

Investor Day

September 16, 2020



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SVP, Product Management



Safe Harbor

Each of the presentations today will contain “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 second quarter and full year of fiscal 2021, 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 Form 10-Q filed on July 30, 2020 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.

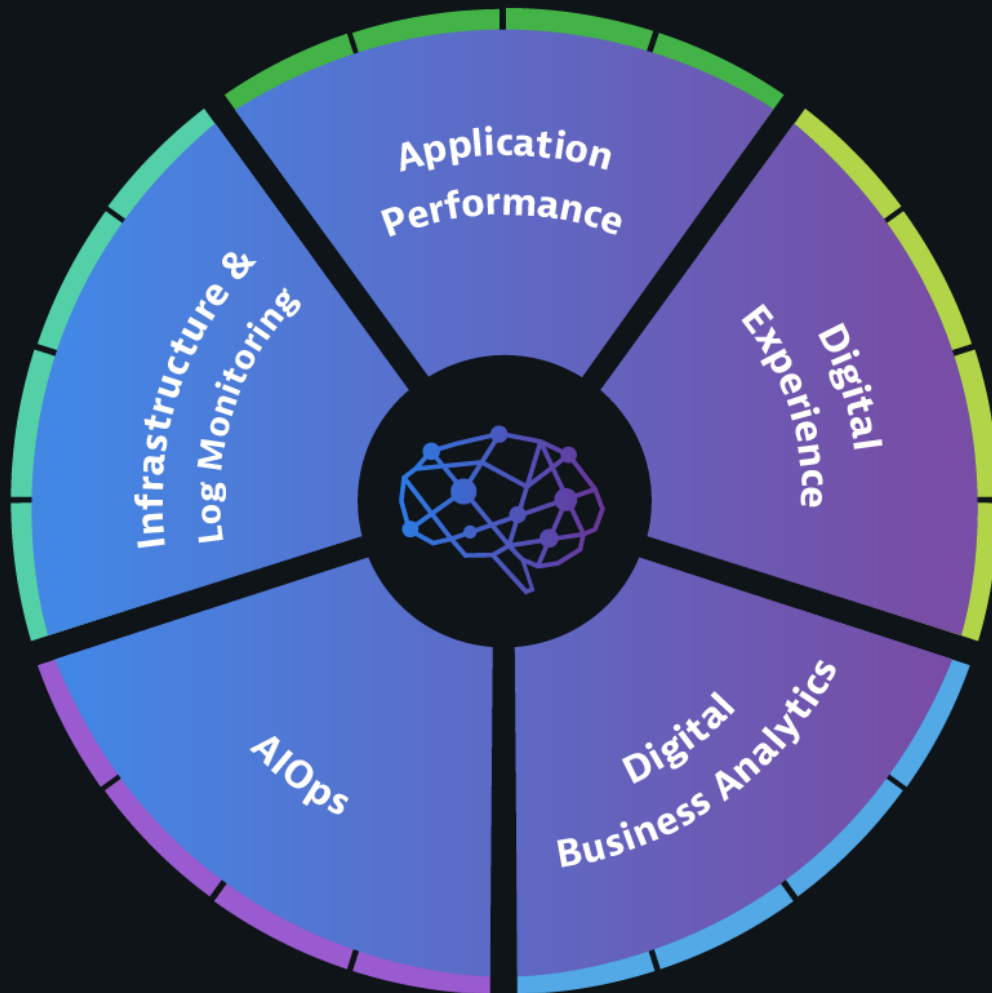
This presentation also contains estimates and other statistical data made by independent parties and by the Company relating to market size and growth and other data about the Company's industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Neither the Company nor any other person makes any representation as to the accuracy or completeness of such data or undertakes any obligation to update such data after the date of this presentation. In addition, projections, assumptions and estimates of the Company's future performance and the future performance of the markets in which the Company operates are necessarily subject to a high degree of uncertainty and risk. By attending or receiving this presentation you acknowledge that you will be solely responsible for your own assessment of the market and the Company's market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the Company's business.

This presentation includes non-GAAP financial measures which have certain limitations and should not be considered in isolation, or as alternatives to or substitutes for, financial measures determined in accordance with generally accepted accounting principles in the United States (“GAAP”). The non-GAAP measures as defined by the Company may not be comparable to similar non-GAAP measures presented by other companies. The Company's presentation of such measures, which may include adjustments to exclude unusual or non-recurring items, should not be construed as an inference that its future results will be unaffected by these or other unusual or non-recurring items. A reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures is included in the Appendix to these slides.

