# SpencerStuart 2022 U.S. Technology Spencer Stuart Board Index

## **About Spencer Stuart Board Services**

At Spencer Stuart, we know how much leadership matters. We are trusted by organizations around the world to help them make the senior-level leadership decisions that have a lasting impact on their enterprises. Through our executive search, board and leadership advisory services, we help build and enhance high-performing teams for select clients ranging from major multinationals to emerging companies to nonprofit institutions.

Privately held since 1956, we focus on delivering knowledge, insight and results through the collaborative efforts of a team of experts — now spanning more than 70 offices, over 30 countries and more than 50 practice specialties. Boards and leaders consistently turn to Spencer Stuart to help address their evolving leadership needs in areas such as senior-level executive search, board recruitment, board effectiveness, succession planning, in-depth senior management assessment, employee engagement and many other facets of organizational effectiveness.

For more than 35 years, our Board Practice has helped boards around the world identify and recruit independent directors and provided advice to board chairs, CEOs and nominating committees on important governance issues. We serve a range of organizations across geographies and scale, from leading multinationals to smaller organizations.

Our global team of board experts works together to ensure that our clients have unrivaled access to the best existing and potential director talent, and regularly assists boards in increasing the diversity of their composition.

1,200

We've conducted more than 1,200 director searches worldwide in the past year alone.

55<sup>%</sup>

of our assignments in North America were for companies with revenues over \$1 billion. 3,400

We've helped place **over 3,400 women** in corporate board roles around the world.

1,100

We've helped place more than 1,100 directors from historically underrepresented racial and ethnic groups in corporate board roles worldwide.

In addition to our work with clients, Spencer Stuart has long played an active role in corporate governance by exploring the key concerns of boards and innovative solutions to the challenges they face. Publishing the *U.S. Spencer Stuart Board Index*, now in its 37th edition, is just one of our many ongoing efforts. Each year, we support a range of organizations focused on enhancing diversity and inclusion in the boardroom and participate in several acclaimed director programs, including:

- » African American Directors Forum
- » Ascend Leadership
- » Diligent Modern Leadership initiative
- » Latino Corporate Directors Association
- » Next-Gen Board Leaders (NGBL)
- » The New Directors Program, a unique two-year development program for first-time, non-executive directors
- » Women Corporate Directors Education and Development Foundation, Inc. (WCD)

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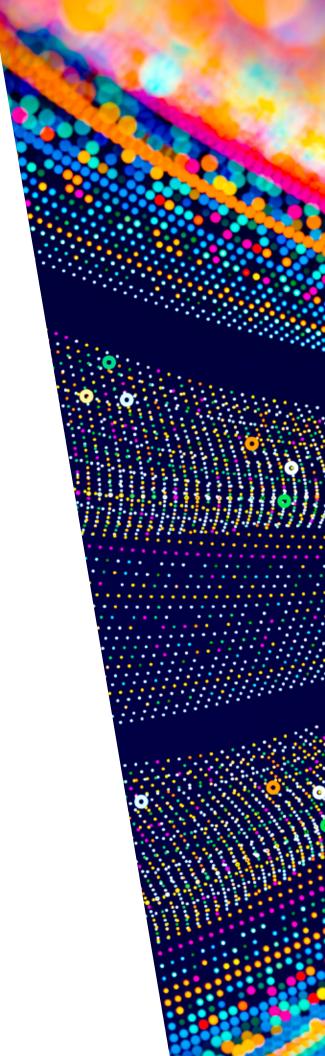
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## Introduction

## 2022 Snapshot

60.6

Average director age — compared with S&P 500 average of 63.1

178

new independent directors — same as 2021

77%

New directors who are Black/African
American — compared with 19% in 2021

Tech boards that lack a female director, compared with 4 in 2021

of tech boards
met 10 or more
times — down
from 34% in 2021

Tech boards adding a new director — up from 57% in 2021

The 2022 *U.S. Technology Spencer Stuart Board Index* shows how some changes to the boards of directors at technology companies appear to be long-lasting — even as life slowly eases back to normal in the wake of the COVID-19 pandemic.

More than two years after the murder of George Floyd, the subsequent protests and the nation-wide discussion on race, tech boards continue to take steps to grow more diverse. Directors from underrepresented communities constitute 21% of tech boards today, up 5 percentage points from 2021, and now almost equal to diversity levels on S&P 500 boards (22%). Black/African American directors now make up 7% of tech directors (up 3 percentage points from 2021), and Hispanic/Latino/a directors are 3% (up from 2% last year).

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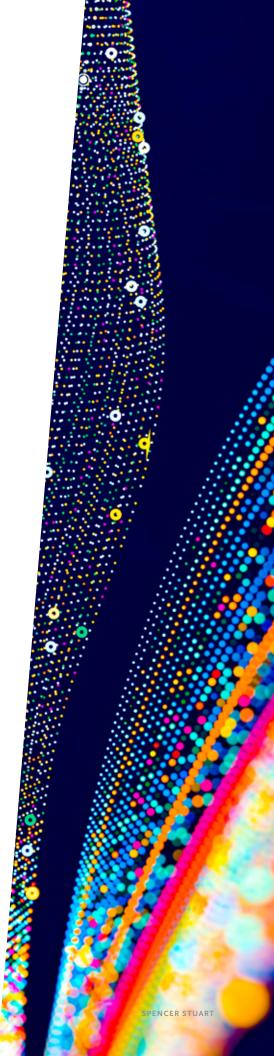
This rise has been driven by the recent addition of new directors from underrepresented groups. Twenty-seven percent (27%) of companies report a commitment to diverse slates when considering new directors, often known as a "Rooney Rule" policy. In total, 46% of new directors in 2022 are from underrepresented groups; 22% are Black/African American, and 7% are Hispanic/Latino/a. It was just two years ago, in 2020, that only 3% of new directors came from each group.<sup>1</sup>

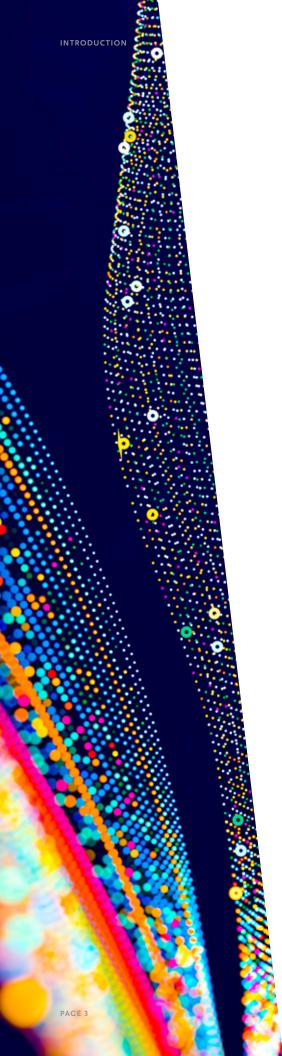
Meanwhile, the number of female directors on boards continues a yearslong steady rise. Today, 197 of the 200 boards in our index have at least one female director, and 64% have three or more, compared to 36% two years ago. Women now make up 30% of tech board directors, up from 24% two years ago and only slightly behind the S&P 500 (32%).

Some other notable stats from the 2022 index could also be related to tech boards' growing diversity. Tech boards are on average bigger, younger and less tenured than ever before. And when seeking new candidates, many boards are actively seeking a wider range of candidates, even if they lack experience on a board or in general management. Some related trends include:

- The number of new directors remained at 178, equal to 2021 but still well above five years ago (121).
- » Average board tenure remains at seven years, tying last year's all-time low and continuing the downward trend since 2017, when the average was 8.7 years. By comparison, the average tenure in 2022 for the S&P 500 is 7.8 years.
- Eighty (80) first-time directors joined tech boards this year, a record-high total and an increase from 67 in 2021 and 62 in 2020. Forty percent (40%) of all new directors are first-time directors, the highest rate since 2018.
- » Average board size increased to 9.2, above the 8.7 average from 2018.
- » Average director age dropped for the fifth straight year, to 60.6 from a high of 62 in 2017.
- The percentage of companies in our index adding new directors this year reached the highest level in at least six years (63%), well above the S&P 500 (55%).
- » Overall, 10% of tech board directors are new within the last year, compared to 7% of S&P 500 directors.

Ethnic and racial representation on boards is determined using concrete, trusted and validated sources, such as board proxies and public articles where board members have self-identified. Visual identification is not used in any way to determine race or ethnicity.





In terms of new directors, some other trends stand out when it comes to the expertise boards are seeking in new directors. A record number of new directorships were filled by active executives in 2022 — 62% of the total, compared to 59% in 2021 and 51.5% the year before. Additionally, the number of executives with technology industry backgrounds bounced back to nearly 50% of all new directors, a year after dipping to a low of 38% in 2021. Meanwhile, CFOs and other finance executives took fewer new directorships this year after a spike in 2021. We believe this trend likely ties to boards' desire for leaders who are up-to-speed on the latest industry trends within a rapidly changing landscape and a global, fast-moving economy.

While the COVID-19 pandemic remains a disruptor, there are some signs of a return to normal in the boardroom, even as many boards still hold at least some meetings remotely. The average number of meetings was 8.3 in 2022, a return to the 2017–2020 average after the 2021 spike (9.1).

Once again, fewer tech boards separated the CEO and chair roles — only 64% in 2022 compared with 67% the year before and 75% just three years prior. The number of independent chairs on tech boards also decreased to 95 in 2022, down from a high of 108 in 2019. On the other hand, 49% of boards have lead/presiding directors, up from 45% a year ago and the highest level since 2018.

These are just some of the trends highlighted in the 2022 *U.S. Technology Spencer Stuart Board Index*, which examines 200 of the largest publicly traded technology companies in the United States for board composition, governance practices and director compensation. Based on 2022 revenues, the companies in this index range in size from \$230 million to \$470 billion, and they represent a broad swath of technology companies, including hardware and communications equipment manufacturing, semiconductors and software.

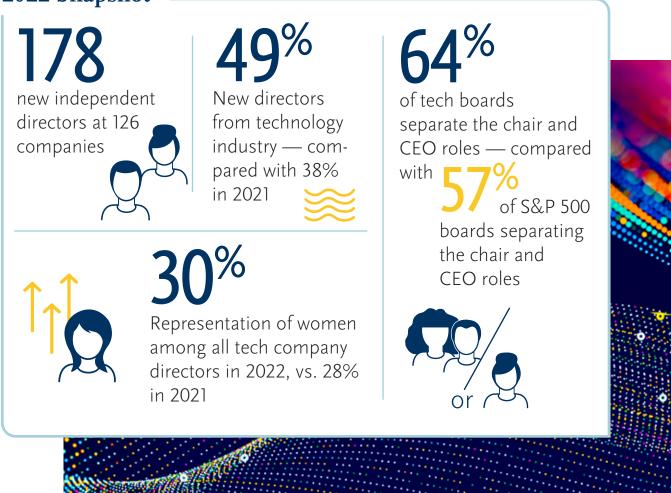
#### **EDITOR'S NOTES**

The index examines 200 public technology companies in the United States, sorted into four groups based on revenue. The companies included in the index were publicly traded on one of the major stock exchanges (NYSE or NASDAQ). All data were culled from each company's DEF 14A proxy statement most recently filed with the U.S. Securities and Exchange Commission between July 1, 2021, and June 30, 2022, except where noted.

Data in tables and charts may not total 100% due to rounding.

