Safe Harbor Statement and Non-GAAP Measures

This presentation contains “forward-looking” statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, that are based on our management’s beliefs and assumptions and on information currently available to them. All statements other than present and historical facts and conditions contained in this presentation, including statements regarding our possible or assumed future results of operations and financial position, plans and objectives for future operations, business strategies, financing plans, projections, competitive position, industry environment, potential growth opportunities, potential market opportunities, potential acquisition opportunities, expected growth in commerce media and advertising spend generally, and the effects of competition and other actions by our counterparts, are forward-looking statements. Importantly, at this time, there is still uncertainty regarding the integration of our acquisitions of IPONWEB and Brandcrush and the timing and scope of proposed changes to and enhancements of the Chrome browser announced by Google. In addition, macro-economic conditions including inflation and rising interest rates in the U.S. have impacted Criteo’s business, financial condition, cash flow and results of operations. The dynamic nature of the aforementioned circumstances, among other matters, means that what is said in this presentation could materially change at any time.

Forward-looking statements include all statements that are not historical facts and can be identified by terms such as “anticipates,” “believes,” “can,” “could,” “seeks,” “estimates,” “expects” “intends,” “is designed to” “may,” “might” “plans,” “potential,” “predicts,” “projects,” “should,” “objectives,” “will,” “would” or similar expressions and the negatives of those terms. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Forward-looking statements represent our management’s beliefs and assumptions only as of the date of this presentation, and nothing in this presentation should be regarded as a representation by any person that these beliefs or assumptions will take place or occur. You should read the Company’s most recent Annual Report on Form 10-K filed on February 24, 2023, and in subsequent Quarterly Reports on Form 10-Q, including the Risk Factors set forth therein and the exhibits thereto, as well as future filings and reports by the Company, completely and with the understanding that our actual future results may be materially different from what we expect. Except as required by law, we assume no obligation to update these forward-looking statements publicly, or to update the reasons actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

This presentation includes certain non-GAAP financial measures as defined by SEC rules, including forward-looking measures. As required by Regulation G, we have provided a reconciliation of those measures to the most directly comparable GAAP measures, which is available in the Appendix slides. Reconciliations also are available in our earnings release for the first quarter 2023, which is available on our website at www.criteo.com. Reconciliations of our forward-looking non-GAAP measures to the closest corresponding GAAP measure are not available without reasonable efforts due to the high variability, complexity and low visibility with respect to the charges excluded from these non-GAAP measures, which could have a potentially significant impact on our future U.S. GAAP results.
Why Invest in Criteo Today?

**Huge Market Opportunity**
Leadership in fast-growing Commerce and Retail Media market with $110B SAM

**Unique Commerce Data**
Large scale and commerce data with access to 750M+
Daily Active Users and $1t+ trillion in annual ecommerce sales

**Differentiated Technology**
17+ years of AI powering unified tech platform for 1st-party data-based marketing and media monetization with unique supply at scale and closed-loop measurement

**Proven Resilience to Signal Loss**
Innovation, advanced AI engine and largest data set to deliver outcomes in any environment

**World-Class Team**
Seasoned management team, culture of innovation and accountability

**Strong Financials**
Sustainable growth, rebalanced revenue and high margin

**Robust Balance Sheet**
Strong cash generation, no debt, flexibility to invest for growth

**Sustainability**
DE&I core to people strategy, strong privacy and data protection standards
Commerce Media is the Next Wave of Digital Advertising

Global ex-China Advertising Spend by Channel

$110B
SAM by 2025

Source: McKinsey; Magna Global; eMarketer; GroupM
We Are Ideally Positioned to Complement Amazon

Global Ecommerce Sales (ex-China)

**Amazon**: ~$600B+

**Criteo**
- Clients: ~$1T+

**Potential Criteo Clients**
- ~$1T+

Amazon: ~20%

Non-Amazon: ~80%

Our Retail Media & Marketing Solutions are complementary and together address a larger opportunity – enabling brands, agencies and retailers to activate commerce beyond Amazon.

