



# Q3 2023 Earnings Conference Call

October 26, 2023

# Safe Harbor Disclosure

Statements in this presentation other than historical data and information constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 as amended and Section 21E of the Securities Exchange Act of 1934, as amended, including, but not limited to, statements regarding (i) Q3 2023 renewal rate expectations, (ii) Domain Name Base increase expectations, and (iii) our full year 2023 financial guidance for Revenue; Operating Income; Interest Expense and Non-Operating Income, net; Capital Expenditures; and Effective Tax Rate. These statements are based on current expectations and assumptions and involve risks and uncertainties that could cause our actual results to differ materially from those stated or implied by such forward-looking statements. The potential risks and uncertainties include, among others, attempted security breaches, cyber-attacks, and DDoS attacks against our systems and services; the introduction of undetected or unknown defects in our systems or services; vulnerabilities in the global routing system; system interruptions or system failures; damage or interruptions to our data centers, data center systems or resolution systems; risks arising from our operation of root servers and our performance of the Root Zone Maintainer functions; any loss or modification of our right to operate the .com and .net gTLDs; changes or challenges to the pricing provisions of the .com Registry Agreement; new or existing governmental laws and regulations in the U.S. or other applicable non-U.S. jurisdictions; new laws, regulations, directives or ICANN policies that require us to obtain and maintain personal information of registrants; economic, legal, regulatory, and political risks associated with our international operations; unfavorable changes in, or interpretations of, tax rules and regulations; risks from the adoption of ICANN's consensus and temporary policies, technical standards and other processes; the weakening of, or changes to, the multi-stakeholder model of internet governance; the outcome of claims, lawsuits, audits or investigations; deterioration of economic conditions; our ability to compete in the highly competitive business environment in which we operate; changes in internet practices and behavior and the adoption of substitute technologies, or the negative impact of wholesale price increases; our ability to expand our services into developing and emerging economies; our ability to maintain strong relationships with registrars and their resellers; our ability to attract, retain and motivate highly skilled employees; and our ability to protect and enforce our intellectual property rights. More information about potential factors that could affect our business and financial results is included in our filings with the SEC, including in our Annual Report on Form 10-K for the year ended Dec. 31, 2022, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. Verisign undertakes no obligation to update any of the forward-looking statements after the date of this presentation.

# Agenda

Introduction

Business Highlights

Financial Performance / Guidance

Closing / Q&A / Appendix

# Introduction

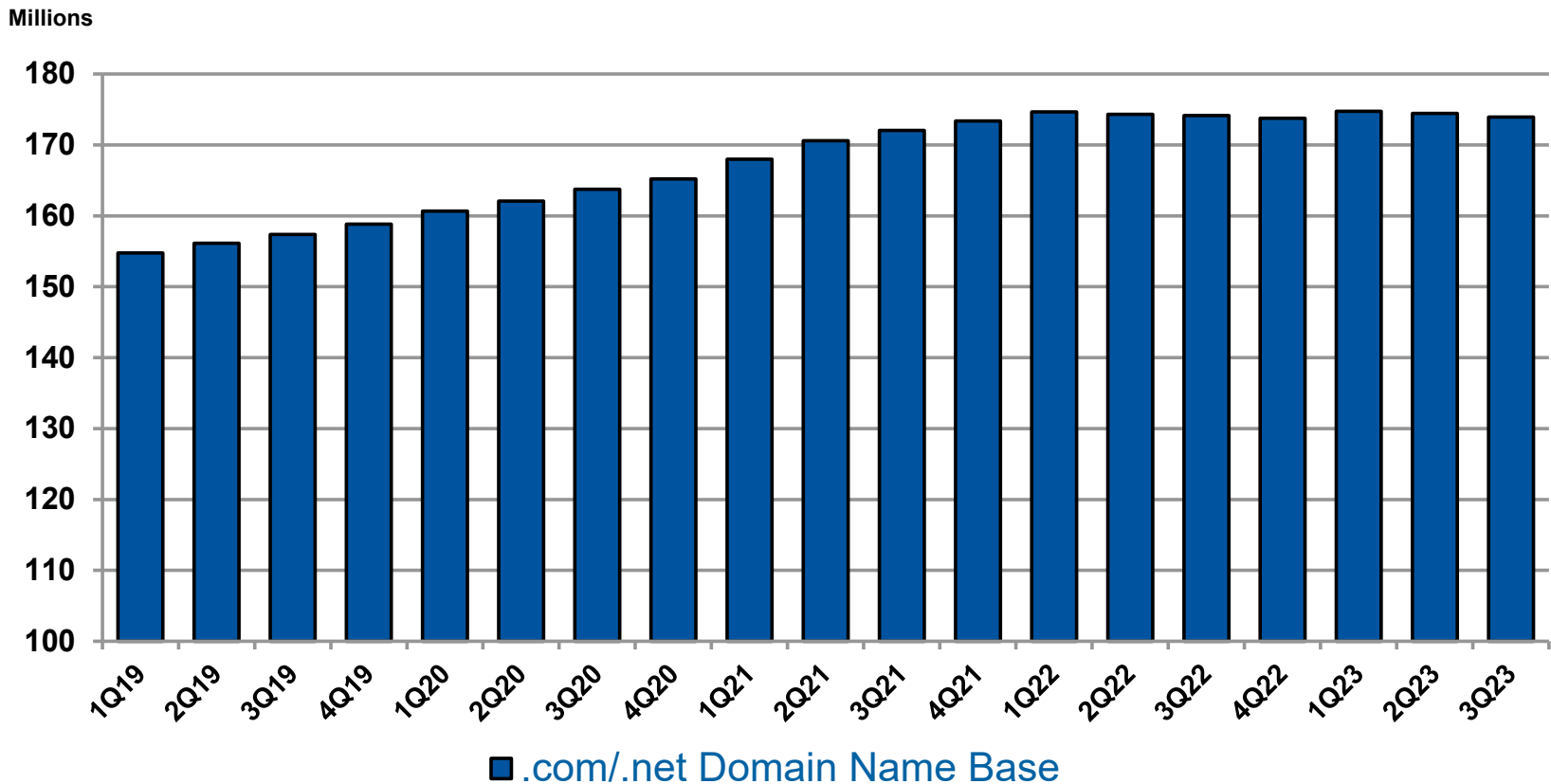
***Our Mission – enable the world to connect online with reliability and confidence, anytime, anywhere***