## **Board Composition**

## 2022 Snapshot



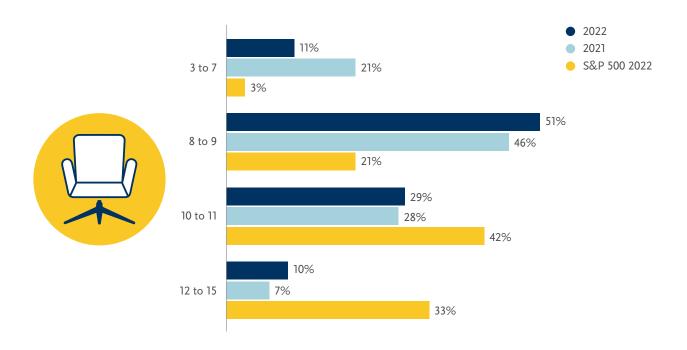
## Tech boards average 9.2 members

- The 200 leading tech companies examined for the 2022 index have 1,843 directors, an increase of 52 directors from 2021. The average technology company board size is 9.2 members, up from nine in 2021 and the highest level in at least six years. The average S&P 500 board has 10.8 members.
- » The percentage of non-executive directors on boards remained steady, at 83% (1,524 total). By comparison, 86% of S&P 500 directors are independent.

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» Only 11% of tech boards have seven or fewer directors, the lowest level ever and a 10-percentage-point drop from 2021. Roughly 80% of tech boards have between eight and 11 members, with the highest percentage (26%) having eight members.

#### **TECH 200 BOARD SIZE DISTRIBUTION**



## Female representation continues its slow rise

- » All but three of the 200 technology companies in our index have at least one woman on the board; just four years ago, 15% of tech boards in the index still lacked at least one female director. Every company in the S&P 500 has at least one woman on the board. Every technology company in our index either with more than \$5 billion in revenue or less than \$500 million has at least one female director.
- Women represent 30% of directors on technology company boards in 2022, continuing a steady rise from 17% in 2017. Women represent 32% of board members in the S&P 500.
- The percentage of tech boards with three or more women jumped to 64% in 2022 from 48% in 2021, 36% in 2020 and 24% in 2019.

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#### **BOARDS WITH FEMALE DIRECTORS**



|      | Technology 200 boards with female directors by revenue |              |                |         |  |
|------|--|--------------|----------------|---------|--|
|      | >\$5B  | \$1B to \$5B | \$500M to \$1B | <\$500M |  |
| 2022 | 100%   | 99%          | 95%            | 100%    |  |
| 2021 | 100%   | 99%          | 98%            | 89%     |  |

#### Tech boards added 178 new directors

- » Technology industry boards added 178 new outside directors in 2022, equal to the 2021 level and still about 50% higher than the 2017 level (121).
- » Overall, 126 companies (63% of the boards in the index) added new outside directors in 2022, compared to 114 a year earlier.

## Women comprise a little under half of new directors

- » Eighty-three (83) of the 178 new outside directors (47%) are women, behind 2021 (49%) and 2020 (53%) but still well ahead of 2019 (43%) and 2018 (37%).
- » Of the 126 companies that added a new director in 2022, 75 (60%) added a woman.

## Black/African American and Hispanic/Latino/a representation both make sizeable increases

- » Overall, close to half of new tech board directors (46%) are from historically underrepresented racial or ethnic groups, up from 37% in 2021 and 19.2% in 2020, and equal to the level in the S&P 500.<sup>2</sup>
- » Tech boards added 39 Black/African American new directors in 2022, representing about 22% of the 178 new directors. The Black/African American share of all tech board directors increased from 4% in 2021 to 7% in 2022, but it remains below the S&P 500 level of 11%.

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<sup>&</sup>lt;sup>2</sup> Historically underrepresented racial or ethnic groups include directors who are Black/African American, Hispanic/Latino/a, Asian, American Indian or Alaska native, native Hawaiian or Pacific Islander directors, or identify as a member of two or more races/ethnicities.

- » Twelve (12) new tech board directors (7% of the total) are Hispanic/Latino/a equal to the combined number of the three previous years. Overall, the percentage of Hispanic/Latino/a directors has increased to 3% (51 total), from 2% (33) in 2021, but still lags behind the S&P 500 level of 5%.
- » Among new directors, 27 (15%) are Asian, one more than 2021. Overall, 11% of all tech board directors are Asian, compared with 6% of S&P 500 boards and slightly ahead of 2021 (10%).
- » Fifty-four (54) companies, or 27% of the Tech 200, report a commitment to diverse slates when considering new directors, often known as a "Rooney Rule" policy. By comparison, half of S&P 500 companies have one.

#### **DIVERSITY OF INDEPENDENT DIRECTORS\***

|   | Tech 200 S&F |                    | 500   |                    |
|---|--------------|--------------------|-------|--------------------|
|   | Total        | % of all directors | Total | % of all directors |
| Total directors   | 1,843        | 100%               | 5,276 | 100%               |
| Total directors from historically underrepresented racial/ethnic groups | 390          | 21%                | 1,178 | 22%                |
| Black or African American   | 123          | 7%                 | 564   | 11%                |
| Hispanic or Latino/a  | 33           | 3%                 | 243   | 5%                 |
| Asian   | 181          | 11%                | 280   | 6%                 |
| Native Hawaiian or Pacific Islander                                     | 1            | 0%                 | 2     | <1%                |
| American Indian or Alaska Native  | 0            | 0%                 | 5     | <1%                |
| Two or more races/ethnicities   | 13           | 1%                 | 19    | <1%                |

<sup>\*</sup> The racial/ethnic representation on boards is determined using concrete, trusted and validated sources, such as board proxies and public articles where board members have self-identified. Visual identification is not used in any way to determine race or ethnicity. Any directors whose race/ethnicity is not confirmed are not counted in the data.

## Tech industry background once again the leading profile for new directors

- » Almost 49% of new outside directors (87 out of 178) have a technology industry background, back to typical levels after dipping to 38% in the 2021 index.
- » Among the other new director profiles, 17% have a financial industry background (private equity, investment management or financial services), compared to 18% in 2021. The other notable increase came from the consumer goods and services, which was the background for 13 new directors (7%), the highest level ever for that industry, a sign perhaps that more tech companies are seeking customer-facing experience on their boards.
- Meanwhile, tech boards were less likely to recruit directors with backgrounds in education/nonprofit (four new directors, after spiking to 11 in 2021) and media, entertainment and publishing (three new directors, from nine in 2021).

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# Active/retired CEOs, chairs, presidents and other corporate executives comprise majority of new directors

- » Almost 60% of new outside directors are active or retired CEOs, chairs, presidents or other corporate executives, a return to the historical average after dropping below 50% of new directors in 2021. The 21% of new directors who are active CEOs, chairs, presidents or other corporate executives is a slight increase from 2021 (19.7%) but also behind 2020 (25%).
- » Twenty-nine percent (29%) of new outside directors have backgrounds in the finance function (including CFOs, bankers, investors or public accounting), down from 37% in 2021. About 5% have government or military backgrounds, which is roughly equal to 2021 and above 2020 (4%) and 2019 (2%).
- » Twenty-four (24) new directors (13.4% of the total) are active or retired functional leaders in technology-focused functions. Of those, 11 are chief information or information security officers (or a similar title) a reflection of the heightened scrutiny companies across industries, and particularly in tech, are facing related to cybersecurity.
- » Overall, 80 new directors are joining their first outside board, an all-time high and up from 67 last year and 62 in 2020.

# Fewer tech boards separate chair and CEO roles, continuing long-term trend; 48% have an independent chair

- » The share of tech companies that separate the CEO and chair roles dropped to 64%, down from 67% in 2021 and from the high of 75% in 2019. In the S&P 500, 57% of boards separate the two roles, down from a year earlier yet still higher than 2020.
- » Among the tech companies in our index, 95 have an independent chair, the lowest total in at least five years, and well behind the 108 in 2019.

#### PERCENTAGE OF BOARDS SEPARATING THE CHAIR AND CEO ROLES



|      | Technology 200 percentage of boards separating the chair and CEO roles by revenue |              |                |         |  |  |
|------|---|--------------|----------------|---------|--|--|
|      | >\$5B   | \$1B to \$5B | \$500M to \$1B | <\$500M |  |  |
| 2022 | 68%   | 66%          | 59%            | 52%     |  |  |
| 2021 | 73%   | 72%          | 50%            | 63%     |  |  |

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## Almost half of boards have a lead or presiding director

- » Forty-nine percent (49%) of tech boards have a lead or presiding director, up from 45% in 2021 an increase that has corresponded with the decrease in independent board chairs. By comparison, 68% of S&P 500 boards have a director serving in one of those roles.
- » Nine percent (9%) of boards do not have independent leadership (neither an independent chair nor a lead/presiding director).

#### **COMPANIES WITH A LEAD OR PRESIDING DIRECTOR**



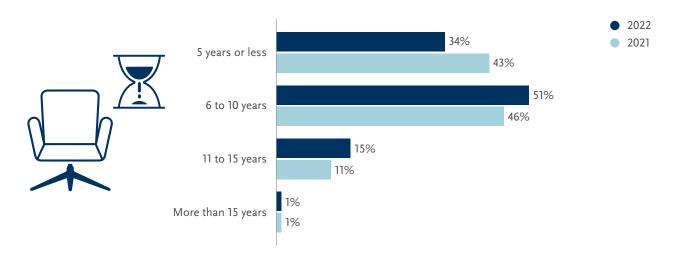
|      | Technology 200 percentage of companies with a lead or presiding director by revenue |              |                |         |  |  |
|------|---|--------------|----------------|---------|--|--|
|      | >\$5B   | \$1B to \$5B | \$500M to \$1B | <\$500M |  |  |
| 2022 | 54%   | 44%          | 46%            | 57%     |  |  |
| 2021 | 50%   | 43%          | 48%            | 37%     |  |  |

### Average tenure stays at seven years

- » Average tenure for tech board directors stayed at seven years, identical to 2021 yet still well behind the 8.7 level of 2017. Average S&P 500 tenure is 7.8 years.
- The percentage of boards with an average tenure of five years or less is 34%, well behind last year (43%) but still greater than the 30% in 2018. Only 31 boards (16%) have an average tenure of 11 or more years, more than 2021 (24) yet still behind 2020 (35).