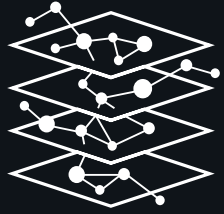
Video of Steve



Reinvention is Continual Across Culture, Process and Platform



- Nearly 800 R&D professionals
- 25 major releases per year
- >90% on latest release within 30 days



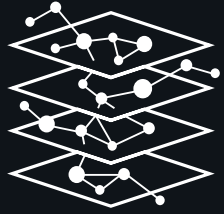
Automatic & Intelligent Observability at Scale



Superset/beyond AIOps Approach



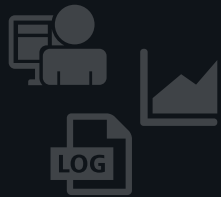
**Extensibility on a
Common Platform**



Automatic & Intelligent Observability at Scale



Superset/beyond AIOps Approach



Extensibility on a Common Platform

Far Beyond Observability

Automatic & intelligent - the Dynatrace data quality & analytics advantage



topology



behaviour



code



traces



metrics



logs



metadata

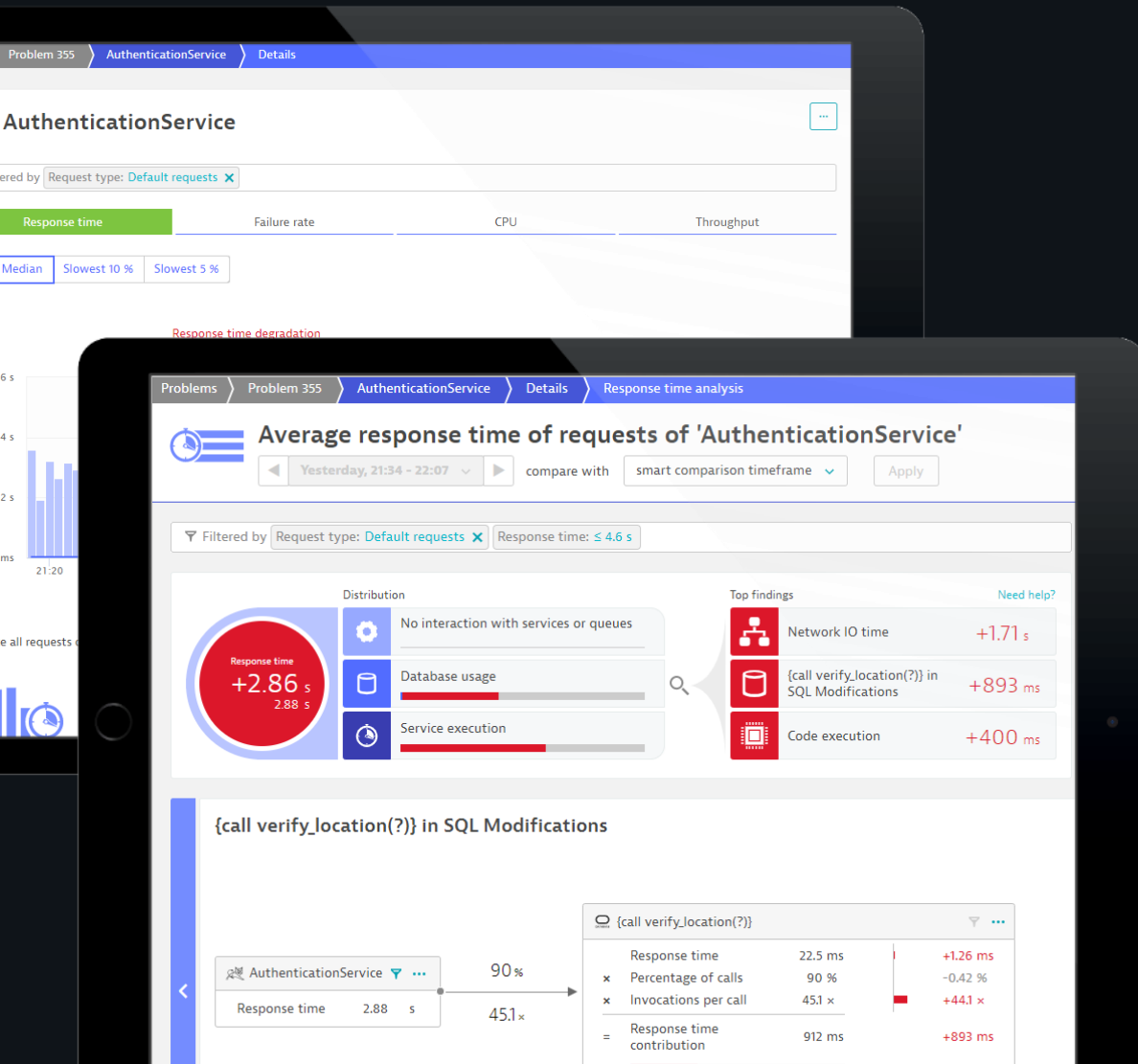
observability



dynatrace



Distributed Tracing – Automatic, Robust and with Code-level Detail



- Immediately and proactively fix
- Continually optimize
- Collaborate across Development, DevOps and SRE teams



User Experience Across Every Digital Interaction – Business Impact Matters



- Assure apps continually deliver what users and the business expects
- Full-stack monitoring tied to business metrics for real-time answers



Precise, Real-time Topology – Causation, Not Just Correlation



- Exact and real-time across the full stack
- Continually learns and updates in dynamic multiclouds
- Always up-to-date unlike CMDBs



