



Rackspace Technology

Q3 2023 Earnings Presentation

November 7, 2023

Disclaimer

Forward-Looking Statements

Rackspace Technology has made statements in this presentation and other reports, filings, and other public written and verbal announcements that are forward-looking and therefore subject to risks and uncertainties. All statements, other than statements of historical fact, included in this document are, or could be, “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 and are made in reliance on the safe harbor protections provided thereunder. These forward-looking statements relate to anticipated financial performance, management’s plans and objectives for future operations, business prospects, outcome of regulatory proceedings, market conditions, and other matters. Any forward-looking statement made in this presentation speaks only as of the date on which it is made. We undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise. Forward-looking statements can be identified by various words such as “expects,” “intends,” “will,” “anticipates,” “believes,” “confident,” “continue,” “propose,” “seeks,” “could,” “may,” “should,” “estimates,” “forecasts,” “might,” “goals,” “objectives,” “targets,” “planned,” “projects,” and similar expressions. These forward-looking statements are based on management’s current beliefs and assumptions and on information currently available to management. Rackspace Technology cautions that these statements are subject to risks and uncertainties, many of which are outside of our control, and could cause future events or results to be materially different from those stated or implied in this document, including among others, risk factors that are described in Rackspace Technology, Inc.’s Registration Statement on Form S-1, Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K, and other filings with the Securities and Exchange Commission, including the sections entitled “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” contained therein.

Non-GAAP Measures

To provide investors with additional information in connection with our results as determined in accordance with generally accepted accounting principles in the United States (“GAAP”), we disclose Non-GAAP Net Revenue, Non-GAAP Operating Profit, Non-GAAP Net Income (Loss), Non-GAAP Earnings (Loss) Per Share, and Adjusted EBITDA as non-GAAP financial measures. These non-GAAP financial measures are not measures of financial performance in accordance with GAAP and may exclude items that are significant in understanding and assessing our financial results. Therefore, these measures should not be considered in isolation or as an alternative or superior to GAAP measures. You should be aware that our presentation of these measures may not be comparable to similarly-titled measures used by other companies. Reconciliations of each non-GAAP financial measure to the applicable most comparable GAAP measure can be found in the Appendix.

We present these non-GAAP financial measures to provide investors with meaningful supplemental financial information, in addition to the financial information presented on a GAAP basis. Rackspace Technology management believes that excluding items such as the impacts from foreign currency rate fluctuations on our international business operations or certain costs, losses and gains that may not be indicative of, or are unrelated to, our core operating results, and that may vary in frequency or magnitude, enhances the comparability of our results and provides a better baseline for analyzing trends in our business. Rackspace Technology management believes the non-GAAP measures provided are also considered important measures by financial analysts covering Rackspace Technology as equity research analysts continue to publish estimates and research notes based on our non-GAAP commentary.

Amounts on subsequent pages may not add due to rounding.

Q3 2023 financial results

\$'s in millions

	Q3 2023	Q/Q	Y/Y
Total Revenue	\$732	(2%)	(7%)
Non-GAAP Net Revenue	\$430	(4%)	(12%)
Non-GAAP Gross Profit	\$162	(1%)	(23%)
<i>Non-GAAP Gross Margin</i>	22.1%	0 pts	(5 pts)
<i>Non-GAAP Net Gross Margin</i>	37.7%	1 pt	(6 pts)
Non-GAAP Operating Profit	\$46	17%	(43%)
<i>Non-GAAP Operating Margin</i>	6.2%	1 pt	(4 pts)
<i>Non-GAAP Net Operating Margin</i>	10.6%	2 pts	(6 pts)
Non-GAAP EPS	(\$0.04)	\$0.02	(\$0.14)
Adjusted EBITDA	\$96	3%	(28%)
<i>Adj. EBITDA Margin</i>	13.1%	1 pt	(4 pts)