- Our critical internet infrastructure and the expertise of our teams enable us to reliably and accurately provide the critical internet navigation service that people around the world rely on more than ever for commerce, work-from-home, education, healthcare, and much more
- We continue to operate our registry services for .com and .net and our root operations at the rigorous standards of performance and availability governed by our agreements with ICANN
- We continue to enhance our critical internet infrastructure

***We remain fully-focused on operating secure, stable, and reliable internet infrastructure, upon which the world depends***

# Business Highlights

*Domain Name Base<sup>(1)</sup> at 173.9 Million Names, down 0.1% Y/Y*  
*160.8 Million .com Names and 13.2 Million .net Names*



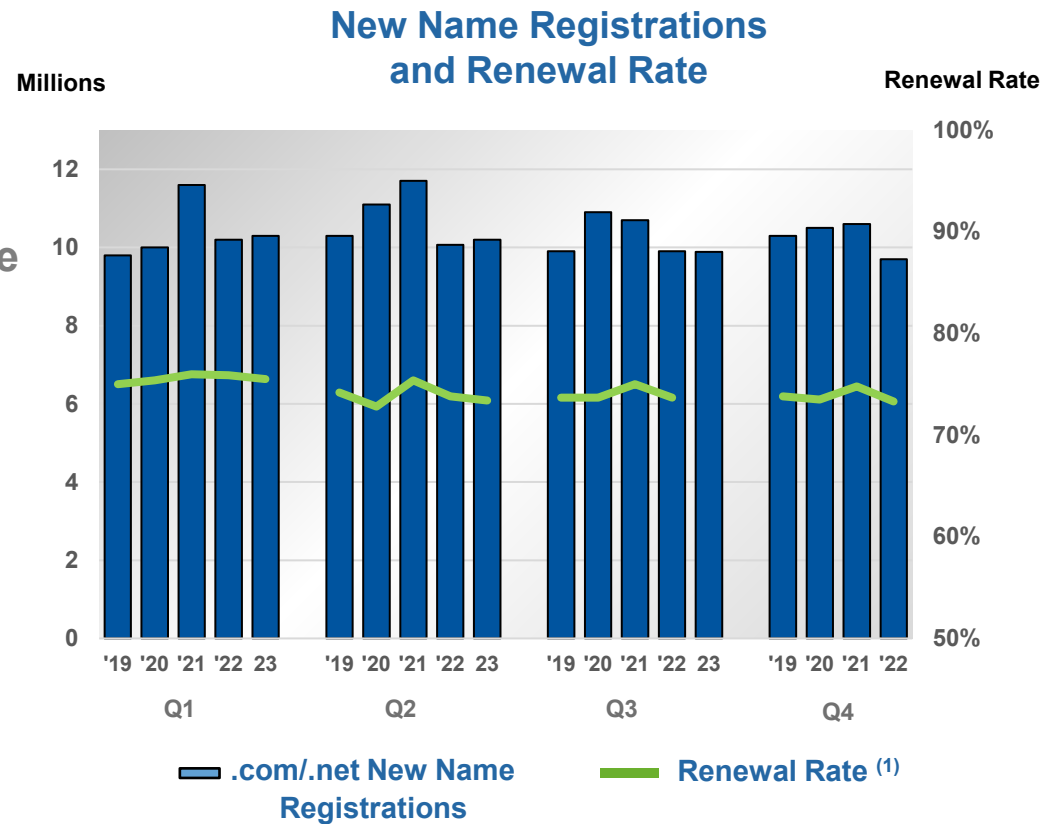
1) The domain name base as presented here is the active zone plus the number of domain names that are registered but not configured for use in the respective Top-Level Domain zone file plus the number of domain names that are in a client or server hold status. The sum of the .com and .net domain names may not match the total domain name base due to rounding.

