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Please refer to Alphabet's most recent Form 10-K for a discussion of the risk factors that may affect its results.

Google Cloud

Thomas Kurian, CEO

September 13, 2022





Accelerate every organization's ability
to digitally transform its business



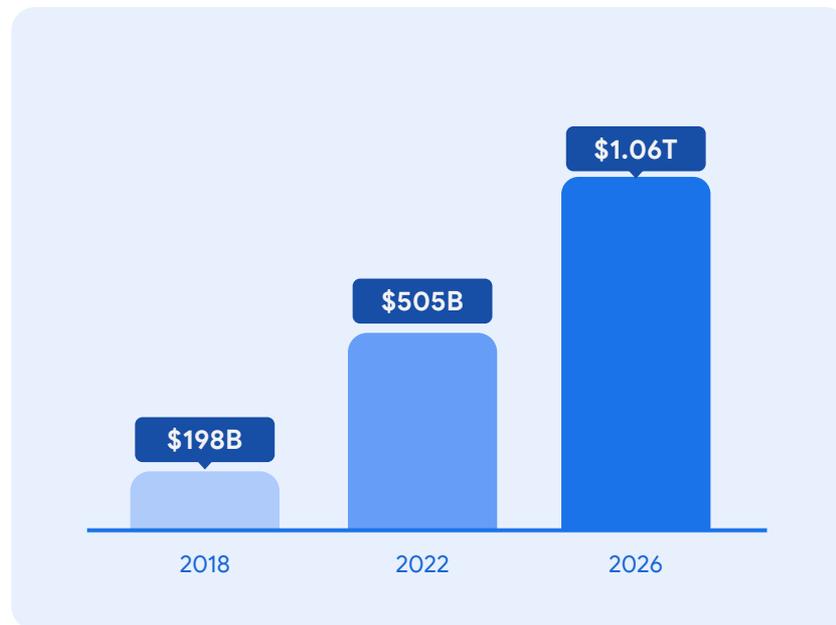