Dynatrace Customer Cloud-native Adoption

>90%





OneAgents



APIs



topology



behaviour



code



traces



metrics



logs



metadata



Dynatrace added value

code-level analytics

extended distributed tracing support

automatic data capture

unified context

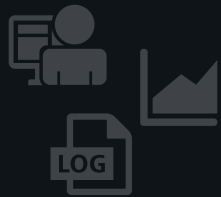
Video of Steve



Automatic & Intelligent Observability at Scale



Superset/beyond AIOps Approach



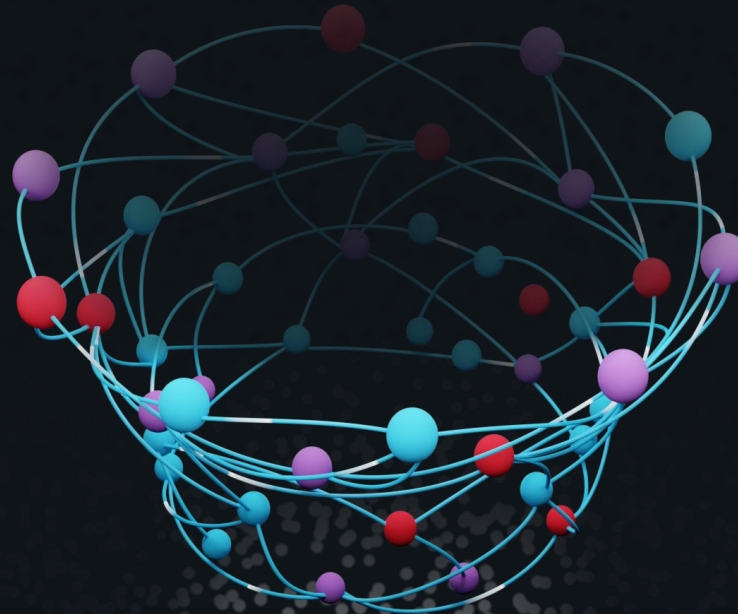
Extensibility on a Common Platform

one customer environment...

700,000,000

model updates per day





Smartscape



topology



behaviour



code



traces



metrics



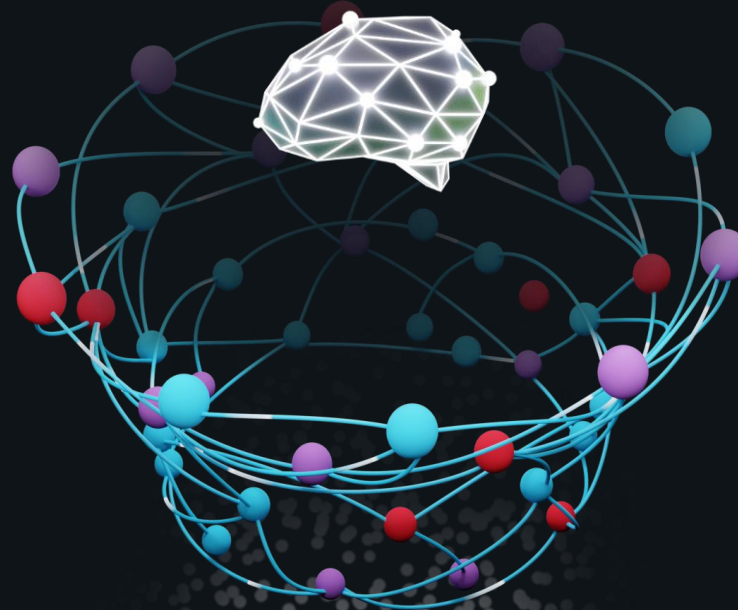
logs



metadata



DAVIS
AI engine



Smartscape



topology



behaviour



code



traces



metrics



logs



metadata



Dynatrace's Deterministic AIOps is Different

Machine learning AIOps



ML correlation

Training delay

Correlation and wrong conclusions

No root-cause to action

Deterministic AIOps



Fault-tree analysis

No training delay

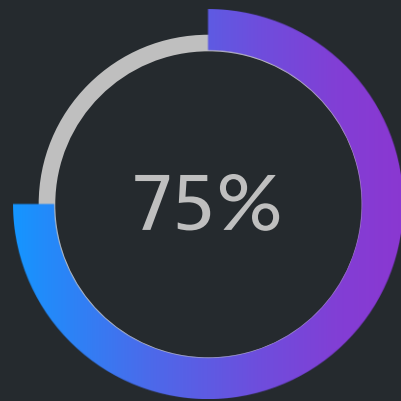
Real-time context

Precise root-cause to automate



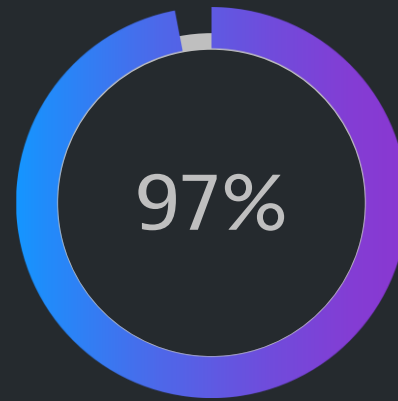
Deliver Software Better, Faster, and More Frequently