- Non-GAAP Net Revenue is a metric that applies net-accounting to public cloud infrastructure resale revenue (only the profit element of infrastructure resale is included)
- Non-GAAP Net Revenue provides investors with visibility to the true margin profile of our business

Q3 2023 segment financials

\$'s in millions

	Total Rackspace	Private Cloud	Public Cloud	Q/Q %			Y/Y %		
				Total Rackspace	Private Cloud	Public Cloud	Total Rackspace	Private Cloud	Public Cloud
Total Revenue	\$732	\$300	\$433	(2%)	(4%)	(0%)	(7%)	(13%)	(3%)
Non-GAAP Net Revenue	\$430	\$300	\$130	(4%)	--	(4%)	(12%)	--	(11%)
Non-GAAP Gross Profit	\$162	\$114	\$49	(1%)	(2%)	4%	(23%)	(24%)	(21%)
Non-GAAP Gross Margin	22.1%	37.9%	11.2%	0 pts	1 pt	1 pt	(5 pts)	(6 pts)	(3 pts)
Non-GAAP Net Gross Margin	37.7%	--	37.2%	1 pt	--	3 pts	(6 pts)	--	(5 pts)
Segment Operating Profit	\$107	\$85	\$22	3%	(2%)	27%	(26%)	(27%)	(23%)
Segment Operating Margin	14.5%	28.3%	5.0%	1 pt	0 pts	1 pt	(4 pts)	(6 pts)	(1 pt)
Segment Net Operating Margin	--	--	16.6%	--	--	4 pts	--	--	(3 pts)
Corporate Functions	(\$61)			(6%)			(6%)		
Non-GAAP Operating Profit	\$46			17%			(43%)		
Non-GAAP Operating Margin	6.2%			1 pt			(4 pts)		
Non-GAAP Net Operating Margin	10.6%			2 pts			(6 pts)		