1. Source: eMarketer, 2022
We Are Poised to Capture a Massive Market Opportunity

Advertising Spend Opportunity

~$290B
TAM by 2025

$110B
SAM by 2025

$42B
SAM by 2025

Source: McKinsey, Magna Global, eMarketer, GroupM

Ecommerce Sales
$2T+
by 2025
(excl. Amazon and China)

Commerce Media TAM

Commerce Media SAM
(excl. Amazon, YouTube and China)

Retail Media Onsite + Offsite SAM
Our Commerce Media Platform Serves Media Buyers and Sellers

**Demand Side**
for Media Activation

- **2,300+** Brands & Agencies
- **16,000+** Performance Marketers & Retailers

**Commerce Media Platform**

- **Commerce Audiences at Scale**
  - ~750M DAUs across 100+ Markets
- **Personalized Ad Engine**
  - 1,100 R&D and Product Employees
  - 17+ Years of AI Learning
- **Large Scale Data**
  - $1T+ Ecommerce Sales
  - ~4B Product SKUs
- **Infrastructure & APIs**
  - Deep IT Integrations with Retailers & Brands

**Supply Side**
for Media Monetization

- ~**200** Retailers
  - ~50% of Top 25 U.S. & EMEA Retailers
- ~**75%** of Top 100 ComScore Publishers
Criteo Best-in-Class AI Technology is Purpose-Built for Commerce Predictions

AI has been part of Criteo’s DNA since day one

- Smarter bids to drive strong outcomes
  - Predictive Bidding
- Identify and access the most relevant customers
  - Commerce Audience Targeting
- Show the right products to the right shoppers
  - Product Recommendations
- Real-time creative decisioning that scales
  - Dynamic Creative Optimization+
### Who Are Our Clients

#### DEMAND - MEDIA ACTIVATION

<table>
<thead>
<tr>
<th>2,300+ Brands (Direct &amp; Agencies)</th>
<th>Agencies</th>
<th>16,000+ Performance Marketers / Retailers</th>
<th>Performance Agencies</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image" alt="Microsoft" /></td>
<td></td>
<td><img src="image" alt="shopify merchants" /></td>
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<td><img src="image" alt="Raymour &amp; Flanigan" /></td>
<td><img src="image" alt="tinuity" /></td>
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<tr>
<td><img src="image" alt="Levi’s" /></td>
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<td></td>
<td><img src="image" alt="Raymour &amp; Flanigan" /></td>
<td></td>
</tr>
</tbody>
</table>

#### SUPPLY - MEDIA MONETIZATION

<table>
<thead>
<tr>
<th>Media Owners including Retailers</th>
<th>Retail</th>
<th>Adjacent Verticals</th>
<th>Marketplace</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image" alt="Walmart Canada" /></td>
<td></td>
<td><img src="image" alt="Uber Eats" /></td>
<td><img src="image" alt="Flipkart" /></td>
</tr>
<tr>
<td><img src="image" alt="Best Buy" /></td>
<td></td>
<td><img src="image" alt="deliveroo" /></td>
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<tr>
<td><img src="image" alt="Shipt" /></td>
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<td><img src="image" alt="comcast" /></td>
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<tr>
<td><img src="image" alt="disney" /></td>
<td></td>
<td><img src="image" alt="The Weather Channel" /></td>
<td></td>
</tr>
<tr>
<td><img src="image" alt="united internet media" /></td>
<td></td>
<td><img src="image" alt="comcast" /></td>
<td></td>
</tr>
</tbody>
</table>

- ~200 Retailers
- ~75% of top 100 ComScore publishers
We Have Achieved Tremendous Progress on Our Transformation...

**Key Talent Additions**
- Nov 2019: Megan Clarkan, Chief Executive Officer
- Aug 2020: Todd Parsons, Chief Product Officer
- Sept 2020: Sarah Glickman, Chief Financial Officer
- Dec 2020: Brendan McCarthy, Chief Marketing Officer
- Oct 2021: Manuela Montagnana, Chief People Officer
- Feb 2022: Brian Gleason, Chief Revenue Officer
- Aug 2022: Dr. Boris Mouzykantskii, Chief Architect

**Key Product/ Capability Milestones**
- May 2020: Launches First Self-Service Retail Media Platform
- Sept 2020: Criteo positioned as a Challenger in the 2020 Gartner Magic Quadrant
- May 2021: Acquires Mabaya, Expanding its Retail Media Presence
- Aug 2022: Completes Acquisition of IPONWEB
- Sept 2022: Unveils new Demand Side Platform
- Mar 2023: Acquires Brandcrush Expanding its Omnichannel Capabilities

