



Investor & Analyst Day

NASDAQ: GDYN

November 16, 2023

Disclaimer

Forward-Looking Statements

This communication and the accompanying 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 that are not historical facts, and involve risks and uncertainties that could cause actual results of Grid Dynamics to differ materially from those expected and projected. These forward-looking statements can be identified by the use of forward-looking terminology, including the words “believes,” “estimates,” “anticipates,” “expects,” “intends,” “plans,” “may,” “will,” “potential,” “projects,” “predicts,” “continue,” or “should,” or, in each case, their negative or other variations or comparable terminology. These forward-looking statements include, without limitation, statements about product capabilities, our market opportunity, the section titled “Target Financial Model,” and statements concerning Grid Dynamics’s expectations with respect to future performance, particularly in light of the macroeconomic environment and the Russian invasion of Ukraine, as well as its strategies and the GigaCube strategy.

These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from the expected results. Most of these factors are outside Grid Dynamics’ control and are difficult to predict. Factors that may cause such differences include, but are not limited to: (i) Grid Dynamics has a relatively short operating history and operates in a rapidly evolving industry, which makes it difficult to evaluate future prospects and may increase the risk that it will not continue to be successful and may adversely impact our stock price; (ii) Grid Dynamics may be unable to effectively manage its growth or achieve anticipated growth, particularly as it expands into new geographies, which could place significant strain on Grid Dynamics’ management personnel, systems and resources; (iii) Grid Dynamics’ revenues are highly dependent on a limited number of clients and industries that are affected by seasonal trends, and any decrease in demand for outsourced services in these industries may reduce Grid Dynamics’ revenues and adversely affect Grid Dynamics’ business, financial condition and results of operations; (iv) macroeconomic conditions, inflationary pressures, and the geopolitical climate, including the Russian invasion of Ukraine, have and may continue to materially adversely affect our stock price, business operations, overall financial performance and growth prospects; (v) Grid Dynamics’ revenues are highly dependent on clients primarily located in the United States, and any economic downturn in the United States or in other parts of the world, including Europe or disruptions in the credit markets may have a material adverse effect on Grid Dynamics’ business, financial condition and results of operations; (vi) Grid Dynamics faces intense and increasing competition; (vii) Grid Dynamics’ failure to successfully attract, hire, develop, motivate and retain highly skilled personnel could materially adversely affect Grid Dynamics’ business, financial condition and results of operations; (viii) failure to adapt to rapidly changing technologies, methodologies and evolving industry standards may have a material adverse effect on Grid Dynamics’ business, financial condition and results of operations; (ix) failure to successfully deliver contracted services or causing disruptions to clients’ businesses may have a material adverse effect on Grid Dynamics’ reputation, business, financial condition and results of operations; (x) risks and costs related to acquiring and integrating other companies; and (xi) other risks and uncertainties indicated in Grid Dynamics filings with the SEC.

Non-GAAP Financial Measures

Financial and certain other information contained in this presentation is derived from reports or other public disclosures previously made by the Company and has not been updated as of the date hereof. Certain non-GAAP financial information included in this presentation are not substitutes for financial information prepared under GAAP. Please see our SEC filings for descriptions and reconciliations.



Agenda

- Corporate Overview Leonard Livschitz
- Sales & Partnerships Rahul Bindlish
- Guest Speaker Melissa Pint (Frontier)
- CTO Office Rajeev Sharma, Eugene Steinberg

Q&A - morning session

Lunch Break

- Global Operations Yury Gryzlov
- Delivery & Engineering Vadim Kozyrkov
- Financial Update Anil Doradla

Q&A - afternoon session



Corporate Overview

Leonard Livschitz

Chief Executive Officer



Grid Dynamics at a Glance. Resilient & Growing

41.0%⁽¹⁾

CAGR since IPO,
2020

**Strong revenue
growth**

\$254M

Cash reserves,
Q3 2023

**Stable balance
sheet**

4

Strategic
acquisitions

M&A

18+

Countries

Global presence

70%+

Revenue from
Fortune 1000
Companies

7+

Years of Enterprise
AI experience

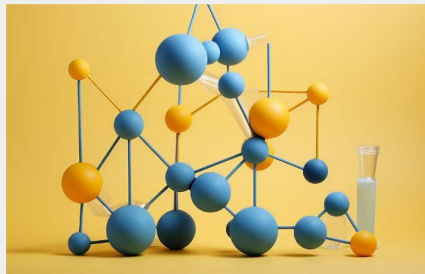
Note: (1) 3-year CAGR 2020-2023E based on the midpoint of Q4'23 guidance



Why We Win?



Trusted partner for our customers in their business transformations



Our **engineering DNA with focus on emerging technologies** leading with AI, GenAI



Global presence with a **diverse talent pool with high AI skills density**



Growth mindset with a stable balance sheet and an experienced leadership team

*We Are The **Trusted Technology**
Partner For Our Customers at
Each Step Of Their Transformation*

>90%

Repeat sales

2007

Our earliest client, a
leading retailer, still
maintains a strong &
enduring relationship
with us



Top 3

Largest Technology Companies in the World

Our Customers Are Global Leaders, Early Adopters and Innovators in Their Industries

12

Of the World's Best
Brands

2

Of the Largest
Pharmaceutical
Companies
in the world

3

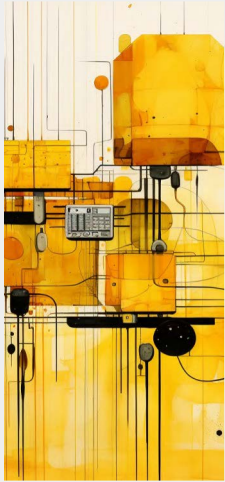
Of the Biggest
Footwear Companies
in the World

2

Of the Largest EV
Manufacturers
in the US



Our Industry Mix is Diversifying



TMT



Retail



Finance



CPG



Manufacturing



**Life
Sciences**



Insurance

*Transforming & Scaling with our **GigaCube Strategy** to Leverage New Growth Opportunities with AI and GenAI*

Our Partnership Landscape is Evolving



**Partner Influenced
Revenue**
(since 2020)



**Advanced Specialized
Tiers Including AI and GenAI**

***Transforming & Scaling with our GigaCube Strategy to Unlock New Multipliers with
Our Partners***

Our Location Strategy is Scaling with “Follow The Sun” Model



Americas



Europe



India

Efficient Scaling Using AI, GenAI In Delivery

Global Diverse Talent Pool



44%+
Senior
Engineers



20+
Top university
partners



300+
Interns

Transforming & Scaling with our GigaCube Strategy to Leverage Our Global Scale

AI and GenAI @ Grid Dynamics

AI: The Thread Weaving Through Our Entire Organization



Sales

25% AI
Foundation
Revenue



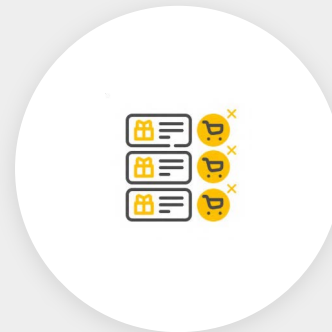
Delivery

7+ years of history
of delivering AI
projects



Engineering

High AI skills
density across our
global talent pool



CTO

Comprehensive AI
led Portfolio of
Services &
Accelerators

AI: Real Projects, Real Customers, Real Impact

A History of Delivering Value to Customers with AI led projects



2017

AI based promotion optimization platform for a leading department store

2018

Industry-first AI solution for visual search & recommendation for an iconic retail brand delivered “Shop The Look” capability

2019

AI based real-time customer intent insights, churn prevention & recommendations for a leading Telecom company

2020

AI enabled capabilities for semantic search with intent interpretation using NLP for a global sports apparel brand

2021

AI enabled patient behavior analytics and next-best action solution for a leading biotech company



Our Current AI Headcount Density

15%+ Engineers with **AI specific expertise**

30%+ Engineers **externally certified in foundational technologies for enterprise AI**

75%+ Engineers **ready for Enterprise AI** projects

Global AI talent pool available in Americas, EMEA and India



Innovations Extend Our Competitive Edge in Enterprise AI, GenAI

25+

Accelerators &
Blueprints in 2023
enabling **Quick
Time-to-Value**

12+

AI, GenAI
focused
Accelerators

15+

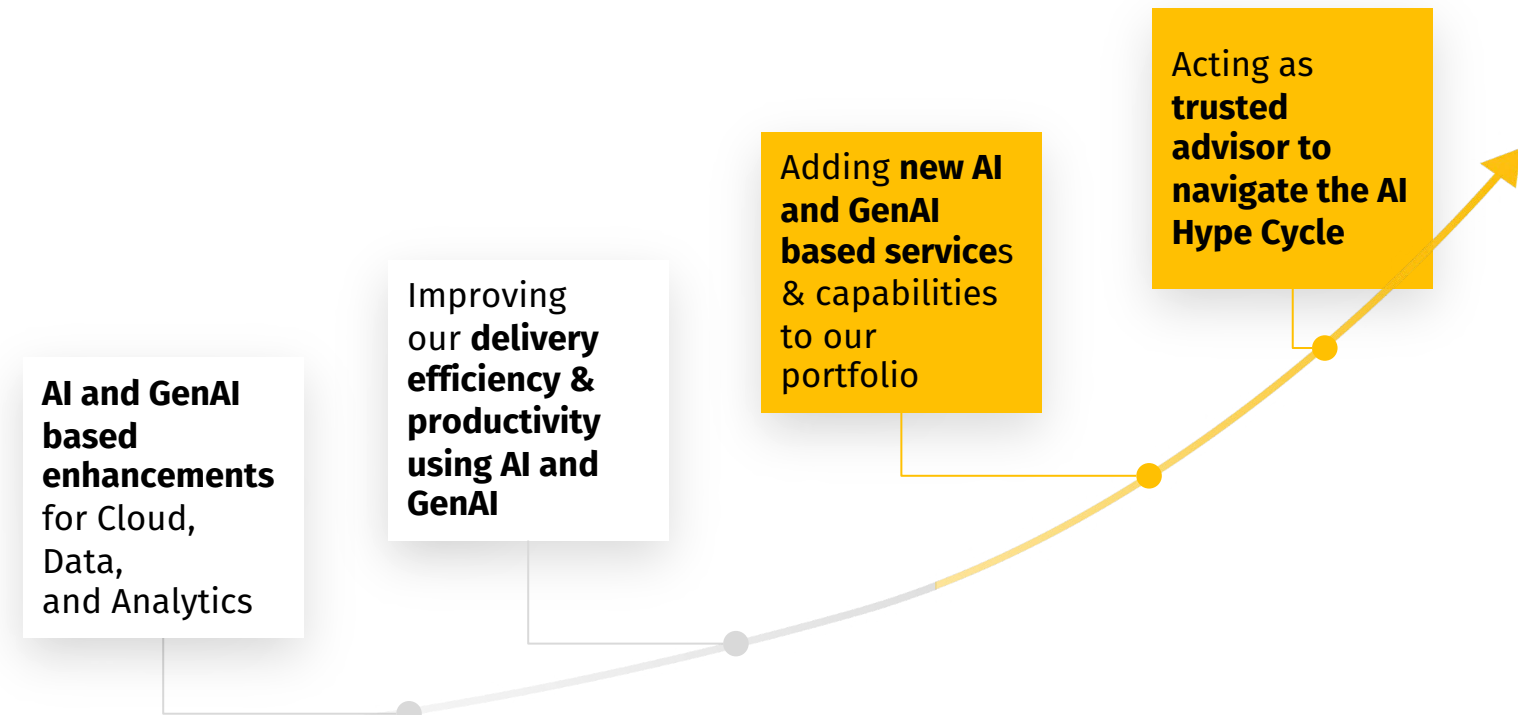
Customer Co-
Innovation
discussions
enabling **AI, GenAI
in Business
Processes**

100+

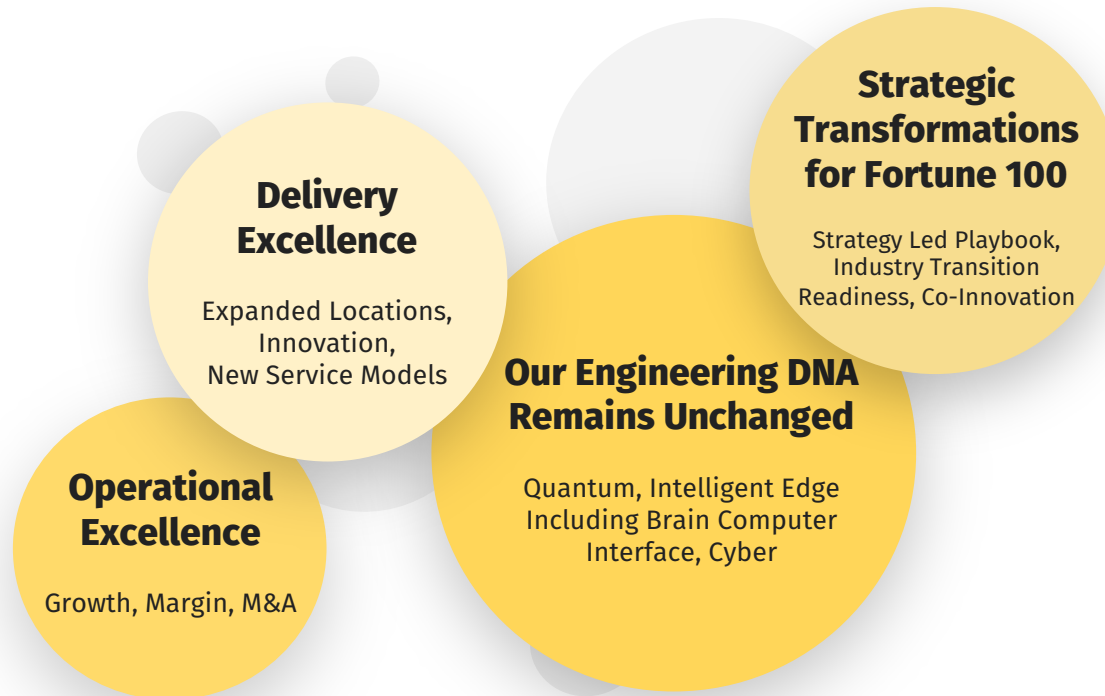
Books (print,
eBooks), White
papers on **AI, GenAI,
Algorithms, DevOps,
Industry Blogs**

