

#### 2023 Active-Passive Investor Summit

October 2023

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#### Last Year, We Presented Three New Ideas

We believed there was significant opportunity to improve these companies on a growth + profitability basis.

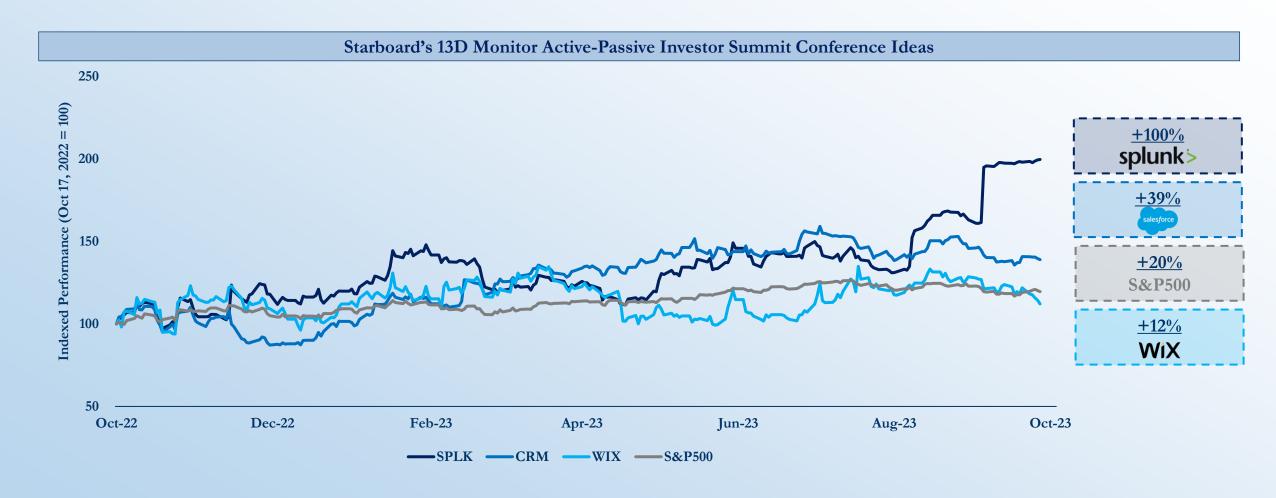






### Salesforce, Splunk, and Wix Have Delivered Positive Returns

Salesforce and Splunk have delivered outsized returns relative to the broader market.

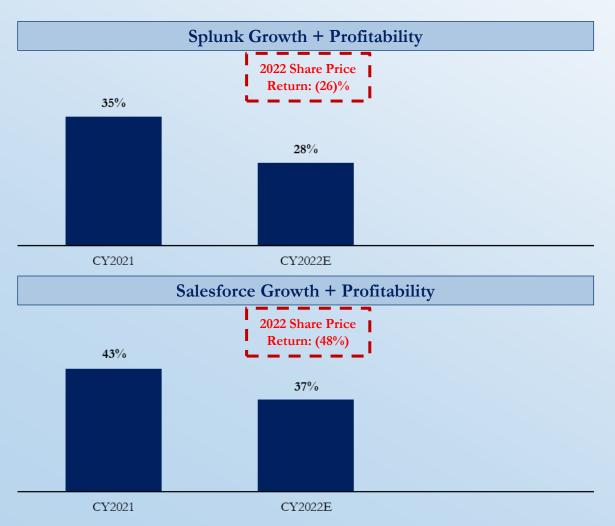


Salesforce and Splunk have outperformed the market over the past 12 months.



# In 2022, Splunk, Wix, and Salesforce Were Expected to Have Worsening Growth + Profitability Profiles

As the growth + profitability profile of each of the companies declined in 2022, each company saw extremely poor share price performance.

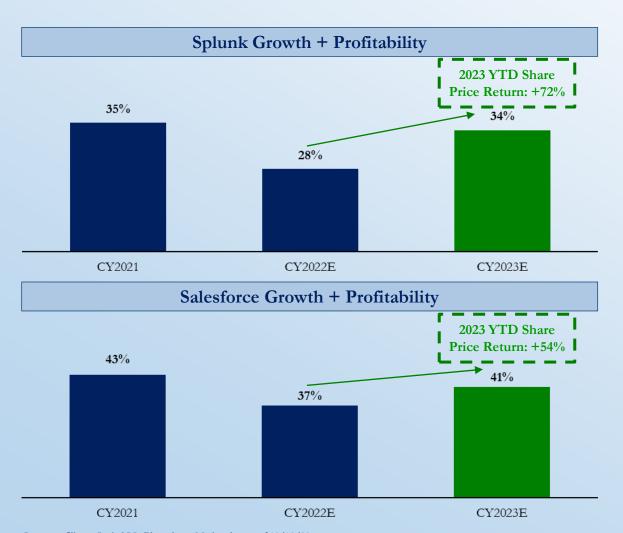






## Splunk, Wix, and Salesforce Have Each Driven Strong Shareholder Returns in 2023 by Improving Margins in the Face of Slowing Growth

Each of the companies is expected to see improvement in growth + profitability in 2023, largely due to margin expansion.





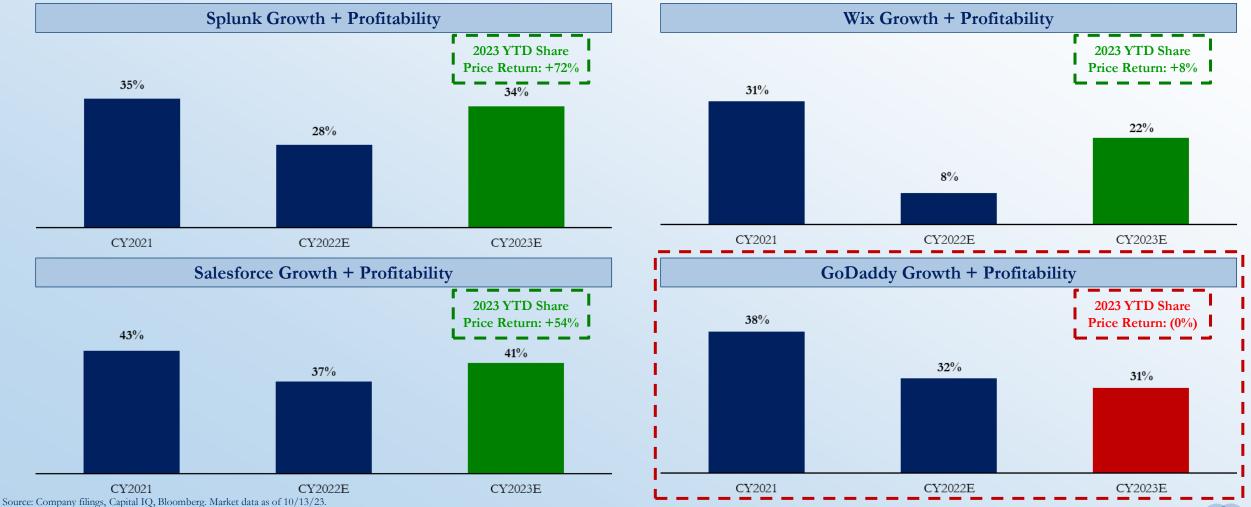


### Starboard Has Three Opportunities To Discuss Today



### GoDaddy's Combination of Growth + Profitability Is Expected to Decline in 2023

GoDaddy Inc.'s ("GoDaddy", "GDDY", or "the Company") growth + profitability is expected to worsen in 2023, and as a result, GoDaddy has not been able to create shareholder value.

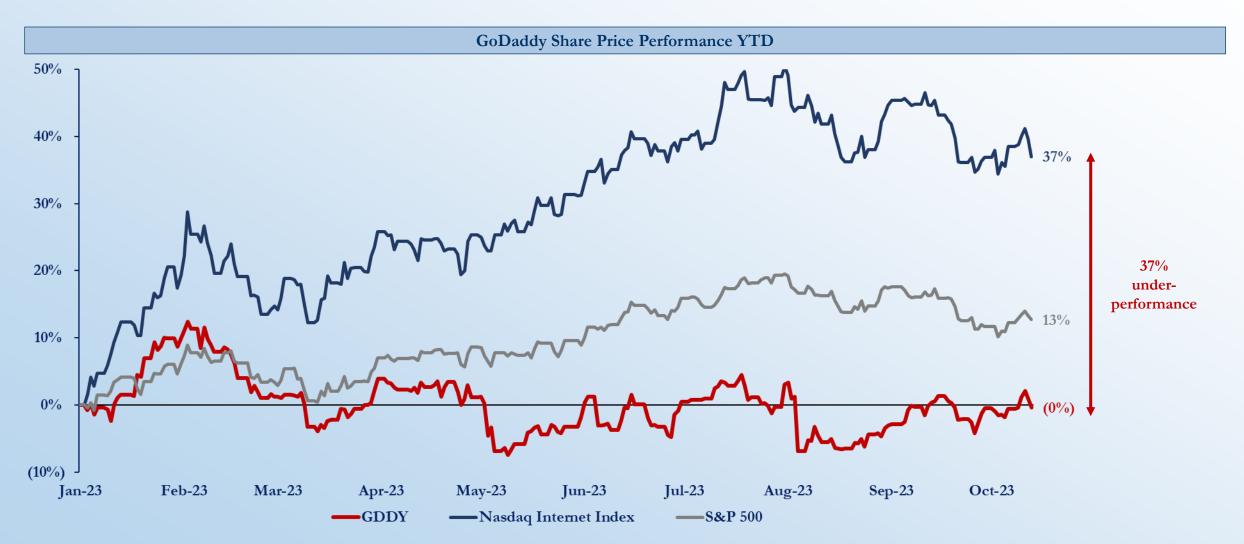


Note: CY2022E estimates are as of 10/17/22, one day prior to the 2022 Active-Passive Conference. For each of the companies, growth + profitability is defined by how the corresponding company defines growth + profitability. Splunk growth + profitability is calculated as ARR growth + FCF margin as % of ARR. Wix growth + profitability is calculated as revenue growth + profitability is calculated as revenue growth + adjusted EBITDA margin.

STARBOARD VALUE

# This Worsening Financial Profile Has Driven Significant Share Price Underperformance in 2023

As a result of a worsening growth + profitability profile, GoDaddy has underperformed peers by 37%.



### **GoDaddy Overview**

GoDaddy is a leading provider of a cloud-based solutions that help small businesses, web design professionals, and individuals create and manage their online presence.