**Multi-Year Agency Partnerships**
- groupm
- dentsu
- Magnie
- ASI
- ASCENTIAL

**Supply Partnerships**
- Walmart Canada
- NORDSTROM
- Michaels
- bloomingdales
- Asos
- Uber Eats
- Walmart
- Lowes
- Michaels
- bloomingdales

**Retail Media Expansion**

**Ecomm Expansion**
- Flipkart
- Shopify
We Are Delivering on Our Transformation Strategy

Contribution ex-TAC Mix

New Solutions

Q1 2020

New Solutions

Today

New Solutions 75%

$1.4 Billion

2025

- First-Party Media Network
- Opt-in signals
- Other environments with third-party signals

Potential upside from Google’s replacement solution

Marketing Solutions

- Retail Media
- Retargeting
- Commerce Audiences
- IPONWEB

1. Assumes deprecation of Chrome SPC and Mobile Android ID in H2 2024, the estimate includes IPONWEB, which is expected to contribute to the growth of both Retail Media and Commerce Audiences.
We Have Significant Revenue Growth and Cross-selling Opportunities

- **17% of clients used more than one Criteo solution 3 years ago**
- **37% of clients use more than one Criteo solution today**

**Cross-selling with Enterprise Retailers**
- ~20% only use our monetization capabilities
- ~70% only use our acquisition and retention solutions

**Increasing Penetration with Agencies**
- Big 6 Agencies (agency holdcos)
- ~1,200 independent agencies
- 35% of media spend activated through agencies as of Q1 2023

**Upselling with Performance Marketers**
- ~16K direct relationships with opportunity to expand share of voice for performance marketing tactics at speed and scale
The Commerce Media Platform That Enables All Retail Media Capabilities

Unified Self-Service Platform & Closed-loop Measurement

Onsite (retailer.com)

- Sponsored Products

Offsite (open-web.com)

- Display
- Acquisition & Retention

Offline (in-store & out-of-store)

Marketplaces & White Label User Interface

Commerce Insights

Officially being granted a US patent on Systems and Methods for digital shelf display
Criteo Provides a Holistic Omnichannel Monetization Solution with Brandcrush

OVERVIEW

Brandcrush’s platform supports the buying and selling of omnichannel Retail Media globally, and most notably offline media channels.

Combined with Criteo’s first-class solutions, advertisers can now scale their campaigns across the entire omnichannel Retail Media environment.

STRATEGIC RATIONALE

- Offer a Holistic Omnichannel Monetization Platform
- Capitalize on New Cross-Selling Opportunities
- Further Enhance our Retail Media Presence in APAC
- Further Simplify Campaign Workflow Driving Incremental Revenues for Retailers

IN-STORE

OUT-OF-STORE

ONLINE
Retail Media is a Strategic Priority for our Clients/Partners

RETAILERS

“We’re tapping into the $40B retail advertising industry. Unlike search engine platforms, we know whether the customer made a purchase, so we can measure the return far more effectively. The results are exceeding our expectations, we have strong demand from our suppliers who are shifting some of their marketing dollars to Lowe’s.”

“Our brand partners are excited about the opportunity to leverage the power of our exclusive first-party data to transform the ways they connect with beauty enthusiasts. (...) We remain excited about the opportunity to unlock a new income stream and drive sales as we enable our brand partners to engage consumers more effectively.”

“Roundel is more than a digital advertising platform or another revenue source on the P&L. The goal is for our guests to have a tailored, relevant experience, while helping our vendors reach the guests who are most likely to be interested in their products. Roundel makes us better merchants, more consistently serving our guests with the products they want.”

BRANDS

“We see retailer media as an opportunity to accelerate market growth.”

“These media opportunities are very valuable, and we see that the whole industry is spending more and more in retail media. It’s a fantastic way for us to build a competitive advantage.”

“We’re also seeing greater convergence between retail, media and content, retailers becoming media channels and media channels becoming retailers.”

AGENCIES

“We expect retail media advertising to increase roughly 60% by 2027. This exceeds the growth rate expected for all digital advertising, meaning that retail media will take an increasing share of digital ad revenue over the next 5 years.”

“For brands looking to enter retail media and get more involved, it unequivocally creates a deeper relationship with the retailer. Not only are they able to target more audiences from the retailer, it can break down purchase behaviors down to specific categories, brands, or even individual SKUs or products.”