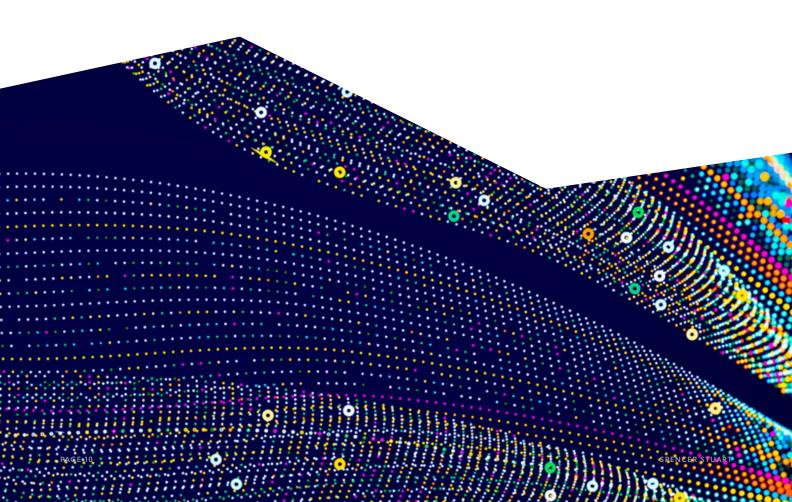
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#### **AVERAGE TENURE**

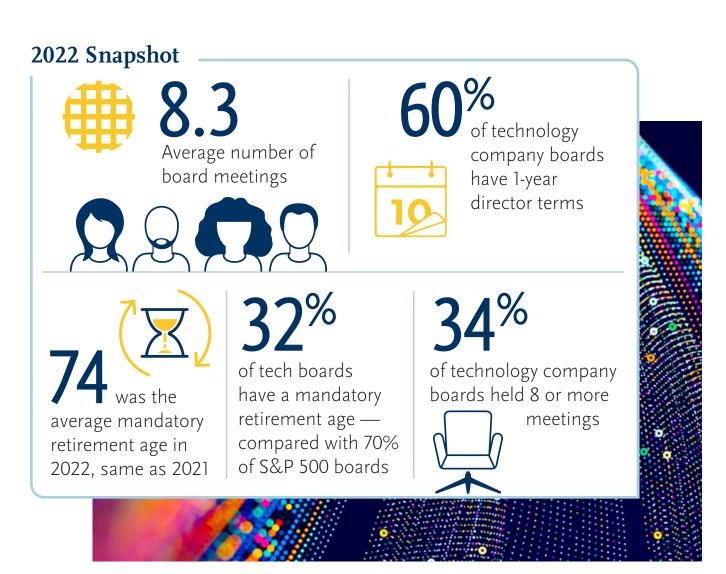


#### AVERAGE TENURE (IN YEARS)

|      |          |         | Technology 200 average tenure in years by revenue |              |                |         |
|------|----------|---------|---|--------------|----------------|---------|
|      | Tech 200 | S&P 500 | >\$5B   | \$1B to \$5B | \$500M to \$1B | <\$500M |
| 2022 | 7        | 7.8     | 7.1   | 7            | 7.3            | 6.4     |
| 2021 | 7        | 7.7     | 7.3   | 6.8          | 7.3            | 6.9     |



## **Board Organization and Process**



## Tech boards met an average of 8.3 times, down from 2021

» After a surge of meetings during the COVID-19 pandemic, technology company boards returned to pre-pandemic levels for the number of times they met in 2022. Tech boards averaged 8.3 meetings in 2022, down from 9.1 in 2021, and close to the 2020 level of 8.1. The average was equal to the S&P 500.

#### MEETING DISTRIBUTION

|      | Number of meetings |         |          |           |  |
|------|--------------------|---------|----------|-----------|--|
|      | 2 to 7             | 8 to 10 | 11 to 13 | 14 and up |  |
| 2022 | 51%                | 29%     | 13%      | 8%        |  |
| 2021 | 46%                | 29%     | 14%      | 12%       |  |

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#### 60% of boards have annual elections

» The share of boards with annual director elections dropped in 2022, to 60%, the same level as 2020 after it rose to 63% in 2021. Within the S&P 500, 89% of companies have annual elections. The remaining 40% of companies have three-year terms.

## Average director age drops again

- » Tech board independent directors' average age is 60.6 years old, down from 60.7 in 2021. It has dropped five straight years since reaching 62 years old in 2017. The average age of directors in the S&P 500 is 63.1.
- » The average age of new directors is 55.7, up slightly from 2021 (55.3).
- » Forty-two percent (42%) of technology company boards have an average age of 59 or younger, identical to 2021.
  Only 12% of S&P 500 companies have an average age of 59 or younger.

## 32% of tech boards have a mandatory retirement age

- » Only 64 of the 200 technology company boards (32%) disclose a mandatory retirement age, a slight uptick from 63 in 2021. In the S&P 500, 70% report a mandatory retirement age.
- » Among companies with a mandatory retirement policy, 55% have a mandatory retirement age of 75 or older. The average retirement age is 73.9, compared to 73.8 in the S&P 500.
- » Two boards have term limits in addition to a mandatory retirement age. One company does not have a mandatory retirement age but does have a 10-year term limit.

#### **MANDATORY RETIREMENT AGE\***

|             | Tech 200   | S&P 500 |
|-------------|------------|---------|
| 70          | 8%         | 3%      |
| 71          | 0%         | 1%      |
| 72          | 31%        | 36%     |
| 73          | 0%         | 3%      |
| 74          | <b>6</b> % | 5%      |
| 75 or older | 55%        | 53%     |

<sup>\*</sup> Retirement age is for the 64 tech boards that disclose a mandatory retirement age.

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#### Most tech boards have annual evaluations

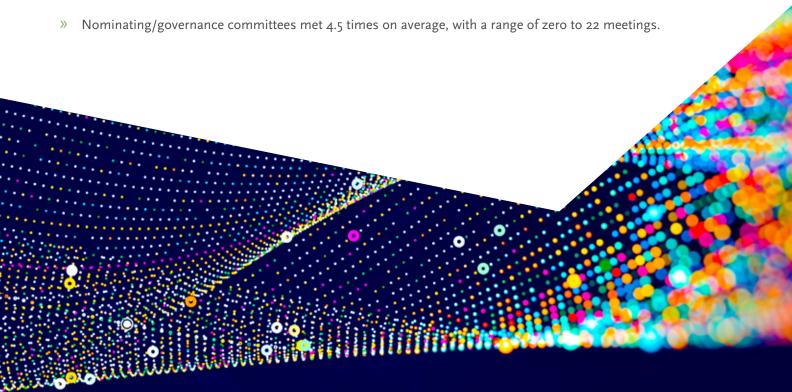
- » Ninety-three percent (93%) of boards report that they conduct a board evaluation, the same level as 2021, and behind the S&P 500 (98%).
- » Most tech boards (57%) evaluate the full board and committees. About one-third (34%) evaluate the full board, committees and individual directors.
- » Seventeen percent (17%) of boards report that they use a third-party facilitator for board evaluations.

## The majority of tech boards have three committees

- » Technology company boards average 3.5 committees. Most tech boards (55%) have three committees; 32% have four. S&P 500 boards average 4.2 committees.
- » All 200 companies in our index have an audit committee; all but two have a compensation or HR committee, and all but three have a nominating/governance committee. The next most common committees are science/technology (10%), executive (9%), finance (8%), risk (8%) and M&A (6%).

## Committee meetings down slightly

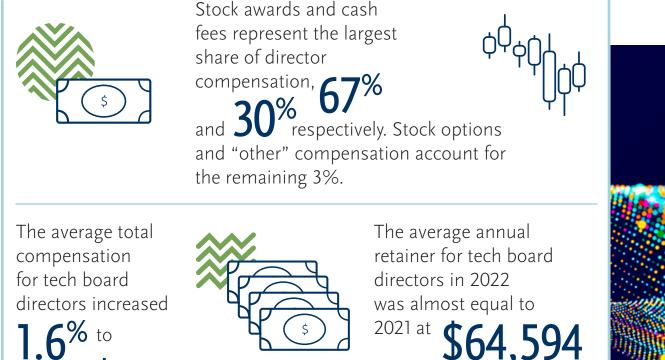
- » Technology company board audit committees met 7.7 times on average, down slightly from 2021 (7.9). The number of meetings ranged from two to 19.
- » Compensation committees met an average of 6.2 times, with the number of meetings ranging from zero to 22.



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## **Director Compensation**

## 2022 Snapshot



\$304,865

2021 at

Average tech board director compensation grew 1.6%, but trails S&P 500 average

- Technology company board directors received, on average, compensation of \$304,865 in 2022, an increase of 1.6% over 2021 (\$300,024). Average S&P 500 director compensation is now \$322,015.
- Among tech companies with revenues of more than \$5 billion, directors' average compensation dropped to \$348,733 in 2022, the second straight dip and a 6% decrease from 2020 (\$371,015). Although lower, average compensation for the group remains higher than the S&P 500 average and well above the smallest tech companies in our index (with revenues under \$500 million).

PAGE 14 SPENCER STUART » Compensation for directors on the smallest tech companies in our index dropped to \$229,785 from \$247,303 a year ago, and the lowest level since 2018. Companies with between \$1 billion and \$5 billion in revenue saw a slight increase (\$299,233), while between \$500 million and \$1 billion increased 7% to \$263,832.

#### **AVERAGE TOTAL PER-DIRECTOR COMPENSATION\***



|      | Technology 200 average total per-director compensation by revenue |              |                |           |  |  |
|------|---|--------------|----------------|-----------|--|--|
|      | >\$5B   | \$1B to \$5B | \$500M to \$1B | <\$500M   |  |  |
| 2022 | \$348,733   | \$299,233    | \$263,832      | \$229,785 |  |  |
| 2021 | \$356,197   | \$298,866    | \$246,458      | \$247,303 |  |  |

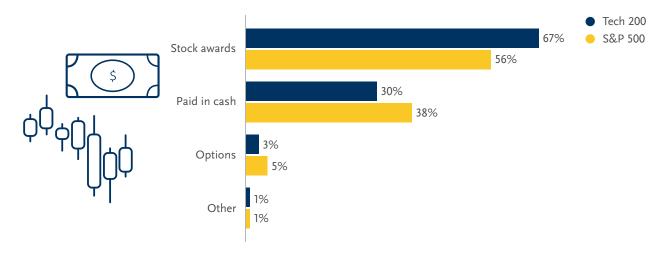
<sup>\*</sup> Average total per-director compensation includes all board and committee retainers and meeting fees, supplemental non-executive chairman and lead/presiding director fees, the value of equity compensation and all other compensation paid in fiscal year 2022. It excludes directors who received compensation for partial-year board service.

# Stock awards comprise more than two-thirds of director compensation

- Stock awards remain the bulk of director compensation. An average of 67% of compensation in 2022 was in stock awards, down a tick from 2021 but still above the 62% from five years ago. In the S&P 500, 56% of board compensation comes as stock awards.
- » Of the remainder, an average of 30% is paid in fees earned or cash, and 3% as stock options or grants.

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#### PERCENTAGE OF COMPENSATION BY CATEGORIES



|              | Technology 200 percentage of compensation by categories by revenue |              |                |         |  |  |
|--------------|--|--------------|----------------|---------|--|--|
|              | >\$5B  | \$1B to \$5B | \$500M to \$1B | <\$500M |  |  |
| Stock awards | 65%  | 69%          | 63%            | 71%     |  |  |
| Paid in cash | 32%  | 29%          | 27%            | 27%     |  |  |
| Options      | 2%   | 1%           | 10%            | 2%      |  |  |
| Other        | 2%   | 0%           | 0%             | 0%      |  |  |

## Average cash retainer basically unchanged

- » The average cash retainer remains steady \$64,594 in 2022 compared to \$64,415 in 2021.
- » All but eight of the 200 companies in our index offer a cash retainer. Of those companies, 57% offer a retainer of more than \$50,000.

#### **AVERAGE ANNUAL CASH RETAINER**

|      |          | Technology 200 average annual cash retainer by revenue |              |                |          |  |
|------|----------|--|--------------|----------------|----------|--|
|      | Tech 200 | >\$5B  | \$1B to \$5B | \$500M to \$1B | <\$500M  |  |
| 2022 | \$64,594 | \$81,611   | \$65,718     | \$50,150       | \$44,725 |  |
| 2021 | \$64,415 | \$84,457   | \$63,297     | \$52,455       | \$48,028 |  |

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## Few boards provide meeting attendance fees

- » Only 5% of tech boards provide meeting attendance fees to directors, continuing a steady decline from 13% of companies in 2017. It's the same level as the S&P 500.
- » For those boards that offer a fee, the average is \$2,189.