*Transforming & Scaling with our **GigaCube Strategy** to Utilize New Innovations and Technologies*

Our Services Portfolio enhanced with AI and GenAI Enable our Customers get Immediate Business Impact



As a \$1B Revenue Company We Will Be “Different But Same”



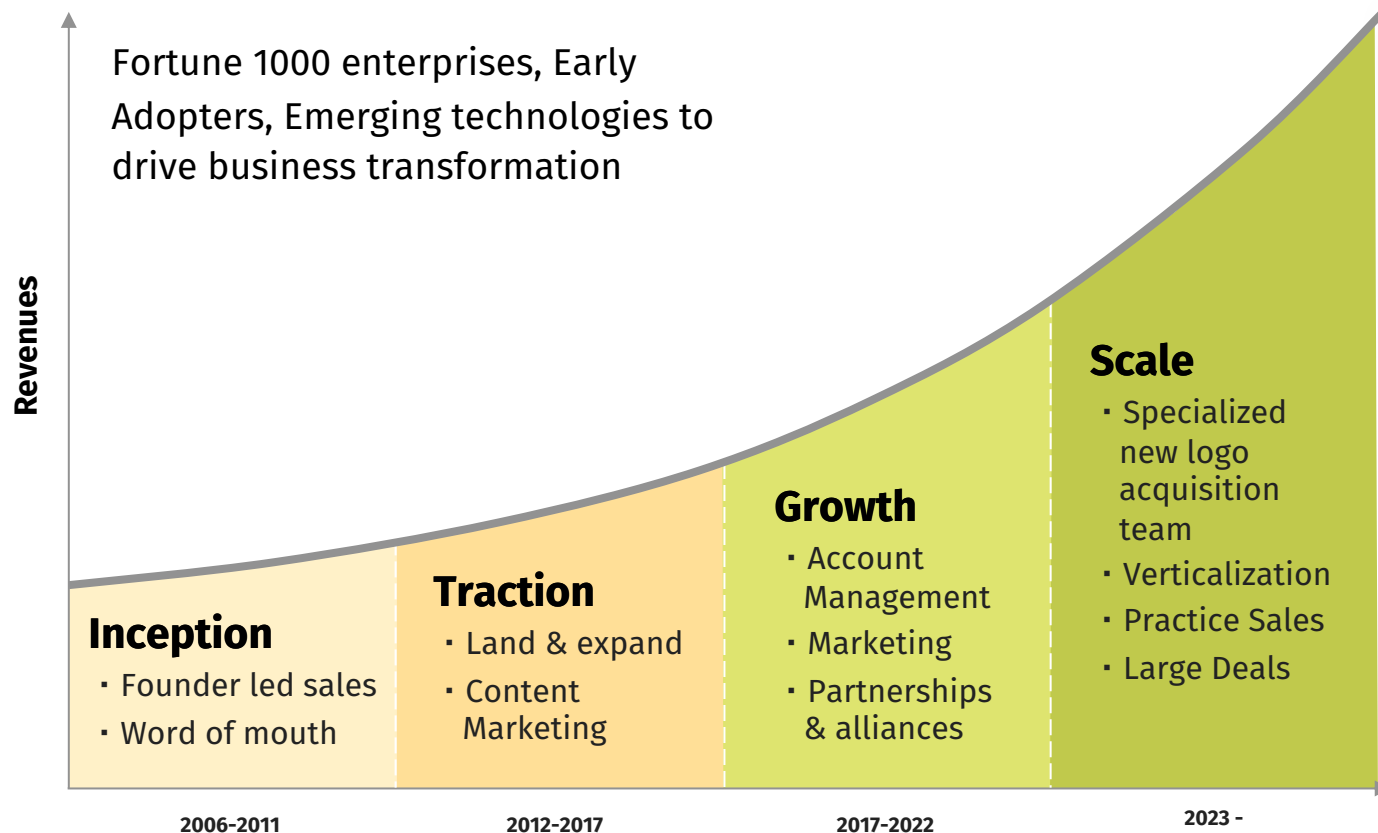
Sales & Partnerships

Rahul Bindlish

VP of Strategic Business Development



Evolution of Our Sales



**\$3.5T – \$5.8T
OPPORTUNITY**

AI is a secular productivity trend, with the potential to create value totaling \$3.5 – \$5.8 Trillion annually

Source: McKinsey Analytics - "Most of AI's business uses will be in two areas" (March 2019)



Earning Our Customers' Trust is the Foundation of Our Sales Strategy

14

Customers who have
been with us for
more than 5 years

>90%

Repeat sales

>70%

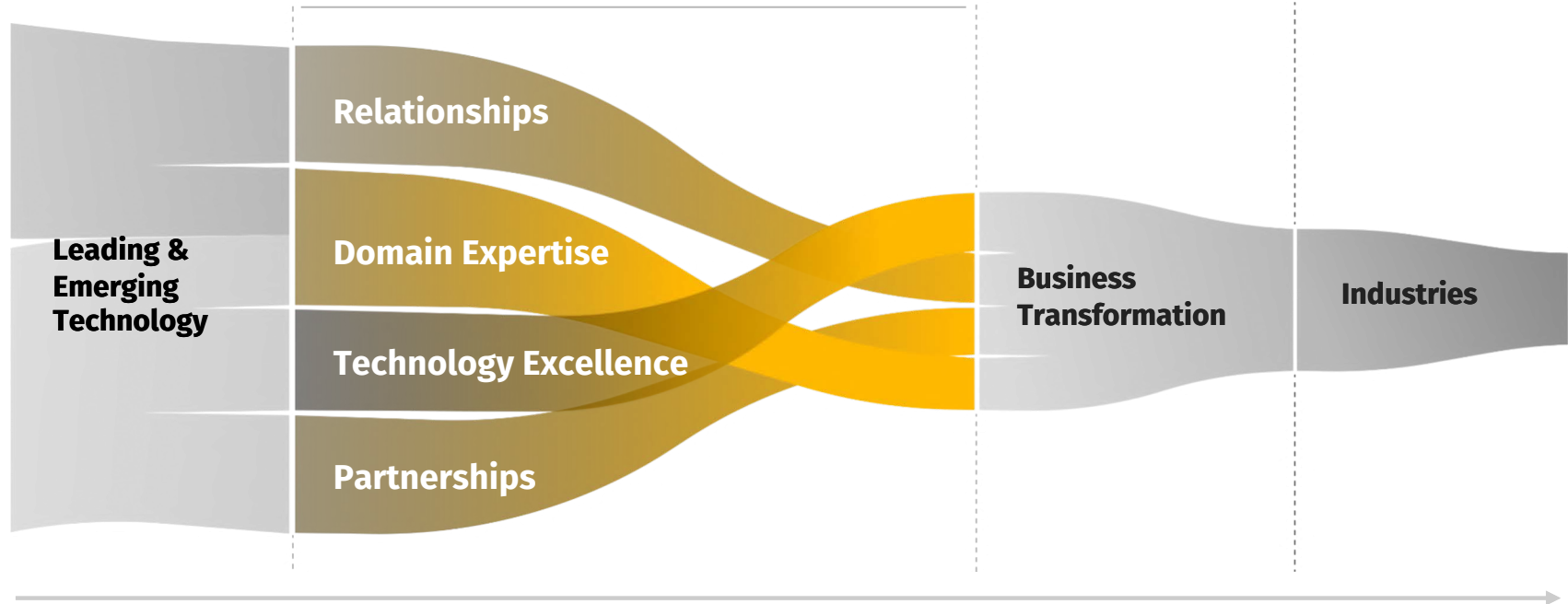
Revenues from
Fortune 1000
companies

56

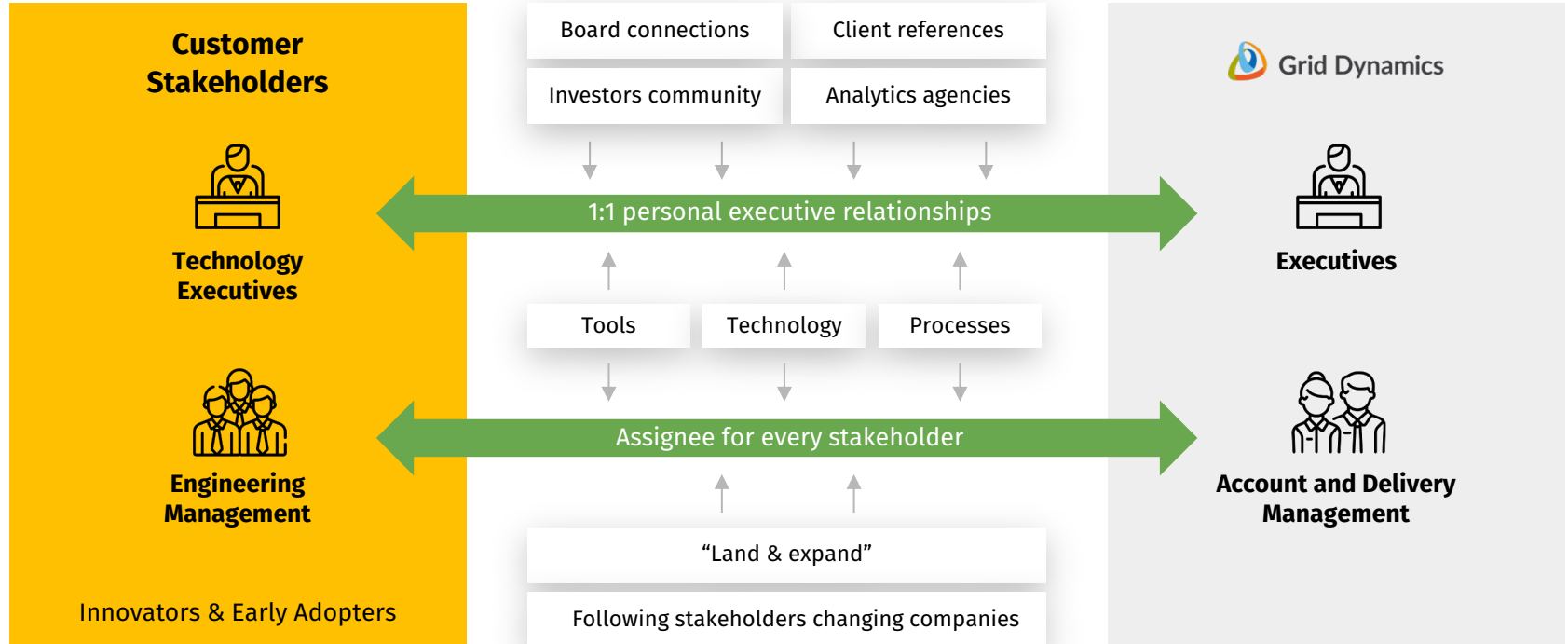
New Enterprise
Logos added over
the past 8 quarters