“Going forward, we plan to continue to invest in and expand our capabilities to solidify our position as best-in-class provider of retail media and e-commerce services, as well as in other high-growth areas.”
Multiple Levers Position Us to Drive Sustainable Growth on the Retail Media Supply Side

$42B
SAM by 2025

Additional Growth Opportunities

Marketplace capabilities

Geographic expansion

Inventory expansion

Onsite

Offsite

Display Ads

Sponsored Ads

Open Internet Ads

Commerce Insights

Add-ons

CRITEO RETAILER PARTNERSHIP EXPANSION

New Retailers and Adjacent Verticals
## Multiple Levers Position Us to Drive Sustainable Growth on the Retail Media Demand Side

### Increasing Brand Budget Pool

- **Offsite (CTV, Video, Display)**
  - **Display (Banner & Video)**
  - **Sponsored Products**
    - From shopper / trade dollars to national brand media budgets

### Multiple Demand Sources

<table>
<thead>
<tr>
<th>Sources</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brands</td>
<td>2,300+ Brands Live</td>
</tr>
<tr>
<td>API Partners</td>
<td>11 APIs</td>
</tr>
<tr>
<td></td>
<td>Launched since Q4 2020</td>
</tr>
<tr>
<td>Agency Partners</td>
<td>6 Agency Holdcos</td>
</tr>
<tr>
<td></td>
<td>150+ Other Agencies</td>
</tr>
<tr>
<td>Additional Opportunities</td>
<td>Thousands of Brand Relationships</td>
</tr>
<tr>
<td></td>
<td>Program Expansion in EMEA &amp; APAC</td>
</tr>
<tr>
<td></td>
<td>Global Partnerships group™ ASCENTIAL Major holding agency</td>
</tr>
</tbody>
</table>
## Our Platform: Four Client Solutions

### Demand - Media Activation

**Criteo // Commerce-Max**
Commerce Media Demand Side Platform for enterprise brands, retailers and agencies

- IPONWEB BidCore

### Supply - Media Monetization

**Criteo // Commerce-Yield**
Commerce Media Monetization Platform for enterprise retailers and marketplaces

**Criteo // Commerce-Growth**
Acquisition & retention outcomes for performance marketers and agencies

**Criteo // Commerce-Grid**
Commerce Supply Side Platform for media owners

**IPONWEB | the mediagrid**
We Can Reach Commerce Audiences Others Can’t

First-Party Media Network

Addressable Consumers
- Uses authenticated pseudonymous IDs (incl. hashed emails)
- Matches cross-device
- Supports Partner IDs
- Includes explicit opt-in

AI and Commerce Data

Commerce Audiences

Non-addressable Consumers
- Leverages non-user signals at the core
- Primarily content meaning, semantics and other inferences
- Can include location
- Modeled against truth set of addressable consumers
# We Have a Compelling Financial Profile

## Consistent Growth and Increasing Revenue Visibility
- CexT growth of 10% in 2022 and expect to deliver high-single-digit to low-double-digit growth in 2023
- Rapidly growing Retail Media provides visible revenue streams with 122% net revenue retention in Q1’23

## Strong Secular Tailwinds for Years to Come
- Uniquely positioned to address the $110B Commerce Media SAM
- Expanded product suite to support wallet share gains with existing clients and attract new clients
- Expecting CexT CAGR of 15% through 2025 to $1.4B, including tripling our Retail Media business

## Investing in Growth and Highly Profitable
- Track record of delivering strong Adj. EBITDA margins
- Synergy opportunities while integrating IPONWEB
- Investments enabling topline growth while maintaining -28% to 32% Adj. EBITDA margins

## Strong Balance Sheet
- No long-term debt, $338M in cash, $814M in total financial liquidity incl. 5-year €443M credit facility
- Free cash flow conversion of 45%+
- ~$469M shares repurchased since 2018 and $480M active repurchase program with $193M left on authorization

---

1. Financial guidance as of May 3, 2023
2. Ambitions shared at 2023 investor day as of October 31, 2022
3. Cash and cash equivalents, and marketable securities. Excludes restricted cash as of March 31, 2023
We Have a Proven Track Record of Profitable Growth and Free Cash Flow Generation

2022 Performance:
- CxT up +10% YoY, incl. organic growth of 4%
- Adj. EBITDA margin of 29%
- Free Cash Flow conversion to EBITDA of 75%