# Business Highlights

## 9.9 Million New Name Registrations in Q3 2023

9.9 Million in Q3 2022

- Q2 2023 renewal rate 73.4%
  - Q3 2023 renewal rate expected to be approximately 73.4%<sup>(1)(2)</sup> compared with 73.7% for Q3 2022
- Ending Q3 2023 Domain Name Base decreased by 0.5M registrations from prior quarter end
- 37.3M registrations expiring in Q4 2023 vs 37.5M in Q4 2022
- Domain Name Base expected to change by between -0.4% to 0.4% from end of 2022 to end of 2023<sup>(2)(3)</sup>



1) Renewal rates are not fully measurable until 45 days after the end of the quarter.

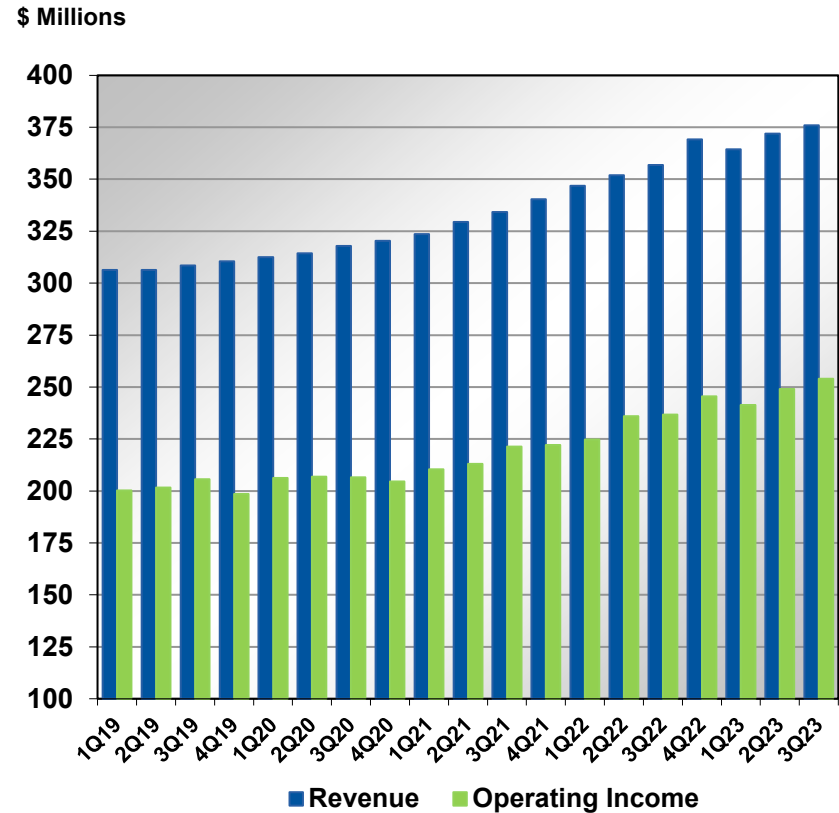
2) This guidance is based on historical and current market trends.

3) Financial forecasts and guidance are forward looking statements and actual results may vary for any number of reasons including those mentioned in our most recent 10-K, 10-Q and 8-K filings with the SEC.

# Q3 2023 Financial Performance

## Revenue & Operating Income

- Revenue of \$376M, up 5.4% y/y
- Operating Income \$254M
- Diluted EPS of \$1.83
- Operating Cash Flow of \$245M
- Free Cash Flow of \$217M<sup>(1)</sup>
- 915 Employees at September 30, 2023<sup>(2)</sup>



- 1) Free cash flow is a non-GAAP financial measure defined as cash flow from operating activities, less capital expenditures. See reconciliation of operating cash flow to free cash flow in slide appendix for more detail.
- 2) Net of interns.