Cloud market is still in the early stages

Growth driven by new business and technology needs:

- **Primary business drivers:** Rapid digital transformation across industries
- **New technology needs:** Data & analytics, AI-driven processes, multicloud, hybrid work, cybersecurity

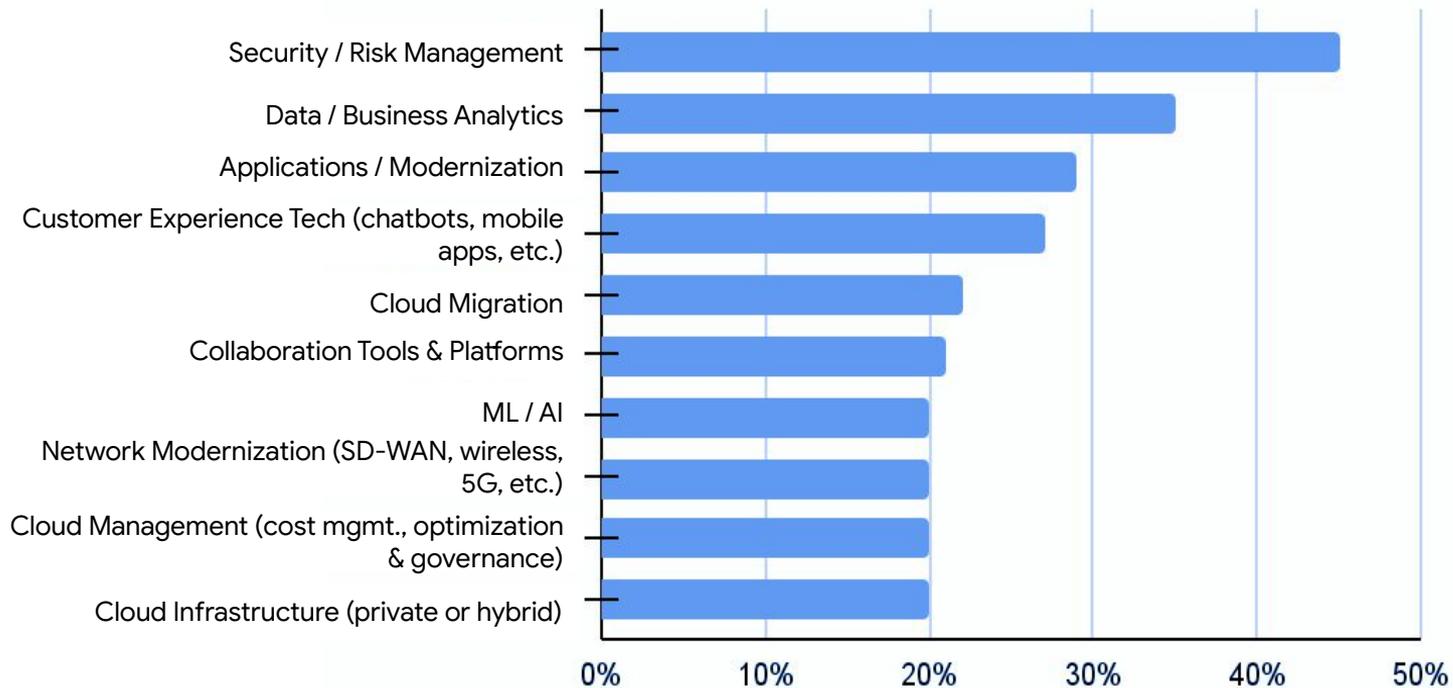
Source: IDC Semiannual Public Cloud Services Tracker | May 2022