1. Including prweb
2. High-single-digit to low-double-digit growth/Financial guidance as of May 3, 2023
We Expect Solid Growth in 2023

Backdrop

Uncertain and volatile macro-environment, traction of new solutions and contribution from Iponweb acquisition

FY 2023

- Targeting high-single-digit to low-double-digit growth at constant currency
  - Low-single-digit organic growth
    - Retail Media growth of ~+30%
    - Commerce Audiences growth of ~+20%
    - Lower Retargeting year-over-year
  - Iponweb inorganic growth (12 months in 2023 vs. 5 months in 2022)  \(^1\)

- ~28% of Contribution ex-TAC
  - Accelerated cost efficiencies
  - Full integration of Iponweb
  - ~45% of Adj. EBITDA converted into FCF

Q2 2023

- $228M to $234M, or +8% to +10% Y/Y growth at constant currency
  - Low-single-digit organic decline
  - Slow macro environment
  - Iponweb inorganic growth in seasonally low quarter\(^1\)
    - ~$(3)M to $(5)M negative FX impact Y/Y

- $46M to $50M
  - Iponweb dilution and ongoing integration costs
  - Executing on efficiencies

Note: Financial guidance as of May 3, 2023.
\(^1\) For Iponweb Q1 and Q2 are seasonally low quarters in terms of Contribution ex-TAC, adjusted EBITDA and cash contribution, while Q4 is the strongest quarter.
We Expect to Achieve $1.4B in Contribution ex-TAC and Triple our Retail Media Business by 2025

2025 Outlook

- Contribution ex-TAC: $1.4B
- Activated Media Spend: $10B
- Adjusted EBITDA: 28% to 32%
- % FCF / Adj. EBITDA: ~45%
- Retargeting (% of CexT): ~25%

Assumptions: Deprecation of Chrome 3PC and Mobile Android ID in H2 2024; similar macro-economic environment to Fall 2022

Retail Media x3 in 3 years

Note: For 2024 and 2025, the estimates include IPONWEB, which is expected to contribute to the growth of both Retail Media and Commerce Audiences.
Our Strong Retail Media Client Relationships Enable Sustainable Growth

**Demand Side**
Brand Client Cohort over the past 3 years (Avg. Media Spend TTM)

- ~$950M media spend in 2022
- 3x number of brands in 3 years

**Supply Side**
Retailer Client Cohort over the past 3 years (Avg. Media Spend TTM)

- 130% Same-Retailer CexT Retention in 2022
- >2 years average duration with long-term contracts
- ~60% of retailers with exclusive partnership
We Expect to Drive Sustainable, Strong Growth in Retail Media

- Onsite Activated Media Spend
  - ~$700M in 2021
  - ~$950M in 2022
  - $6B-$8B by 2025
  - New retailers, geographies, verticals

- Offsite
  - $2B
  - Secular tailwinds & increasing maturity of existing retailers
    - Ad rev. as % of GMV: 0.5% to 1% of GMV
    - 2% to 3% of GMV

- Retail Media expected 2022-25 CexT CAGR of 45%–50%

- Goal to capture ~40% market share onsite

Note: Outlook provided at the Company’s investor day, as of October 31, 2022.
We Have Multiple Growth Drivers in Commerce Audiences

Unique Commerce Audiences
- Leadership in performance marketing
- Access to shopping data at scale

Growing Share of Wallet
- New Acquisition & retention use cases
- Average client spend up 10% over the past 4 quarters

New Clients and Market Share Gains
- Tailored solutions for enterprise and growth clients

Shift in Ad Budgets from Retargeting to Commerce Audiences
- Flexible platform and always-on strategies

Commerce Audiences
Expected 2022-25 CexT CAGR of
35%-40%

1. For clients in Marketing Solutions segment

Note: Outlook provided at the Company’s investor day, as of October 31, 2022
We Are Committed to Delivering Shareholder Value

Disciplined Capital Deployment

1. Organic growth investments
   - 10% of Contribution ex-TAC expected to be re-invested annually
   - Focused investments around strategic initiatives

2. M & A
   - Tuck-in or bolt-on acquisitions to complement product portfolio or capability and unlock new opportunities

3. Share buyback
   - Ongoing focus on share buyback program
   - ~$469M shares repurchased since 2018
   - $480M active repurchase program with $193M left on authorization
Sustainability is Part of our DNA