Better Quality



fewer production incidents

Faster Lead Times

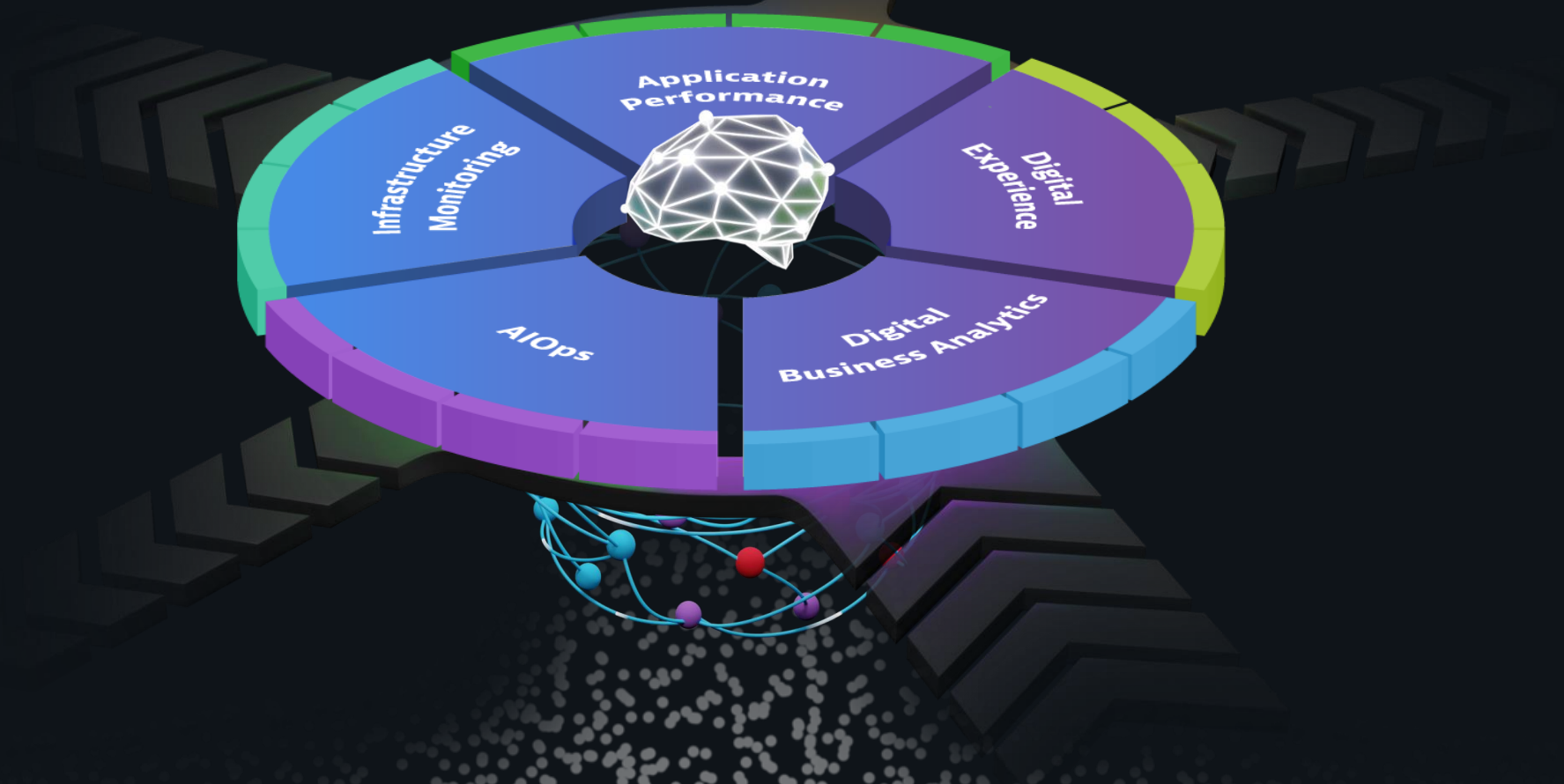


reduction in deployment lead time

More frequent Changes

8 → 26

releases per year



topology



behaviour