Cash flow & capital expenditures

\$'s in millions

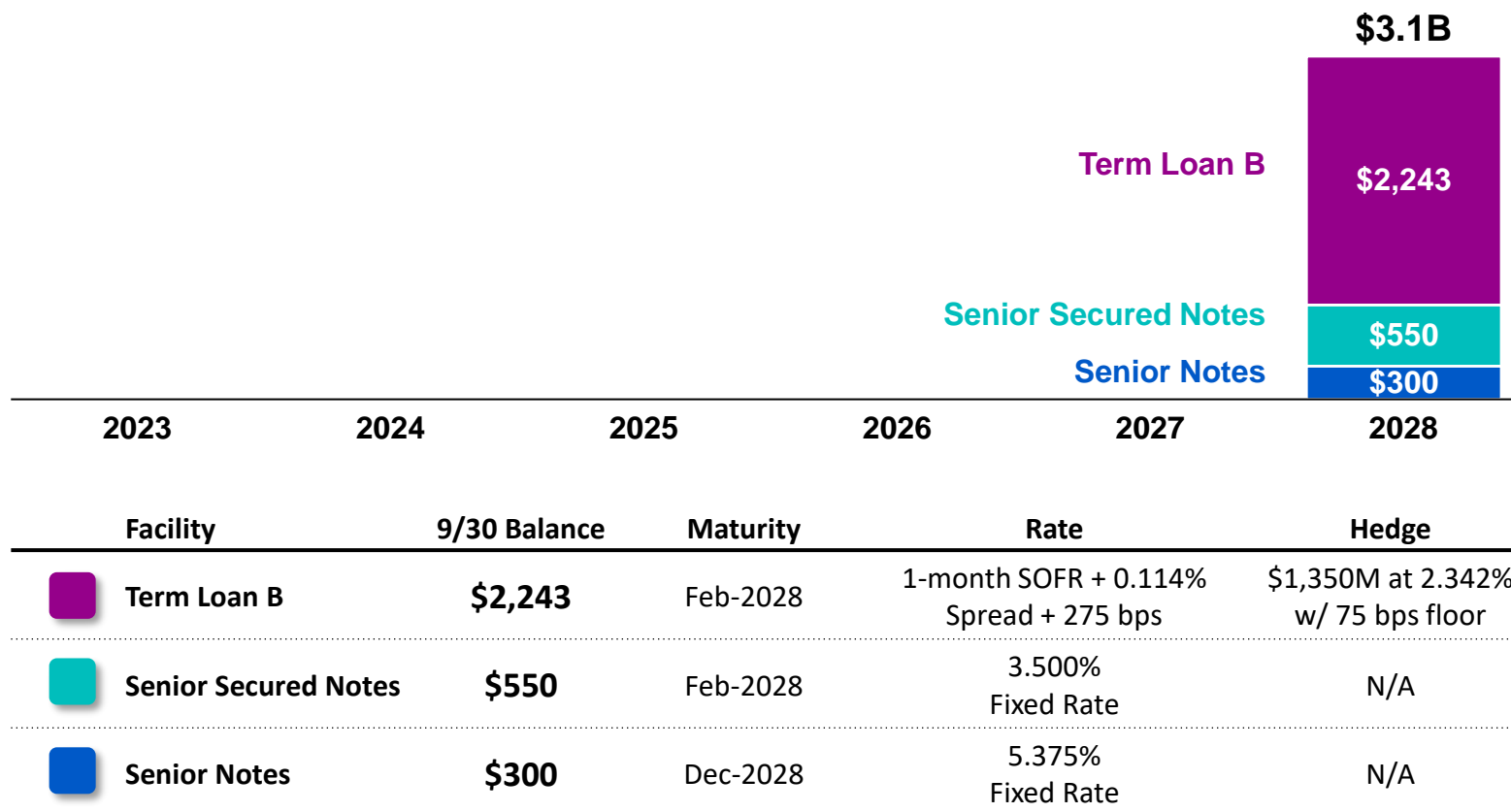
As of September 30, 2023	Reported		Normalized	
	Q3'23	LTM	Q3'23	LTM
Cash Provided by Operating Activities	\$267	\$330	\$61	\$125
Free Cash Flow	\$239	\$252	\$34	\$47
<i>LTM Free Cash Flow Yield</i>		<i>48%</i>		<i>8%</i>
Total Capital Expenditures	\$28	\$187	\$28	\$187
<i>Total CAPEX Intensity</i>	<i>4%</i>	<i>6%</i>	<i>4%</i>	<i>6%</i>
Cash Capital Expenditures	\$28	\$78	\$28	\$78
<i>Cash CAPEX Intensity</i>	<i>4%</i>	<i>3%</i>	<i>4%</i>	<i>3%</i>
Cash & Cash Equivalents		\$278		\$157
Undrawn Revolving Credit Facility		\$375		\$375
Total Liquidity		\$653		\$532

* Cash normalized for accounts receivable securitization and opportunistic repurchases of our senior unsecured notes in the marketplace

Debt structure overview

\$'s in millions

As of September 30, 2023



Debt Highlights

- Total debt \$3.1B, Net Debt \$2.8B
- Primarily (~70%) fixed or hedged debt structure
- No funded corporate maturities until 2028
- No maintenance covenants
- During Q3, we deployed \$30 million of cash¹ to opportunistically repurchase \$85 million of our senior unsecured notes in the marketplace
- Through October YTD, we have repurchased a total of \$274 million of senior unsecured notes in the marketplace using \$96 million of cash¹

Debt repurchases

Throughout the first 10 months of 2023, Rackspace **successfully retired \$274 million** of its outstanding 5.375% unsecured notes due 2028 via open market repurchases

Strategic rationale

Capture attractive discount, with \$274M in notes repurchased at an average price of 34%, capturing a discount of **\$181M**

Enhance cash flow profile by reducing interest expense ~\$15M annually

Accelerate de-leveraging by decreasing debt \$274M while only spending \$96M¹ in cash, **reducing net leverage by ~0.4x²**