# Share of boards offering additional compensation to lead/presiding directors rebounds

- » Seventy-eight (78) of the 200 companies in our index (39%) pay a premium to the lead or presiding director, up from 37% a year ago. By comparison, 82% of S&P 500 boards provide additional pay to lead or presiding directors.
- » Among companies that provide additional compensation, the average premium in cash and equity was \$38,508, a nearly 15% increase over 2021 but still less than the S&P 500 average (\$44,314).

## Most independent chairs receive additional compensation

- » Of the 95 boards with independent chairs, 90 pay that person an additional premium (in terms of cash and/or equity).
- The average compensation for independent chairs on tech company boards is \$101,048, well behind the S&P 500 average of \$164,205.

# Most committee chairs and members receive additional compensation

- » Most tech boards (93%) give additional compensation to audit committee chairs, at an average of \$28,546; 90% pay a retainer to compensation committee chairs (\$20,923 average); and 88% give additional compensation to the governance committee chair (\$14,872).
- » Most technology companies compensated their audit, compensation and governance committee members in 2022: 76%, 71% and 69%, respectively. All three committees saw a year-over-year decrease in average compensation for committee service of at least 12 percentage points in 2022, after a sharp increase in 2021.
- » No boards pay a cash meeting attendance fee to audit committee chairs; 4% of tech boards pay a meeting fee to audit committee members.

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#### **COMMITTEE RETAINERS**

|                        | Average retainer | % of boards that make this payment |
|------------------------|------------------|------------------------------------|
| Committee chairs       |                  |                                    |
| Audit committee        | \$28,546         | 93%                                |
| Compensation committee | \$20,923         | 90%                                |
| Governance committee   | \$14,872         | 88%                                |
| Committee members      |                  |                                    |
| Audit committee        | \$13,669         | 76%                                |
| Compensation committee | \$10,425         | 71%                                |
| Governance committee   | \$7,388          | 69%                                |
|                        |                  |                                    |

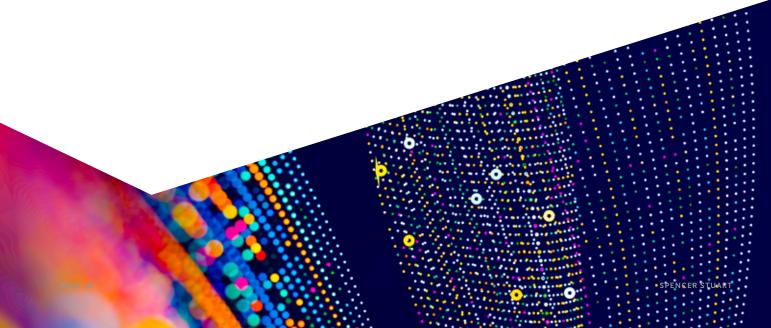
## **Equity compensation for tech boards rises**

- » The value of equity awards to tech board members increased 2.6%, to \$202,482 in 2022 from \$197,239 in 2021.
- » Ninety-four percent (94%) of tech boards include restricted stock or restricted stock units in the compensation mix, and 8% have a stock options award.

#### **ANNUAL EQUITY AWARDS\***

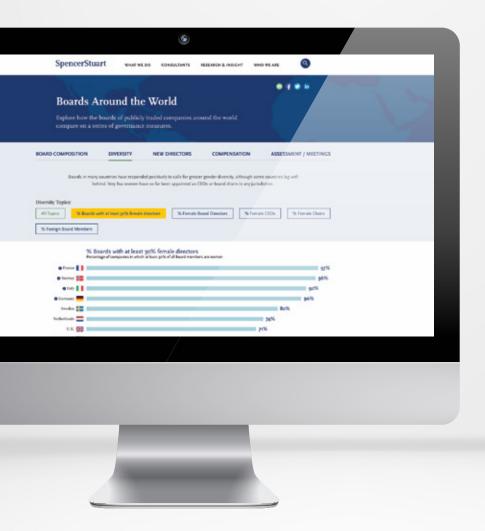
|   |           | Technology 200 average equity awards by revenue |              |                |           |
|---|-----------|---|--------------|----------------|-----------|
|   | Tech 200  | >\$5B   | \$1B to \$5B | \$500M to \$1B | <\$500M   |
| Percentage providing restricted stock or restricted stock units | 94%       | 95%   | 94%          | 95%            | 90%       |
| Average value of restricted stock                               | \$213,063 | \$211,275                                       | \$217,220    | \$209,467      | \$205,146 |
| Average value of restricted stock units                         | \$200,946 | \$193,180                                       | \$200,751    | \$210,625      | \$203,453 |
| Average value of annual stock options award                     | \$121,463 | \$205,261                                       | \$79,018     | \$112,993      | \$157,031 |
| Total average value of annual equity awards                     | \$202,482 | \$200,290                                       | \$201,883    | \$208,195      | \$199,515 |

<sup>\*</sup> The value of the equity awards is based on the amounts reported in company proxy statements; equity is calculated at the fair market value on the date of the award.



## Boards Around the World

Spencer Stuart publishes Board Indexes covering more than 25 countries around the world. The majority of these Board Indexes are published annually, with a few appearing on alternate years.



We have compiled key data from all these countries into our **Boards Around the World**feature — an interactive data exploration tool.

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## Comparative Board Data

## Methodology

The index examines 200 public technology companies in the United States, sorted into four groups based on revenue. The companies included in the index were publicly traded on one of the major stock exchanges (NYSE or NASDAQ). All data was culled from each company's DEF14A proxy statement most recently filed with the U.S. Securities and Exchange Commission between July 1, 2021, and June 30, 2022, except where noted.



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|                                     | NUMBER<br>DIRECT  | INDEPENDENT<br>DIRECTORS |                  |                       |                |                |                | PERCENTAGE OF<br>TOTAL COMPENSATION |  |   |                   |                   |                |                |
|-------------------------------------|-------------------|--------------------------|------------------|-----------------------|----------------|----------------|----------------|-------------------------------------|--|---|-------------------|-------------------|----------------|----------------|
|                                     | TOTAL             | INDEPENDENT              | WOMEN            | SEPARATE<br>CHAIR/CEO | AVERACE AGE    | AVERAGE TENURE | RETIREMENT AGE | FETINGS PER YEAR                    | AVERACE 220 AVERAC | INDEPENDENT INDEPENDENT BOARD CHAIR BOARD CHAIR | CASH              | STOCK             | OPTIONS        | ALL OTHER      |
| Nvidia Corporation                  | 13                | 12                       | 3                | Y                     | 64             | 13             | -              | 5                                   | 383,881  |   | 21%               | 79%               | 0%             | 0%             |
| ON Semiconductor Corporation        | 10                | 9                        | 2                | Υ                     | 62             | 5              | 75             | 7                                   | 330,654  | 120,000   | 32%               | 68%               | 0%             | 0%             |
| Oracle Corporation                  | 14                | 9                        | 4                | Υ                     | 74             | 13             | -              | 6                                   | 431,810  | -   | 20%               | 80%               | 0%             | 0%             |
| PayPal Holdings                     | 12                | 11                       | 4                | Υ                     | 61             | 6              | -              | 11                                  | 394,896  | 150,000   | 28%               | 72%               | 0%             | 0%             |
| Qualcomm                            | 12                | 11                       | 4                | Υ                     | 61             | 4              | -              | 11                                  | 357,006  | 175,000   | 38%               | 56%               | 0%             | 6%             |
| salesforce.com                      | 13                | 9                        | 4                | N                     | 68             | 12             | -              | 5                                   | 394,903  | -   | 5%                | 95%               | 0%             | 0%             |
| Sanmina Corporation                 | 8                 | 7                        | 2                | N                     | 64             | 10             | -              | 9                                   | 286,672  | -   | 37%               | 63%               | 0%             | 0%             |
| Seagate Technology plc              | 10                | 9                        | 2                | Υ                     | 58             | 6              | -              | 6                                   | 419,201  | 75,000  | 31%               | 69%               | 0%             | 0%             |
| ServiceNow                          | 12                | 10                       | 3                | Υ                     | 56             | 5              | -              | 5                                   | 385,671  | -   | 16%               | 84%               | 0%             | 0%             |
| Skyworks Solutions                  | 8                 | 7                        | 2                | N                     | 60             | 9              | -              | 8                                   | 279,028  | -   | 37%               | 63%               | 0%             | 0%             |
| SS&C Technologies Holdings          | 7                 | 5                        | 1                | N                     | 64             | 9              | -              | 4                                   | 157,147  | -   | 24%               | 76%               | 0%             | 0%             |
| Texas Instruments                   | 12                | 10                       | 4                | N                     | 62             | 9              | 70             | 8                                   | 338,730  | -   | 36%               | 29%               | 30%            | 5%             |
| Twitter                             | 9                 | 7                        | 3                | Y                     | 50             | 5              | -              | 15                                  | 289,439  | -   | 15%               | 85%               | 0%             | 0%             |
| VMware                              | 10                | 7                        | 3                | Y                     | 62             | 6              | -              | 10                                  | 445,401  | -   | 42%               | 58%               | 0%             | 0%             |
| Western Digital Corporation         | 9                 | 8                        | 4                | Υ                     | 61             | 6              | 72             | 24                                  | 356,055  | 150,000   | 33%               | 67%               | 0%             | 0%             |
| Xerox Corporation                   | 8                 | 7                        | 2                | Υ                     | 57             | 2              | 75             | 12                                  | 322,084  | 100,000   | 38%               | 62%               | 0%             | 0%             |
| Zebra Technologies Corporation      | 9                 | 8                        | 3                | Υ                     | 63             | 11             | -              | 8                                   | 317,403  | 155,000   | 37%               | 63%               | 0%             | 0%             |
| Zillow Group                        | 9                 | 7                        | 3                | Y                     | 51             | 11             | -              | 10                                  | 250,000  | •   | 0%                | 100%              | 0%             | 0%             |
| \$1 BILLION TO \$5 BI               | LLION             |                          |                  |                       |                |                |                |                                     |  |   |                   |                   |                |                |
| ACI Worldwide                       | 10                | 9                        | 2                | Y                     | 61             | 4              |                | 10                                  | 326,018  | 100,000   | 23%               | 77%               | 0%             | 0%             |
| Advanced Energy Industries          | 10                | 9                        | 3                | Y                     | 61             | 7              |                | 12                                  | 265,853  | 65,000  | 25%               | 75%               | 0%             | 0%             |
| Akamai Technologies                 | 10                | 9                        | 3                | Y                     | 62             |                |                | 11                                  | 321,023  | 100,000   | 25%               | 75%               | 0%             | 0%             |
| Allscripts Healthcare Solutions     | 6                 | 5                        | 3                | Y                     | 62             | 5              | 72             | 10                                  | 299,438  | 100,000   | 33%               | 67%               | 0%             | 0%             |
| Ansys                               | 9                 | 8                        | 2                | Y                     | 60             | 4              | 75             | 8                                   | 350,439  | 40,000  | 19%               | 81%               | 0%             | 0%             |
| Arista Networks                     | 9                 | 7                        | 3                | Y                     | 61             | 6              |                | 5                                   | 218,533  | -   | 47%               | 53%               | 0%             | 0%             |
| Autodesk                            | 10                | 9                        | 5                | Y                     | 58             | 7              |                | 6                                   | 353,966  | 75,000  | 25%               | 75%               | 0%             | 0%             |
| Avaya Holdings Corp.                | 8                 | 7                        | 2                | Y                     | 56             | 4              |                | 11                                  | 364,922  | 125,000   | 29%               | 71%               | 0%             | 0%             |
| Benchmark Electronics               | 9                 | 8                        | 2                | Υ                     | 64             | 7              | 72             | 4                                   | 246,750  | 80,000  | 39%               | 61%               | 0%             | 0%             |
| Black Knight                        | 8                 | 7                        | 2                | N                     | 61             | 6              | _              | 6                                   | 262,690  |   | 43%               | 57%               | 0%             | 0%             |
| Cadence Design Systems              | 11                | 9                        | 3                | Υ                     | 64             | 10             | -              | 6                                   | 332,212  | -   | 41%               | 59%               | 0%             | 0%             |
| CDK Global                          | 9                 | 8                        | 2                | Υ                     | 62             | 8              | 72             | 7                                   | 330,313  | 150,000   | 41%               | 59%               | 0%             | 0%             |
| Ciena Corporation                   | 10                | 8                        | 3                | Υ                     | 67             | 11             | -              | 12                                  | 330,966  |   | 30%               | 70%               | 0%             | 0%             |
| Cirrus Logic                        | 8                 | 7                        | 2                | Υ                     | 59             | 7              | 75             | 13                                  | 283,927  | 75,000  | 33%               | 67%               | 0%             | 0%             |
| CSG Systems International           | 10                | 9                        | 2                | Υ                     | 58             | 8              | -              | 7                                   | 264,982  | 50,000  | 35%               | 65%               | 0%             | 0%             |
|                                     | 10                | ,                        |                  |                       |                |                |                |                                     |  |   | 220/              |                   |                |                |
| Datadog                             | 8                 | 6                        | 2                | N                     | 49             | 6              | -              | 5                                   | 256,686  | -   | 22%               | 78%               | 0%             | 0%             |
| Datadog<br>DocuSign                 |                   |                          |                  | N<br>Y                | 49<br>58       | 5              | 75             | 6                                   | 256,686<br>280,434   | 50,000  | 20%               | 78%<br>80%        | 0%             | 0%             |
|                                     | 8                 | 6                        | 2                |                       |                |                |                |                                     |  |   |                   |                   |                |                |
| DocuSign                            | 8                 | 6                        | 2                | Y                     | 58             | 5              | 75             | 6                                   | 280,434  | 50,000  | 20%               | 80%               | 0%             | 0%             |
| DocuSign Dolby Laboratories         | 8<br>9<br>10      | 6<br>8<br>8              | 3                | Y<br>Y                | 58<br>58       | 5              | 75<br>-        | 6<br>7                              | 280,434<br>323,199   | 50,000  | 20%               | 80%<br>74%        | 0%             | 0%             |
| DocuSign Dolby Laboratories Dropbox | 8<br>9<br>10<br>8 | 6<br>8<br>8<br>7         | 2<br>3<br>3<br>3 | Y<br>Y<br>N           | 58<br>58<br>54 | 5<br>9<br>9    | 75<br>-<br>-   | 6<br>7<br>7                         | 280,434<br>323,199<br>324,039  | 50,000<br>75,000<br>-                           | 20%<br>26%<br>24% | 80%<br>74%<br>76% | 0%<br>0%<br>0% | 0%<br>0%<br>0% |