code



traces



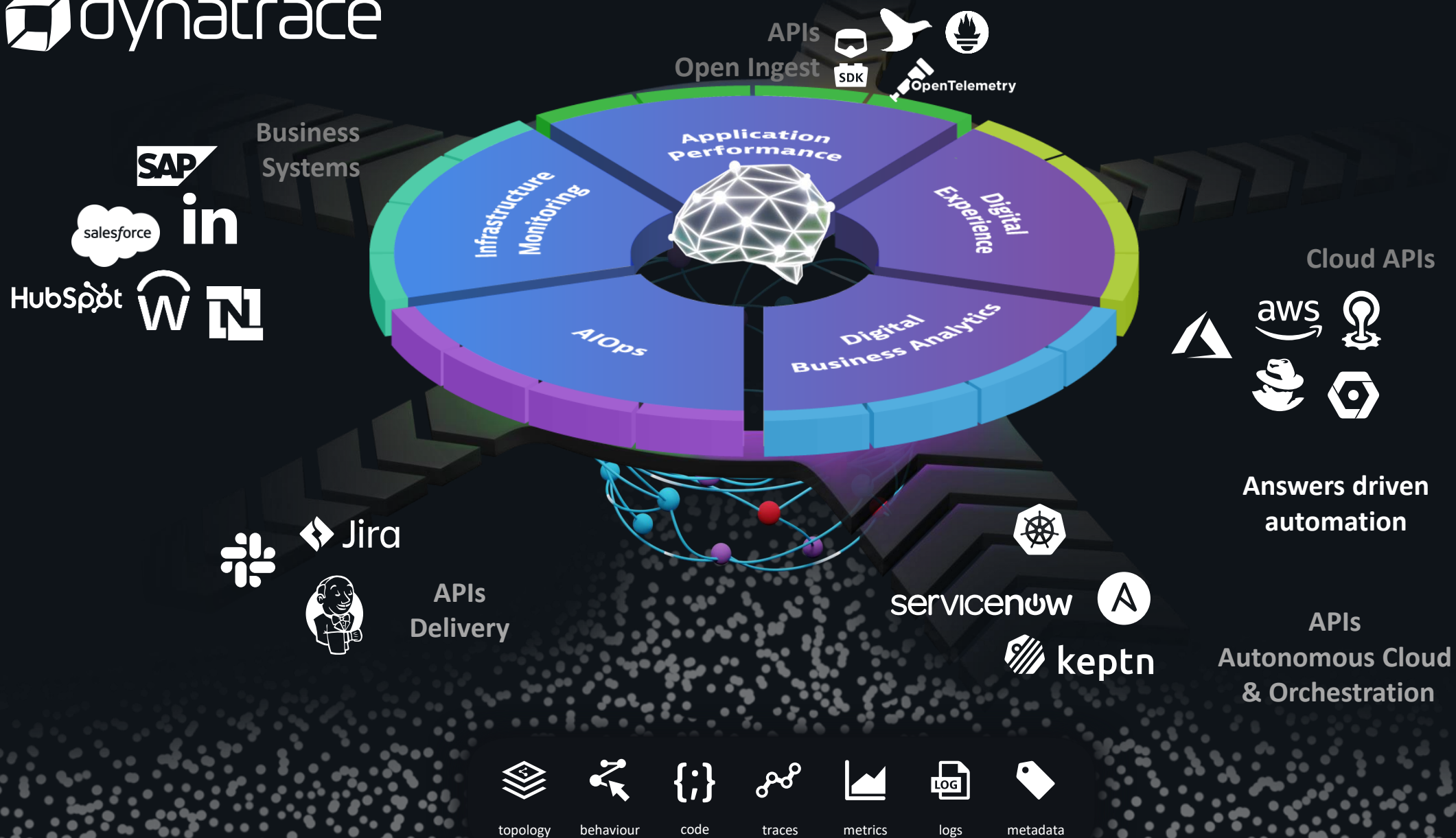
metrics

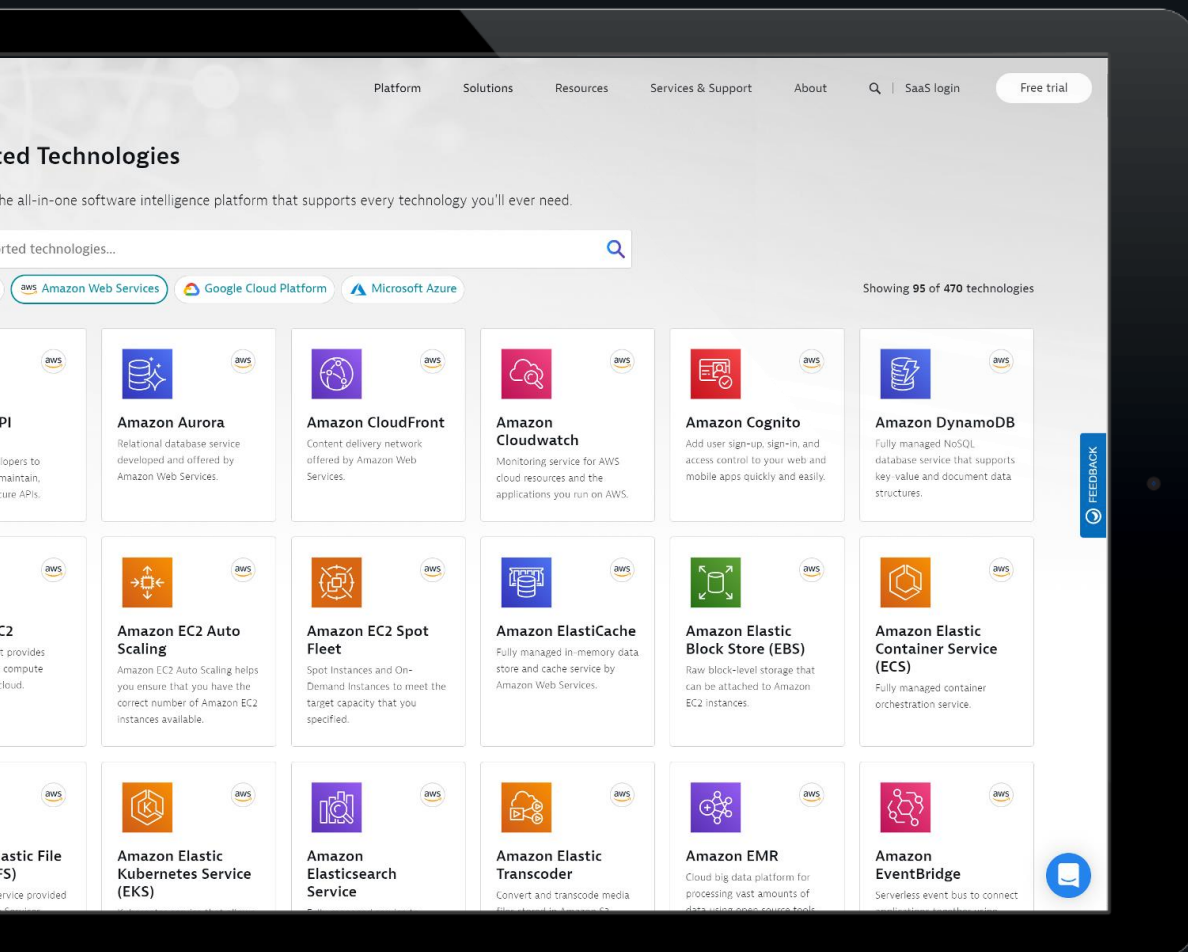


logs



metadata





450+ integrations
auto-discovered
extensible

Video of Steve