Put in place **\$300M AR securitization facility** to bolster liquidity and facilitate future opportunistic repurchases

Key stats

Amount Retired

**\$274
million**

Amount Spent¹

**\$96
million**

Discount Captured

**66%
\$181 million**

Annual Interest Savings

**\$15
million**

Outlook

Q4 2023 Guidance

Total Revenue	\$710 - \$720 million
Private Cloud Revenue	\$284 - \$289 million
Public Cloud Revenue	\$426 - \$431 million
Non-GAAP Operating Profit	\$46 - \$48 million
Non-GAAP Loss Per Share	(\$0.05) - (\$0.03)
Non-GAAP Other Income (Expense)	(\$59) - (\$57) million
Non-GAAP Tax Expense Rate	26%
Non-GAAP Weighted Average Shares	221 - 223 million

NOTE: Refer to Appendix for more information on how we define Non-GAAP Tax Expense Rate and Non-GAAP Weighted Average Shares.
In 2023, Non-GAAP Other Income and Expense is only expected to include interest expense.



Appendix

Non-GAAP Net Revenue Reconciliation

<i>(In millions)</i>	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Total Revenue	\$787.6	\$787.0	\$758.7	\$746.3	\$732.4
Pass-through infrastructure resale costs	(298.0)	(306.3)	(298.9)	(299.7)	(302.5)
Non-GAAP Net Revenue	\$489.6	\$480.7	\$459.8	\$446.6	\$429.9

Non-GAAP Gross Profit Reconciliation

<i>(In millions)</i>	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
GAAP Gross Profit	\$207.1	\$199.8	\$169.6	\$153.1	\$152.0
Share-based compensation expense	2.8	2.6	2.8	2.6	2.0
Other compensation expense	0.4	0.3	0.7	1.4	1.2
Purchase accounting impact on expense	0.6	0.6	0.6	0.7	0.6
Restructuring and transformation expenses	0.8	1.7	4.7	5.1	6.2
Hosted Exchange incident expenses	-	0.2	0.3	-	-
Total Adjustments	\$4.6	\$5.4	\$9.1	\$9.8	\$10.0
Non-GAAP Gross Profit	\$211.7	\$205.2	\$178.7	\$162.9	\$162.0

Non-GAAP Net Income (Loss) Reconciliation

<i>(In millions)</i>	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Net loss	\$(511.7)	\$(214.0)	\$(612.0)	\$(27.2)	\$(226.6)
Share-based compensation expense	19.4	10.0	15.2	19.5	17.2
Special bonuses and other compensation expense	2.4	1.8	2.2	4.2	3.3
Transaction-related adjustments, net	2.4	1.4	1.3	1.2	1.6
Restructuring and transformation expenses	26.1	24.7	25.6	23.1	14.3
Hosted Exchange incident expenses, net of insurance proceeds	-	5.9	3.2	1.7	(5.3)
Impairment of goodwill	405.2	129.3	543.1	-	165.7
UK office closure	-	-	-	12.1	-
Impairment of assets, net	58.7	87.4	-	-	48.4
Net (gain) loss on divestiture and investments	0.1	(0.2)	(0.1)	(0.1)	-
Gain on debt extinguishment	-	-	(12.8)	(94.9)	(55.4)
Other (income) expense, net	6.0	(5.5)	(2.1)	(0.2)	2.6
Amortization of intangible assets	42.0	40.4	40.9	41.0	39.7
Tax effect of non-GAAP adjustments	(30.6)	(67.7)	(9.2)	6.1	(13.6)
Non-GAAP Net Income (Loss)	\$20.0	\$13.5	\$(4.7)	\$(13.5)	\$(8.1)