#### GoDaddy Financial Profile

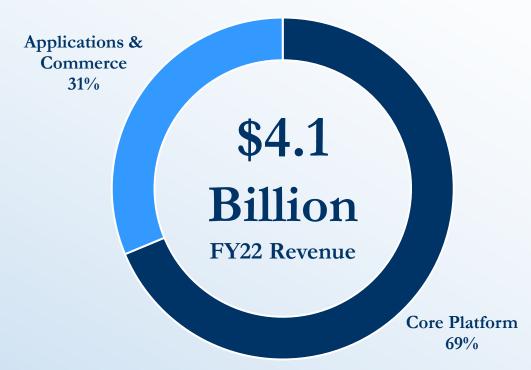
\$14 Billion

Enterprise Value

11.0x

Price / FY23 Free Cash Flow

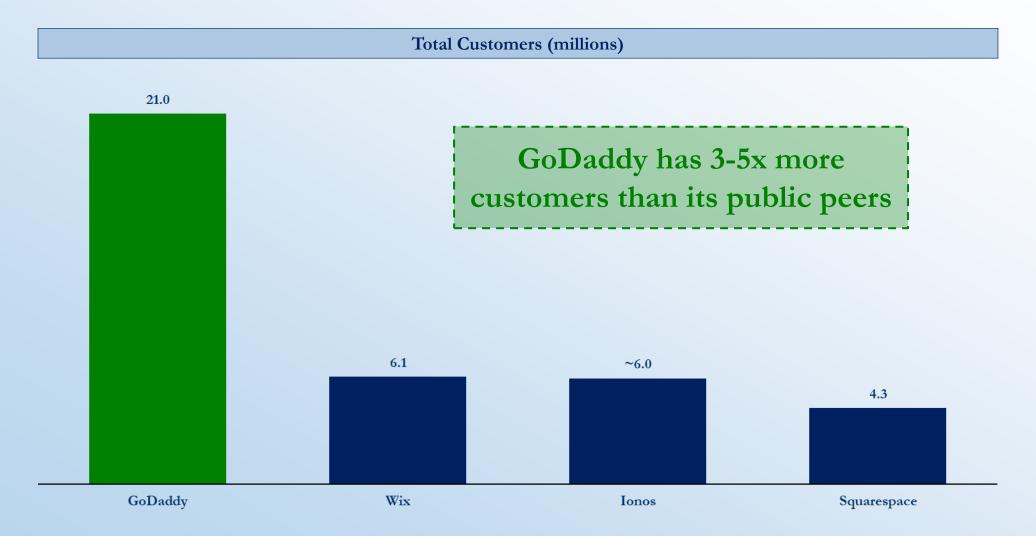


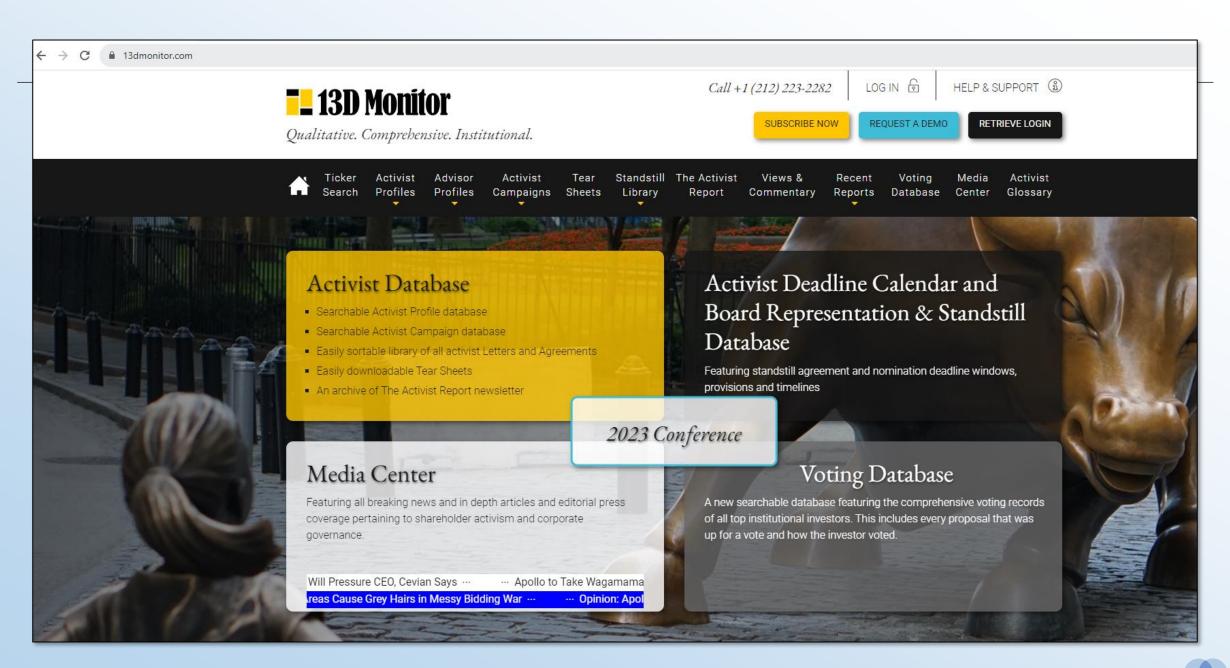


We believe GoDaddy has an opportunity to drive significant value creation through a combination of improved growth, profitability, and capital allocation.

### GoDaddy Is the Clear Market Leader

As GoDaddy continues to improve its product portfolio, GoDaddy has maintained a significant scale advantage vs. public competitors.

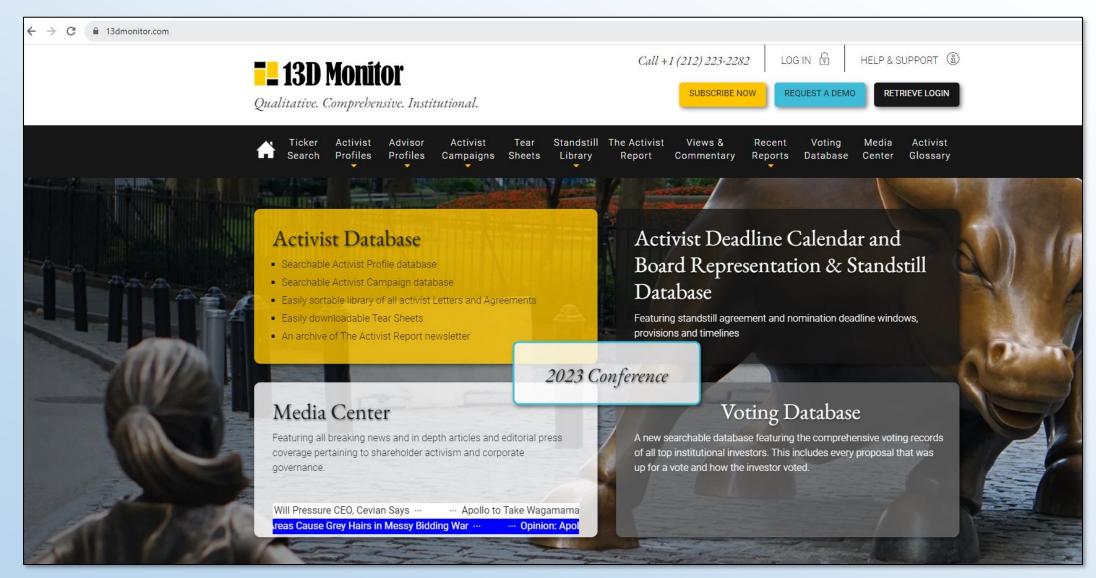




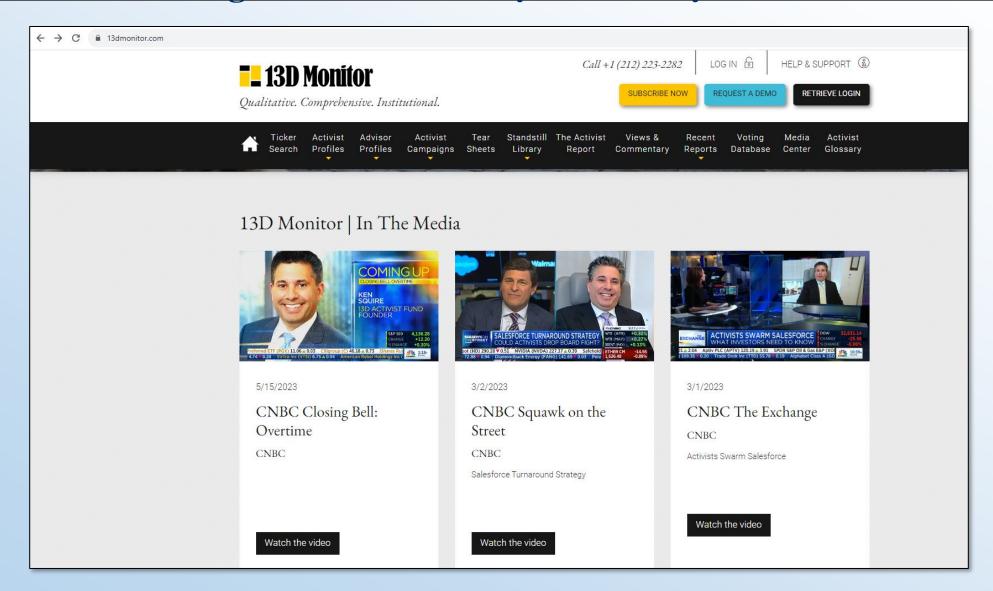
### GoDaddy Is the Leading Domain Registration Platform



### GoDaddy Offers Hosting and Security Services to Avoid Downtime



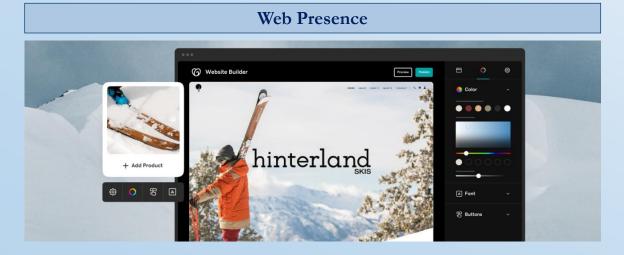
# GoDaddy Provides Web Presence Tools to Allow Users to Make Professional Looking Websites Quickly and Easily



### GoDaddy Is a One-Stop Shop for Micro and Small Businesses

GoDaddy has transformed itself from a domains-only business into a one-stop shop whose solutions have become indispensable for micro and smallbusinesses.

