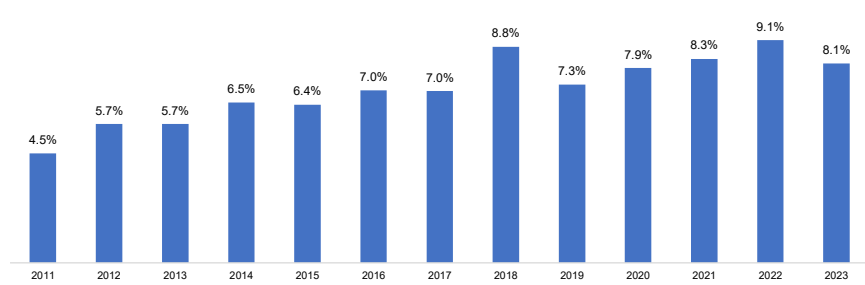


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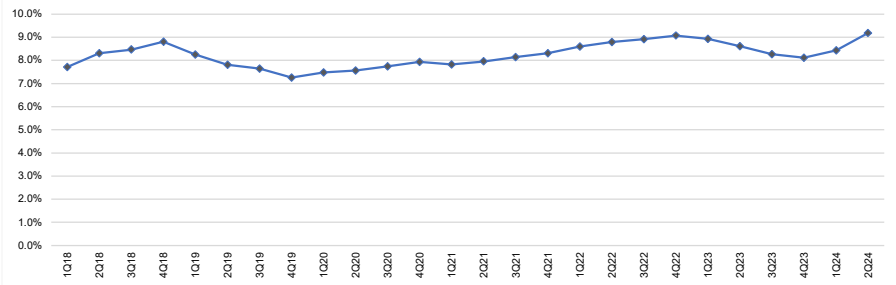
KEY RATIOS: As a percentage of revenues, how have the key profitability and spending metrics fared? Click on a metric below:

- Net Margin
- R&D / Revenues
- Capex / Revenues
- Network & IT capex / Revenues
- Free Cash Flow / Revenues
- Lease costs / Revenues

Capex/revenues, annual (%)



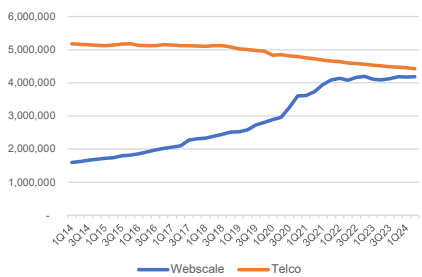
Capex/revenues, annualized (%)



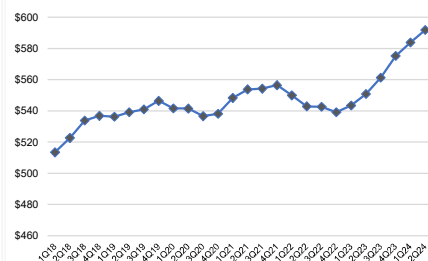
WORKFORCE & PRODUCTIVITY: How has the employee base evolved, versus the telco market? On a per employee basis, how big is webscale's revenue base? How much free cash flow does it generate?

[Click here to view data table](#)

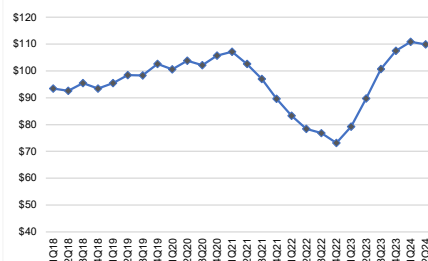
Total employees: Webscale vs. Telco



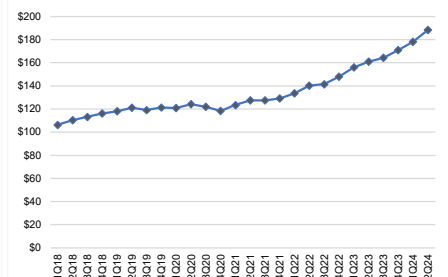
Revenues per employee, annualized (US\$K): Total WNO Market



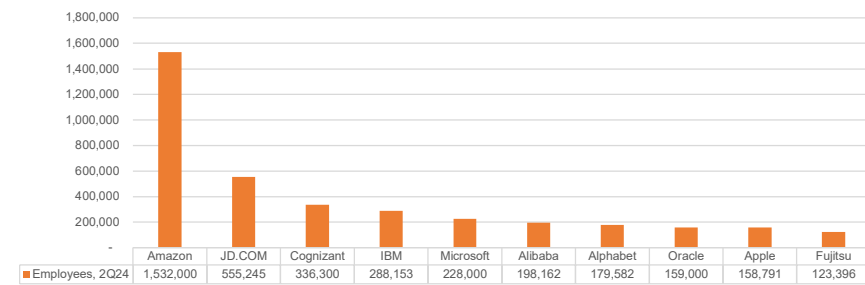
FCF per employee, annualized (US\$K): Total WNO Market



Net PPE per employee (US\$K): Total WNO Market



Top 10 webscale employers in 2Q24: Global market



Headcount changes in 2Q24 (YoY %): Global market