Non-GAAP Operating Profit Reconciliation

<i>(In millions)</i>	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Loss from operations	\$(476.7)	\$(227.2)	\$(581.0)	\$(63.8)	\$(239.4)
Share-based compensation expense	19.4	10.0	15.2	19.5	17.2
Special bonuses and other compensation expense	2.4	1.8	2.2	4.2	3.3
Transaction-related adjustments, net	2.4	1.4	1.3	1.2	1.6
Restructuring and transformation expenses	26.1	24.7	25.6	23.1	14.3
Hosted Exchange incident expenses, net of insurance proceeds	-	5.9	3.2	1.7	(5.3)
Impairment of goodwill	405.2	129.3	543.1	-	165.7
UK office closure	-	-	-	12.1	-
Impairment of assets, net	58.7	87.4	-	-	48.4
Amortization of intangible assets	42.0	40.4	40.9	41.0	39.7
Total Adjustments	\$556.2	\$300.9	\$631.5	\$102.8	\$284.9
Non-GAAP Operating Profit	\$79.5	\$73.7	\$50.5	\$39.0	\$45.5

Adjusted EBITDA Reconciliation

<i>(In millions)</i>	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Net loss	\$(511.7)	\$(214.0)	\$(612.0)	\$(27.2)	\$(226.6)
Share-based compensation expense	19.4	10.0	15.2	19.5	17.2
Special bonuses and other compensation expense	2.4	1.8	2.2	4.2	3.3
Transaction-related adjustments, net	2.4	1.4	1.3	1.2	1.6
Restructuring and transformation expenses	26.1	24.7	25.6	23.1	14.3
Hosted Exchange incident expenses, net of insurance proceeds	-	5.9	3.2	1.7	(5.3)
Impairment of goodwill	405.2	129.3	543.1	-	165.7
UK office closure	-	-	-	12.1	-
Impairment of assets, net	58.7	87.4	-	-	48.4
Net (gain) loss on divestiture and investments	0.1	(0.2)	(0.1)	(0.1)	-
Gain on debt extinguishment	-	-	(12.8)	(94.9)	(55.4)
Other (income) expense, net	6.0	(5.5)	(2.1)	(0.2)	2.6
Interest expense	52.3	55.6	56.9	57.3	56.5
Provision (benefit) for income taxes	(23.4)	(63.1)	(10.9)	1.3	(16.5)
Depreciation and amortization	96.6	91.4	93.6	95.5	90.1
Adjusted EBITDA	\$134.1	\$124.7	\$103.2	\$93.5	\$95.9

Non-GAAP Earnings (Loss) Per Share Reconciliation

<i>(In millions)</i>	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Net loss attributable to common stockholders	\$(511.7)	\$(214.0)	\$(612.0)	\$(27.2)	\$(226.6)
Non-GAAP Net Income (Loss)	\$20.0	\$13.5	\$(4.7)	\$(13.5)	\$(8.1)
Weighted average number of shares – Diluted	210.8	211.6	213.2	215.1	216.0
Effect of dilutive securities	0.2	0.3	1.1	1.2	6.4
Non-GAAP weighted average number of shares – Diluted	211.0	211.9	214.3	216.3	222.4
Net loss per share – Diluted	\$(2.43)	\$(1.01)	\$(2.87)	\$(0.13)	\$(1.05)
Per share impacts of adjustments to net loss	2.52	1.08	2.85	0.06	1.01
Per share impacts of shares dilutive after adjustments to net loss	0.01	(0.01)	0.00	0.01	0.00
Non-GAAP Earnings (Loss) per Share	\$0.10	\$0.06	\$(0.02)	\$(0.06)	\$(0.04)

Free Cash Flow Reconciliation

<i>(In millions)</i>	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Net cash provided by (used in) operating activities	\$70.7	\$27.5	\$(1.9)	\$37.8	\$266.8
Cash purchases of property, equipment and software	(19.0)	(15.0)	(12.1)	(23.4)	(27.5)
Free Cash Flow	\$51.7	\$12.5	\$(14.0)	\$14.4	\$239.3