Public Cloud Services Spending



Emerging Customer Needs

Top 10 Tech Initiatives Driving IT Investments in 2022



Top Customer Needs Align to Google Cloud's Strengths

The Transformation Cloud



Data cloud
Intelligence



Open infrastructure
cloud **Modernization**



Collaboration cloud
Hybrid Workplace



Trusted cloud
Cybersecurity

Global Network

34 **Regions Live +**
9 **Regions Announced**

103
Availability
Zones

22
Subsea Cable
Investments
Announced

200+
Countries and
Territories Served

Strong Global Footprint



Regions announced, but not yet live as of 9.13.22, include: Berlin, Dammam, Doha, Malaysia, Mexico, New Zealand, Tel Aviv, Thailand, and Turin. Dot positions should not be interpreted as exact geographic location.

Where we lead the industry

Data Cloud



Complete: Analyze
Structured and
Unstructured Data
from any Cloud



Unified: Data Lake,
Data Warehouse,
Streaming, and
Advanced AI/ML



Open and
Standards-Based Data
Infrastructure



Unmatched for Speed,
Scale, Security,
Reliability

Where we **lead the industry**

Open Infrastructure Cloud



Best: Scale, Cost
Performance for Cloud
Native Workloads



For Hybrid Work: From
Anywhere, Any Device,
First Line Workers



Open, Multi-Cloud
Core and Edge
Simplifying Cloud
Migrations



Planet-Scale Network
and Distributed
Infrastructure

Where we lead the industry

Collaboration Cloud



Cloud Native, Mobile
Native, Secure by
Design



For Hybrid Work: From
Anywhere, Any Device,
First Line Workers



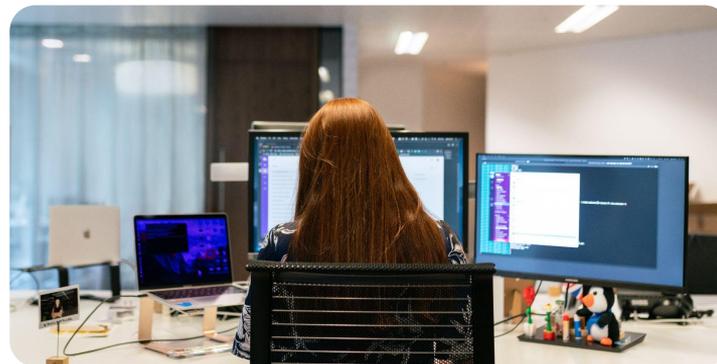
Unified
Communications



Unified
Collaboration

Where we lead the industry

Trusted Cloud



Protect Users, Data,
and Applications with
Zero Trust



Protect Websites
Against Fraud



Protect Software
Supply Chain from
Vulnerabilities



Detect, Analyze,
Remediation,
Automate Cyber Threat
Defense

Where we lead the industry

Industry Cloud



Advanced AI-ML
Infrastructure
(Hardware and
Software)



Leading AI-ML
Capabilities:
Data, Voice, Image,
Text, Speech, Video
Processing



ML Operations
Platform to Assist
Developers and Data
Scientists



Industry Specific
Platforms and Solutions

Strong Product Momentum



Data Cloud

- >3.5x growth in data analyzed in BigQuery (hundreds of exabytes/month)¹
- 5x faster ML Model Development
- >10 Exabytes of Data are managed by Bigtable



Open Infrastructure Cloud

- >2B Kubernetes pods created in a single month (>75% YoY growth)²
- >2.5x YoY growth in amount of Google Cloud traffic on our global network
- World's largest publicly available ML hub with up to 9 exaflops of peak ML compute powered by TPU v4 pods



Collaboration Cloud

- Google Workspace is the world's most popular productivity tool with >3 billion monthly active users across the globe
- Google Workspace has more than 8M paying customers
- >5,200 public apps in the Google Workspace Marketplace (>5B apps installed)



Trusted Cloud

- >6M websites are protected from fraud and bots by reCAPTCHA
- Google Cloud Armor mitigated the largest reported DDoS attack @ 46M requests per second
- >40,000 vulnerabilities have been found by Google in Open Source Software Projects

Strong Customer Momentum

Healthcare

Retail

CPG

Financial Services

Telecom

Media

Gaming

Industrial

Logistics

Government

AMERICAS



EMEA



JAPAC



Leading Customers Trust Google

10 / Top 10

Technology
Companies

9 / Top 10

Media &
Entertainment
Companies

9 / Top 10

Retail Companies

9 / Top 10

Telecom
Companies

8 / Top 10

Healthcare & Life
Sciences
Companies

8 / Top 10

Automotive
Companies

8 / Top 10

Banks

6 / Top 10

Consumer
Packaged Goods

*Customers with strategically significant spend: Based on 2022 Fortune Global 500 list; excluding China

Strong Partner Momentum

System Integrators Speed Consumption



VARs, VADs, MSPs Extend Reach



Technology Partners Complete Solutions



Biz Apps/ISVs Expand TAM



Leading Partners Trust Google

12 / Top 12

Leaders and Visionaries in Analytics and Business Intelligence Platforms work with GCP

