but are not limited to, plans, objectives, expectations and intentions and other statements contained in this press release that are not historical facts and statements identified by words such as "expects," "anticipates," "intends," "plans," "believes," "seeks," "estimates" or words of similar meaning. These forward-looking statements reflect our current views about our plans, intentions, expectations, strategies and prospects, which are based on the information currently available to us and on assumptions we have made. Although we believe that our plans, intentions, expectations, strategies and prospects as reflected in or suggested by those forward-looking statements are reasonable, we can give no assurance that the plans, intentions, expectations or strategies will be attained or achieved. Furthermore, actual results may differ materially from those described in the forward-looking statements and will be affected by a variety of risks and factors that are beyond our control including, without limitation, the effect of the COVID-19 pandemic on our business operations and demand for our products as well as its impact on general economic and financial market conditions; our ability to maintain our subscription revenue growth rates in future periods, our ability to service our substantial level of indebtedness, market adoption of software intelligence solutions for application performance monitoring, digital experience monitoring and infrastructure monitoring, continued spending on and demand for software intelligence solutions, our ability to maintain and acquire new customers, our ability to differentiate our platform from competing products and technologies; our ability to successfully recruit and retain highly-qualified personnel; the price volatility of our common stock, and other risks set forth under the caption "Risk Factors" in our most recently filed annual report on Form 10-K and quarterly reports on Form 10-Q, and our other SEC filings. We assume no obligation to update any forward-looking statements contained in this document as a result of new information, future events or otherwise.

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Leading Software Intelligence Platform
For Modern, Dynamic Clouds

- Accelerates digital transformation
- Simplifies cloud complexity
- Enables faster innovation
- Empowers efficient collaboration
- Secures cloud applications continuously
Macro Trends Provide Long-Term Tailwinds for Growth

**Trend 1:**
Digital Transformation is Accelerating

89%

Organizations say digital transformation has accelerated in the last 12 months

**Trend 2:**
Dynamic Clouds are the Platform of Choice

86%

Organizations are using cloud-native technologies and platforms such as Kubernetes, microservices and containers

**Trend 3:**
AIOps in demand to Simplify Cloud Complexity

77%

Organizations recognize automation and intelligence as the only way to keep up with modern clouds
A Large, Rapidly Growing Available Market

*$50B TAM comprised of $18B Gartner – Forecast Analysis: Information Security and Risk Management, Worldwide, July 9, 2020 plus $32B+ bottom-up TAM based on the total number of global enterprises with greater than $1 billion in annual revenue, as identified by S&P Capital IQ in September 2020. For each respective band of customers, we multiply the average annualized Dynatrace bookings per customer of the top 5% of Dynatrace customers in the band (which we believe to be representative of broader implementation of our solutions), for the 12 months ended December 31, 2020, by the number of customers in the size band.*
Focus on the Global 15,000

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The Dynatrace Software Intelligence Platform

- All-in-one platform
- Multiple monetizable modules
- Unified AIOps for speed, efficiency, simplicity
Automatically discovers and gathers traces, metrics, logs, and a whole lot more
Supports all major IaaS, PaaS and hybrid-cloud environments
Provides the Widest and Deepest Visibility Across the Entire Multicloud Landscape

Open platform, broadest out-of-the-box support, and easy extensibility
Unified AIOps capabilities deliver unparalleled speed, efficiency and simplicity

With Automation and Intelligence to Continuously Turn Data into Answers

**Automatic Data Capture**
OneAgent provides automatic, full-stack data capture for dynamic cloud environments

**Automatic Distributed Tracing**
PurePath provides distributed tracing with code-level detail at scale and with context

**Continuous Dependency Mapping**
Smartscape automatically maps dependencies for real-time, precise context

**Explainable AI Engine**
Davis delivers automatic answers, insights and actions continuously

**Supported technologies**
- Kubernetes
- OpenShift
- AWS
- Azure
- GCP
- Tanzu
- Enterprise
- Hybrid-cloud

**600+ Supported technologies**

Automatic and intelligent observability

Broadest multicloud and technology support
Our Approach Creates Strong and Defensible Moats

Costly, do-it-yourself approach without Dynatrace

Automatic, all-in-one approach with Dynatrace

Simplicity
Speed
Efficiency
Extensibility
Uniquely Positioned For Dynamic Multiclouds

Platform Breadth & Scale

Continuous Automation & AI-Powered Answers

Correlation

Manual

Point Solutions

Suite Packaging

Comprehensive Open Platform

AIOps (Automation & AI)

Dynatrace

CISCO

New Relic.