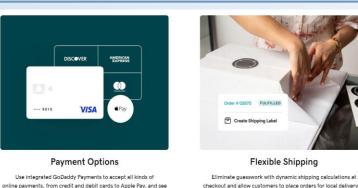






#### **Applications & Commerce**

discounted rates and easy label creation



it all in one dashboard. Or choose Square, Stripe or Paypal

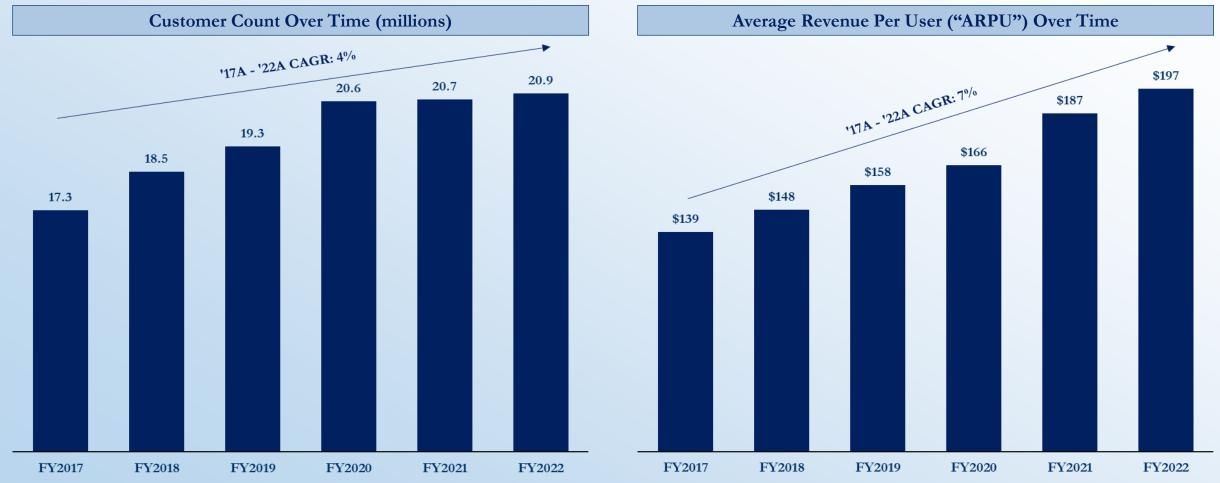


Automated Sales Tax Calculation

Eliminate guesswork with dynamic shipping calculations at Stay compliant and save time with automated sales tax calculation checkout and allow customers to place orders for local delivery or and easily file with auto-populated forms for submission.

### GoDaddy Has Been Able to Grow Its Customer Base and Customer Spend Over Time

GoDaddy's customer count has grown over time as micro and small businesses increasingly developed a web presence, and its broader portfolio offerings allows the Company to sell more products to its customers, resulting in higher ARPU.



GoDaddy is a high-quality, infrastructure-like business that should be able to generate best-in-class financial results.

Starboard's Investment Thesis

#### Starboard's Investment Thesis

We believed that GoDaddy had significant opportunities to deliver on strong revenue growth, meaningful margin expansion, and a more appropriate capital allocation strategy, which, collectively, would result in meaningful shareholder value creation.

Starboard's Investment Thesis

Improve GoDaddy's combination of growth + profitability



Improve GoDaddy's capital allocation policies

Significant Shareholder Value Creation

### GoDaddy Outlined New Financial Targets at Its 2022 Investor Day

In early 2022, GoDaddy hosted an Investor Day and made commitments to drive strong revenue, Adj. EBITDA, and free cash flow growth.

GoDaddy 2022 Investor Day Commitments

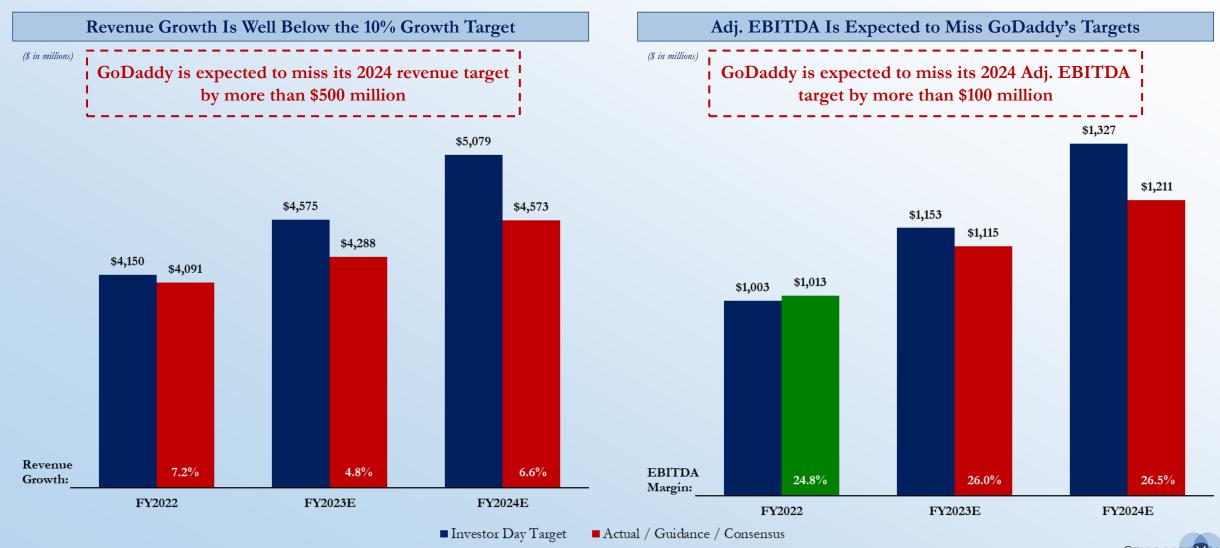


GoDaddy also committed to a \$1.3 billion free cash flow target for FY2024

We believed these targets were a step in the right direction, but left room for outperformance, particularly around margin expansion.

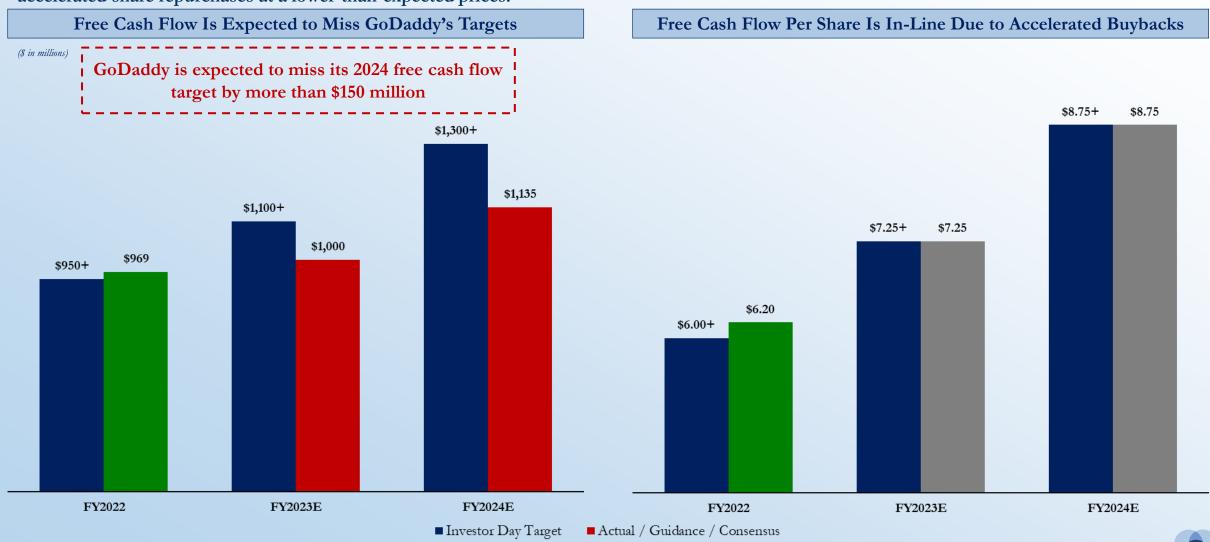
### Unfortunately, GoDaddy Is Expected to Significantly Miss Its Commitments

The Company's growth and profitability are well below its Investor Day commitments.



# Unfortunately, GoDaddy Is Expected to Significantly Miss Its Commitments (Cont'd)

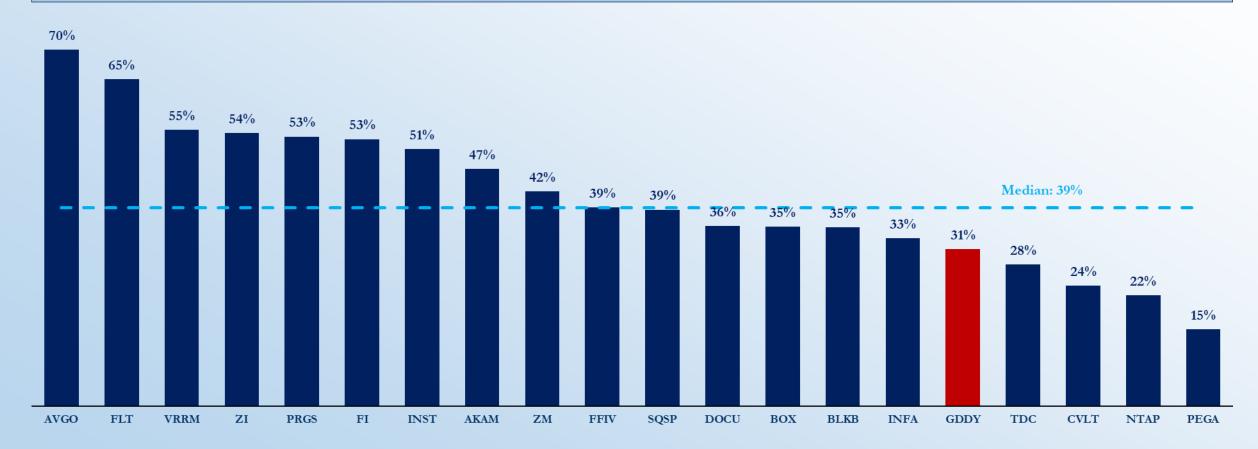
Despite being expected to significantly miss its free cash flow targets, GoDaddy is on track to hit its free cash flow per share targets due to accelerated share repurchases at a lower-than-expected prices.



# Today, GoDaddy's Combination of Growth + Profitability Compares Poorly to a Broader Set of Scaled Technology Peers

As a result of poor execution and missed commitments, GoDaddy's combination of growth and profitability is at the low end of its peer group.

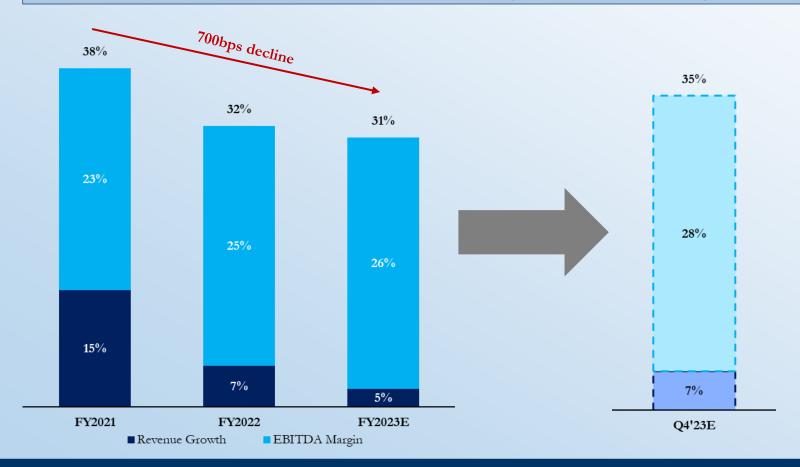
#### CY2023E Revenue Growth + EBITDA Margin - Moderate Growth Technology Companies with Recurring Revenue



# GoDaddy Has Made An Initial Commitment to Improve Its Combination of Growth + Profitability

After a disappointing year to date, GoDaddy has committed to improving its financial profile and exiting the year at a growth + profitability rate of 35%.