**Diversity, Equity, & Inclusion**
- Pay parity
- 43% Women population
- 7 Employee Resource Groups

**Governance & Data Privacy**
- High privacy & data protection standards
- Board Oversight of sustainability strategy
- Annual CSR report since 2016
- SASB reporting

**Environment**
- 100% of data centers powered by decarbonized energy sources or compensated by certificates
- GHG emissions inventory for Scopes 1, 2 and 3 in 2022

**Goals**
- Increase the share of women in tech roles
- Respond to CDP questionnaire and leverage TCFD recommendations
- Set up GHG emission reduction targets and secure validation from SBTi
We Have a World-Class Team with a Proven Track Record to Execute our Strategy

Our Senior Leadership Team

Megan Clarken
Chief Executive Officer
Nielsen, Akamai

Sarah Glickman
Chief Financial Officer
XPO Logistics, Honeywell, Novartis

Ryan Damon
Chief Legal and Corporate Affairs Officer
Riverbed, Charles Schwab

Brian Gleason
Chief Revenue Officer

Todd Parsons
Chief Product Officer
OpenX, Action

Diarmuid Gill
Chief Technology Officer
AOL, AdTech

Dr. Boris Mouzykantskii
Chief Architect
IPONWEB

Brendan McCarthy
Chief Marketing Officer

Manuela Montagnana
Chief People Officer
COMPASS, ADP

Stephen Taylor
Chief Transformation Officer
IPONWEB, Somo

Deep Bench of R&D Talent

~1,100 R&D & Product employees, representing the largest pool of R&D talent outside of the walled gardens
# Criteo by the Numbers

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual media spend activated</td>
<td>$4.0 billion</td>
<td></td>
</tr>
<tr>
<td>Ecommerce sales</td>
<td>$1+ trillion</td>
<td></td>
</tr>
<tr>
<td>Client count</td>
<td>~19,000</td>
<td></td>
</tr>
<tr>
<td>Top 25 U.S. &amp; EU retailers</td>
<td>~50%</td>
<td></td>
</tr>
<tr>
<td>Publisher count in largest markets</td>
<td>~75%</td>
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<tr>
<td>Daily Active Users (DAUs)</td>
<td>750+ million</td>
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<tr>
<td>R&amp;D &amp; Product employees</td>
<td>~1,100</td>
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</tr>
<tr>
<td>Product SKUs</td>
<td>~4 billion</td>
<td></td>
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<tr>
<td>Markets globally</td>
<td>100+</td>
<td></td>
</tr>
<tr>
<td>Expertise in commerce-focused AI</td>
<td>17+</td>
<td></td>
</tr>
<tr>
<td>Commerce outcomes</td>
<td>~$30 billion</td>
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</tr>
</tbody>
</table>

1. Activated media spend is defined as the sum of our Marketing Solutions revenue, the media spend activated on behalf of our Retail Media clients and the media spend activated by IPONWEB
2. Includes nonweb
Industry Recognitions

Megan Clarken, Criteo CEO
2022 Winner of AdAge’s Leading Women in the advertising industry

2022 Winner of Adweek’s Best Retargeting Solution

FORRESTER

Criteo named among 6 notable large omnichannel DSP platforms in Forrester’s The Omnichannel DSPs Landscape, Q2 2023

Criteo named one of the Top 12 hottest AdTech companies of 2022

Criteo ranked #4 on 2022 LinkedIn Top Companies list for Marketing and Advertising in the U.S.

Criteo became a member of 2023 Bloomberg Gender-Equality Index

Criteo named 2022 Best Company Culture by Comparably

Gartner®

Criteo named 2022 Challenger in the Gartner 2021 AdTech Magic Quadrant

Regan’s CSR & DIVERSITY AWARDS

2022 Winner for our global DE&I commitment and our CSR & ESG engagement and communication report

Awarded one of the Top 50 inspiring Workplaces in North America in 2022

Digiday Media Awards

2021 Winner for the Best First-Party Data Strategy

2021 Winner of the Diversity Champion Corporate Award

2021 Winner of the Criteo Retail Media Platform

2021 Winner for the International Inclusion Award

2021 Winner in Diversity France Digitale Talent Awards

2021 Winner of the International Innovation Awards (IIA)

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Supplemental Information – Share Buyback