Automatic & Intelligent Observability at Scale



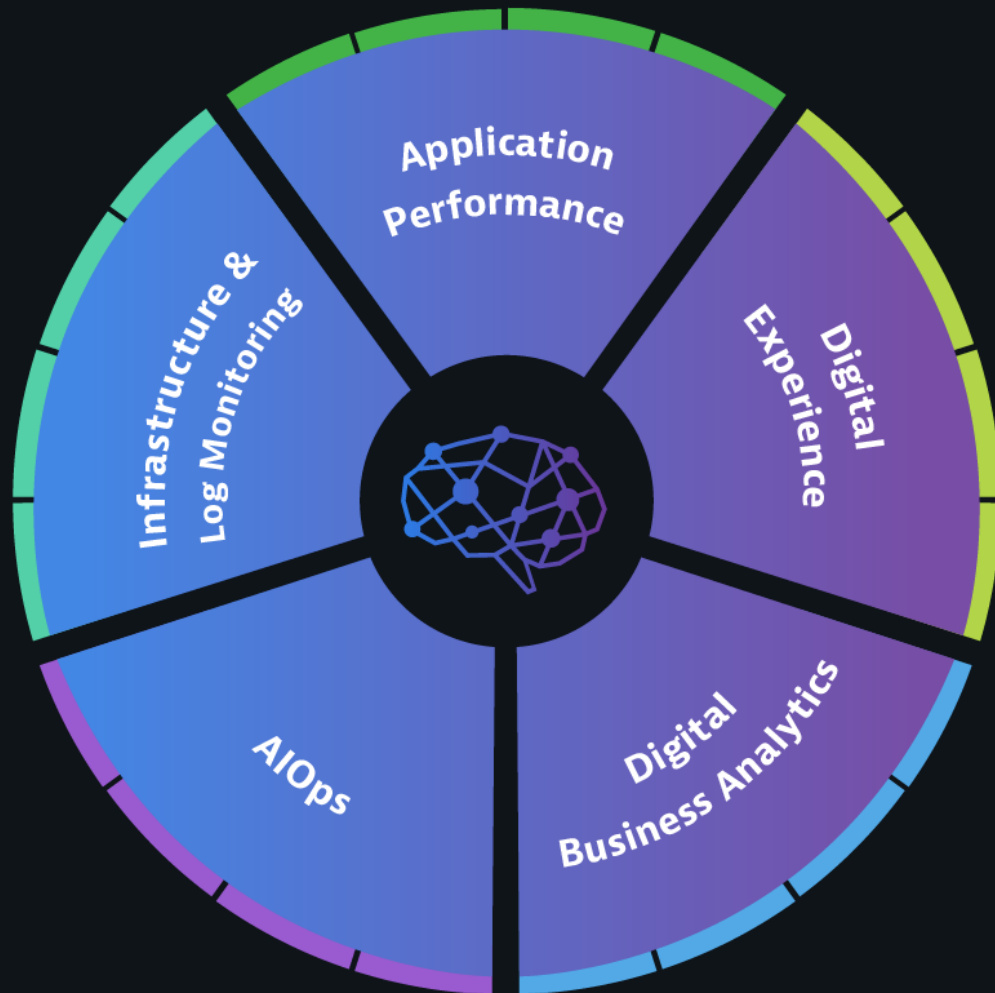
Superset/beyond AIOps Approach



Extensibility on a Common Platform



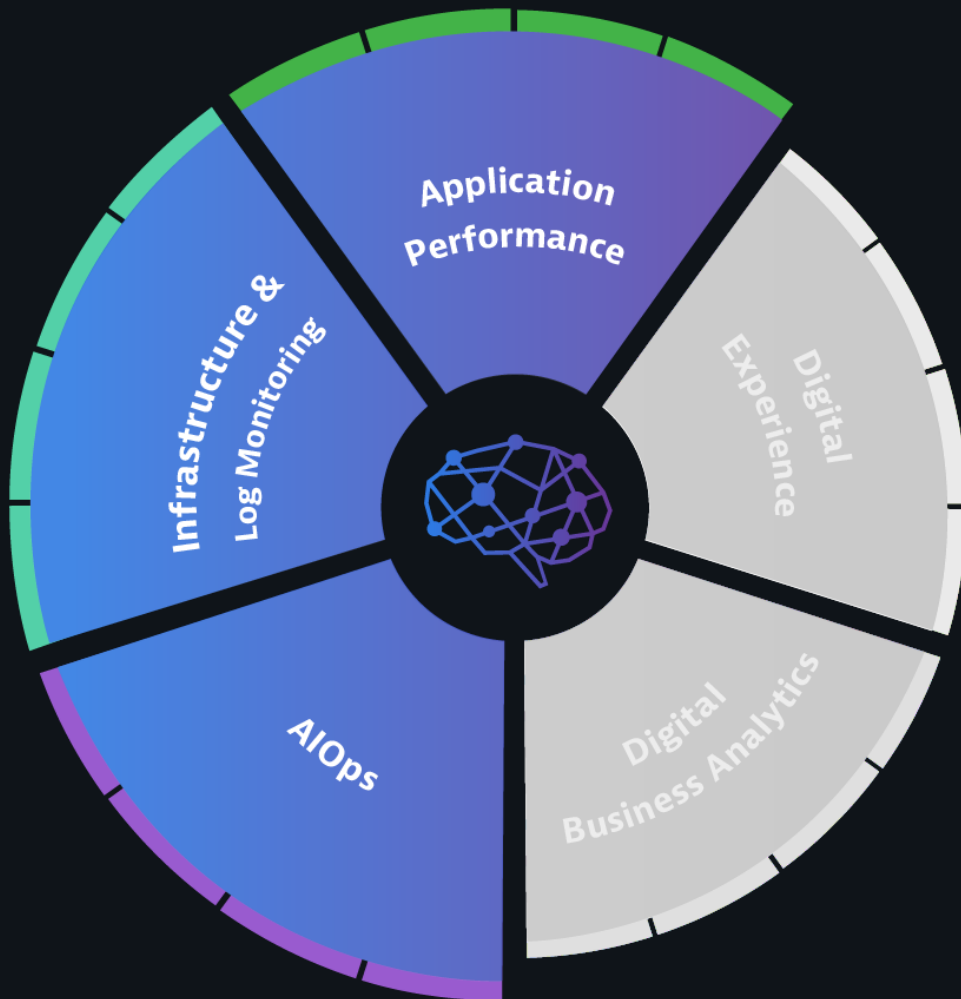