Winning Trust by Enabling Business Transformation

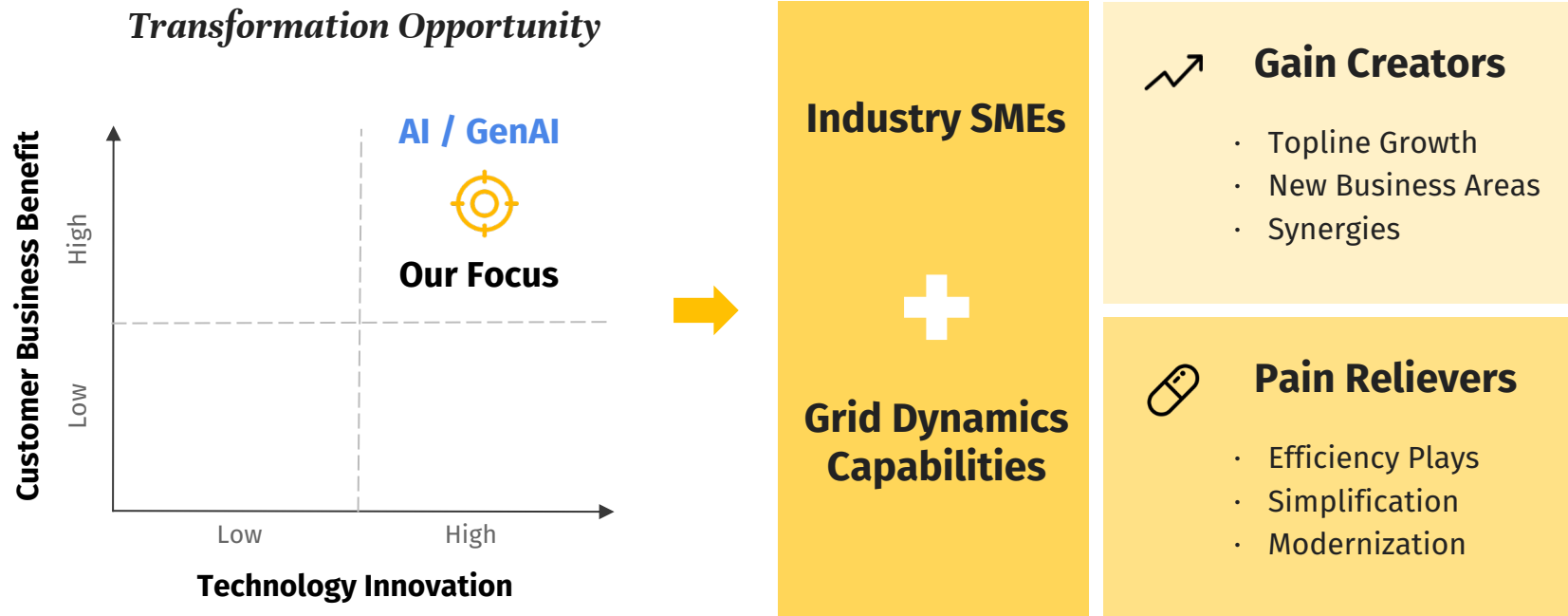
4 Enablers for Sales



Building Relationships

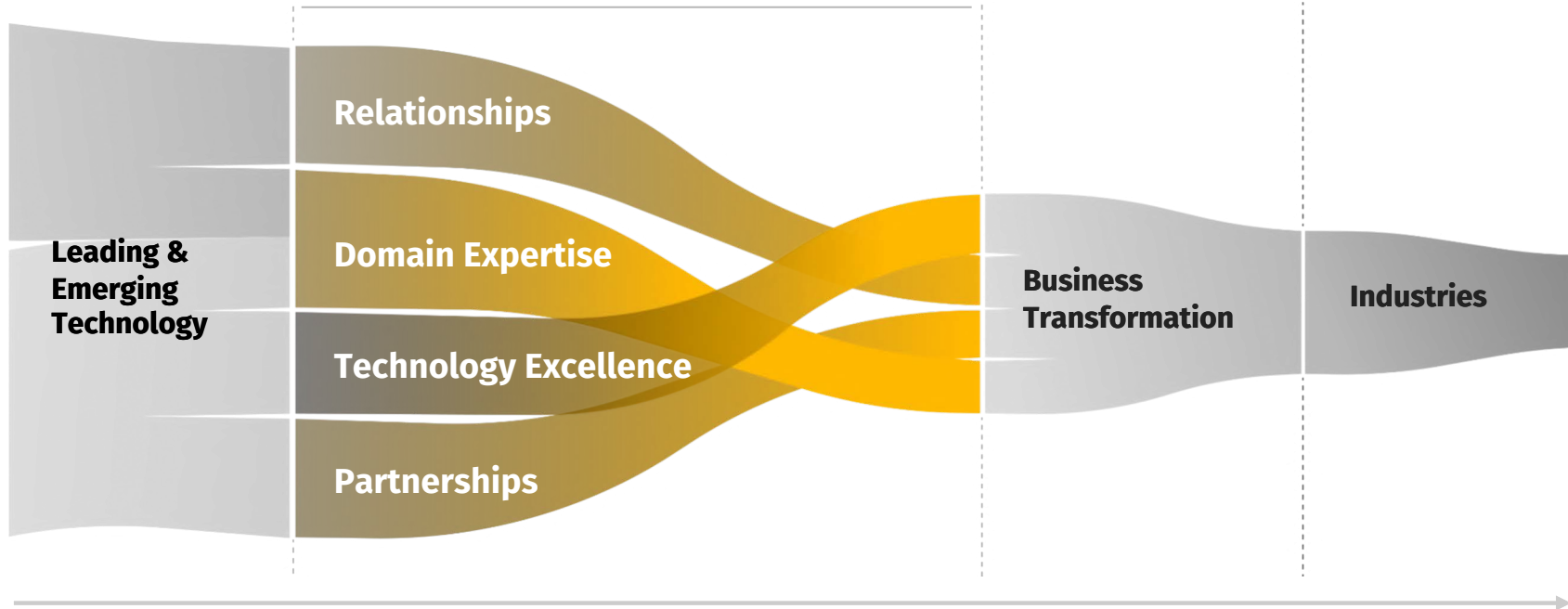


Domain Expertise

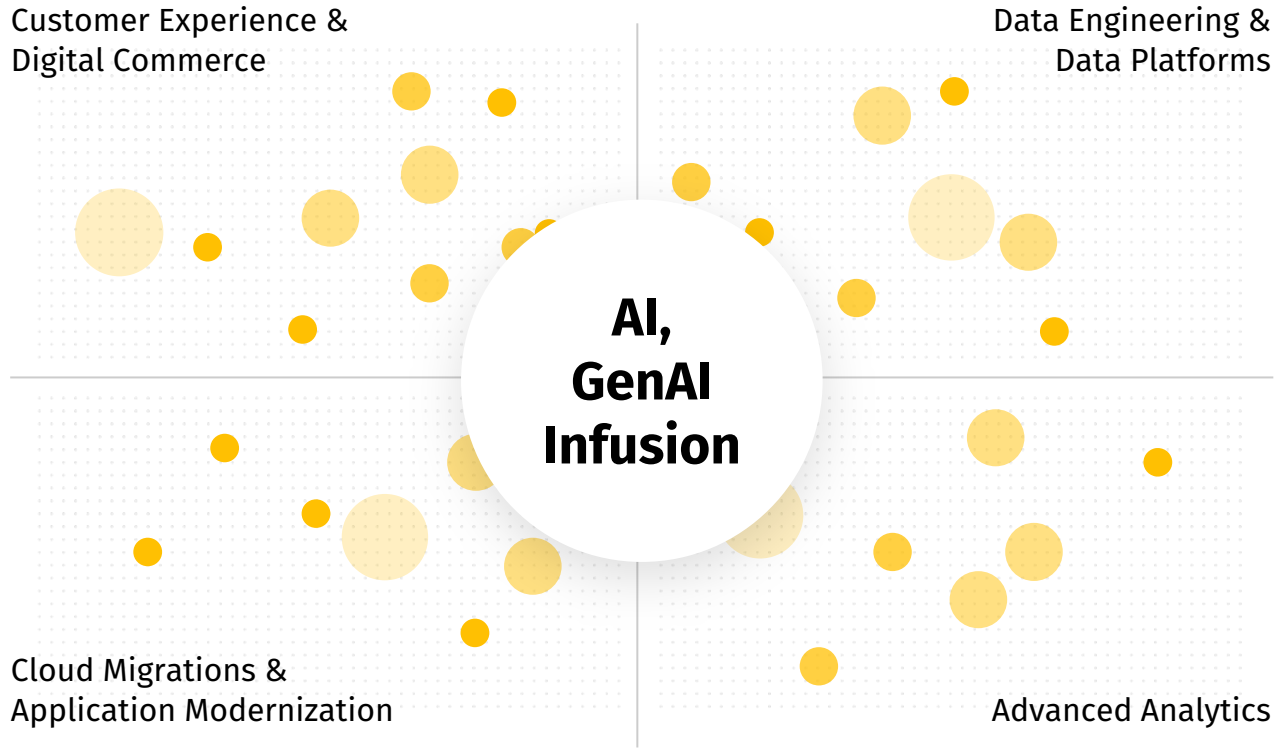


Winning Trust by Enabling Business Transformation

4 Enablers for Sales



Technology Excellence

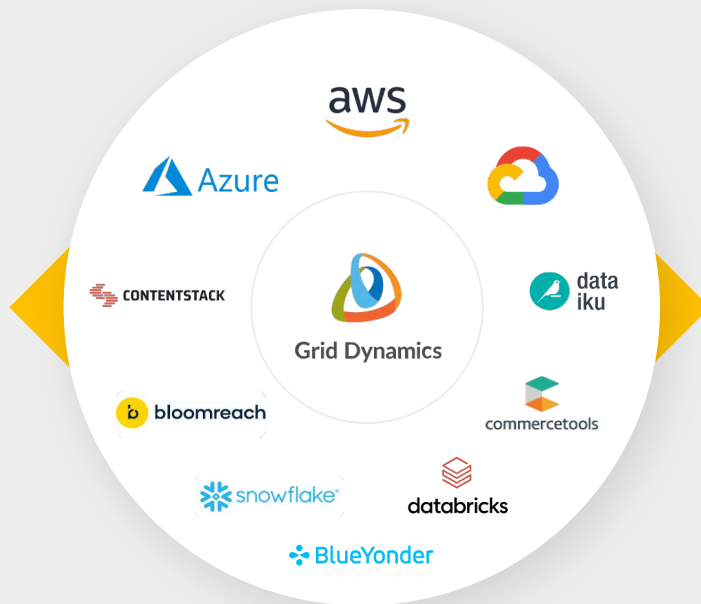


Partnerships – a Force Multiplier

*Google's Global Partner for
Implementing Innovative
Generative AI Solutions*

*Expanded our partnership
with Microsoft to include
Open AI + Github*

*Building accelerators on
Azure Open AI, Google
Bard and AWS' Bedrock*



Outcomes



Accelerated pipeline
creation & deal closure



Industry penetration

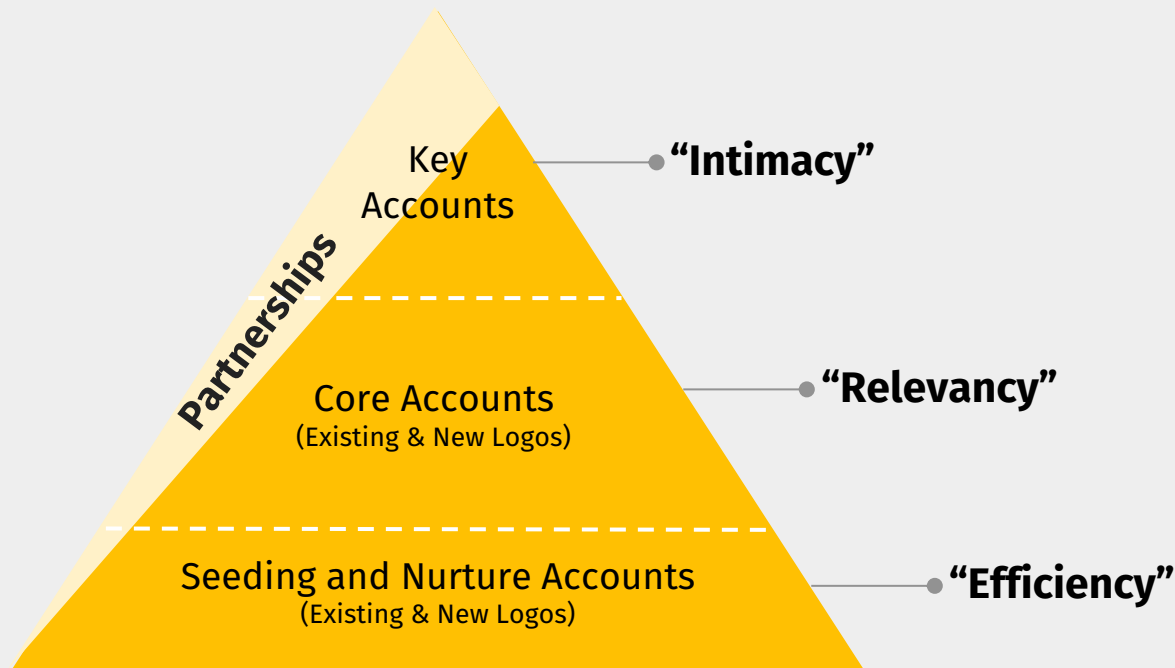


Larger deals

Partner influenced **revenues increased from less than 1% to 12%** over past 3 years

Number of partners increased from 4 to over a dozen in the past 3 years

Our Execution Plan For Delivering Growth At Scale



12+ AI, GenAI

focused
Accelerators

15+

Co-Innovation
discussions enabling
AI, GenAI in Business
Processes

Selected Examples of Business Transformations Delivered



LS/Pharma: a leading Pharma company

AI based Next Best Experience solution for personalized, optimal outreach



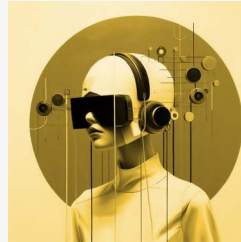
BFSI: a leading wealth management company

GenAI driven client advisor platform



CPG: a global Beverage manufacturer

AI assisted Shelf Intelligence merchandising system



TMT: a Hi-tech company

Real-time analytics platform to drive personalization



Manufacturing: a leading Tire manufacturer

AI-based platform for tire recognition, health **evaluation**, and **predictive maintenance**



Retail: a leading multi-brand retailer

Modernization of **loyalty platform** incorporating **enterprise AI**

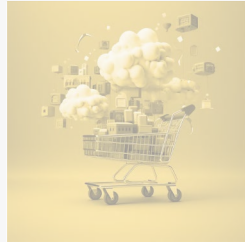
Selected Examples of Business Transformations Delivered



LS/Pharma: a leading Pharma company

AI based
for per

AI based Next Best Experience solution



CPG: a leading consumer goods company

AI assisted
merch

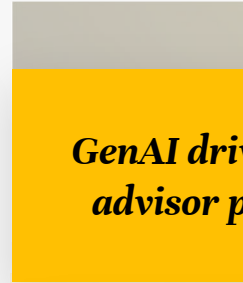
AI assisted Shelf Intelligence



Manufacturing: a leading manufacturer

AI-based
health
mainte

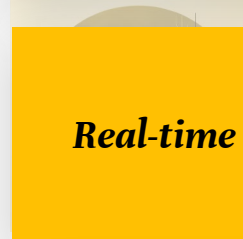
AI-based platform for evaluation, and predictive maintenance



BFSI: a leading wealth management company

client advisor platform

GenAI driven client advisor platform



Tech company

analytics platform to drive

Real-time analytics



Leading multi-brand

of loyalty platform
enterprise AI

Loyalty platform incorporating enterprise AI

... and our Customers acknowledge our Value



*Grid Dynamics is a **valuable co-innovation partner**, delivering reliable expertise in cloud engineering and DevOps. With their help, we developed our industry-leading cloud-delivered security analytics and SIEM solutions. Their practical approach and collaborative style have been critical to our success.*

Chief Development Officer, Leading Cybersecurity Solution Provider



*Grid Dynamics is a **true innovation partner** helping us to scale our R&D operations*

CTO, Leading Accessibility platform



*Overall Grid Dynamics is our **go-to vendor for challenging projects**, and on standard workloads, they deliver in an accelerated time frame with higher quality than other vendors.*

Director of Engineering, Leading Footwear & Apparel Corporation



Melissa Pint

Chief Digital Information Officer at
Frontier Communications

CTO Office: The Glue!