Normalized Cash Flow Reconciliations

<i>(In millions)</i>	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Net cash provided by (used in) operating activities	\$70.7	\$27.5	\$(1.9)	\$37.8	\$266.8
Accounts receivable securitization and associated fees	-	-	-	-	(205.7)
Normalized Cash Provided by Operating Activities	\$70.7	\$27.5	\$(1.9)	\$37.8	\$61.1

<i>(In millions)</i>	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Free cash flow	\$51.7	\$12.5	\$(14.0)	\$14.4	\$239.3
Accounts receivable securitization and associated fees	-	-	-	-	(205.7)
Normalized Free Cash Flow	\$51.7	\$12.5	\$(14.0)	\$14.4	\$33.6

<i>(In millions)</i>	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Cash & Cash Equivalents	\$249.1	\$228.4	\$174.3	\$159.9	\$277.8
Accounts receivable securitization and associated fees	-	-	-	-	(205.7)
Cumulative senior unsecured note repurchases	-	-	9.7	55.5	84.5
Outstanding revolving credit facility	-	-	-	(50.0)	-
Normalized Cash & Cash Equivalents	\$249.1	\$228.4	\$184.0	\$165.4	\$156.6

Definitions

Non-GAAP Net Revenue	Non-GAAP Net Revenue applies net-accounting to public cloud infrastructure resale revenue. This means only the profit element of infrastructure resale is included in Non-GAAP Net Revenue in addition to public cloud services and private cloud revenues.
Segment Operating Profit	Segment revenue less expenses directly attributable to running the respective segments' business. These expenses exclude centralized corporate function costs.
Corporate Functions	Costs that are not allocated to segments. These costs are related to centralized corporate functions that provide services to the segments in areas such as accounting, information technology, marketing, legal and human resources.
Capital Intensity	Capital intensity reflects capital expenditures divided by revenue for the same period.
Non-GAAP Tax Expense Rate	We utilize an estimated structural long-term non-GAAP tax rate in order to provide consistency across reporting periods, removing the effect of non-recurring tax adjustments, which include but are not limited to tax rate changes, U.S. tax reform, share-based compensation, audit conclusions and changes to valuation allowances. We used a structural non-GAAP tax rate of 26% for all periods which reflects the removal of the tax effect of non-GAAP pre-tax adjustments and non-recurring tax adjustments on a year-over-year basis. The non-GAAP tax rate could be subject to change for a variety of reasons, including the rapidly evolving global tax environment, significant changes in our geographic earnings mix including due to acquisition activity, or other changes to our strategy or business operations. We will re-evaluate our long-term non-GAAP tax rate as appropriate. We believe that making these adjustments facilitates a better evaluation of our current operating performance and comparisons to prior periods.
Non-GAAP Weighted Average Shares	Reflects impact of awards that would have been anti-dilutive to net loss per share, and therefore not included in the calculation, but would be dilutive to Non-GAAP EPS and are therefore included in the share count for purposes of this non-GAAP measure. Potential common share equivalents consist of shares issuable upon the exercise of stock options, vesting of restricted stock units (including performance-based restricted stock units) or purchases under the Employee Stock Purchase Plan (the "ESPP"), as well as contingent shares associated with our acquisition of Datapipe Parent, Inc. Certain of our potential common share equivalents are contingent on Apollo achieving pre-established performance targets based on a multiple of their invested capital ("MOIC"), which are included in the denominator for the entire period if such shares would be issuable as of the end of the reporting period assuming the end of the reporting period was the end of the contingency period.

The logo features the text 'rackspace technology' in a white, lowercase, sans-serif font. 'rackspace' is on the top line and 'technology' is on the bottom line, with a registered trademark symbol (®) at the end. The text is centered within a solid black circle. This black circle is surrounded by a vibrant, multi-colored ring that transitions from red at the top to purple and blue at the bottom. The entire graphic is set against a solid black background.

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