The Dynatrace Software Intelligence Platform



- All-in-one platform
- Purpose-built modules by use case
- Unified through Smartscape and Davis



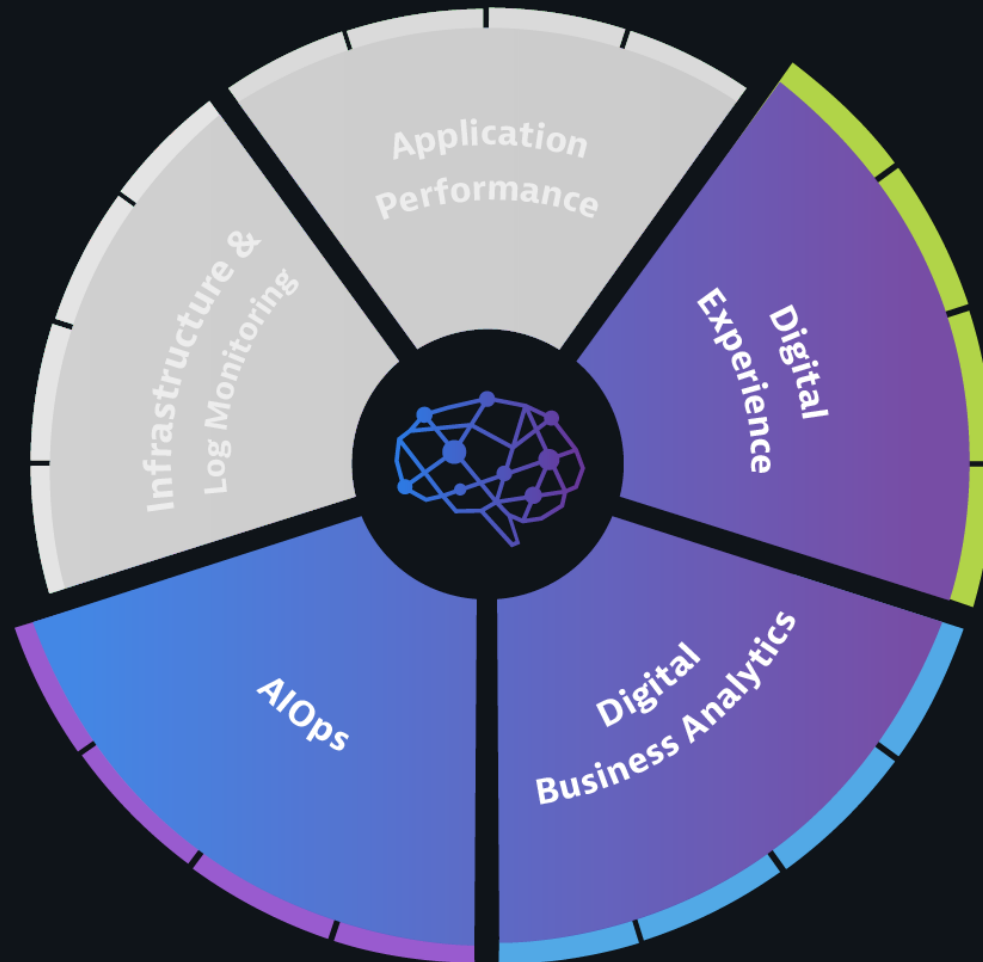
Intelligent Application Performance Monitoring