**Q4'23E Target: 35%** 

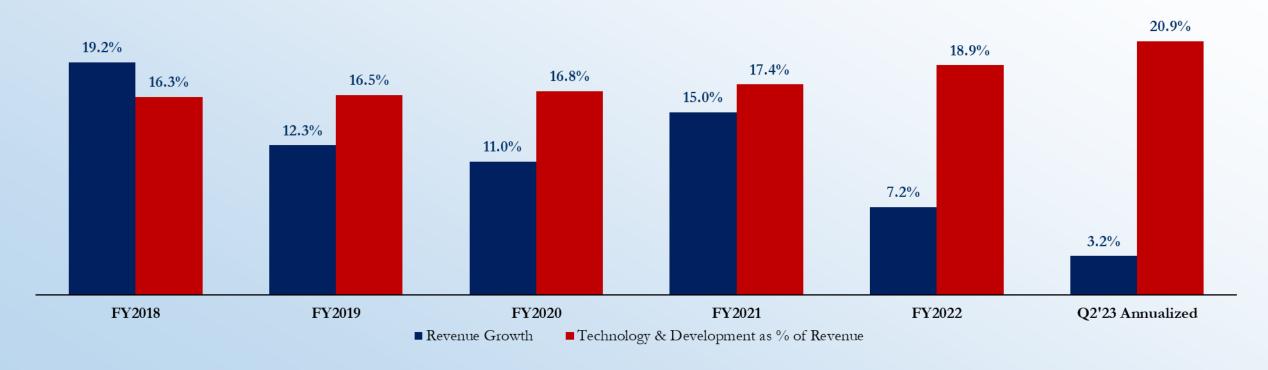
GoDaddy expects to generate
7% revenue growth and 28%
Adj. EBITDA margins in
Q4'23E as growth headwinds
abate and operating leverage
improves margins

Achieving a growth + profitability rate of 35% would be a step in the right direction, but we believe significantly more opportunity exists.

### Technology & Development Expenses Have Grown Far Faster than Revenue

GoDaddy has significantly increased its Technology & Developments expenses over the last several years, but has seen revenue growth continue to decelerate, indicating a likely opportunity for cost rationalization.





Note: Approximately 2/3 of GoDaddy's revenue is generated from its Domains and Hosting businesses, which should require less Tech & Development spending. This means that the Tech & Development spend on Applications & Commerce revenue is likely far higher than the expense ratio shown above and peer levels.

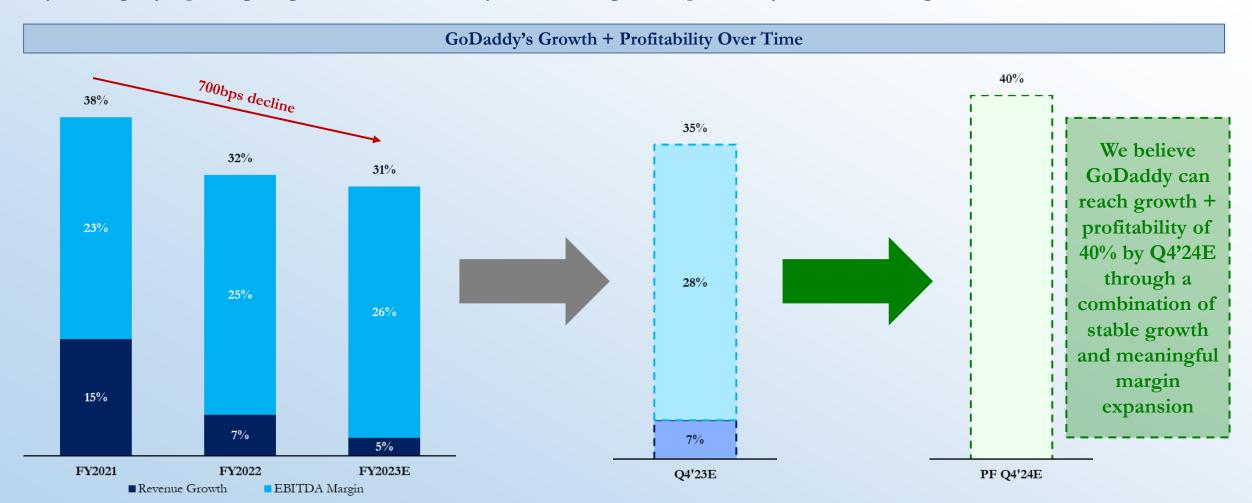
### We Believe GoDaddy Has Significant Margin Expansion Opportunities



We believe GoDaddy should target Adj. EBITDA margins increasing from 28% exiting 2023 to 33%+ exiting 2024

# We Believe GoDaddy Should Target a Combination of Growth + Profitability of 40% Exiting 2024

By meaningfully expanding margins, we believe GoDaddy can achieve a growth + profitability rate of 40% exiting FY2024.



If GoDaddy can reach this financial profile, we believe the Company will generate \$10+ of FCF per share in FY2025.

# Achieving This Target Would Position GoDaddy In-Line with a Broad Set of Scaled Technology Companies

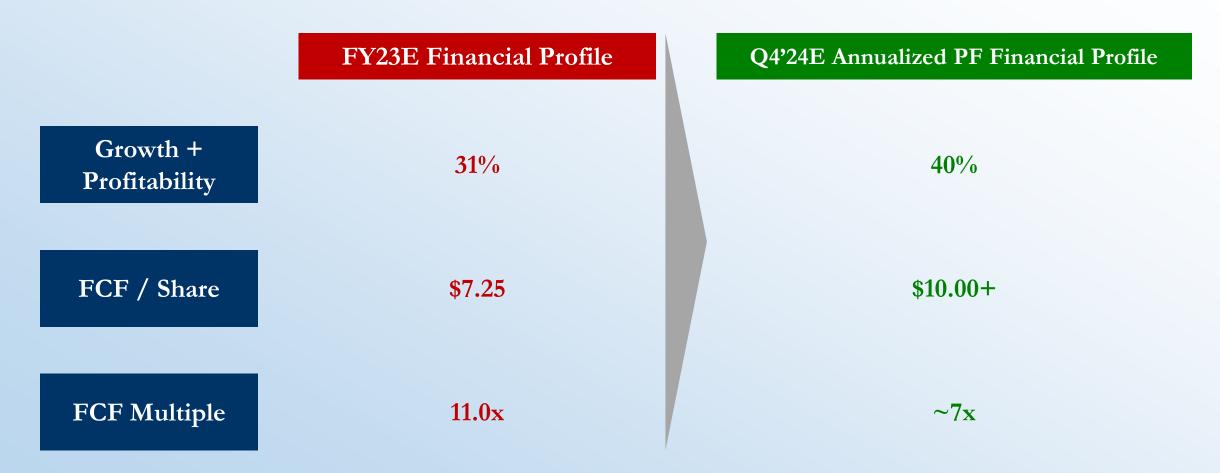
If GoDaddy executes against a long-term strategy focused on margin expansion, we believe the Company can generate a growth + profitability rate in-line with the broader set of scaled technology companies.

#### CY2023E Revenue Growth + EBITDA Margin – Moderate Growth Technology Companies with Recurring Revenue



### We Believe GoDaddy Has a Significant Value Creation Opportunity

If management can successfully execute on a margin improvement plan, we believe GoDaddy shareholders will be meaningfully rewarded.



# We Believe GoDaddy Has a Significant Value Creation Opportunity (Cont'd)

If GoDaddy can improve its growth + profitability rate to 40%, GoDaddy should trade more in-line with other predictable, recurring technology businesses that have strong leadership positions in growing markets.





### Starboard Has Three Ideas To Discuss Today



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### **News Corp Overview**

News Corporation ("News Corp" or the "Company") is a global operator of media assets with a diverse revenue mix.

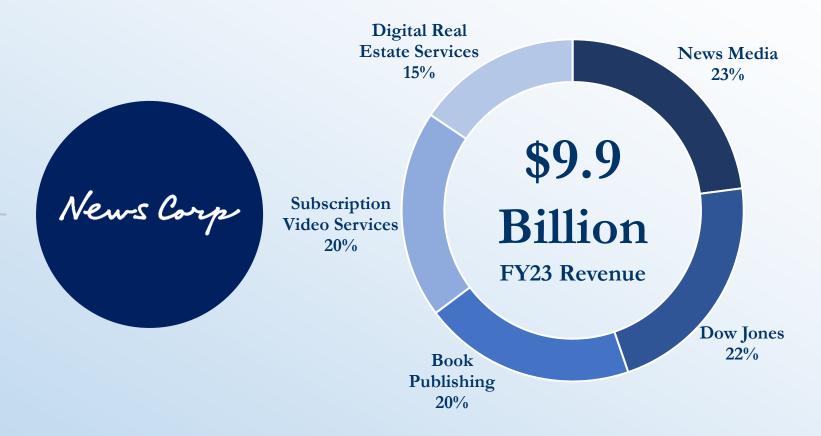
#### **News Corp Financial Profile**

\$12 Billion

Enterprise Value

7.9x

Enterprise Value / FY24 EBITDA



News Corp owns a highly valuable collection of assets in its portfolio.

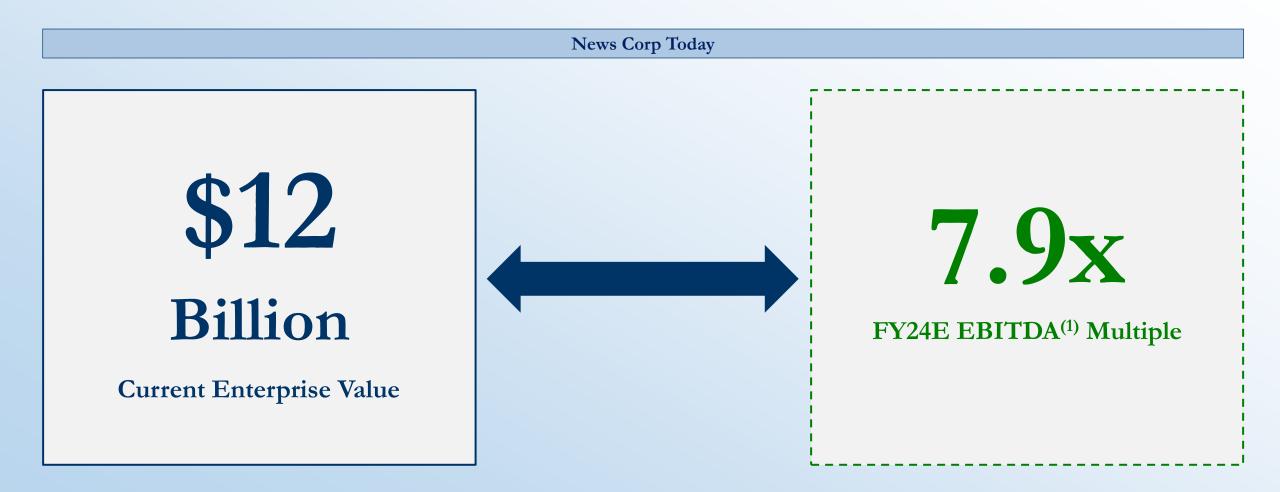
### News Corp Owns a Valuable Collection of Businesses

News Corp's portfolio is comprised of a combination of valuable media assets, including a highly-valuable controlling stake in REA Group Ltd ("REA Group"), which is publicly traded in Australia.