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|  | NUMBE<br>DIRECT |             | INDEPENDENT<br>DIRECTORS |                       |             |                |                |                    | PERCENTAGE OF<br>TOTAL COMPENSATION                                   |  |            |            |         |           |  |
|--|-----------------|-------------|--------------------------|-----------------------|-------------|----------------|----------------|--------------------|---|--|------------|------------|---------|-----------|--|
|  | TOTAL           | INDEPENDENT | WOMEN                    | SEPARATE<br>CHAIR/CEO | AVERAGE AGE | AVERACE TENURE | RETIREMENT ACE | AFETINGS PER YEARA | AVERACE AVERACE TO NON-EMPLOYEE COMPENSATION DER COMPENSATION (\$USO) | INDEPENDENT<br>INDEPENDENT<br>BOARD CHAIR<br>BOARD CHAIR | CASH       | STOCK      | OPTIONS | ALL OTHER |  |
| Etsy                                     | 9               | 8           | 4                        | Υ                     | 59          | 7              | -              | 6                  | 276,439   | 100,000  | 0%         | 60%        | 40%     | 0%        |  |
| Extreme Networks                         | 7               | 6           | 2                        | Υ                     | 69          | 12             | -              | 9                  | 282,000   | 70,000   | 33%        | 67%        | 0%      | 0%        |  |
| F5 Networks                              | 11              | 10          | 3                        | Υ                     | 57          | 6              | -              | 17                 | 354,155   | 100,000  | 29%        | 71%        | 0%      | 0%        |  |
| First Solar                              | 12              | 10          | 3                        | Υ                     | 62          | 9              | -              | 7                  | 293,181   | -  | 43%        | 57%        | 0%      | 0%        |  |
| Fortinet                                 | 8               | 6           | 3                        | N                     | 66          | 5              | -              | 6                  | 382,202   | -  | 22%        | 78%        | 0%      | 0%        |  |
| GoDaddy                                  | 9               | 8           | 2                        | Υ                     | 56          | 6              | -              | 13                 | 319,975   | 130,000  | 23%        | 75%        | 0%      | 2%        |  |
| GoPro                                    | 10              | 9           | 3                        | N                     | 60          | 5              | -              | 8                  | 265,038   | -  | 28%        | 72%        | 0%      | 0%        |  |
| HP                                       | 13              | 12          | 6                        | Y                     | 62          | 6              | -              | 7                  | 384,635   | 200,000  | 34%        | 66%        | 0%      | 0%        |  |
| II-VI                                    | 11              | 9           | 1                        | Υ                     | 63          | 8              | 75             | 29                 | 276,773   | -  | 39%        | 61%        | 0%      | 0%        |  |
| Illumina                                 | 9               | 8           | 3                        | Y                     | 62          | 8              | -              | 14                 | 444,940   | 65,000   | 21%        | 79%        | 0%      | 0%        |  |
| Infinera Corporation                     | 9               | 7           | 3                        | Υ                     | 58          | 4              | -              | 11                 | 239,563   | 70,000   | 31%        | 69%        | 0%      | 0%        |  |
| Informatica                              | 9               | 4           | 3                        | Y                     | 66          | 5              | 78             | 5                  | 400,464   | 200,000  | 44%        | 56%        | 0%      | 0%        |  |
| IPG Photonics Corporation                | 10              | 7           | 3                        | Y                     | 60          | 8              | 72             | 5                  | 321,335   | 70,000   | 22%        | 78%        | 0%      | 0%        |  |
| Iron Mountain                            | 11              | 10          | 4                        | Y                     | 66          | 10             | -              | 9                  | 287,767   | 125,000  | 44%        | 56%        | 0%      | 0%        |  |
| Itron                                    | 8               | 7           | 2                        | Y                     | 63          | 8              | 75             | 8                  | 227,857   | 100,000  | 59%        | 41%        | 0%      | 0%        |  |
| Jack Henry & Associates                  | 9               | 8           | 3                        | N                     | 59          | 9              | 70             | 7                  | 290,754   | -  | 44%        | 56%        | 0%      | 0%        |  |
| Juniper Networks                         | 10              | 9           | 3                        | Y                     | 64          | 10             | 75             | 5                  | 366,395   | 75,000   | 25%        | 75%        | 0%      | 0%        |  |
| Keysight Technologies                    | 9               | 8           | 3                        | N                     | 65          | 6              | 75             | 6                  | 338,718   | 50,000   | 34%        | 66%        | 0%      | 0%        |  |
| Lumentum Holdings                        | 8               | 7           | 3                        | Y                     | 60          | 5              | -              | 29                 | 327,719   | 60,000   | 33%        | 67%        | 0%      | 0%        |  |
| Marvell                                  | 10              | 9           | 2                        | Υ                     | 63          | 4              | -              | 9                  | 341,181   | 110,000  | 31%        | 69%        | 0%      | 0%        |  |
| Maxar Technologies                       | 11              | 10          | 3                        | Y                     | 65          | 4              | -              | 7                  | 256,218   | 110,000  | 37%        | 63%        | 0%      | 0%        |  |
| Methode Electronics                      | 12              | 11          | 3                        | Y                     | 65          | 7              | -              | 6                  | 164,200   | 80,000   | 47%        | 53%        | 0%      | 0%        |  |
| MKS Instruments                          | 8               | 6           | 3                        | Y                     | 60          | 4              | -              | 12                 | 299,836   | -  | 33%        | 67%        | 0%      | 0%        |  |
| National Instruments Corporation         | 8               | 6           | 2                        | Y                     | 63          | 7              | 74             | 8                  | 303,631   | 100,000  | 33%        | 67%        | 0%      | 0%        |  |
| Netgear                                  | 9               | 7           | 4                        | N                     | 58          | 4              | 72             | 7                  | 277,045   | 75.000   | 28%        | 72%        | 0%      | 0%        |  |
| NortonLifeLock                           | 9               | 8           | 4                        | Y                     | 54          | 4              | 72             | 13                 | 338,356   | 75,000   | 10%        | 90%        | 0%      | 0%        |  |
| Nutanix                                  | 8               | 7           | 2                        | Y                     | 57          | 3              | -              | 14                 | 397,988   | -  | 2%         | 98%        | 0%      | 0%        |  |
| Okta                                     | 7               | 8           | 2                        | N<br>Y                | 59          | 2              | -              | 9                  | 243,200   | -  | 18%<br>18% | 82%<br>82% | 0%      | 0%        |  |
| Palantir Technologies Palo Alto Networks | 12              | 9           | 4                        | N                     | 40<br>57    | 7              | -              | 8                  | 335,982<br>355,883  | -  | 0%         | 100%       | 0%      | 0%        |  |
| Paycom Software                          | 7               | 6           | 1                        | N                     | 68          | 7              |                | 6                  | 325,588   | -  | 31%        | 69%        | 0%      | 0%        |  |
| Pegasystems                              | 7               | 6           | 2                        | N                     | 65          | 10             |                | 6                  | 269,083   |  | 26%        | 74%        | 0%      | 0%        |  |
| Pitney Bowes                             | 9               | 8           | 5                        | Y                     | 69          | 11             |                | 7                  | 218,463   | 100,000  | 51%        | 46%        | 0%      | 3%        |  |
| PTC                                      | 8               | 7           | 2                        | Y                     | 64          | 7              |                | 7                  | 352,854   | 115,000  | 27%        | 73%        | 0%      | 0%        |  |
| Pure Storage                             | 10              | 7           | 3                        | N                     | 58          | 3              |                | 4                  | 293,554   | -  | 17%        | 83%        | 0%      | 0%        |  |
| Qorvo                                    | 9               | 8           | 2                        | Y                     | 65          | 6              | 75             | 8                  | 321,017   | 63,000   | 31%        | 69%        | 0%      | 0%        |  |
| Qualtrics International                  | 11              | 3           | 3                        | Y                     | 50          | 1              |                | 7                  | n/a   | -  | n/a        | n/a        | n/a     | n/a       |  |
| Roku                                     | 8               | 6           | 3                        | N                     | 56          | 5              |                | 4                  | 290,576   | _  | 20%        | 39%        | 41%     | 0%        |  |
| Snowflake                                | 10              | 7           | 3                        | N                     | 59          | 5              |                | 5                  | 349,117   | -  | 12%        | 88%        | 0%      | 0%        |  |
| Sonos                                    | 8               | 7           | 3                        | Y                     | 53          | 5              |                | 6                  | 269,565   | 75,000   | 21%        | 79%        | 0%      | 0%        |  |
| Splunk                                   | 11              | 10          | 3                        | Y                     | 58          | 5              |                | 16                 | 331,125   | 50,000   | 19%        | 81%        | 0%      | 0%        |  |
| Synaptics                                | 8               | 7           | 3                        | N                     | 60          | 13             |                | 7                  | 279,539   | 370,000  | 34%        | 66%        | 0%      | 0%        |  |
| -, -F                                    |                 |             |                          |                       |             |                |                |                    | 2. 2,333  | 3.0,000  | /0         | -0/0       | 3,0     | -,-       |  |