- Land with best-in-class observability at scale
- Significant growth potential – new apps and increased coverage
- Infrastructure and log monitoring included for full-stack observability



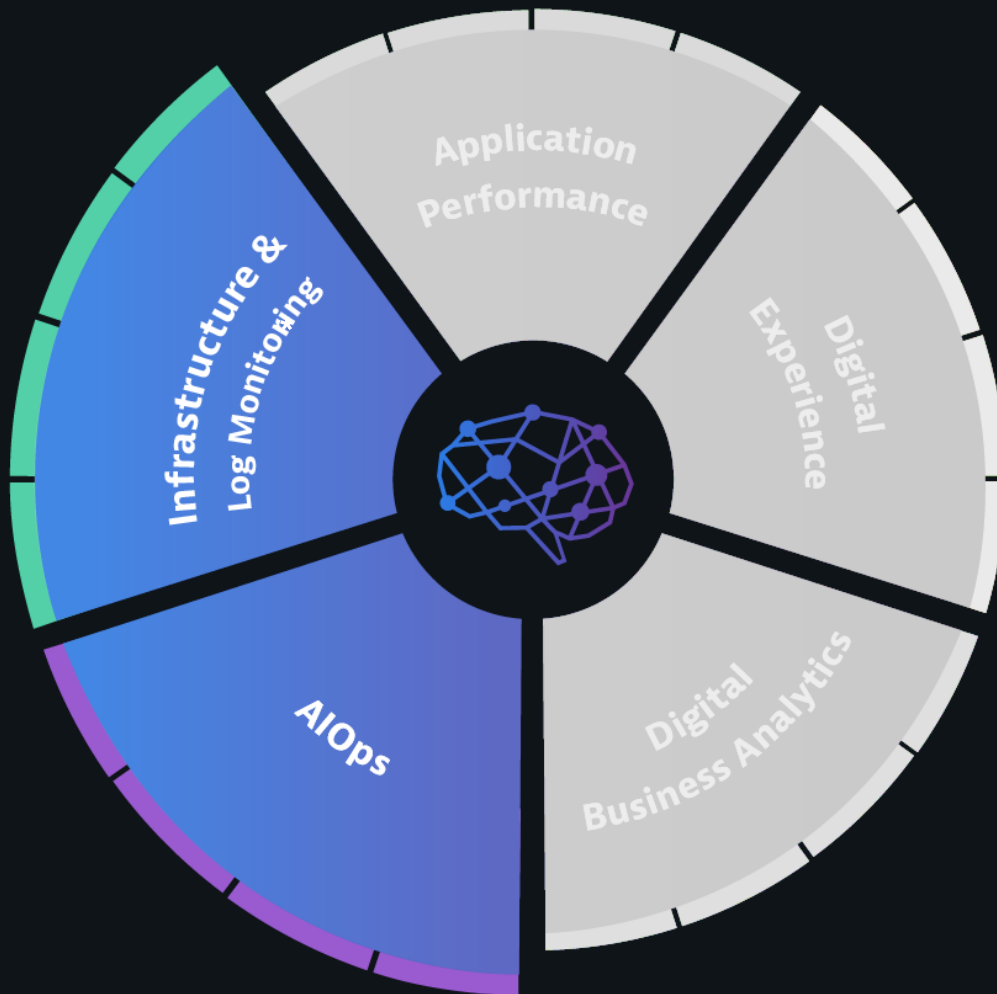
Intelligent Digital Experience & Digital Business Analytics



- End-to-end experience – not another silo
- 70%+ attach rate to APM
- Real-User, Session Replay, Synthetic Monitoring in one solution
- Connects observability with business KPIs



Intelligent Infrastructure Monitoring



- Generalizing infrastructure and log monitoring from full-stack
- 32% attach rate to APM – up from 22% a year ago
- Automatic, continuous discovery and data collection, tying into Smartscape and Davis
- Further extends Dynatrace audience to platform operators and SRE teams



Power of All-in-one Platform – Proven with 3+ Module Adoption

Three plus module usage

28%

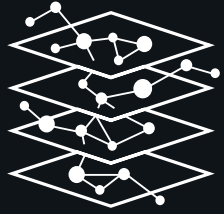
up from 19% one year ago and
22% six months ago

Three plus module Average ARR

\$400K

compared to average
Dynatrace ARR of \$229k

Video of Steve



Automatic & Intelligent Observability at Scale



Superset/beyond AIOps Approach



**Extensibility on a
Common Platform**



Simply smarter clouds