Since initiating its first share buyback program in October 2018, Criteo has repurchased ~$469M¹ shares

Committed to maximizing share buyback to drive shareholder value…

- Extended share buyback authorization to $480M in Dec. 2022
  - $51M shares repurchased in Q1’23
  - Spent 66% of FCF to repurchase shares in 2022
  - ~2.7M shares cancelled in 2022

...with share buyback program governed by French law

- Only allowed to own treasury shares up to 10% of share capital at any given time
- Use of repurchased shares restricted to 1) granting shares to employees or 2) using shares as currency for M&A (i.e. the sole purpose of cancelling shares is not a lawful purpose under French law)
- Unused repurchased shares have to be cancelled 1) after one year for employee-reserved shares and 2) after two years for M&A-reserved shares
- Only allowed to cancel a maximum of 10% of share capital every 24 months

1. As of March 31, 2023
# Our Commerce Media Platform Revenue Model

## Demand Side

<table>
<thead>
<tr>
<th>DSP</th>
<th>% of Media Spend</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Criteo // Commerce-Max</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Paid by brands, agencies or retailers when running campaigns</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Campaign management, targeting, and optimization, closed-loop measurement &amp; reporting</td>
<td></td>
<td></td>
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</tbody>
</table>

### Managed Services

<table>
<thead>
<tr>
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<td>• Paid by brands, agencies or retailers when leveraging Criteo operations to sell, set-up &amp; optimize campaigns</td>
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### Add-on Services

<p>| | |</p>
<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Insights</td>
<td>Customization</td>
</tr>
</tbody>
</table>

## Supply Side

<table>
<thead>
<tr>
<th>Ad Server</th>
<th>% of Media Spend</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Criteo // Commerce-Yield</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Paid by retailers when using ad serving capabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Ad serving, yield management, reporting</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Campaign management and optimization, reporting</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Revenue share model</td>
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</table>
# Our Commerce Media Platform Revenue Model

## DEMAND SIDE

### Managed & Self-Service

- **Outcome-driven pricing** Cost-per-click (CPC) and Cost-per-Impression (CPM)
- Paid by performance marketers, brands, and independent agencies
- Managed services include set-up, optimization and reporting of campaigns

## SUPPLY SIDE

### Managed Services

- Paid by media owners to monetize their inventory & data assets via accessing Criteo & third-party demand

### Add-on Services

- Insights
- Customization

### SSP

- % of Media Spend
- Paid by media owners when using SSP
- Yield management, open exchange, reporting
- Inventory and data assets management incl. curation packages
Glossary of Industry Terms

**COMMERCE MAX** – Criteo’s Commerce Max is a Commerce self-service Demand Side Platform used by brands, agencies and retailers, enabling media planning and buying on retailer and open internet inventories leveraging Criteo’s AI atop approved retailer data and unique commerce data, all with closed-loop product-level conversion measurement.

**COMMERCE GROWTH** – Criteo’s Commerce Growth is a powerful, self-service performance marketing tool used by Direct-to-Consumer brands and their agencies to activate outcomes-optimized customer acquisition and retention objectives.

**COMMERCE YIELD** – Criteo’s Commerce Yield is a Commerce Media monetization stack and ad server giving retailers and marketplaces full control to achieve maximum monetization of their digital assets through inventory and data management, packaging, and in-depth insights.

**COMMERCE GRID** – Criteo’s Commerce Grid is a Commerce Media Supply Side Platform giving media owners the control to optimize the monetization of their inventory and data assets.
# Glossary of Industry Terms