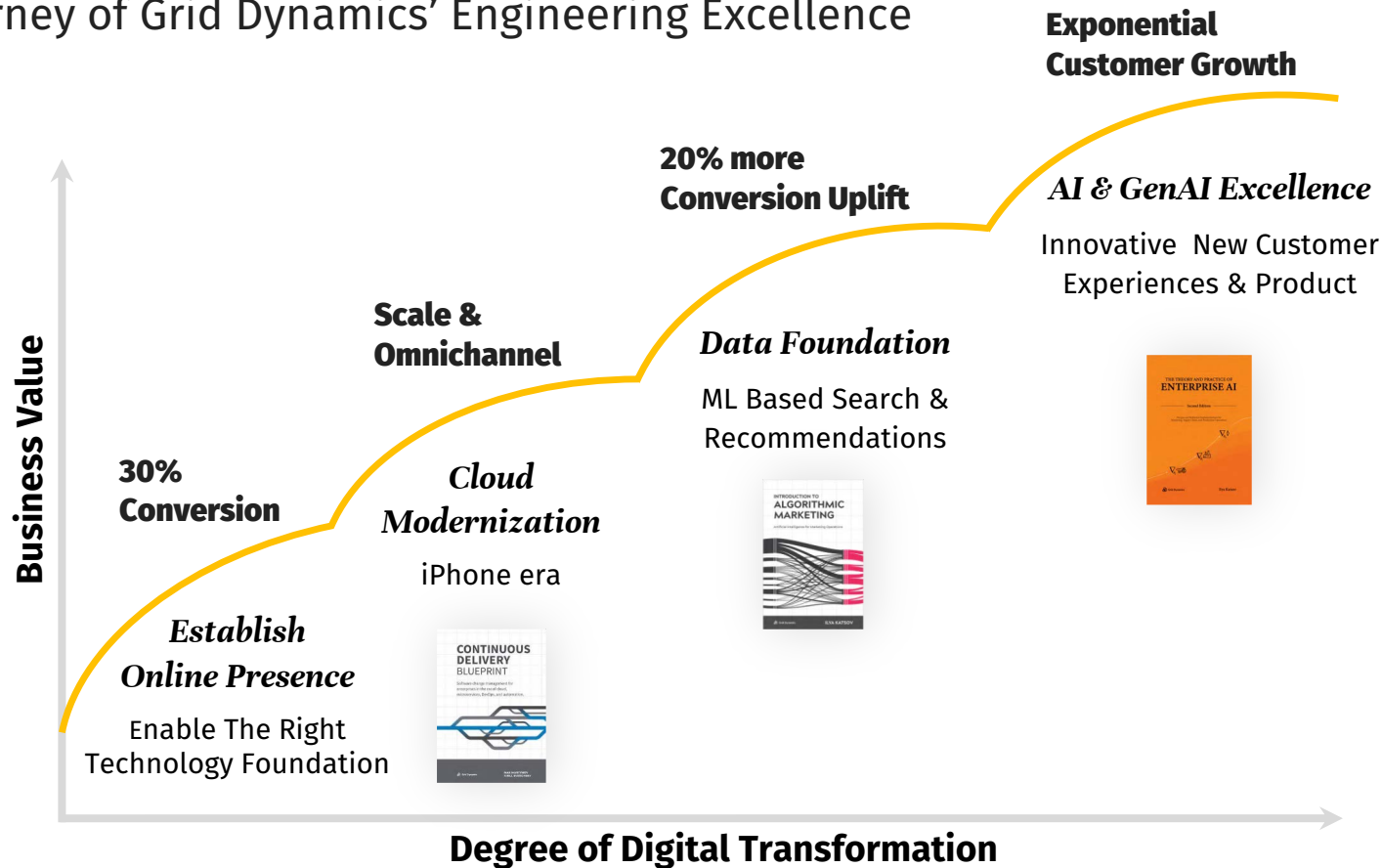
Rajeev Sharma, CTO

Eugene Steinberg, Technical Fellow



A customer's business transformation over 15 years

Journey of Grid Dynamics' Engineering Excellence



CTO Office Mandate

*Allows us to win our customer's trust and
gaining the right to play and right to win*

**R&D &
Innovation
Our Moat**

**Customer-first
Mindset**

**Institutionalizing
Processes for
Scale**



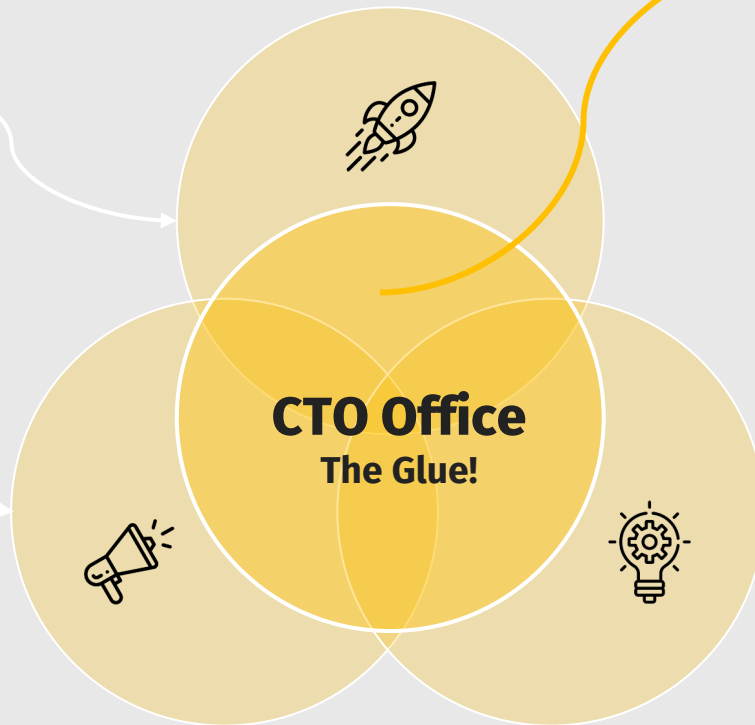
Propulsive Force for Scaling: Reducing Time-to-Value to Customers

Sales Engine

- Technology Consulting
- Demo-Led Dialogue
- Experiential Case Studies

Marketing Engine

- Marketing Campaigns
- Analyst Briefings
- Conferences/Webinars/
Books/Blogs/Whitepapers



- Faster to time market
- Seamless experience of engaging with Grid Dynamics
- Increased Trust and Customer Stickiness
- Strengthens our Brand

Delivery Engine

- Discovery to implementation transition
- Industry & Cross-Industry best practices
- Co-innovation in Grid Lab

Balancing Conflicting Priorities – Need For All Businesses

Business

- Complex Global Business Environment
- Tight Economics of Business

Infuse Enterprise AI/GenAI in the Business Value Chain

Technology

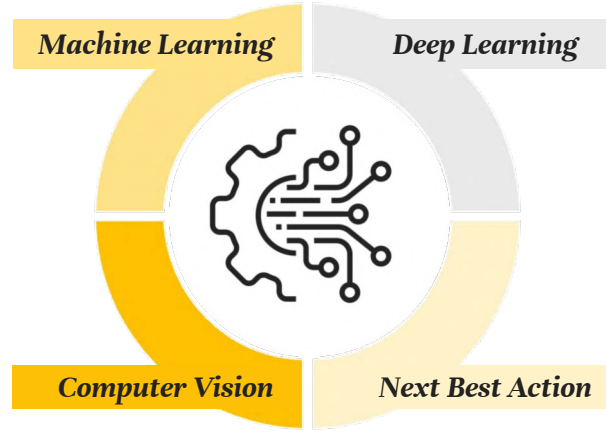
- Legacy Technology foundation
- Looking for Nimble Technology base
- Need for Scalable & Flexible Infrastructure
- Urgency to Break Data Silos

Understand the Full Impact of GenAI

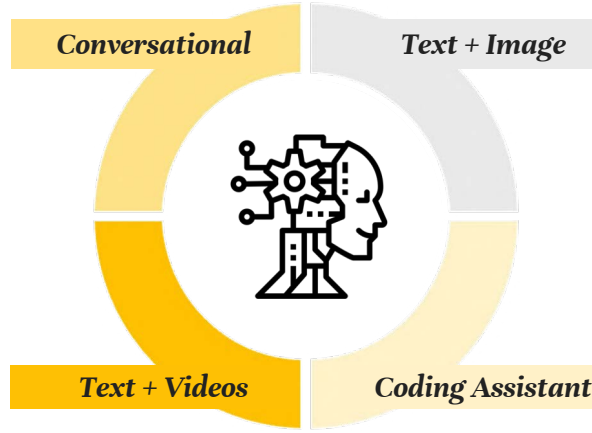
**CEO,
CxO's**

Era of Enterprise AI & now GenAI Adds Additional Priorities

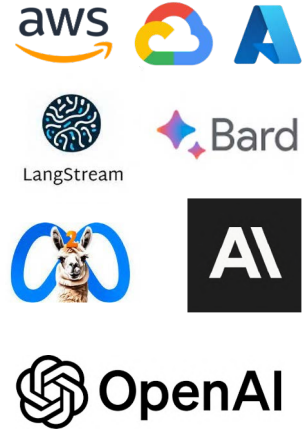
Understanding the Enterprise AI and GenAI Landscape



Enterprise AI



GenAI



**Evolving & Emerging Players.
Ecosystems**

Business & Technology Decision Complexity Will Increase

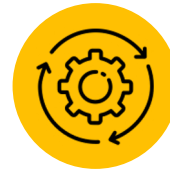
Select Examples of Our Generative AI Service Offerings



Conversational AI



Customer experience



Process automation



Content creation



Data engineering and analytics



Developer productivity

Case Study: Conversational AI for Wealth Management

Financial Industry

9,000 financial advisors

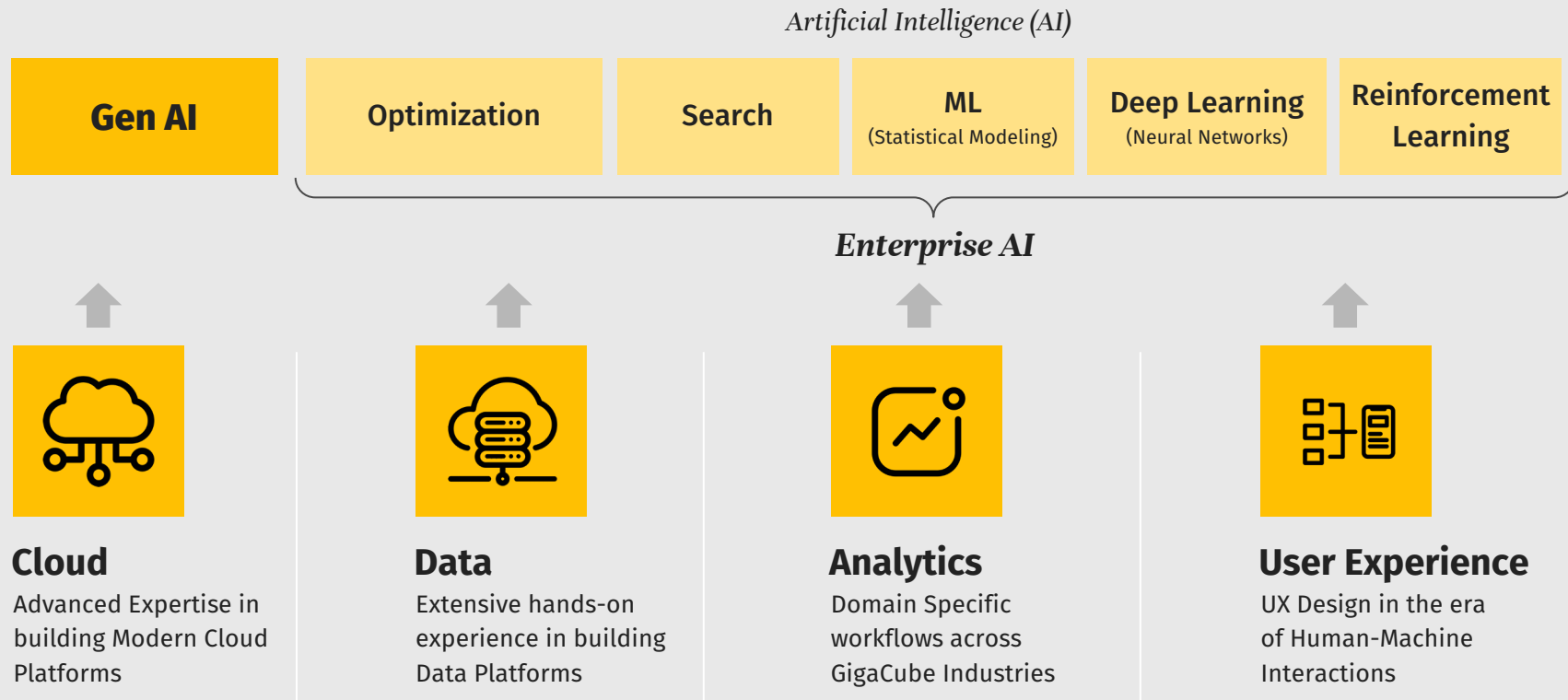
Over \$1 Trillion in assets

Business Impact:

Productivity improvements for hundreds of financial advisors

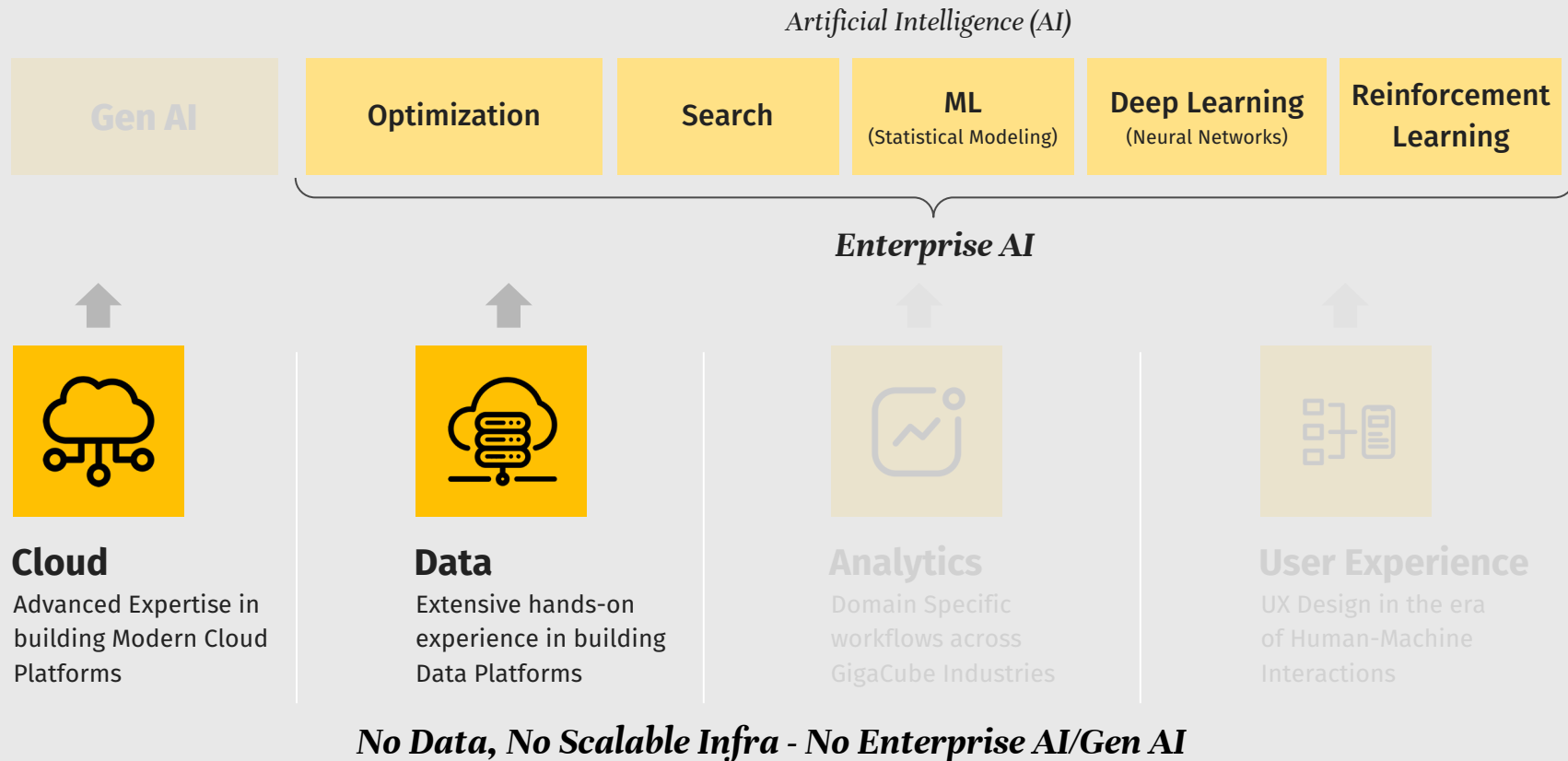


Generative AI is not the only story in town



No Data, No Scalable Infra - No Enterprise AI/Gen AI

Generative AI is not the only story in town



Case Study: Open Composable Commerce architecture unlocks AI benefits

A Global Footwear Brand

Retail Industry

*1000 stores
35 countries*

*Closed architecture
Siloed experience*

Business Impact:

Unified customer experience across channels,

Open architecture for integrations

Speed to market for new features,

AI-ready commerce platform

*Strategic
flexibility*

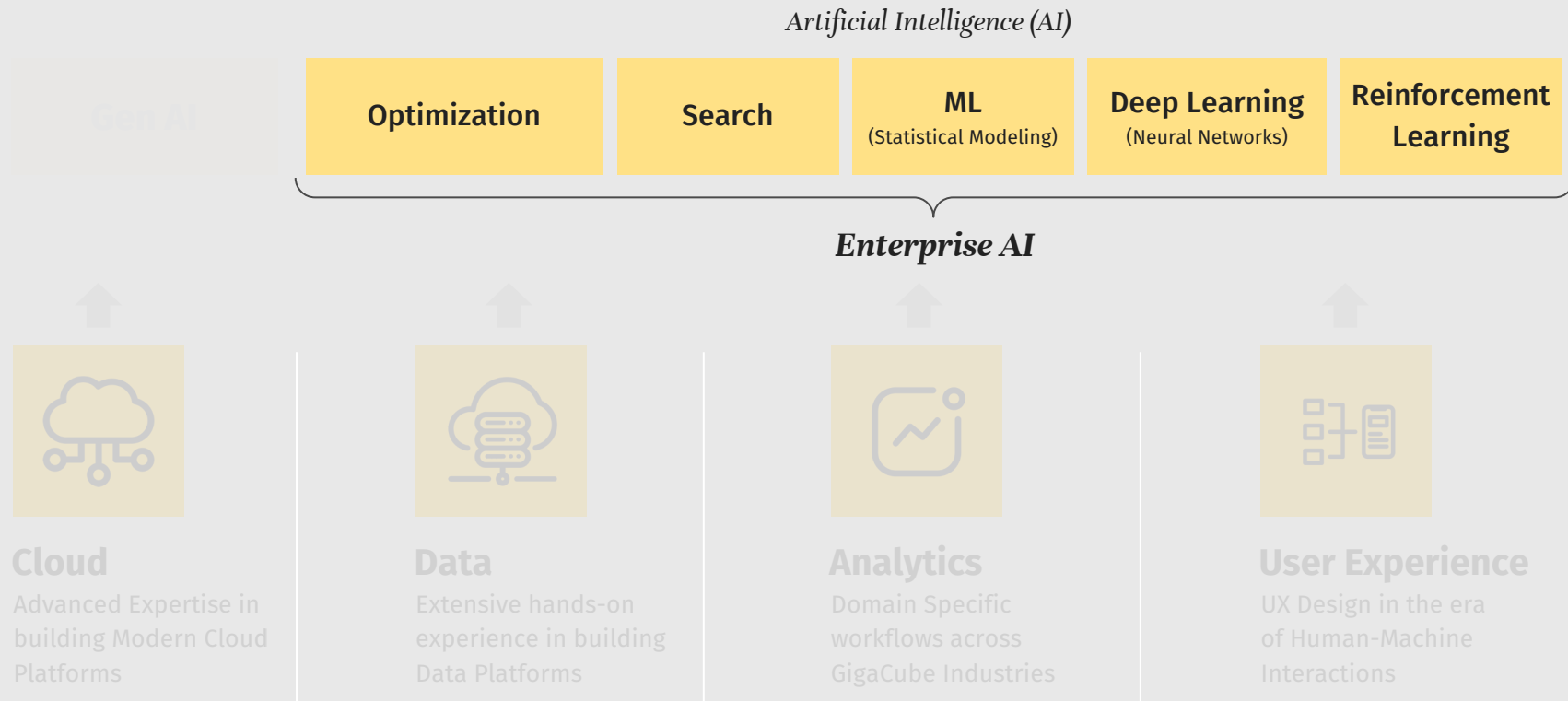
*Open
architecture*

*Omnichannel
experience*

*14 month
from inception to launch*



Generative AI is not the only story in town



No Data, No Scalable Infra - No Enterprise AI/Gen AI

Case Study: Enterprise AI-powered Sales Tools

A Top-5 Pharma Company

Life Science Industry

*~180,000 healthcare
providers globally*



Case Study: Enterprise AI-powered Sales Tools

A Top-5 Pharma Company

Life Science Industry

~180,000 healthcare providers globally



▼ *Low engagement*

▲ *High frequency outreach*

Case Study: Enterprise AI-powered Sales Tools

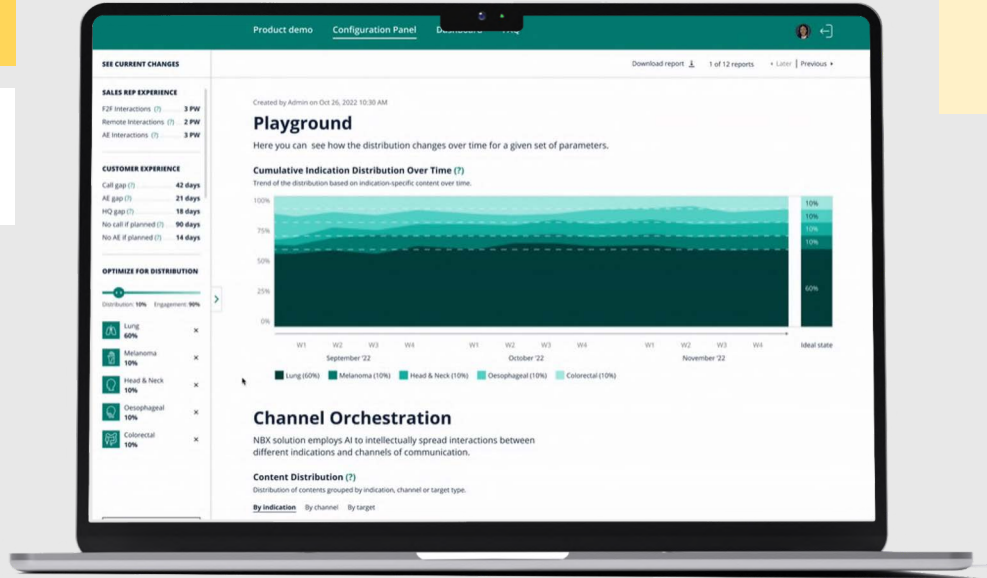
A Top-5 Pharma Company

Life Science Industry

~180,000 healthcare providers globally

3 months

Time to market



25% ▲
Email open rate

34% ▲
Click-through rate

▼ 60%
Less interactions

Helping our customers navigate the AI/Gen AI Hype Cycle



Strategy

Data Strategy & ROI
Driven Use Cases



Technology

Optimized models with
upgrade pathways



Risks

Privacy, Data ownership
and LLM guardrails

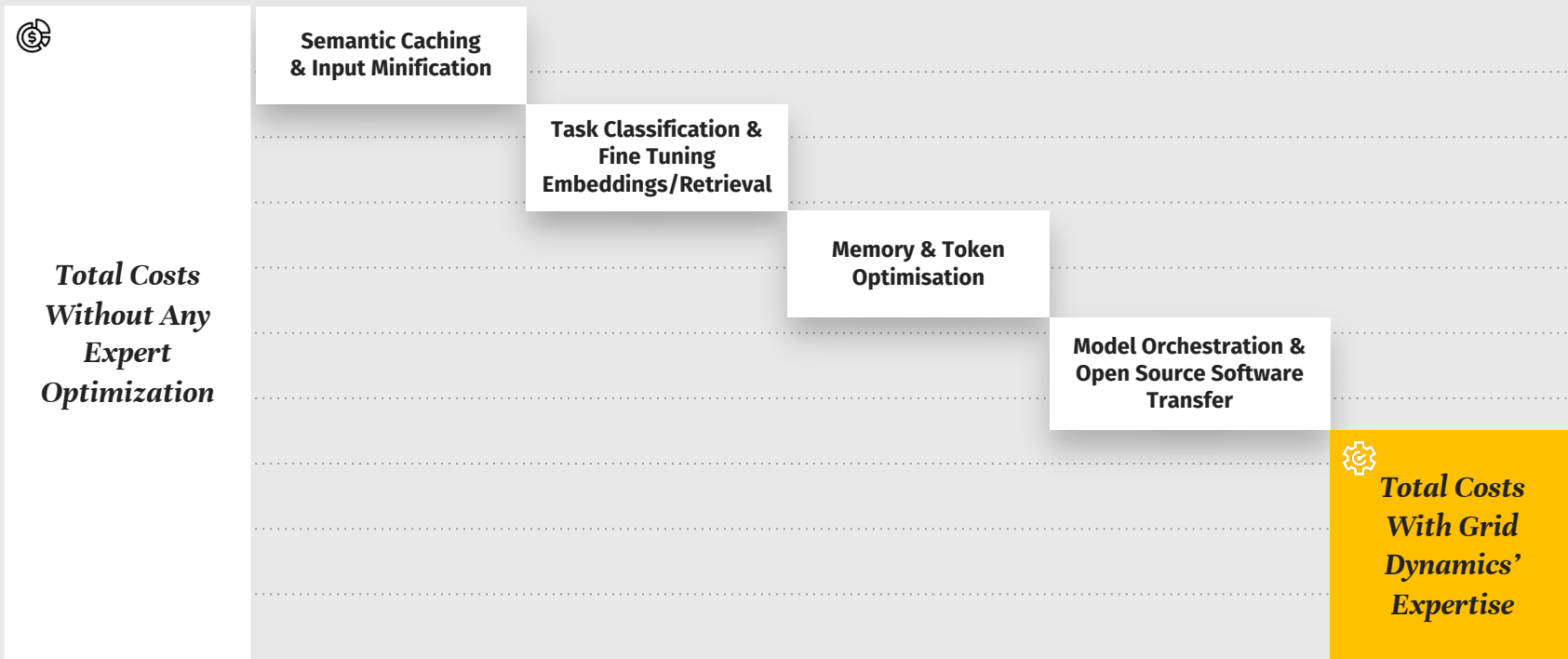


Economics of Productization

Cost Management,
Integrations for Scaling

→ ***Customers Trust & Choose Us Given Our High AI Skills Density
and 7+ Year Hands On Experience in AI***