We believe News Corp owns a diverse portfolio of high-quality businesses.

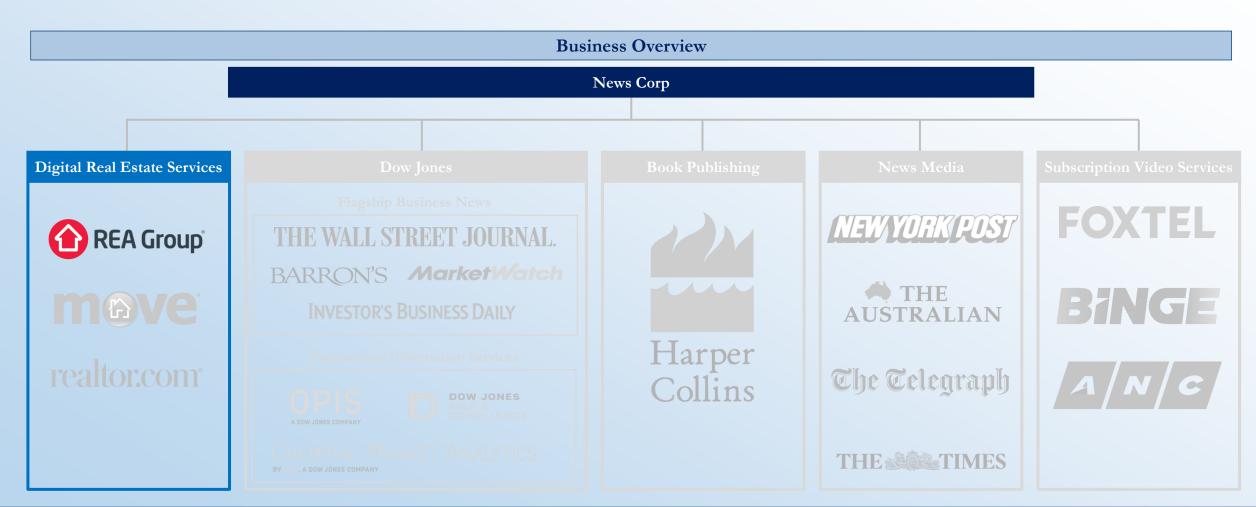
### Today, News Corp's Portfolio Is Valued at \$12 Billion



We believe News Corp trades at an attractive valuation.

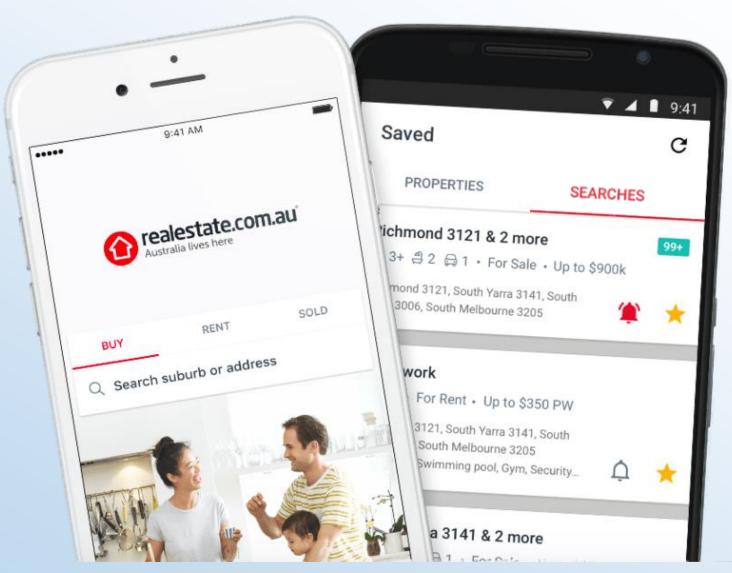
### News Corp Owns a Highly Valuable Stake in REA Group

News Corp owns a controlling stake in REA Group, a leading digital real estate business in Australia.



We believe News Corp owns a diverse portfolio of high-quality businesses.

# **REA Group**



### REA Group Is a Leading Digital Real Estate Business

REA Group is an Australian digital real estate business that is publicly-traded on the Australian Stock Exchange.

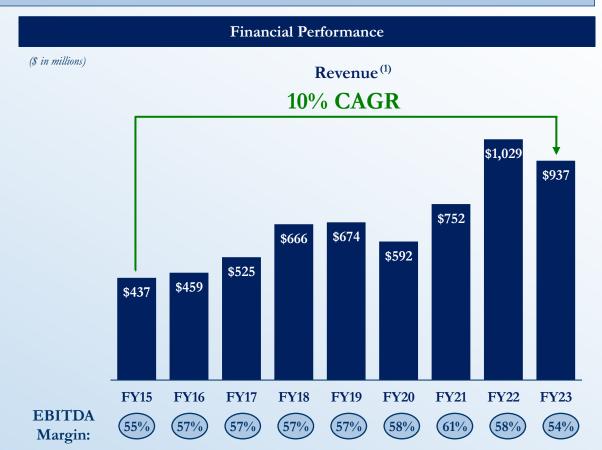
#### **REA Overview**

**Market Positioning** 



#1 in Australia

3.3x audience of the nearest competitor



News Corp owns 61% of REA Group, a market leading business with an attractive financial profile.

### REA Group Has Been an Incredible Investment for News Corp

News Corp initially acquired a 44% stake in REA in the early 2000s and has grown its ownership to 61% over time. REA Group shares not held by News Corp trade freely on the Australian Stock Exchange.



REA Market Cap: \$13 Billion (2)



News Corp's 61% Ownership



Market Value of
News Corp's Stake:
~\$8 Billion

We applaud News Corp for making the investment in REA Group but believe it is not receiving full credit for the value of its REA Group stake.

# Excluding the Value of Its Stake in REA Group, the Implied Value for News Corp's Other Businesses Is Only \$4 Billion



\$12 Billion

Total News Corp Enterprise Value \$8
Billion

Current Value of News Corp's Stake in REA Group \$4 Billion

> Total News Corp Enterprise Value ex REA Group Stake

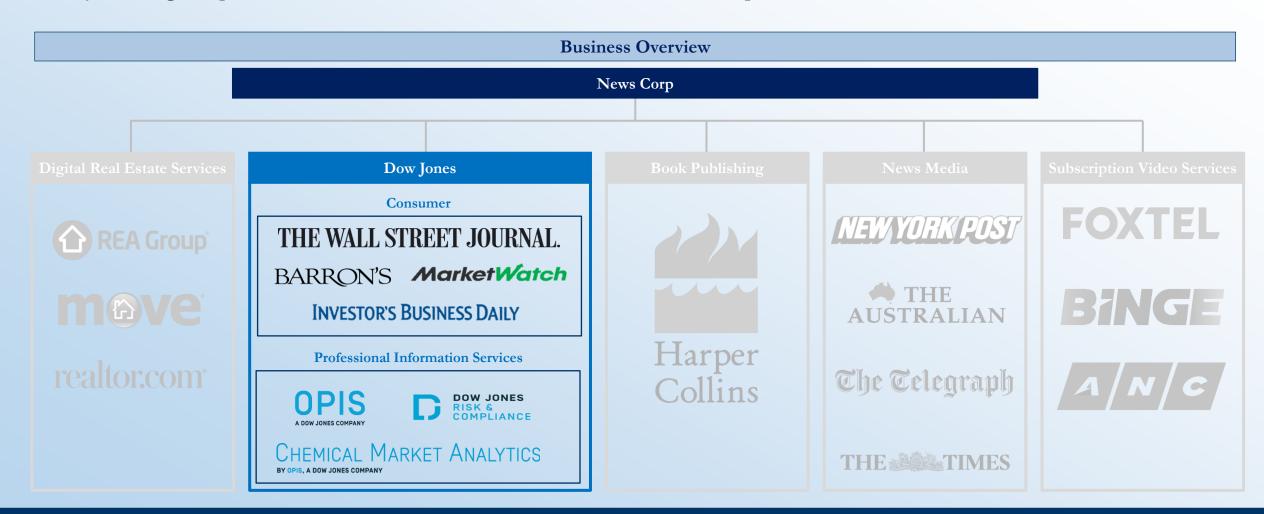
4.0x

FY24E EBITDA<sup>(1)</sup>
Multiple

We believe that News Corp's other businesses are significantly undervalued in the market today.

### Dow Jones Is the Key Business Within News Corp's Portfolio

Dow Jones is a global provider of news and business information for both consumer and professional use cases.



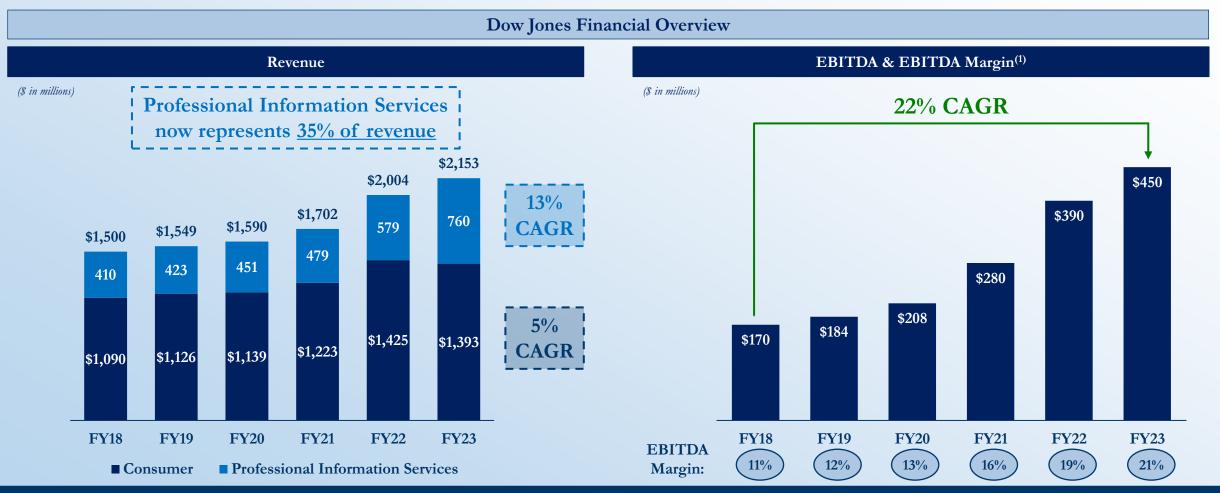
We believe News Corp owns a diverse portfolio of high-quality businesses.