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|  | NUMBER<br>DIRECT   |   | INDEPENDENT<br>DIRECTORS   |   |  |  |                       |   | PERCENTAGE OF<br>TOTAL COMPENSATION  |  |   |   |  |  |  |
|--|--|---|--|---|--|--|-----------------------|---|--|--|---|---|--|--|--|
|  | TOTAL  | INDEPENDENT   | WOMEN  | SEPARATE<br>CHAIR/CEO                   | AVERAGE AGE  | AVERACE TENURE   | MEE''. RETIREMENT AGE | TINGS PERYEAR   | AVERACE AVERACE COMPENSATION PER COMPENS | INDEPENDENT INDEPENDENT BOARD CHAIR BOARD CHAIR                  | CASH  | STOCK   | OPTIONS                                  | ALL OTHER                                |  |
| Synopsys   | 8  | 7   | 3  | N                                       | 67   | 12   | 72                    | 5   | 319,163  | -  | 45%   | 55%   | 0%                                       | 0%                                       |  |
| Take-Two Interactive Software  | 8  | 7   | 2  | N                                       | 62   | 9  | -                     | 14  | 341,474  | -  | 34%   | 66%   | 0%                                       | 0%                                       |  |
| Teledyne Technologies  | 11   | 10  | 3  | N                                       | 70   | 11   | 75                    | 7   | 247,778  | 30,000   | 48%   | 52%   | 0%                                       | 0%                                       |  |
| Teradata Corporation   | 9  | 8   | 3  | Υ                                       | 63   | 7  | -                     | 6   | 369,990  | 120,000  | 26%   | 74%   | 0%                                       | 0%                                       |  |
| Teradyne   | 8  | 7   | 2  | Υ                                       | 66   | 9  | 75                    | 4   | 294,781  | 65,000   | 32%   | 68%   | 0%                                       | 0%                                       |  |
| The Trade Desk   | 8  | 6   | 3  | N                                       | 55   | 5  | -                     | 6   | 299,701  | -  | 24%   | 53%   | 23%                                      | 0%                                       |  |
| Trimble  | 11   | 9   | 3  | Y                                       | 59   | 4  | 75                    | 5   | 313,714  | -  | 19%   | 81%   | 0%                                       | 0%                                       |  |
| TTM Technologies   | 9  | 8   | 3  | Υ                                       | 67   | 11   | 72                    | 5   | 256,209  | 150,000  | 41%   | 59%   | 0%                                       | 0%                                       |  |
| Twilio   | 8  | 7   | 2  | N                                       | 62   | 6  | -                     | 6   | 144,814  | -  | 0%  | 100%  | 0%                                       | 0%                                       |  |
| Ubiquiti Networks  | 4  | 3   | 0  | N                                       | 51   | 7  | 75                    | 4   | 200,000  | -  | 100%  | 0%  | 0%                                       | 0%                                       |  |
| Ultra Clean Holdings   | 8  | 7   | 3  | Υ                                       | 62   | 10   | -                     | 6   | 220,032  | 50,000   | 39%   | 61%   | 0%                                       | 0%                                       |  |
| Unisys Corporation   | 11   | 10  | 4  | N                                       | 65   | 7  | 74                    | 6   | 258,973  | -  | 42%   | 58%   | 0%                                       | 0%                                       |  |
| Veeva Systems  | 11   | 9   | 3  | Y                                       | 58   | 6  | -                     | 6   | 303,059  | 50,000   | 16%   | 84%   | 0%                                       | 0%                                       |  |
| VeriSign   | 8  | 7   | 2  | N                                       | 64   | 10   | -                     | 5   | 344,091  | -  | 27%   | 73%   | 0%                                       | 0%                                       |  |
| Viasat   | 8  | 6   | 2  | N                                       | 59   | 11   | -                     | 8   | 265,450  | 25,000   | 53%   | 23%   | 24%                                      | 0%                                       |  |
| Viavi Solutions  | 8  | 7   | 1  | Y                                       | 64   | 10   | 76                    | 7   | 298,127  | 75,000   | 31%   | 69%   | 0%                                       | 0%                                       |  |
| Workday  | 11   | 8   | 3  | N                                       | 58   | 7  | -                     | 7   | 387,674  | 50,000   | 0%  | 100%  | 0%                                       | 0%                                       |  |
|  | 10   | 9   | 2  | N                                       | 56   | 5  | -                     | 11  | 102,939  |  | 51%   | 49%   | 0%                                       | 0%                                       |  |
| Zoom Video Communications  | 10   |   |  |   | 30   |  |                       |   | ,  |  |   |   |  |  |  |
|  |  |   |  | .,                                      | 30   |  |                       |   | ·  |  |   |   |  |  |  |
| \$500 MILLION TO \$1   | BILLIC   | ) N   |  |   | 64   |  | 75                    |   |  | 200.000  | 40%   | 60%   | 0%                                       | 0%                                       |  |
| \$500 MILLION TO \$1   |  |   | 2  | Y                                       |  | 10   | 75                    | 12  | 251,106  | 200,000  | 40%   | 60%   | 0%                                       | 0%                                       |  |
| \$500 MILLION TO \$1  3D Systems Corporation  8x8  | BILLIC<br>10   | <b>DN</b> 9   |  | Y                                       | 64   | 10   |                       | 12  | 251,106<br>250,979   | 200,000  | 28%   |   |  | 0%<br>0%                                 |  |
| \$500 MILLION TO \$1   | 10<br>8  | 9<br>7  | 2  | Y                                       | 64   | 10<br>5  | -                     | 12  | 251,106<br>250,979<br>230,700  | <u> </u>   |   | 72%   | 0%                                       | 0%                                       |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara  | 10<br>8<br>9   | 9<br>7<br>7   | 2 3 3  | Y<br>Y<br>Y                             | 64<br>55<br>66   | 10<br>5<br>4   | -                     | 12<br>7<br>8  | 251,106<br>250,979   | <u> </u>   | 28%   | 72%<br>78%  | 0%                                       | 0%                                       |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx  | 10<br>8<br>9   | 9<br>7<br>7<br>9  | 2 3 3 4  | Y<br>Y<br>Y                             | 64<br>55<br>66<br>58   | 10<br>5<br>4<br>5  | -                     | 12<br>7<br>8<br>5   | 251,106<br>250,979<br>230,700<br>247,734   | <u> </u>   | 28%<br>22%<br>19%   | 72%<br>78%<br>81%   | 0%<br>0%<br>0%                           | 0%<br>0%                                 |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems  | 10<br>8<br>9<br>11<br>7  | 9<br>7<br>7<br>9<br>3   | 2<br>3<br>3<br>4   | Y Y Y N N                               | 64<br>55<br>66<br>58<br>62   | 10<br>5<br>4<br>5<br>8   | -                     | 12<br>7<br>8<br>5   | 251,106<br>250,979<br>230,700<br>247,734<br>266,667  | 60,000   | 28%<br>22%<br>19%<br>44%  | 72%<br>78%<br>81%<br>56%                                    | 0%<br>0%<br>0%<br>0%                     | 0%<br>0%<br>0%<br>0%                     |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud Calix  | 10<br>8<br>9<br>11<br>7  | 9 7 7 9 3 6   | 2<br>3<br>3<br>4<br>1  | Y Y Y N N Y                             | 64<br>55<br>66<br>58<br>62<br>70   | 10<br>5<br>4<br>5<br>8   |                       | 12<br>7<br>8<br>5<br>14<br>4  | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409   | 60,000   | 28%<br>22%<br>19%<br>44%<br>34%   | 72%<br>78%<br>81%<br>56%<br>66%                             | 0%<br>0%<br>0%<br>0%<br>0%               | 0%<br>0%<br>0%<br>0%                     |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud  | 10<br>8<br>9<br>11<br>7<br>7   | 9<br>7<br>7<br>9<br>3<br>6<br>7   | 2<br>3<br>3<br>4<br>1<br>2   | Y Y Y N N N                             | 64<br>55<br>66<br>58<br>62<br>70<br>63   | 10<br>5<br>4<br>5<br>8<br>12   |                       | 12<br>7<br>8<br>5<br>14<br>4<br>8   | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409<br>242,425  | 60,000   | 28%<br>22%<br>19%<br>44%<br>34%<br>29%                                  | 72%<br>78%<br>81%<br>56%<br>66%<br>71%                      | 0%<br>0%<br>0%<br>0%<br>0%               | 0%<br>0%<br>0%<br>0%<br>0%               |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud Calix Chegg  | 10<br>8<br>9<br>11<br>7<br>7<br>8<br>10  | 9<br>7<br>7<br>9<br>3<br>6<br>7   | 2<br>3<br>3<br>4<br>1<br>2<br>2<br>5   | Y Y Y N N N N N                         | 64<br>55<br>66<br>58<br>62<br>70<br>63<br>55   | 10<br>5<br>4<br>5<br>8<br>12<br>10<br>7  |                       | 12<br>7<br>8<br>5<br>14<br>4<br>8<br>5  | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409<br>242,425<br>257,434   | 60,000   | 28%<br>22%<br>19%<br>44%<br>34%<br>29%<br>22%                           | 72%<br>78%<br>81%<br>56%<br>66%<br>71%                      | 0%<br>0%<br>0%<br>0%<br>0%<br>0%         | 0%<br>0%<br>0%<br>0%<br>0%<br>0%         |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud Calix Chegg Cloudflare   | 10<br>8<br>9<br>11<br>7<br>7<br>8<br>10<br>8   | 9<br>7<br>7<br>9<br>3<br>6<br>7<br>9                                    | 2<br>3<br>3<br>4<br>1<br>2<br>2<br>5<br>3  | Y Y Y N N N N N N                       | 64<br>55<br>66<br>58<br>62<br>70<br>63<br>55<br>62   | 10<br>5<br>4<br>5<br>8<br>12<br>10<br>7  |                       | 12<br>7<br>8<br>5<br>14<br>4<br>8<br>5<br>6   | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409<br>242,425<br>257,434<br>243,289  | 60,000<br>-<br>-<br>-<br>100,000<br>-<br>150,000                 | 28%<br>22%<br>19%<br>44%<br>34%<br>29%<br>22%                           | 72%<br>78%<br>81%<br>56%<br>66%<br>71%<br>78%<br>82%        | 0%<br>0%<br>0%<br>0%<br>0%<br>0%<br>0%   | 0% 0% 0% 0% 0% 0% 0% 0%                  |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud Calix Chegg Cloudflare Commvault Systems   | 10<br>8<br>9<br>11<br>7<br>7<br>8<br>10<br>8   | 9<br>7<br>7<br>9<br>3<br>6<br>7<br>9<br>6                               | 2<br>3<br>3<br>4<br>1<br>2<br>2<br>5<br>3<br>3   | Y Y Y N N N Y N N Y                     | 64<br>55<br>66<br>58<br>62<br>70<br>63<br>55<br>62<br>59   | 10<br>5<br>4<br>5<br>8<br>12<br>10<br>7<br>6   |                       | 12<br>7<br>8<br>5<br>14<br>4<br>8<br>5<br>6<br>6  | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409<br>242,425<br>257,434<br>243,289<br>271,536   | 60,000<br>-<br>-<br>-<br>100,000<br>-<br>150,000                 | 28%<br>22%<br>19%<br>44%<br>34%<br>29%<br>22%<br>18%<br>26%             | 72% 78% 81% 56% 66% 71% 78% 