Gen AI Model Deployment Requires core Expertise in AI, Gen AI and Software Engineering



Gen AI Model Deployment Requires core Expertise in AI, Gen AI and Software Engineering



Note: Cost reduction for a specified use case scenario, savings will vary with use case



GenAI has changed the game of UX

Our Design Infused Intelligent Digital Platform Engineering

**Define
Customer's
Business
Challenge**



MAP
Business
GOALS



DETERMINE
User &
Machine
Needs



DEFINE
Project
Features



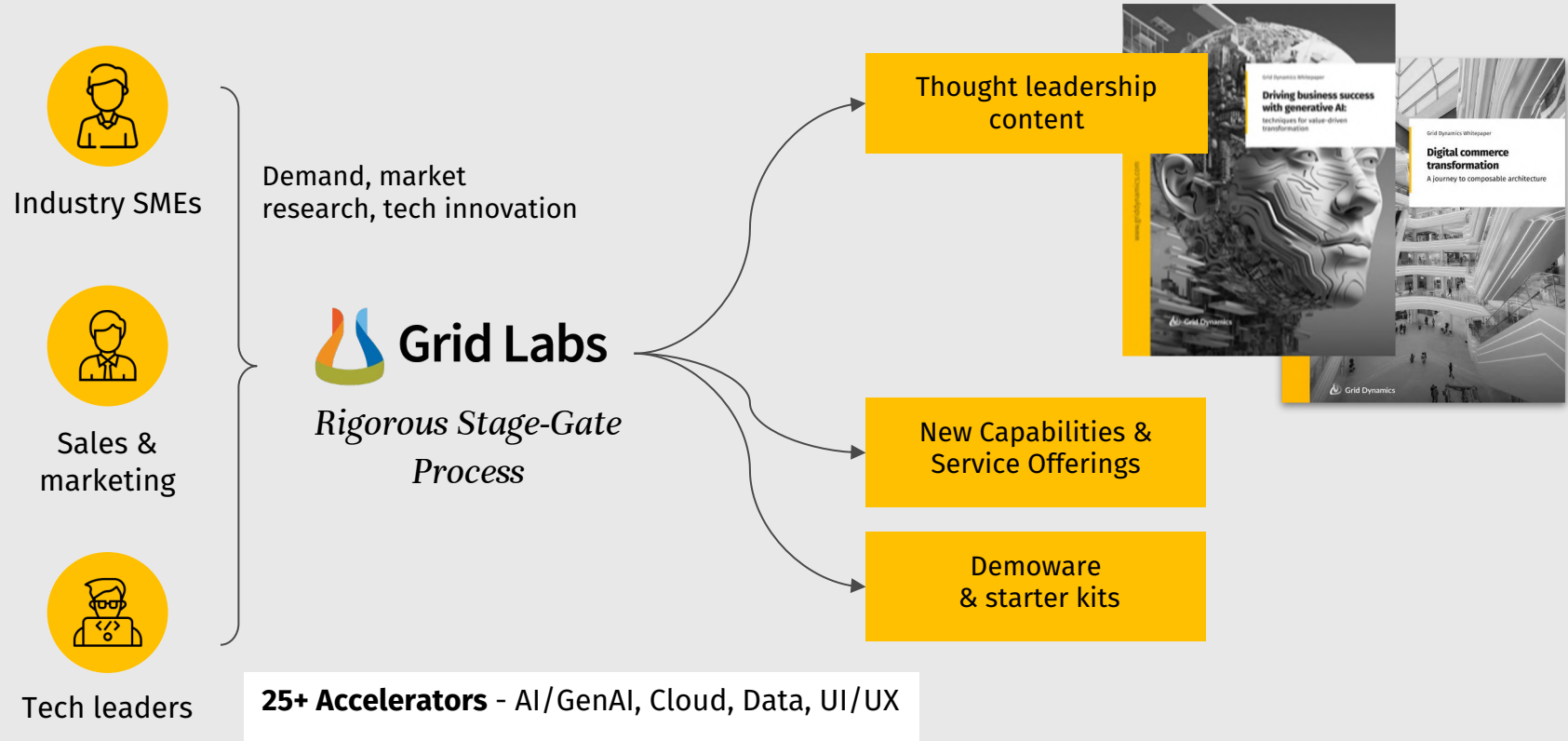
BUILD
MVP
Roadmap

**Develop the
Experience with AI-
in-the-loop**

**Conversational
EVERYTHING!**

**GenAI Models: Pre-trained Models; Focus back on core
Software Engineering and Building an API Ecosystem**

Grid Lab – Our Innovation Engine, Customer First Mindset



Accolades/Recognition

Industry Experts Acknowledgement



Recognized by Industry for
Our Technical skills **Strong
Performer in Modern
Application Development**
services, Q2, 2022 (Forrester)



Winner, **Best
Health/Pharma
project**, Q2, 2022
(MACH Alliance)



**Leading AI Service
Provider**, Q3, 2022
(Forrester)

Recognised Technology Expertise



Google Cloud Retail
Search



Generative AI on
Google Cloud



ALLIANCE



Global Operations

Yury Gryzlov

Global COO & CEO of Europe



Operational Update on Our GigaCube Strategy

Pathway to \$1B in Annual Revenue

Geo Scalability

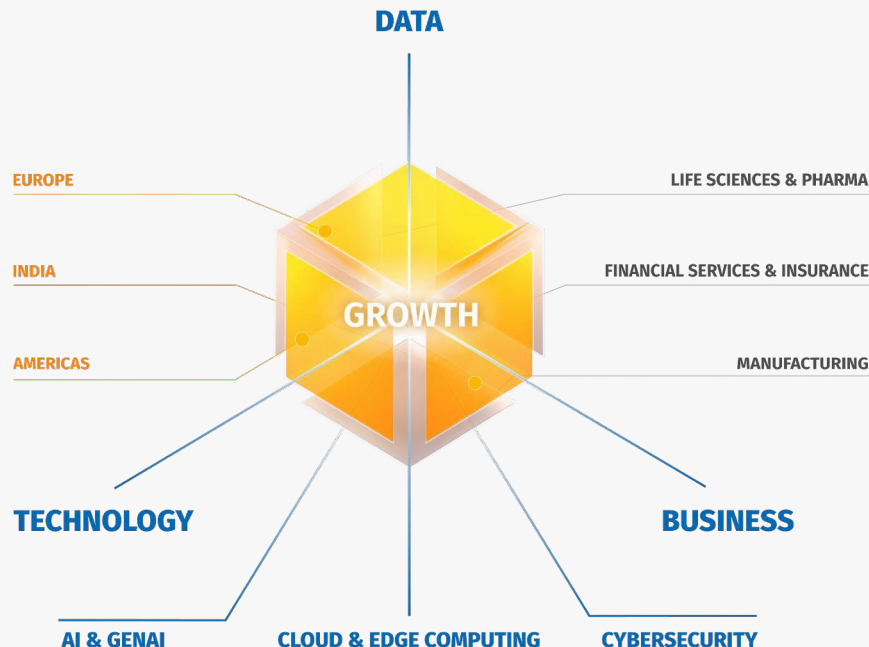
- Global footprint expansion
- Talent acquisition framework

Innovation

- Investing in Our Engineering DNA
- Create an inspiring engineering culture

Industry Expansion

- Diversification and growth across new industry verticals
- Strategic M&A



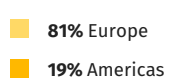
Global Footprint Expansion (2020 - 2023)

2020

5 Countries

Headcount 1400+

Headcount Distribution 2020



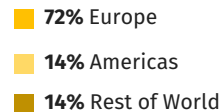
2023

“Follow-the-Sun”

18 Countries

Headcount 3800+

Headcount Distribution 2023 YTD



Talent Acquisition Framework

Future-Proof Talent Acquisition

Scale hiring capacity by up to 10x

Unique Internship program

More than 19,000
applicants yearly from the
top universities

Location management framework

Ability to setup a location in
3 months in a new
country/geography

Detailed M&A integration framework

Ability to screen 300+
targets and close in 6
months

20

Days from opening
hiring to Offer Accepted

83%

Offer acceptance
rate

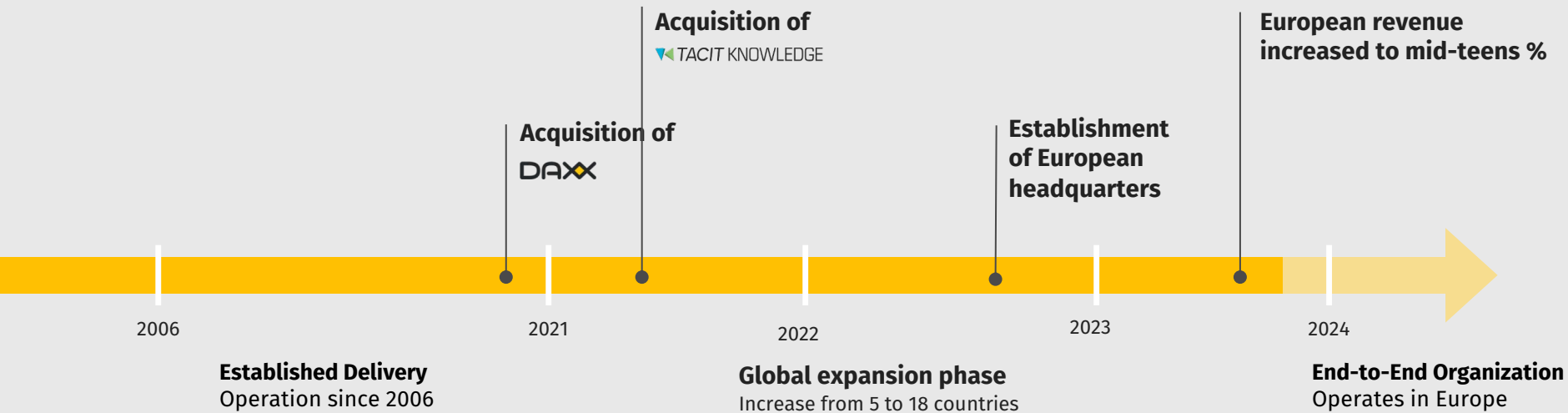
93%

Of candidates Pass
Trial Period

**15% of engineering
headcount are ex-interns**

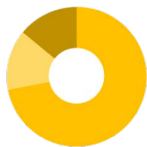


EMEA - Transition from Delivery to A Growth Center



Headcount Distribution

- 14% Rest of World
- 14% Americas
- 72% Europe



Mid-teens %
of Global Revenue

25%

Customers who have been
with us for more than 5 years

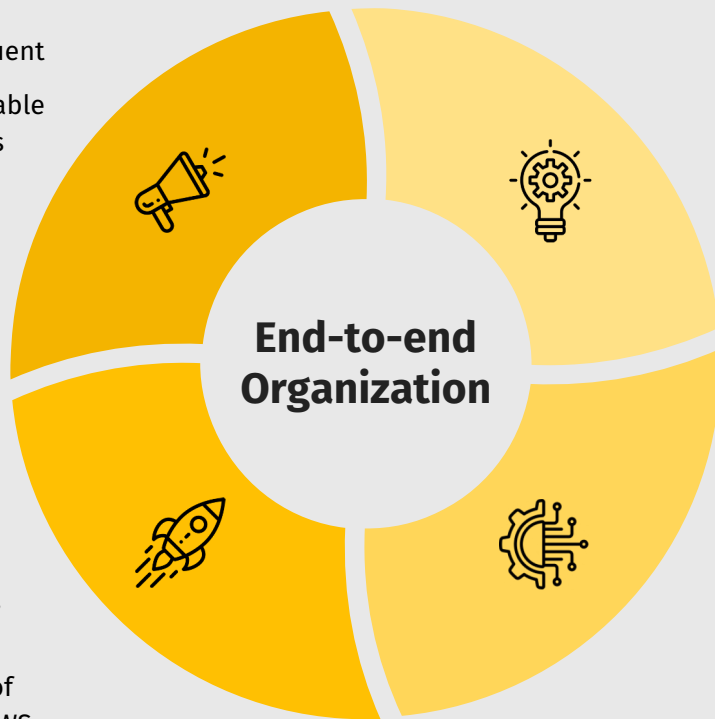
Europe - Transition from Delivery to A Growth Center

Marketing Engine

- 'Data in motion' event with Confluent
- Hosted Amsterdam GenAI roundtable debate with clients and prospects
- Successful launch of one of the highest profile composable commerce projects in industry

Sales Engine

- Continued revenue growth, 7 new logos added YTD
- Dedicated sales team distributed across UK, Netherlands, Germany, Nordics, and Portugal
- Strategic partnerships with best of breed tech e.g. commercetools, AWS and other MACH Alliance members



CTO Innovation Engine

- Enterprise AI – active engagement in computer vision
- GenAI – active engagements in Product data creation, legacy mainframe modernization
- Co-innovation projects with EMEA customers (conversational AI)

Delivery Engine

- Continued geographic diversification of locations with Poland as key center of gravity
- High offer acceptance rate (85%+) across EMEA
- More than 19,000 applicants yearly from top universities

EMEA: Customer Success Story

About a Customer

Multinational automotive parts manufacturing company

Business Problem

Client is looking to create an AI platform/SDK for advanced tires analytics

Solution

AI models and cloud infra & for on-edge and cloud tire recognition, wear estimation & predictive maintenance

Business Impact:

Multiple downstream applications enabled from consumer Tire finder to Enterprise-level Fleet checks.