# Dow Jones



### Dow Jones Has Delivered Strong Revenue Growth and Margin Expansion

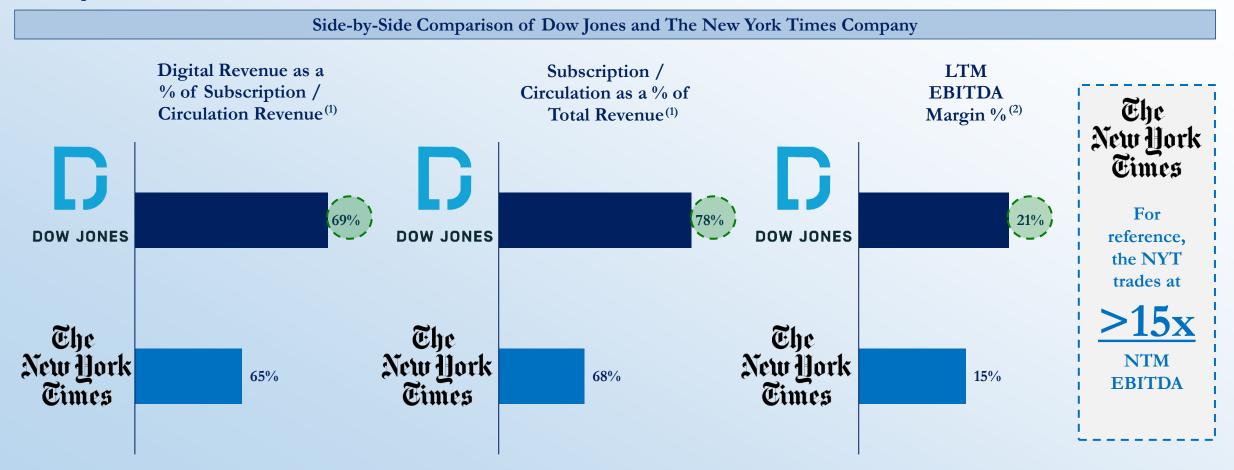
Dow Jones has an attractive financial profile, with an increasing mix of professional information services revenue.



We believe Dow Jones is well-positioned to continue delivering healthy growth and margins.

### Dow Jones Compares Favorably to The New York Times Company

When compared with The New York Times Company (NYT), Dow Jones is more profitable, has more digital exposure, and has a greater subscription mix.



We believe Dow Jones is a high-quality business and should garner a premium valuation.

### News Corp Is Significantly Undervalued

Excluding the value of its stake in REA Group, News Corp is valued at just 4x EBITDA, compared to The New York Times Company at greater than 15x EBITDA.

**News Corp Today** 

**News Corp** Today 8x**EBITDA**  **REA Group** Stake

> RemainCo 4x



The New York Times Company >15xNTM **EBITDA** 

We believe the valuation discrepancy between News Corp and The New York Times Company represents a huge value creation opportunity.

### We Believe Dow Jones Is A Highly Valuable Business

We believe Dow Jones should garner a premium valuation, but even at the same multiple as The New York Times Company, Dow Jones would be worth more than \$7 billion.

#### **Dow Jones Valuation**



Million
Consensus FY24 EBITDA<sup>(1)</sup>



15x ntm ebitda



\$7+ Billion

Dow Jones
Estimated Value

We believe Dow Jones is meaningfully undervalued inside of News Corp's portfolio today.

## Excluding the Value of Its Stake in REA Group, the Implied Value for News Corp's Other Businesses Is Only \$4 Billion



\$12 **Billion** 

Total News Corp Enterprise Value

\$8 Billion

**Current Value of** News Corp's Stake in REA Group

**Billion** 

**Total News Corp** Enterprise Value ex **REA Group Stake** 

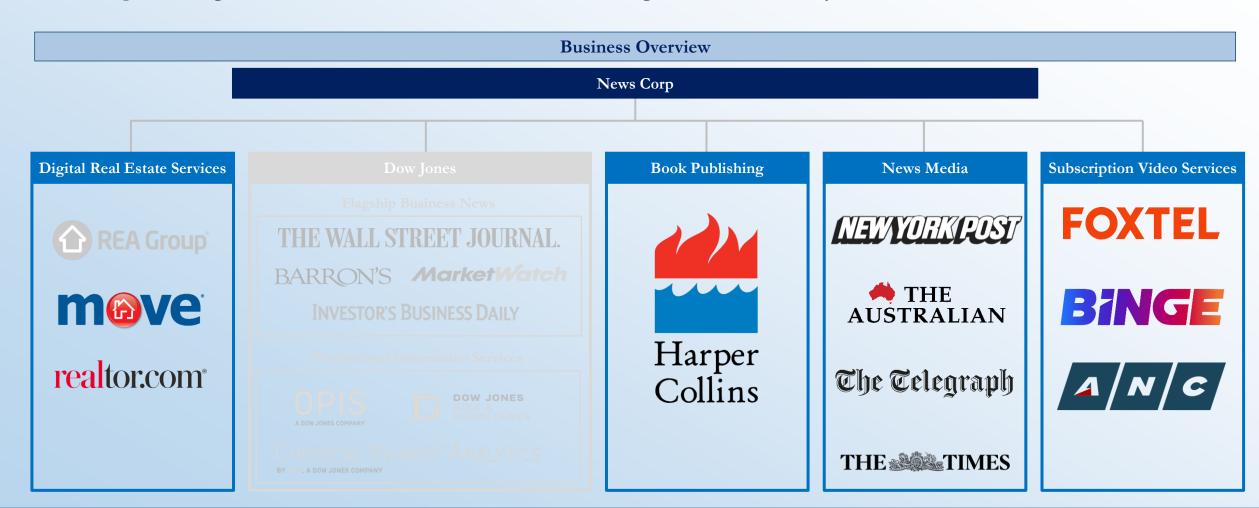
4.0x

FY24E EBITDA<sup>(1)</sup> Multiple

We believe that News Corp's other businesses are significantly undervalued in the market today.

### News Corp Also Owns a Collection of High-Quality Businesses

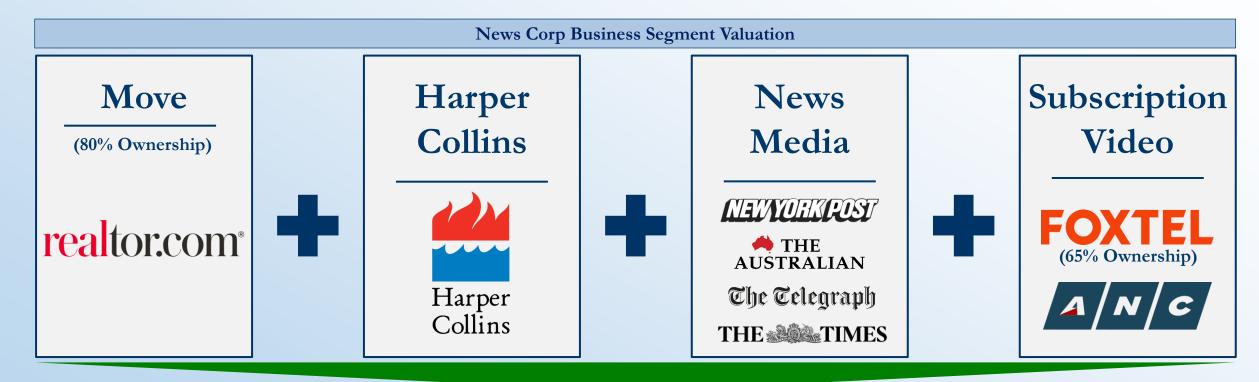
News Corp's other segments contain a collection of valuable, market-leading businesses in a variety of media verticals.



We believe News Corp owns a diverse portfolio of high-quality businesses.

### We Believe News Corp's Other Assets Are Also Extremely Valuable

News Corp's businesses highlighted below are critical sources of news, entertainment, and real estate information for customers worldwide.

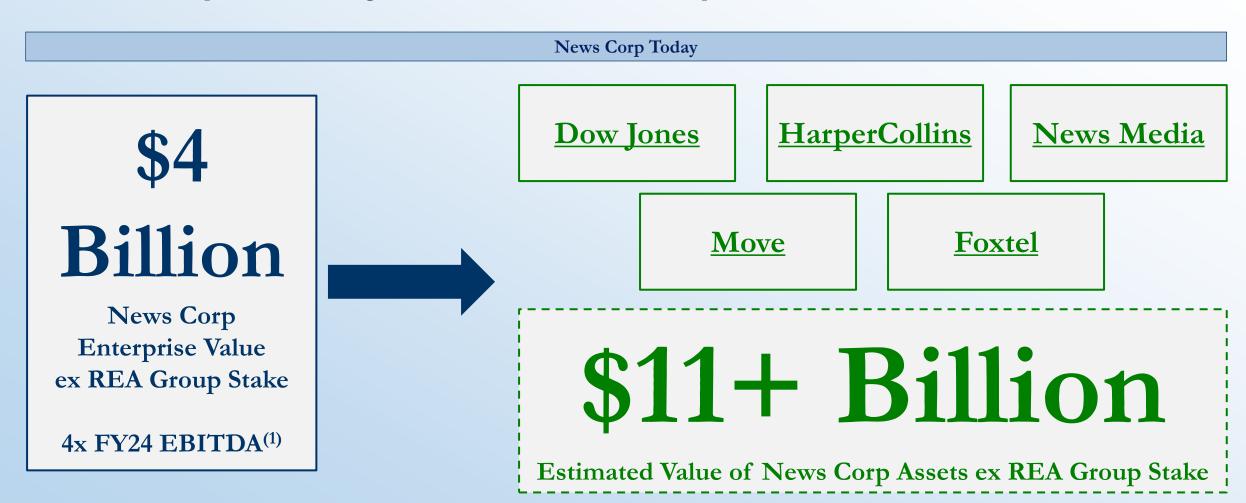


\$4+ Billion

We believe there is significant value in these assets within News Corp's portfolio.

### We Believe News Corp's Assets Are Trading at a Significant Discount

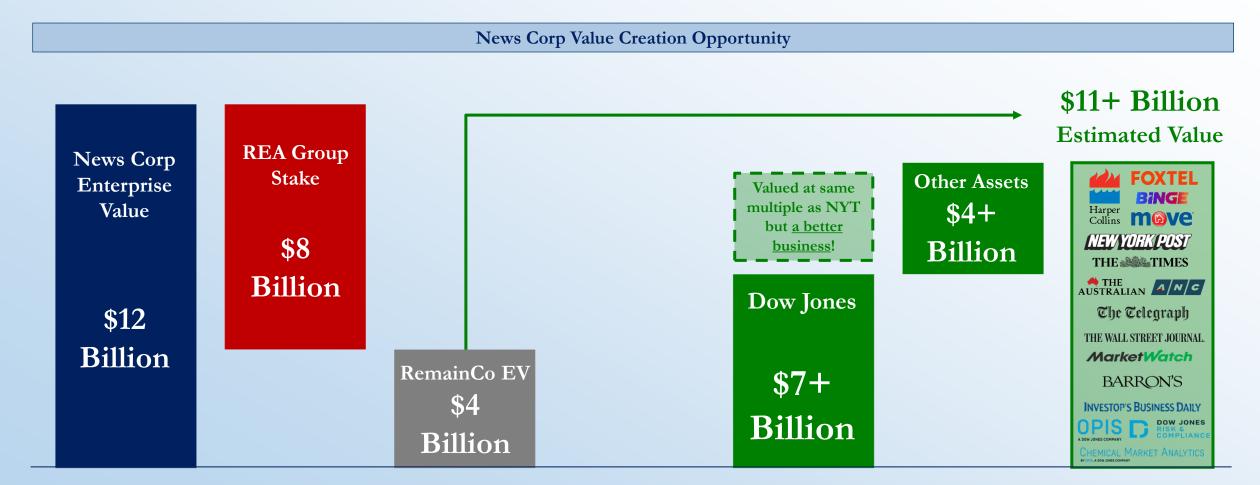
We believe News Corp trades at a meaningful discount to the value of the sum of its parts.