10 / Top 10

Publicly traded Enterprise Security Vendors run on GCP

6 / Top 6

Leaders for Backup and Recovery Software Solutions run on GCP¹

5 / Top 5

Leading Global System Integrators have a dedicated Google Cloud Business Unit²

4 / Top 5

Retail Core Banking Software Vendors partner with GCP³

1. Based on Gartner Magic Quadrant for Enterprise Backup and Recovery Software Solutions

2. Based on Gartner Magic Quadrant for IT Transformation Services

3. Based on Gartner Magic Quadrant for Global Retail Core Banking

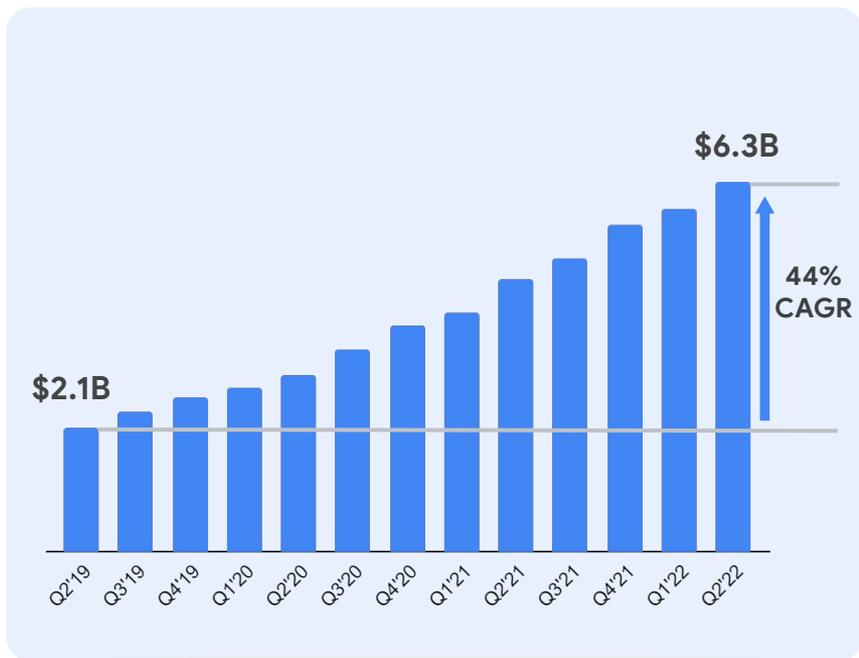
Strong Business Momentum



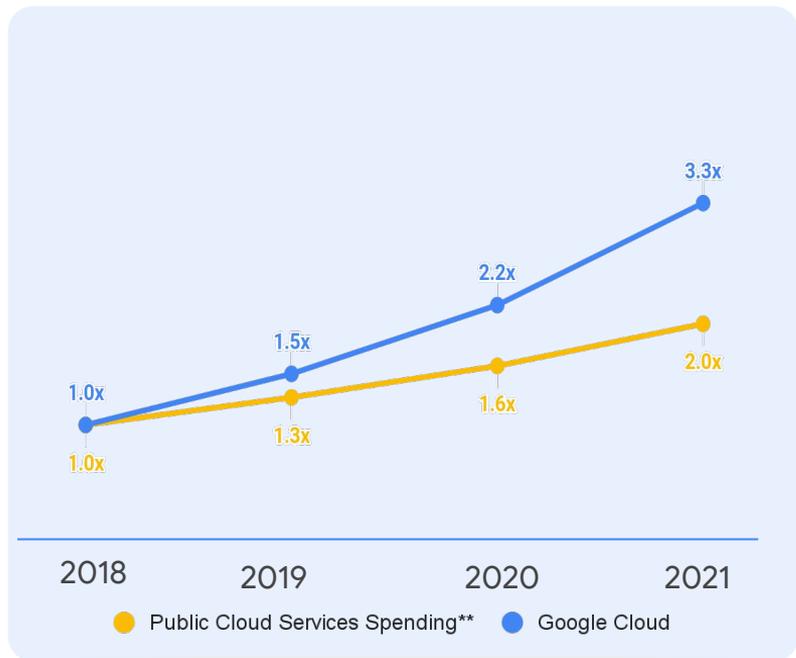
1. Customers with strategically significant spend, based on CB Insights | 2. For the full year 2021 compared to the full year 2020

Strong Financial Momentum

Quarterly Revenue



Annual Revenue, Indexed to 2018*



*Annual revenue multiples are indexed back to 2018 (i.e., 2021 annual revenue / 2018 annual revenue)

**Public Cloud Services Spending Source: IDC Semiannual Public Cloud Services Tracker | May 2022

Summary

Market is in Early Stages, with large and expanding TAM and new market segments

Leading and Highly-Differentiated Products that anticipate growing customer needs

Disciplined Go-to-Market Expansion with direct and indirect channels globally

Strong Customer Momentum across segments, geographies, products, and industries

Strong Partner Momentum further helping to accelerate growth globally

Strong Financial Momentum with meaningful long-term commitments from customers, and investments in products and go-to-market



Thank you