AI & Computer Vision Capabilities



Delivery & Engineering

Vadim Kozyrkov
SVP of Engineering



Global Delivery Footprint



18+

Countries

3800+

Employees Globally

40%+

Senior Engineering Personnel

1,000+

Projects Delivered Last 3 Years

15%+

Joined GDYN Through Internship

99%+

Ontrack for 500 active projects

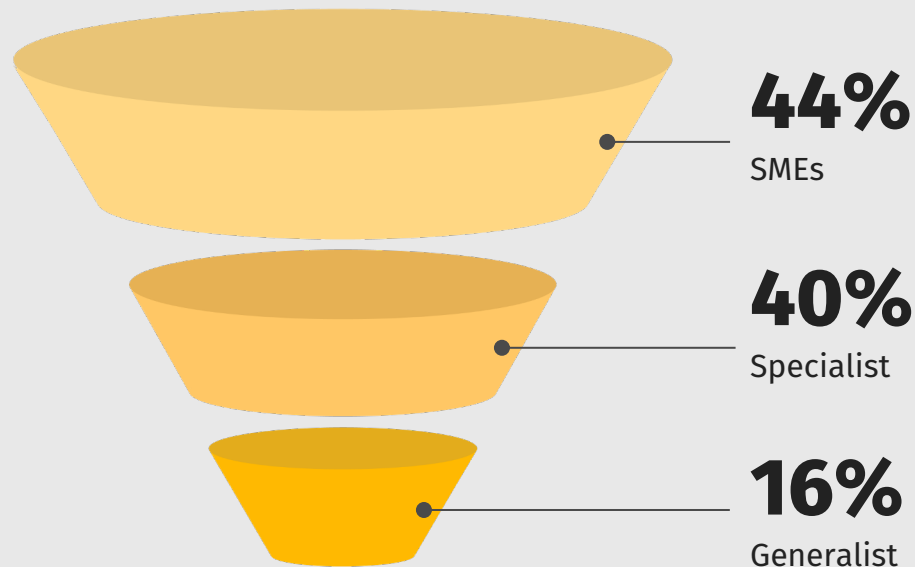
Engineering Pillars at Grid Dynamics



Why Clients Trust Us? - Building trust through delivery excellence

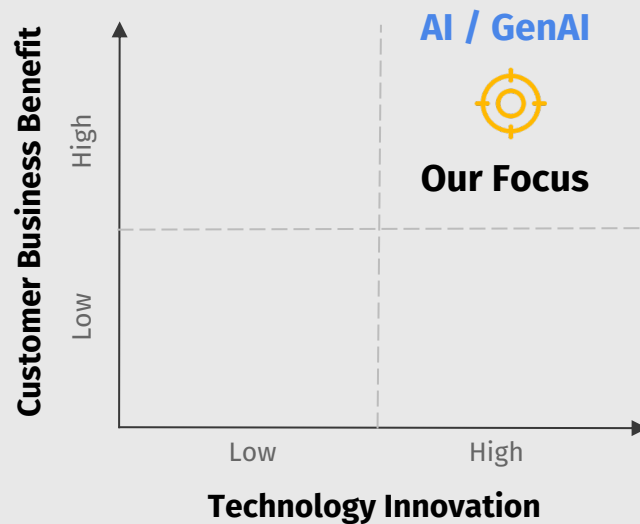
Deep Technology Expertise

Skills Pyramid of Excellence



** data as of September 15, 2023*

Transformation Opportunity



Deep Technology Expertise

750+

the number of **cloud certifications** obtained

100+

the number of **non-cloud certifications** obtained

18

PODs capable of building GenAI systems

82

PODs capable of delivering AI-related projects



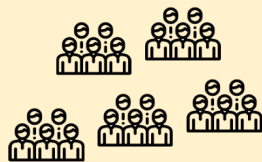
** data as of September 15, 2023*

Highly Selective Hiring Process

*Only 1.5% of all applicants make it to hiring,
this is a reflection of our selection rigor!*

Total
Candidates

35,500



Multiple Rounds
of Technical
Interviews

HIRED

550



Internship Program

19,000+

Applicants

<3% selected after multi-staged selection
Actual audience reach is more than 125,000 people

400-600

Interns annually

joining the **practice-focused** program per quarter

21

Specializations

available to choose and customize

80%

of our customer base are utilizing the internship capabilities

68%

of graduates stay with the Company for at least a year



Continuous Education

*The **philosophy of Continuous Education** fosters non-stop engineering development culture throughout the employee journey.*

250+

Courses in all core disciplines
of which 130+ are technical

100+

Different type of certifications
are supported and funded

100+

Fast track
development programs

3,000+

Course completions YTD

750+

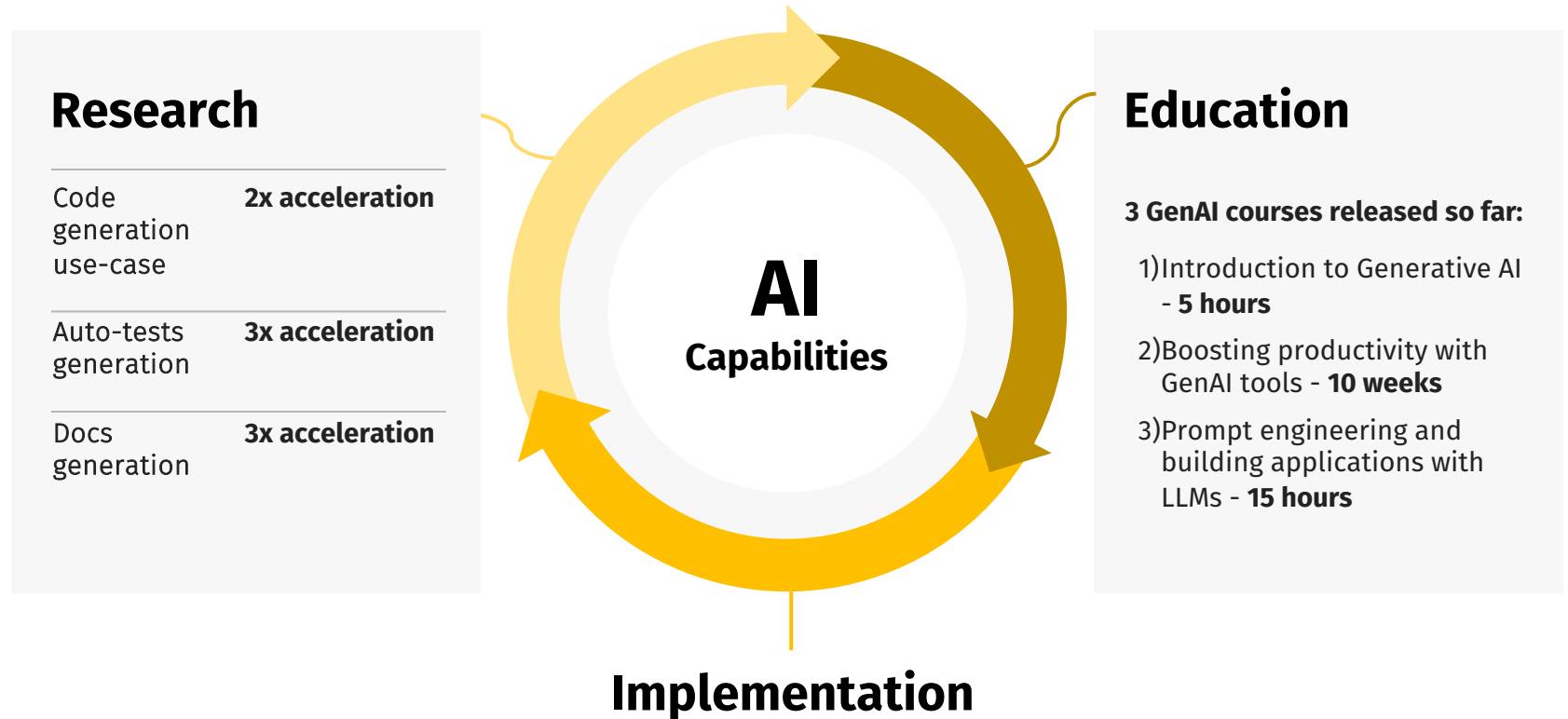
Hyperscaler certifications
issued to GD employees

2,200+

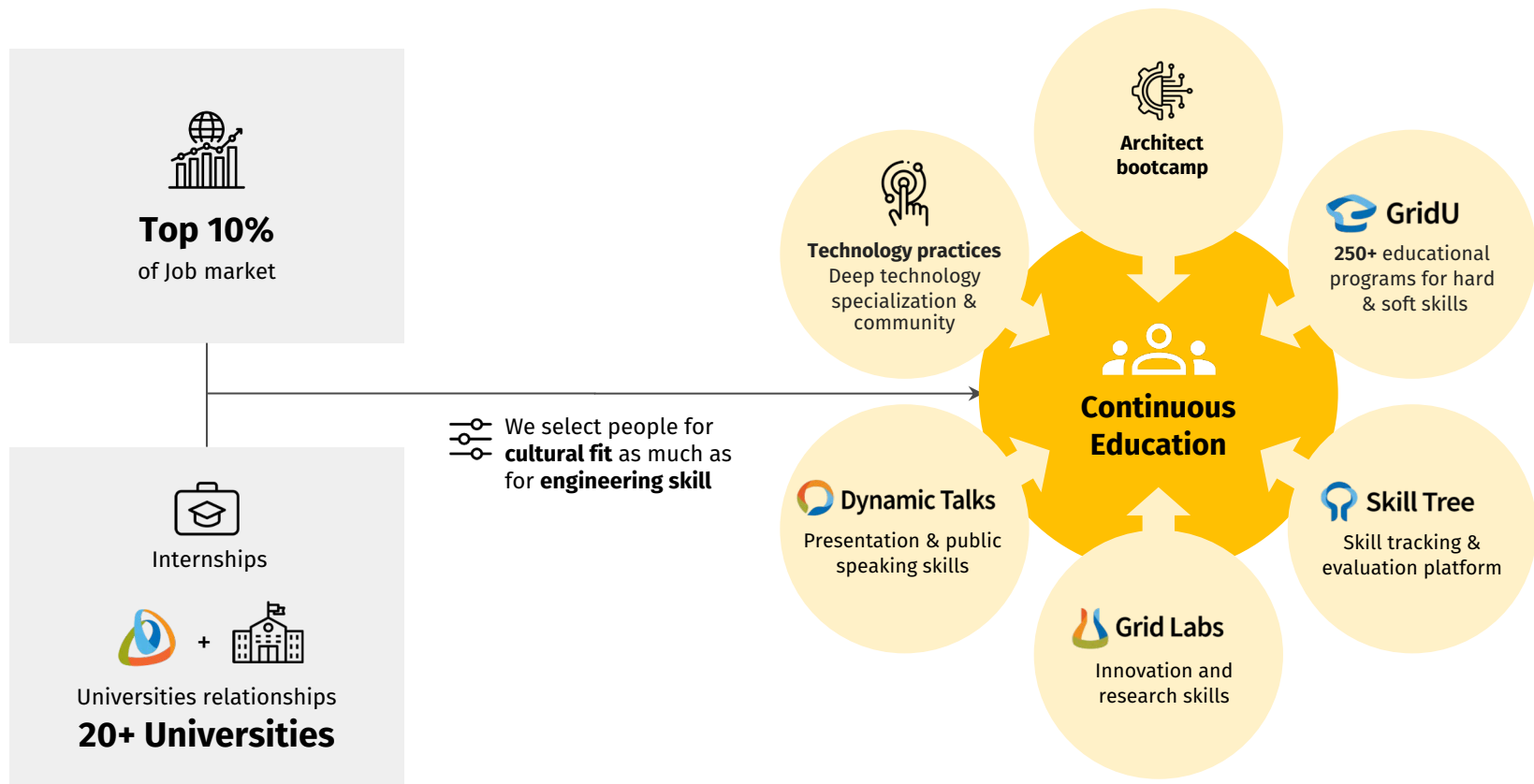
Students with at least one
course in progress



Upskilling Our Delivery Team with AI Capabilities



Attracting, Growing and Retaining Top Talent



Our Employees' Journey



Diana Evlakhova

- In Grid Dynamics since 2013
- Alumni of the Kharkiv Polytechnic
- Started her career as an iOS Developer in Kharkiv (Ukraine)
- Relocated to Krakow in 2015
- Joined Delivery Management in 2020
- Ran major programs in Retail and Financial Services
- Today key member of the Program Management group in Poland