We believe Dow Jones is meaningfully undervalued at News Corp's current valuation.

# A Separation of Digital Real Estate Assets Could Help Unlock \$7+ Billion of Value

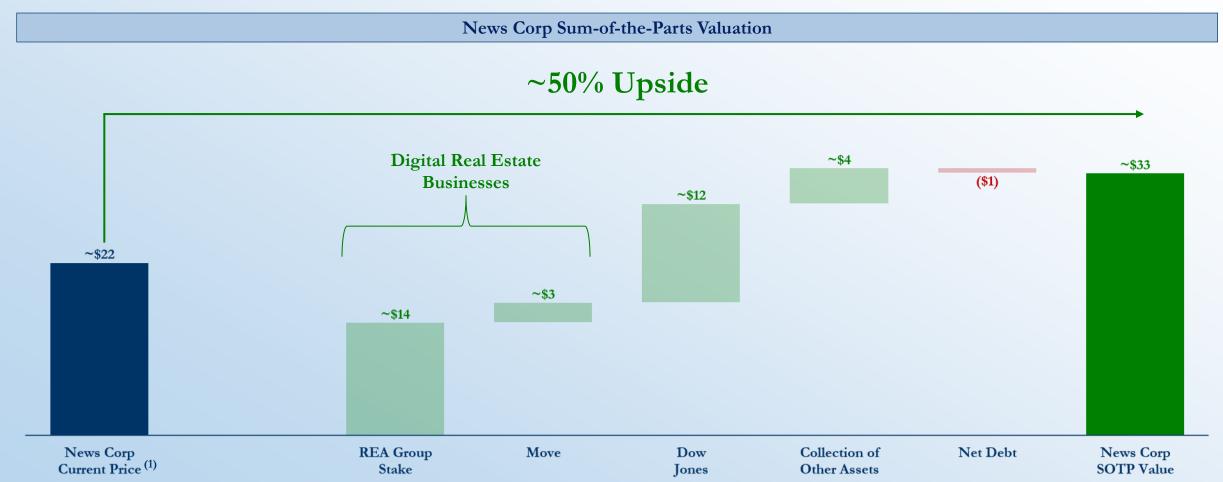
We believe that separating News Corp's Digital Real Estate businesses would help unlock significant shareholder value.



We believe the market is significantly undervaluing News Corp's valuable collection of businesses.

### We Believe News Corp's Collection of Assets Is Worth Over \$33 Per Share

Even when using conservative assumptions, News Corp has an opportunity to create significant shareholder value through a separation of certain assets.



We believe separating the Digital Real Estate Assets will unlock substantial value at News Corp.

### Starboard Has Three Ideas To Discuss Today







### Starboard Has Three Ideas To Discuss Today







### Fortrea Overview

Fortrea Holdings Inc. ("Fortrea" or the "Company") is a global contract research organization ("CRO").

#### Fortrea Financial Profile

\$4 Billion

Enterprise Value<sup>(1)</sup>



12x

Enterprise Value / FY24 EBITDA<sup>(2)</sup>



Clinical Services: 91% (3)

Fortrea is a large scale and global contract research organization.

### What Exactly is a Contract Research Organization?



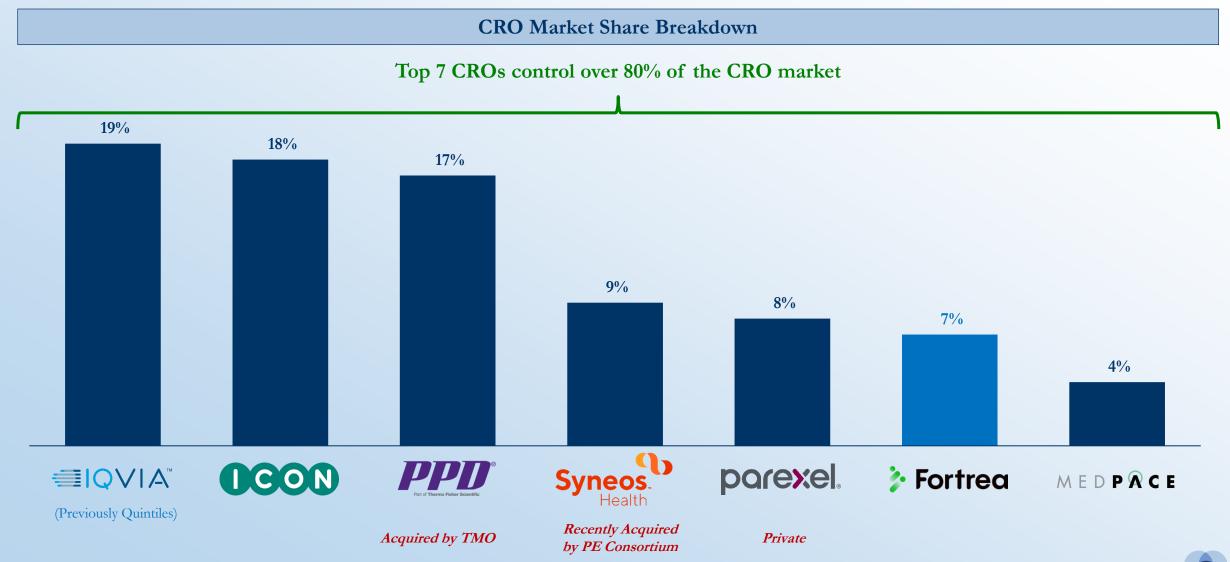
CROs play a critical role in the biopharma value chain.

### Scale and Global Presence Enhance CROs' Compelling Value Proposition

| Customer Pain Points vs. CRO Value Proposition     |               |                        |
|--|---------------|------------------------|
| Biopharma Customer Challenges                      | Do CROs Help? | Does CRO Scale Matter? |
| Patient Recruitment / Retention in Clinical Trials | $\checkmark$  | <b>√</b>               |
| Increasing Complexity of Clinical Trials           | $\checkmark$  | <b>√</b>               |
| Maximizing Asset Value / ROI                       | ✓             | <b>√</b>               |
| Talent / Staff Shortages                           | ✓             | <b>√</b>               |
| Keeping Up With Technology and Innovation          | ✓             | <b>✓</b>               |
| Elongated Study Startup Time                       | ✓             | ✓                      |
| Patient Diversity                                  | ✓             | <b>1</b> ✓             |
| Research Site Burden                               | ✓             | <b>√</b>               |
|  |               |                        |

We believe large scale and global CROs will disproportionately benefit from industry growth

# The CRO Industry is Highly Concentrated Due to the Competitive Advantages of Scale



# We Believe CROs Operate In a High-Quality Industry That Is Poised for Long-Term Growth





#### **CRO Outsource Penetration Rates**



The CRO market is expected to grow ~7% per year from 2022 through 2027

We believe the CRO industry is poised to benefit from secular tailwinds that will drive durable growth.