# Full Year 2023 Financial Guidance<sup>(1)(2)</sup>

- **Revenue**
  - \$1.490 billion to \$1.495 billion; narrowed from \$1.490 billion to \$1.500 billion
- **Domain Name Base Growth**
  - -0.4% to 0.4%; lowered from 0.0% to 1.0%
- **Operating Income**
  - \$0.995 billion to \$1.000 billion; narrowed from \$0.990 billion to \$1.005 billion
- **Interest Expense and Non-Operating Income, net**
  - \$25 million to \$35 million expense; lowered from \$30 million to \$40 million expense
- **Capital Expenditures**
  - \$45 million to \$55 million; unchanged
- **Effective Tax Rate**
  - 21% to 24%; lowered from 22% to 25%

1) Our guidance is based on expectations about the outlook of our business in addition to our financial projections for interest income and expense.

2) Financial forecasts and guidance are forward looking statements and actual results may vary for any number of reasons including those mentioned in our most recent 10-K, 10-Q and 8-K filings with the SEC.



# Q&A Appendix

# Non-GAAP Financial Measures

Verisign provides quarterly and annual financial statements that are prepared in accordance with generally accepted accounting principles (GAAP). Along with this information, management typically discloses and discusses certain non-GAAP financial measures on investor conference calls and related events. The non-GAAP financial measures included in this presentation are Adjusted EBITDA and Free cash flow.

Adjusted EBITDA is a non-GAAP financial measure and is calculated in accordance with the terms of the indentures governing Verisign's 2025 and 2027 senior notes. Adjusted EBITDA refers to net income before interest, taxes, depreciation and amortization, stock-based compensation, and unrealized gain / loss on hedging agreements.

Free cash flow is a non-GAAP financial measure defined as cash flow from operating activities, less capital expenditures.

Management believes that these non-GAAP financial measures supplement the GAAP financial measures by providing investors with additional information that allows them to have a clearer picture of Verisign's operations and financial performance and the comparability of Verisign's operating results from period to period. The presentation of these non-GAAP financial measures is not meant to be considered in isolation nor as a substitute for financial measures prepared in accordance with GAAP.

The tables herein include a reconciliation of the non-GAAP financial measures to the comparable financial measures reported in accordance with GAAP for the given periods.

# Reconciliation of Adjusted EBITDA & Free Cash Flow

## Reconciliation of GAAP Net Income to Non-GAAP Adjusted EBITDA:

(In Millions)

The following table reconciles GAAP net income to non-GAAP Adjusted EBITDA for the period shown below:

	Four Quarters Ended September 30, 2023
<b>Net Income</b>	\$ 732.4
Interest expense	75.3
Income tax expense	224.8
Depreciation and amortization	45.4
Stock-based compensation	59.4
Unrealized gain on hedging agreements	(4.2)
<b>Non-GAAP Adjusted EBITDA</b>	<b>\$ 1,133.1</b>

## Reconciliation of Operating Cash Flow to Free Cash Flow:<sup>(1)</sup>

(In Millions)	FY'21	Q1'22	Q2'22	Q3'22	Q4'22	FY'22	Q1'23	Q2'23	Q3'23
<b>Cash Flow from Operating Activities</b>	\$ 807.2	\$ 207.1	\$ 144.9	\$ 262.2	\$ 216.9	\$ 831.1	\$ 259.0	\$ 145.3	\$ 245.3
Acquisition of property and equipment, net	(53.0)	(6.6)	(6.2)	(6.9)	(7.7)	(27.4)	(5.7)	(6.5)	(28.6)
<b>Total Free Cash Flow</b>	<b>\$ 754.1</b>	<b>\$ 200.5</b>	<b>\$ 138.7</b>	<b>\$ 255.3</b>	<b>\$ 209.2</b>	<b>\$ 803.7</b>	<b>\$ 253.3</b>	<b>\$ 138.8</b>	<b>\$ 216.7</b>

1) The sum of the amounts in the columns and rows may not match the total amounts shown due to rounding.

# Classification of Stock-Based Compensation

(In Millions)

	Three Months Ended		
	September 30, 2023	June 30, 2023	September 30, 2022
Cost of revenues	\$ 1.9	\$ 2.0	\$ 1.8
Research and development	2.5	\$ 2.5	2.5
Selling, general and administrative	11.1	\$ 11.2	12.0
Total stock-based compensation expense	<u>\$ 15.5</u>	<u>\$ 15.7</u>	<u>\$ 16.3</u>