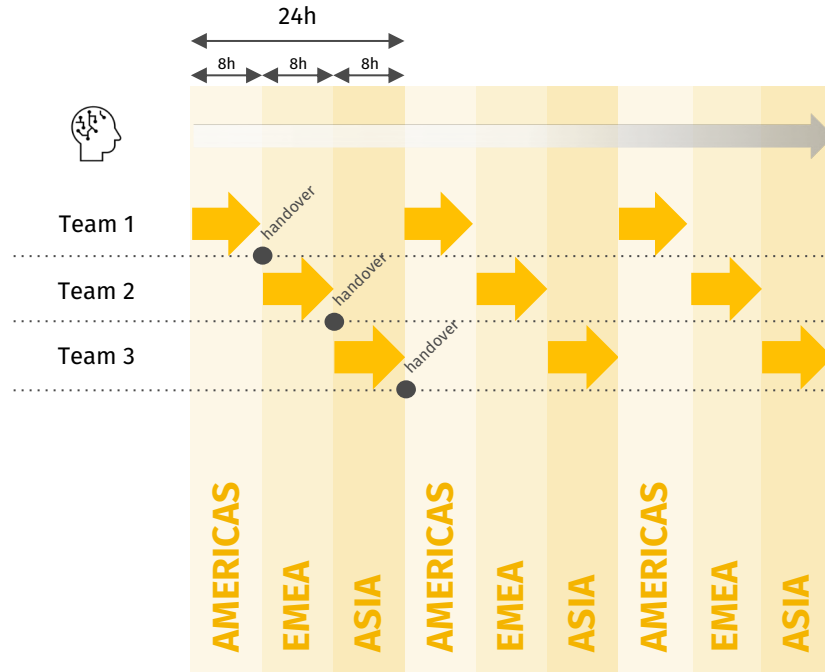
Our Employees' Journey



Bartosz Marszałek

- In Grid Dynamics since 2020
- PhD and Lecturer in Chemistry at the Jagiellonian University in Krakow
- Postdoc Fellow at the Georgia Institute of Technology, worked with NASA
- Joined Grid Dynamics' Big Data Internship Program in 2020
- Today Big Data Principal Engineer
- Core member of the Polish engineering community, Mentor, Engineering Lead, Speaker and Evangelist

Delivery Model – “Follow-The-Sun”



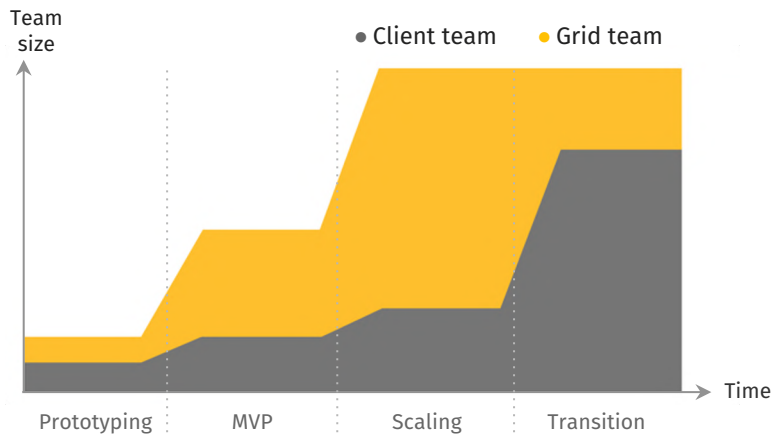
Target

19~38% Gain
in Delivery Time*

* Based on third party research for productivity gain in Time-to-Market compared to single-site projects without compromising the quality yet maintaining the same costs.

Our Agile Co-Innovation Model Drives Accelerated Business Value

Agile Co-Innovation Model



Integrated cross-functional teams co-innovate to solve business problems and bring solutions to market faster

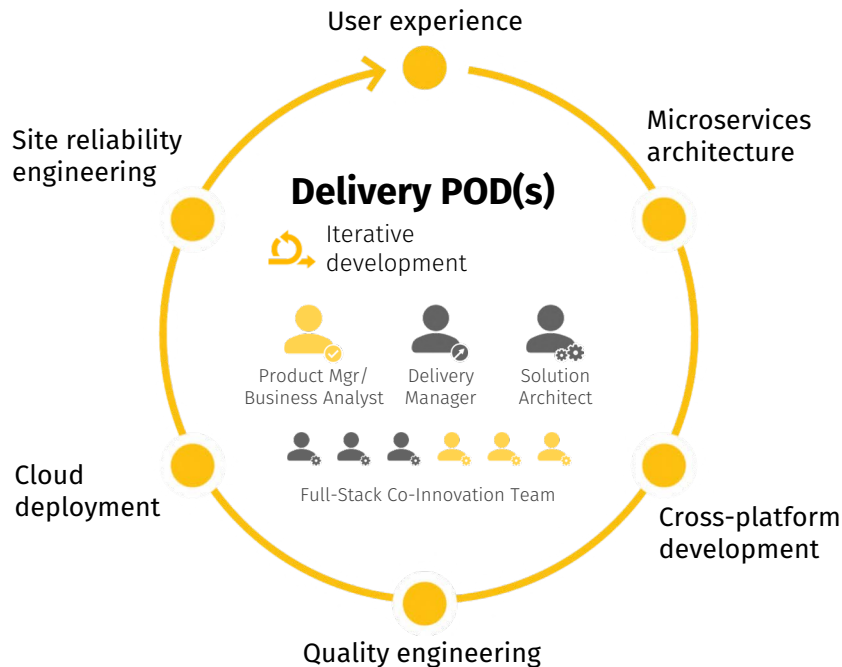


Distributed team, local presence, balanced for seniority to take up engineering work with minimum oversight



Agile delivery forced on velocity with minimal defects

Product Oriented Delivery



Resiliency and Delivery Continuity

Zero

Delivery disruption during the COVID outbreak

Zero

Missed milestones as a result of the war outbreak

90%

Average success rate of all new managers passing mandatory onboarding procedures

x3

Growth of engineering team thanks to organic growth and acquisitions in 2020-2023

4

External teams from the acquired companies successfully integrated into GDH tools and procedures (50+ managers, 1000+ engineers)

500+

active projects with 99% on track



Testimonials



Finance

Anil Doradla

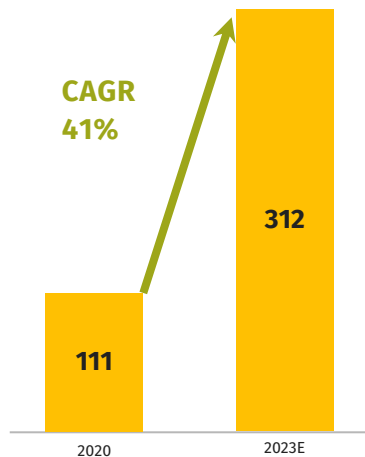
CFO



Strong Financial Performance (2020 - 2023E)

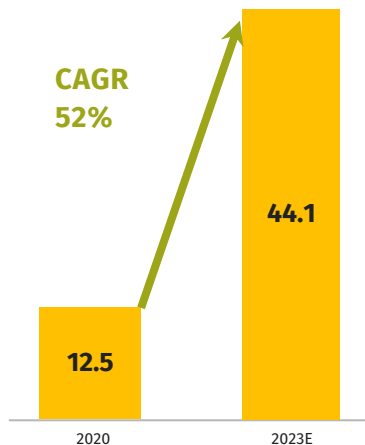
Revenue

(\$ in millions)



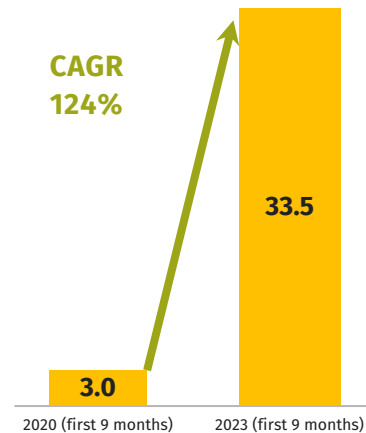
Non-GAAP EBITDA

(\$ in millions)



Operating Cash Flow (9months)

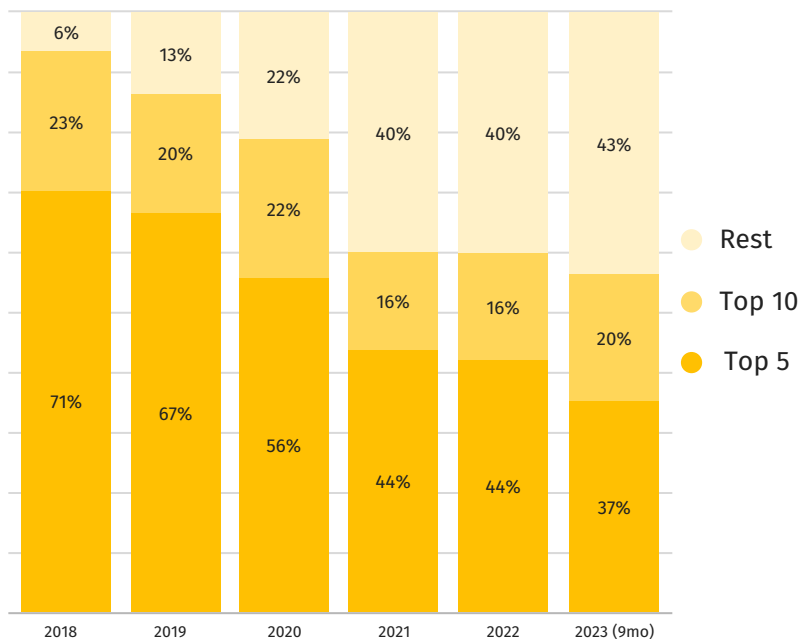
(\$ in millions)



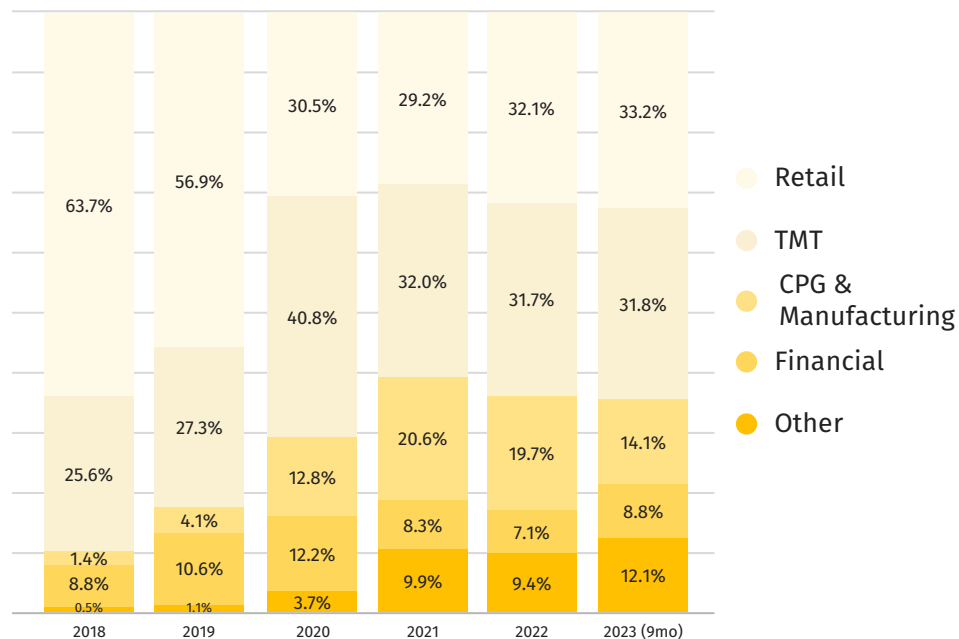
Note: 2023E revenue and EBITDA estimates are based on the mid points of our Q4'23 guidance. A reconciliation to net income for 2023E EBITDA estimates is not available without unreasonable effort and would include exclusions for items such as stock-based compensation which could be significant.

Balanced Growth with Diversification

Customer Concentration



Revenue by Verticals



Note: 2023 revenue breakdowns are for the first 9 months only

Target Financial Model

| Target Model | |
|------------------------|----------------------|
| Revenue Growth | 20%+ per year |
| Non-GAAP Gross Margin | 40% |
| Non-GAAP EBITDA Margin | 20% |

M&A Strategy

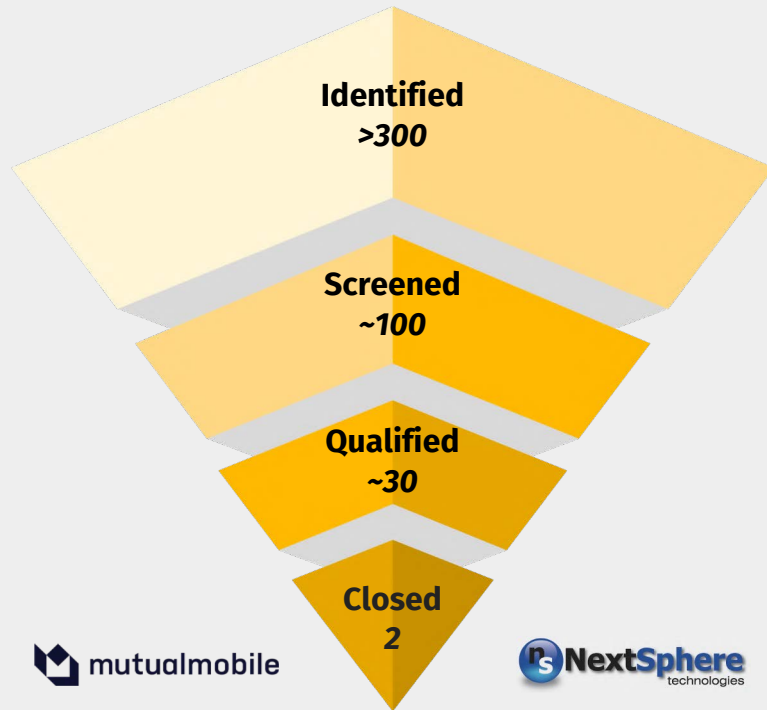
Objective: *Selectively enhance existing portfolio with attractive companies that support GigaCube Strategic Initiatives*



Target Characteristics for strategic M&A

- Unique Offerings
- Vertical-specific Expertise
- Complementary Geographies
- Deep Relationships with Enterprise Clients

Pipeline *



Note: *Last 12 months acquisition pipeline



Q&A