82%                             | 0% 0% 0% 0% 0% 0% 0% 0% 0%               | 0% 0% 0% 0% 0% 0% 0% 0% 0%               |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud Calix Chegg Cloudflare Commvault Systems Coupa Software  | 10<br>8<br>9<br>11<br>7<br>7<br>8<br>10<br>8   | 9 7 7 9 3 6 7 9 6   | 2<br>3<br>3<br>4<br>1<br>2<br>2<br>5<br>3<br>3<br>3  | Y Y Y N N N Y N N N N N N N N N N N N N | 64<br>55<br>66<br>58<br>62<br>70<br>63<br>55<br>62<br>59   | 10<br>5<br>4<br>5<br>8<br>12<br>10<br>7<br>6<br>7  |                       | 12<br>7<br>8<br>5<br>14<br>4<br>8<br>5<br>6<br>6  | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409<br>242,425<br>257,434<br>243,289<br>271,536<br>247,382  | 60,000<br>-<br>-<br>-<br>100,000<br>-<br>150,000<br>-<br>125,000 | 28%<br>22%<br>19%<br>44%<br>34%<br>29%<br>22%<br>18%<br>26%<br>22%      | 72%<br>78%<br>81%<br>56%<br>66%<br>71%<br>78%<br>82%<br>74% | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0%            | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0%            |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud Calix Chegg Cloudflare Commvault Systems Coupa Software CrowdStrike Holdings   | 10<br>8<br>9<br>11<br>7<br>7<br>8<br>10<br>8<br>10<br>7                                      | 9<br>7<br>7<br>9<br>3<br>6<br>7<br>9<br>6<br>9<br>6                     | 2<br>3<br>3<br>4<br>1<br>2<br>2<br>5<br>3<br>3<br>2<br>2   | Y Y Y N N N Y N N N Y N N Y             | 64<br>55<br>66<br>58<br>62<br>70<br>63<br>55<br>62<br>59<br>59   | 10<br>5<br>4<br>5<br>8<br>12<br>10<br>7<br>6<br>7<br>6                                     |                       | 12<br>7<br>8<br>5<br>14<br>4<br>8<br>5<br>6<br>6<br>4<br>10                                       | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409<br>242,425<br>257,434<br>243,289<br>271,536<br>247,382<br>255,412   | 60,000<br>100,000 - 150,000 - 125,000 - 50,000                   | 28% 22% 19% 44% 34% 29% 22% 18% 26% 22%                                 | 72% 78% 81% 56% 66% 71% 78% 82% 74% 78%                     | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0%      | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 3%      |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud Calix Chegg Cloudflare Commvault Systems Coupa Software CrowdStrike Holdings Datto Holding Corp.   | 10<br>8<br>9<br>11<br>7<br>7<br>8<br>10<br>8<br>10<br>7<br>8                                 | 9 7 7 9 3 6 7 9 6 9 7   | 2<br>3<br>3<br>4<br>1<br>2<br>2<br>5<br>3<br>3<br>2<br>2<br>2                                    | Y Y Y N N N Y N N N N N N N N N N N N N | 64<br>55<br>66<br>58<br>62<br>70<br>63<br>55<br>62<br>59<br>61<br>62                                     | 10<br>5<br>4<br>5<br>8<br>12<br>10<br>7<br>6<br>7<br>6                                     |                       | 12<br>7<br>8<br>5<br>14<br>4<br>8<br>5<br>6<br>6<br>4<br>10<br>6                                  | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409<br>242,425<br>257,434<br>243,289<br>271,536<br>247,382<br>255,412<br>280,182  | 60,000<br>100,000 - 150,000 - 125,000 - 50,000                   | 28% 22% 19% 44% 34% 29% 22% 18% 26% 22% 19% 39%                         | 72% 78% 81% 56% 66% 71% 78% 82% 74% 78% 61%                 | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0%   | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0%   |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud Calix Chegg Cloudflare Commvault Systems Coupa Software CrowdStrike Holdings Datto Holding Corp. Dynatrace   | 10<br>8<br>9<br>11<br>7<br>7<br>8<br>10<br>8<br>10<br>7<br>8                                 | 9<br>7<br>7<br>9<br>3<br>6<br>7<br>9<br>6<br>9<br>6<br>7<br>3<br>8      | 2<br>3<br>3<br>4<br>1<br>2<br>2<br>5<br>3<br>3<br>2<br>2<br>2<br>2                               | Y Y Y N N N Y N N Y N N Y N Y Y         | 64<br>55<br>66<br>58<br>62<br>70<br>63<br>55<br>62<br>59<br>59<br>61<br>62<br>53                         | 10<br>5<br>4<br>5<br>8<br>12<br>10<br>7<br>6<br>7<br>6<br>7<br>2                           |                       | 12<br>7<br>8<br>5<br>14<br>4<br>8<br>5<br>6<br>6<br>4<br>10<br>6<br>18                            | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409<br>242,425<br>257,434<br>243,289<br>271,536<br>247,382<br>255,412<br>280,182<br>251,600   | 60,000<br>100,000 - 150,000 - 125,000 - 50,000                   | 28% 22% 19% 44% 34% 29% 22% 18% 26% 22% 19% 39% 20%                     | 72% 78% 81% 56% 66% 71% 78% 82% 74% 78% 61% 80%             | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0%   | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0%   |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud Calix Chegg Cloudflare Commvault Systems Coupa Software CrowdStrike Holdings Datto Holding Corp. Dynatrace Ebix  | 10<br>8<br>9<br>11<br>7<br>7<br>8<br>10<br>8<br>10<br>7<br>8<br>11                           | 9 7 7 9 3 6 7 9 6 9 6 7 3 8 7   | 2<br>3<br>3<br>4<br>1<br>2<br>2<br>5<br>3<br>3<br>2<br>2<br>2<br>2<br>2<br>2                     | Y Y Y N N N Y N N N Y N N N Y N N N N N | 64<br>55<br>66<br>58<br>62<br>70<br>63<br>55<br>62<br>59<br>61<br>62<br>53<br>59                         | 10<br>5<br>4<br>5<br>8<br>12<br>10<br>7<br>6<br>7<br>6<br>7<br>2<br>4<br>14                |                       | 12<br>7<br>8<br>5<br>14<br>4<br>8<br>5<br>6<br>6<br>4<br>10<br>6<br>18<br>4                       | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409<br>242,425<br>257,434<br>243,289<br>271,536<br>247,382<br>255,412<br>280,182<br>251,600<br>130,501  | 60,000 100,000 - 150,000 - 125,000 - 50,000                      | 28% 22% 19% 44% 34% 29% 22% 18% 26% 22% 19% 39% 20% 28%                 | 72% 78% 81% 56% 66% 71% 78% 82% 74% 78% 61% 80%             | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0 | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0 |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud Calix Chegg Cloudflare Commvault Systems Coupa Software CrowdStrike Holdings Datto Holding Corp. Dynatrace Ebix FormFactor                                     | 10<br>8<br>9<br>11<br>7<br>8<br>10<br>8<br>10<br>7<br>8<br>11<br>9<br>8                      | 9<br>7<br>7<br>9<br>3<br>6<br>7<br>9<br>6<br>9<br>6<br>7<br>3<br>8<br>7 | 2<br>3<br>3<br>4<br>1<br>2<br>2<br>5<br>3<br>3<br>2<br>2<br>2<br>2<br>2<br>2<br>1<br>3           | Y Y Y N N N Y N N N Y N N Y N Y N Y N Y | 64<br>55<br>66<br>58<br>62<br>70<br>63<br>55<br>62<br>59<br>61<br>62<br>53<br>59<br>60                   | 10<br>5<br>4<br>5<br>8<br>12<br>10<br>7<br>6<br>7<br>6<br>7<br>2<br>4<br>14<br>7           |                       | 12<br>7<br>8<br>5<br>14<br>4<br>8<br>5<br>6<br>6<br>4<br>10<br>6<br>18<br>4<br>5                  | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409<br>242,425<br>257,434<br>243,289<br>271,536<br>247,382<br>255,412<br>280,182<br>251,600<br>130,501<br>190,964   | 60,000 100,000 - 150,000 - 50,000                                | 28% 22% 19% 44% 34% 29% 22% 18% 26% 22% 19% 39% 20% 28% 33%             | 72% 78% 81% 56% 66% 71% 78% 82% 74% 78% 61% 80% 0%          | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0 | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0 |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud Calix Chegg Cloudflare Commvault Systems Coupa Software CrowdStrike Holdings Datto Holding Corp. Dynatrace Ebix FormFactor Guidewire Software                  | 10<br>8<br>9<br>11<br>7<br>7<br>8<br>10<br>8<br>10<br>7<br>8<br>11<br>9                      | 9 7 7 9 3 6 7 9 6 9 7 7 9 6   | 2<br>3<br>3<br>4<br>1<br>2<br>2<br>5<br>3<br>3<br>2<br>2<br>2<br>2<br>2<br>1<br>3<br>3<br>3      | Y Y Y N N N Y N N Y N N Y N Y Y Y Y     | 64<br>55<br>66<br>58<br>62<br>70<br>63<br>55<br>62<br>59<br>61<br>62<br>53<br>59<br>60<br>60             | 10<br>5<br>4<br>5<br>8<br>12<br>10<br>7<br>6<br>7<br>6<br>7<br>2<br>4<br>14<br>7           |                       | 12<br>7<br>8<br>5<br>14<br>4<br>8<br>5<br>6<br>6<br>4<br>10<br>6<br>18<br>4<br>5<br>8             | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409<br>242,425<br>257,434<br>243,289<br>271,536<br>247,382<br>255,412<br>280,182<br>251,600<br>130,501<br>190,964<br>329,930  | 60,000   | 28% 22% 19% 44% 34% 29% 22% 18% 26% 22% 19% 39% 20% 28% 33% 29%         | 72% 78% 81% 56% 66% 71% 78% 82% 74% 78% 61% 80% 0% 67%      | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0 | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0 |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud Calix Chegg Cloudflare Commvault Systems Coupa Software CrowdStrike Holdings Datto Holding Corp. Dynatrace Ebix FormFactor Guidewire Software Harmonic         | 10<br>8<br>9<br>11<br>7<br>7<br>8<br>10<br>8<br>10<br>7<br>8<br>11<br>9<br>8<br>8<br>11<br>9 | 9 7 7 9 3 6 7 9 6 9 7 7 8 7 8 7 7 8                                     | 2<br>3<br>3<br>4<br>1<br>2<br>2<br>5<br>3<br>3<br>2<br>2<br>2<br>2<br>2<br>2<br>1<br>3<br>3<br>4 | Y Y Y N N N Y N N N Y N N Y Y Y Y Y     | 64<br>55<br>66<br>58<br>62<br>70<br>63<br>55<br>62<br>59<br>61<br>62<br>53<br>59<br>60<br>60             | 10<br>5<br>4<br>5<br>8<br>12<br>10<br>7<br>6<br>7<br>6<br>7<br>2<br>4<br>14<br>7<br>5      |                       | 12<br>7<br>8<br>5<br>14<br>4<br>8<br>5<br>6<br>6<br>4<br>10<br>6<br>18<br>4<br>5<br>8             | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409<br>242,425<br>257,434<br>243,289<br>271,536<br>247,382<br>255,412<br>280,182<br>251,600<br>130,501<br>190,964<br>329,930<br>221,418   | 60,000   | 28% 22% 19% 44% 34% 29% 22% 18% 26% 22% 19% 39% 20% 28% 33% 29% 34%     | 72% 78% 81% 56% 66% 71% 78% 82% 74% 78% 61% 80% 0% 67% 71%  | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0 | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0 |  |
| \$500 MILLION TO \$1 3D Systems Corporation 8x8 Alteryx Avalara Bentley Systems Blackbaud Calix Chegg Cloudflare Commvault Systems Coupa Software GrowdStrike Holdings Datto Holding Corp. Dynatrace Ebix FormFactor Guidewire Software Harmonic HubSpot | 10<br>8<br>9<br>11<br>7<br>7<br>8<br>10<br>8<br>10<br>7<br>8<br>11<br>9<br>8<br>11           | 9 7 7 9 3 6 7 9 6 9 6 7 3 8 7 7 6 8 7                                   | 2<br>3<br>3<br>4<br>1<br>2<br>2<br>5<br>3<br>3<br>2<br>2<br>2<br>2<br>2<br>2<br>1<br>3<br>3<br>4 | Y Y Y N N N Y N N Y N Y Y Y Y Y Y Y Y   | 64<br>55<br>66<br>58<br>62<br>70<br>63<br>55<br>62<br>59<br>61<br>62<br>53<br>59<br>60<br>60<br>57<br>53 | 10<br>5<br>4<br>5<br>8<br>12<br>10<br>7<br>6<br>7<br>6<br>7<br>2<br>4<br>14<br>7<br>5<br>6 |                       | 12<br>7<br>8<br>5<br>14<br>4<br>8<br>5<br>6<br>6<br>4<br>10<br>6<br>18<br>4<br>5<br>8<br>10<br>11 | 251,106<br>250,979<br>230,700<br>247,734<br>266,667<br>338,409<br>242,425<br>257,434<br>243,289<br>271,536<br>247,382<br>255,412<br>280,182<br>251,600<br>130,501<br>190,964<br>329,930<br>221,418<br>195,194  | 60,000   | 28% 22% 19% 44% 34% 29% 22% 18% 26% 22% 19% 39% 20% 28% 33% 29% 34% 29% | 72% 78% 81% 56% 66% 71% 78% 82% 74% 78% 61% 80% 0% 67% 71%  | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0 | 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0 |  |