# Within the CRO Industry, We Believe Fortrea Is an Attractive Investment Opportunity

#### Fortrea Is a Large Scale CRO with a Global Presence Spanning Over 90 Countries



90+ Countries

20+ Therapeutic Areas

~21,000 Global Staff

Over 5,000 Trials Over the Past Five Years

### Fortrea Was Recently Spun-Out LabCorp's Drug Development Business

#### Fortrea Corporate History

1997 – 2015 2015 – 2023 – Present



Central Lab

**Pre-Clinical** 

**Phase I-IV Clinical Development** 

Central Lab

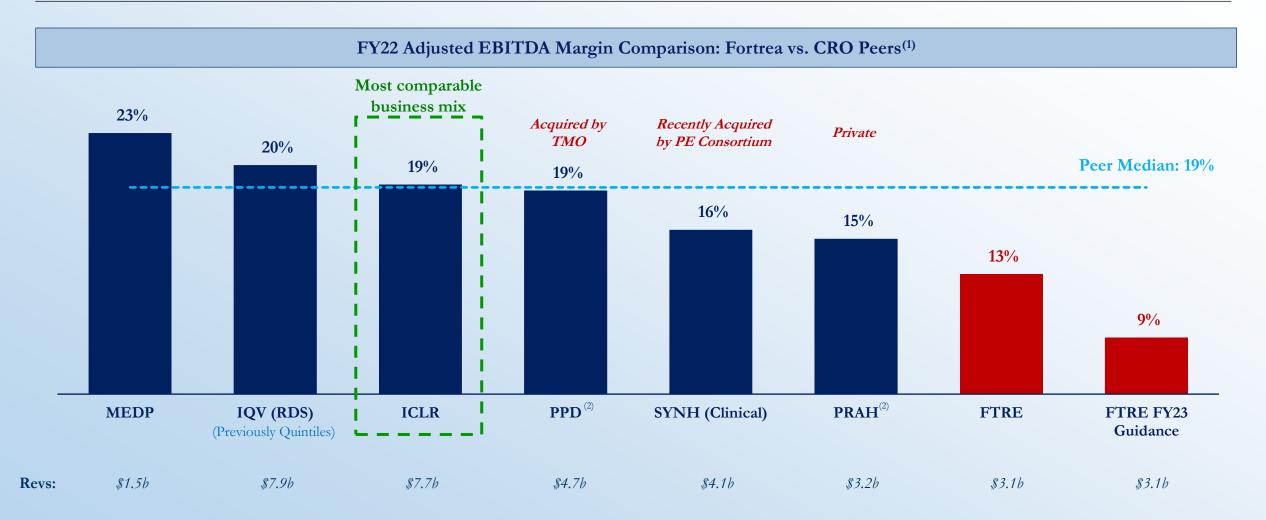
**Pre-Clinical** 

**Phase I-IV Clinical Development** 

LabCorp has retained the Central Lab and Pre-Clinical businesses

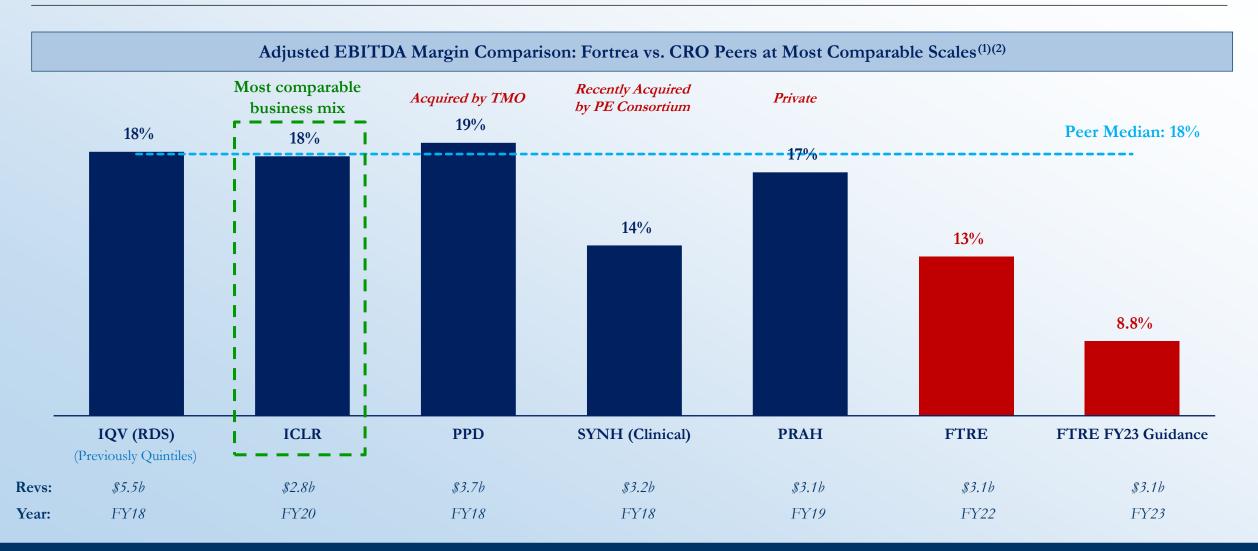
Phase I-IV Clinical Development

# Despite Global Reach and Scale, Fortrea's Adjusted EBITDA Margins Meaningfully Lag Its Peers



#### Fortrea's adjusted EBITDA margins are well below the peer median.

### Fortrea's Margins Also Lag Peers When Adjusted for Scale

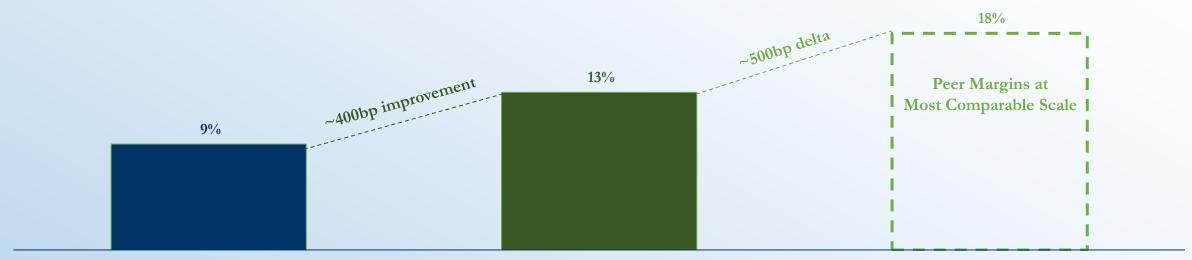


Even when adjusted for scale, Fortrea's adjusted EBITDA margins are well below the peer median.



### Fortrea Management Is Acutely Focused on Improving Its Margins

#### Fortrea Adjusted EBITDA Margin Progression



FY2023 Adj. EBITDA Guide

FY2024 Exit Adj. EBITDA Margins



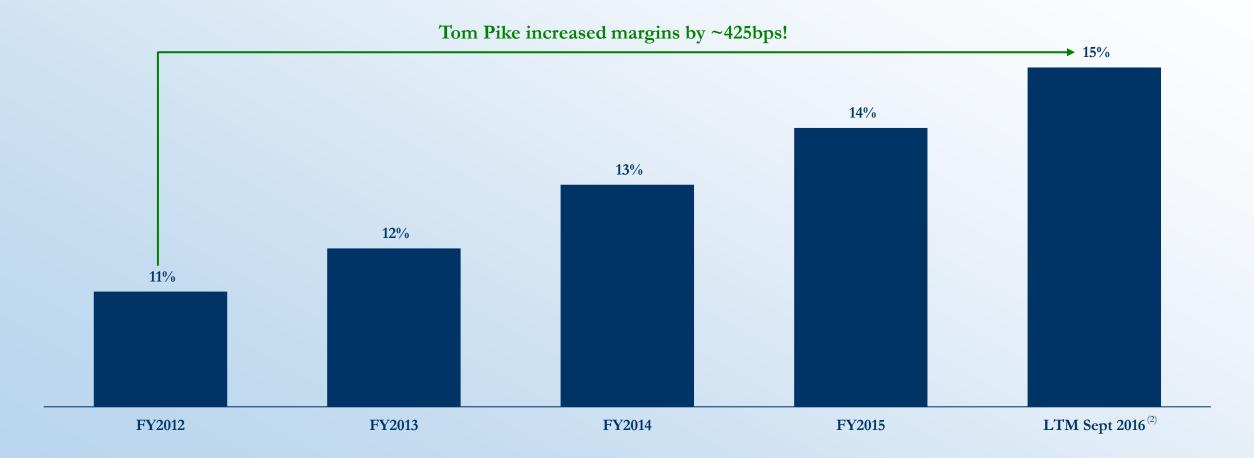
**Tom Pike**President and CEO

"We will get our financial house in order. I have seen other CROs and there's nothing in pricing or operations-wise, that's unusual or concerning here. This is a disciplined operations organization that can deliver programs with quality... In general, what our goal is here 2024 is a year that we would like to return to the kind of performance you saw in 2022 by the time we exit the year. And then on top of that, as we exit the TSAs, we'd like to start moving toward those industry benchmarks of our competitors. I think we publicly said there are a couple of competitors who have a business mix, it's a little bit more like ours, and we would go ahead and target those over time."

Management believes it can return to FY22 profitability by the end of FY24 and move toward peer margin levels thereafter.

# Fortrea's CEO, Tom Pike, Has a Track Record of Improving CRO Profitability...

#### IQVIA (fka Quintiles) Adjusted EBITDA Margins Under Tom Pike<sup>(1)</sup>



We believe Tom Pike is well suited to improve Fortrea's profitability.

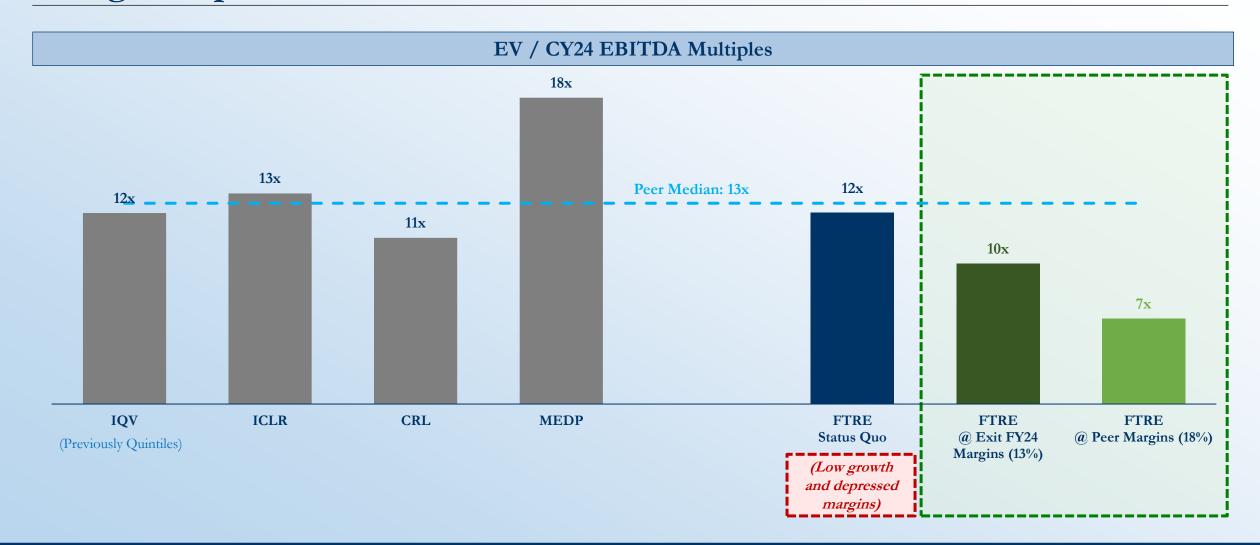
### ... And Creating Substantial Value for Shareholders

### IQVIA (fka Quintiles) Total Shareholder Returns Under Tom Pike<sup>(1)</sup>



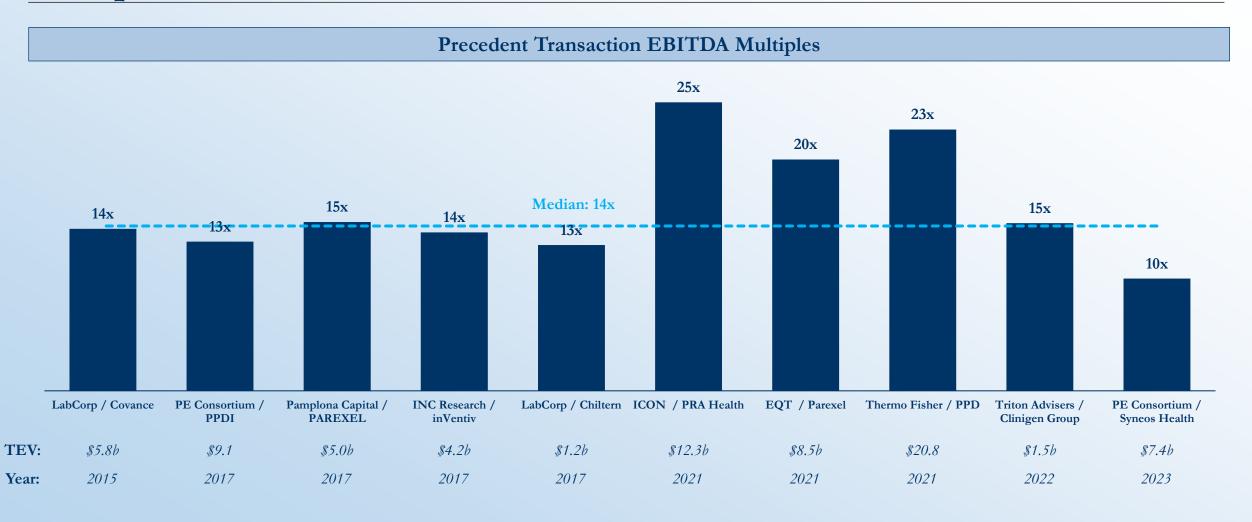
We believe Tom Pike will create considerable shareholder value at Fortrea.

# Fortrea Trades at an Attractive Valuation Relative to Peers Considering the Margin Improvement Potential



Fortrea presents an attractive risk / reward with considerable upside potential at normalized margins.

# Comparable Companies Have Also Transacted at Premium Multiples Compared to Fortrea's Current Valuation



### Both strategics and private equity firms have been active acquirers of CRO assets.

# We Believe Fortrea Can Create Significant Shareholder Value by Improving Its Profitability



#### We believe that there is significant share price upside potential at Fortrea.

# STARBOARD VALUE®