Elastic

Splunk

Datadog

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Dynatrace impact:

Dynatrace Modules

Apps & Microservices, Infrastructure/Logs, Digital Experience

5X FASTER
dev cycle shortened to 1 day from >1 week

3X INCREASE
in DevOps throughput

70% MORE EFFICIENT
cloud utilization

“Dynatrace has freed our teams to focus on creating better digital services, with significantly less toil and far greater confidence.”

Head of Infrastructure and Services Management and Monitoring
Leading Global Education and Research Company Goes All-digital with Dynatrace

• To broaden access to its 200-year-old library of knowledge resources, company migrated to a hybrid, multicloud architecture, including Kubernetes and serverless compute services

• Keeping up with increasingly complex cloud environment drained teams’ time and shifted their focus away from creating better, more innovative digital services and experiences

"Before Dynatrace, keeping up with our complex infrastructure was like putting our hands out and trying to catch smoke. Now, we can automatically capture every source of observability and user-experience data in a single place."

Chief Information Officer and Chief Information Security Officer

Dynatrace Impact:

Dynatrace Modules
Apps & Microservices, Infrastructure/Logs, Digital Experience, Business Analytics, Cloud Automation

UNIFIED PLATFORM
Apps, infrastructure/logs, and UX in context, with AI & automaton

36% DECREASE in manual tasks

24/7 DIGITAL ACCESS to company’s extensive educational and research resources
U.S. State Government Ensures 24/7 Availability of Essential Services During Tenfold Increase in Demand

- Migrated from an on-premises to an AWS-based ecosystem
- Experienced 10X surge in demand from constituents for digital services
- Legacy monitoring systems and reliance on manual processes resulted in time-consuming ‘war room’ meetings, stealing from innovation

“With Dynatrace, we no longer waste hours chasing down problems. We’ve rededicated this time to developing and delivering new services for our citizens, faster and more efficiently than ever before.”

Application Architect

Dynatrace impact:

**Dynatrace Modules**

- Apps & Microservices
- Infrastructure/Logs
- Digital Experience
- Business Analytics

**24/7 AVAILABILITY**

- of essential digital services amid 10X surge in demand

**1ST IN NATION**

- of U.S. states in continuous delivery of new digital services

**80% IMPROVEMENT**

- in app performance, transitioning from reactive to proactive CloudOps
Industry Analysts Continue to Recognize Dynatrace as the Leader

**ISG**
*Leader ISG Provider Lens*
Cloud-Native Observability

**Forrester**
*Leader Forrester Wave*
Artificial Intelligence for IT Operations (AIOps)

**Gartner**
*Leader Gartner 2021 MQ*

*Highest score in 4 out of 5 use cases, Gartner Critical Capabilities 2021*
An Efficient ‘Land and Expand’ Model

Free Trial
Scalable Demand Gen

Global 15K
> $1B
Direct Sales + Cloud Partners

Initial Land
~$115K Dynatrace ARR
Proven Land

120%+
Net expansion rate
~$290K ARR per customer
Rapid Expand

3+ Modules
~$500K ARR per customer
Platform Cross-sell

1) 15,000 global enterprise accounts which generally have revenues in excess of $1B.
2) Initial average Dynatrace ARR for new customers added during the twelve months ended December 31, 2021.
3) Average Dynatrace ARR for all customers as of December 31, 2021.
Continued Investment in Growth Drivers

Commercial Expansion
Sales | Marketing | Partnerships

Continuous Innovation
Platform | Modules | Future Innovation

Customer Success
Adoption | Value | Expansion
Proven Team and Successful Culture

Rick McConnell
Chief Executive Officer

Bernd Greifeneder
Chief Technology Officer & Founder

Steve Tack
SVP, Product Management

Andrew Hittle
Chief Customer Officer

Craig Newfield
SVP, General Counsel

Kevin Burns
Chief Financial Officer

Steve Pace
Chief Revenue Officer

Mike Maciag
Chief Marketing Officer

Matthias Scharer
SVP, Business Operations

Denise Mitchell
VP, Global Human Resources

Top Workplaces 2021

Glassdoor 4.4 ★★★★★