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|                                | NUMBE<br>DIRECT |             |       | -                     | NDEPEN<br>DIREC |                |                |                   | PERCENTAGE OF TOTAL COMPENSATION                                    |   |      |       |         |           |  |
|--------------------------------|-----------------|-------------|-------|-----------------------|-----------------|----------------|----------------|-------------------|---|---|------|-------|---------|-----------|--|
|                                | TOTAL           | INDEPENDENT | WOMEN | SEPARATE<br>CHAIR/CEO | AVERACE ACE     | AVERAGE TENURE | RETIREMENT AGE | MEETINGS PERYEARA | AVERACE AVERACE COMPENSATION PER COMPENSATION PER COMPENSON (\$USO) | INDEPENDENT<br>INDEPENDENT<br>BOARD CHAIR<br>BOARDIUM | CASH | STOCK | OPTIONS | ALL OTHER |  |
| Mercury Systems                | 9               | 8           | 3     | Υ                     | 66              | 7              | -              | 12                | 205,856   | 45,000  | 37%  | 63%   | 0%      | 0%        |  |
| MicroStrategy                  | 5               | 4           | 0     | N                     | 60              | 13             | -              | 7                 | 1,473,975   |   | 14%  | 0%    | 86%     | 1%        |  |
| MongoDB                        | 9               | 7           | 2     | Υ                     | 53              | 7              | 70             | 6                 | 286,417   | 20,000  | 16%  | 84%   | 0%      | 0%        |  |
| NetScout Systems               | 9               | 7           | 2     | N                     | 65              | 11             | -              | 8                 | 249,394   | -   | 38%  | 62%   | 0%      | 0%        |  |
| New Relic                      | 10              | 8           | 3     | Y                     | 53              | 5              | -              | 10                | 218,365   | 20,000  | 12%  | 47%   | 41%     | 0%        |  |
| Novanta                        | 8               | 7           | 2     | N                     | 58              | 5              | -              | 10                | 201,765   | -   | 32%  | 68%   | 0%      | 0%        |  |
| Paylocity                      | 9               | 7           | 2     | Υ                     | 60              | 6              | -              | 5                 | 204,883   | -   | 23%  | 77%   | 0%      | 0%        |  |
| Progress Software Corporation  | 9               | 8           | 3     | Υ                     | 60              | 8              | 85             | 8                 | 312,221   | 75,000  | 28%  | 72%   | 0%      | 0%        |  |
| Semtech Corporation            | 10              | 9           | 3     | Υ                     | 65              | 11             | -              | 7                 | 253,701   | 70,000  | 29%  | 71%   | 0%      | 0%        |  |
| Silicon Laboratories           | 9               | 8           | 3     | Υ                     | 60              | 10             | 75             | 10                | 262,702   | 75,000  | 29%  | 71%   | 0%      | 0%        |  |
| SolarWinds Corporation         | 12              | 11          | 2     | Υ                     | 56              | 4              | -              | 15                | 284,818   | 150,000   | 26%  | 74%   | 0%      | 0%        |  |
| Udemy                          | 7               | 6           | 3     | N                     | 48              | 6              | -              | 10                | n/a   | -   | n/a  | n/a   | n/a     | n/a       |  |
| UiPath                         | 9               | 8           | 3     | N                     | 52              | 2              | -              | 11                | n/a   | -   | n/a  | n/a   | n/a     | n/a       |  |
| Universal Display Corporation  | 9               | 6           | 3     | Υ                     | 71              | 14             | -              | 9                 | 332,810   | -   | 35%  | 65%   | 0%      | 0%        |  |
| Universal Electronics          | 6               | 5           | 1     | N                     | 66              | 16             | -              | 7                 | 310,567   | -   | 22%  | 78%   | 0%      | 0%        |  |
| Veeco                          | 9               | 8           | 2     | Υ                     | 67              | 11             | 75             | 6                 | 211,126   | 50,000  | 43%  | 57%   | 0%      | 0%        |  |
| Verint Systems                 | 10              | 9           | 2     | N                     | 60              | 4              | -              | 8                 | 278,059   | -   | 28%  | 72%   | 0%      | 0%        |  |
| VOXX International Corporation | 8               | 3           | 1     | Υ                     | 72              | 11             | -              | 10                | 62,000  | -   | 100% | 0%    | 0%      | 0%        |  |
| ZoomInfo Technologies          | 7               | 6           | 1     | N                     | 48              | 2              | -              | 7                 | 265,014   | -   | 25%  | 75%   | 0%      | 0%        |  |
| <\$500 MILLION                 |                 |             |       |                       |                 |                |                |                   |   |   |      |       |         |           |  |
| AppFolio                       | 8               | 6           | 3     | Υ                     | 59              | 5              | -              | 13                | 252,500   | 10,000  | 41%  | 59%   | 0%      | 0%        |  |
| Appian                         | 9               | 6           | 1     | N                     | 65              | 9              | -              | 5                 | 250,000   | -   | 50%  | 50%   | 0%      | 0%        |  |
| Arlo Technologies              | 7               | 6           | 3     | Υ                     | 54              | 3              | 72             | 7                 | 247,330   | 50,000  | 27%  | 73%   | 0%      | 0%        |  |
| Asana                          | 8               | 6           | 2     | N                     | 50              | 6              | -              | 6                 | 218,809   |   | 20%  | 80%   | 0%      | 0%        |  |
| Avid Technology                | 9               | 8           | 3     | Υ                     | 58              | 8              | 75             | 7                 | 212,122   | 50,000  | 36%  | 64%   | 0%      | 0%        |  |
| Bottomline Technologies        | 11              | 10          | 1     | Υ                     | 59              | 8              | -              | 5                 | 273,214   | 90,000  | 18%  | 82%   | 0%      | 0%        |  |
| Clearwater Analytics Holdings  | 8               | 4           | 1     | Υ                     | 57              | 1              | -              | 9                 | 266,297   |   | 11%  | 89%   | 0%      | 0%        |  |
| Confluent                      | 9               | 7           | 3     | N                     | 50              | 4              | -              | 8                 | n/a   |   | n/a  | n/a   | n/a     | n/a       |  |
| Coursera                       | 8               | 6           | 3     | Υ                     | 61              | 5              | -              | 5                 | 268,977   | -   | 13%  | 87%   | 0%      | 0%        |  |
| Daktronics                     | 7               | 6           | 2     | N                     | 64              | 9              | -              | 12                | 110,324   | -   | 48%  | 52%   | 0%      | 0%        |  |
| DoubleVerify                   | 9               | 5           | 5     | Υ                     | 52              | 2              | -              | 7                 | 236,125   | -   | 15%  | 85%   | 0%      | 0%        |  |
| Fastly                         | 9               | 7           | 3     | Υ                     | 61              | 3              | -              | 8                 | 230,800   | -   | 24%  | 76%   | 0%      | 0%        |  |
| Freshworks                     | 8               | 7           | 3     | N                     | 54              | 2              | -              | 16                | n/a   | -   | n/a  | n/a   | n/a     | n/a       |  |
| Lattice Semiconductor Corp     | 7               | 6           | 2     | Υ                     | 62              | 7              | 75             | 8                 | 259,712   | 50,000  | 31%  | 69%   | 0%      | 0%        |  |
| NeoPhotonics Corporation       | 9               | 8           | 3     | N                     | 58              | 8              | -              | 8                 | 148,294   | -   | 36%  | 32%   | 32%     | 0%        |  |
| PagerDuty                      | 8               | 6           | 4     | N                     | 56              | 3              | -              | 8                 | 236,263   | -   | 22%  | 78%   | 0%      | 0%        |  |
| Ping Identity                  | 10              | 9           | 2     | Υ                     | 55              | 3              | 74             | 9                 | 258,123   |   | 41%  | 59%   | 0%      | 0%        |  |
| Pros Holdings                  | 9               | 8           | 3     | Υ                     | 64              | 11             | -              | 4                 | 229,351   | 60,000  | 28%  | 72%   | 0%      | 0%        |  |
| Quantum Corporation            | 5               | 4           | 2     | N                     | 59              | 3              |                | 8                 | 204,374   | 40,000  | 39%  | 61%   | 0%      | 0%        |  |
| Remitly Global                 | 8               | 6           | 2     | N                     | 55              | 4              | -              | 8                 | n/a   | -   | n/a  | n/a   | n/a     | n/a       |  |
| Sprinklr                       | 8               | 7           | 2     | N                     | 57              | 5              | -              | 8                 | 288,378   | -   | 0%   | 100%  | 0%      | 0%        |  |
|                                |                 |             |       |                       |                 |                |                |                   |   |   |      |       |         |           |  |

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Spencer Stuart regularly explores the key concerns of boards and senior management, as well as innovative solutions to the challenges they face.



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