<table>
<thead>
<tr>
<th>Term</th>
<th>Definition</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquisition</td>
<td>Acquisition advertising is a marketing goal designed to grow an organization’s customer base, including driving non-customers to the site, to purchase, or to sign up.</td>
</tr>
<tr>
<td>Ad Tech</td>
<td>Short for “advertising technology”, services that provide marketers with the ability to engage people across digital properties to achieve marketer-specified outcomes (e.g., brand awareness, engagement, consideration, conversion) and provide media owners selling &amp; yield tools to better monetize their inventory.</td>
</tr>
<tr>
<td>Artificial Intelligence (AI) &amp; Machine Learning (ML)</td>
<td>ML is a subset of AI which allows a machine to automatically learn from past data without programming explicitly. The goal of AI is to automate decisions to solve complex problems that previously required a human-in-the-loop.</td>
</tr>
<tr>
<td>Audience Targeting</td>
<td>Practice of engaging people based on shared characteristics (or segments) to better focus limited media budgets and deliver more relevant advertising.</td>
</tr>
<tr>
<td>Awareness</td>
<td>Awareness advertising is a marketing goal designed to increase consumer familiarity with a brand, either at the organization level or for particular products.</td>
</tr>
<tr>
<td>Behavioral Targeting</td>
<td>Also known as Online Behavioral Targeting (OBT) or Interest-based Advertising, generates an attribute from a consumer’s prior activity, such as the number of pages visited about a particular topic or interactions with content (including ad clicks) associated with a particular brand.</td>
</tr>
<tr>
<td>Brand / Agency DSP</td>
<td>A 3rd party DSP not owned by Criteo. Criteo does not make Criteo unique audiences available to our customers in rival DSPs.</td>
</tr>
<tr>
<td>Buyer Index</td>
<td>Criteo’s AI-driven propensity models that unlock additional commerce media engagement opportunities. Buyer Index uses shopper intent data mapped to contextual signals to drive superior marketing outcomes.</td>
</tr>
<tr>
<td>Channel</td>
<td>Specific medium where the advertiser’s message will be viewed by its intended audience, often combining ad formats with specific devices (e.g., a video ad served within a social platform and viewed on a mobile device could be considered three channels).</td>
</tr>
<tr>
<td>Commerce Audience Targeting</td>
<td>Practice of engaging people based on shared characteristics (or segments) to better focus limited media budgets and deliver more relevant advertising.</td>
</tr>
<tr>
<td>Commerce Data</td>
<td>Criteo’s set of purchase and intent data that provides insight into consumer behaviors and journeys. Our commerce data set includes demographics, location, ad clicked, pages viewed, products viewed, products purchased, offline sales, and contextual data from publishers, such as URLs, categories, and keywords.</td>
</tr>
<tr>
<td>Commerce Media</td>
<td>Digital advertising that combines commerce data and intelligence to help marketers and media owners drive commerce outcomes across retail media and the open web.</td>
</tr>
<tr>
<td>Commerce Media Platform</td>
<td>Encompasses Criteo’s activation and monetization solutions and is powered by the world’s largest set of commerce data to help marketers and media owners reach and monetize audiences and drive commerce outcomes.</td>
</tr>
<tr>
<td>Contextual Targeting</td>
<td>Matches an ad to a page, based on its content. It enables advertisers to display ads to groups of consumers based on their interests and digital content.</td>
</tr>
<tr>
<td>Cookie</td>
<td>A small text file stored on the user’s computer that enables web servers to fund and improve the experiences of people as they navigate across the web.</td>
</tr>
<tr>
<td>Demand-Side Platform (DSP)</td>
<td>Technology platform used by marketers to achieve outcomes via targeting tactics, a centralized system for campaign management &amp; reporting, plus access to wide scale of inventory.</td>
</tr>
</tbody>
</table>
## Glossary of Industry Terms

<table>
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<tr>
<th>Term</th>
<th>Description</th>
</tr>
</thead>
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<tr>
<td>First-party data (IP)</td>
<td>Information that a company can collect from their own sources. Usually, information about customers from both online and offline sources, such as the company’s website, app, CRM, social media or surveys is first party data.</td>
</tr>
<tr>
<td>Marketer</td>
<td>Engages and grows customers for their organization’s products and services by matching content to desirable audiences.</td>
</tr>
<tr>
<td>Offsite ads</td>
<td>Is the ability for retailers, brands, and agencies to create personalized advertising offsite and across the open internet, allowing them to look effectively for more opportunities to reach and convert targeted consumers beyond their own content walls.</td>
</tr>
<tr>
<td>Onsite ads</td>
<td>Is the ability for retailers to create personalized advertising on their owned digital assets or digital in-store content, making them media owners.</td>
</tr>
<tr>
<td>Open Internet</td>
<td>Also called the Open Web, which refers to digital publishing and advertising outside walled gardens, such as search and social platforms and SSPs.</td>
</tr>
<tr>
<td>Retail Ads</td>
<td>Retail advertising (retail media) is the process by which retailers use advertising (online and offline) to drive awareness and interest towards their products to generate sales from their target audience. Through advertising, a marketer attempts to influence their audience to drive a specific marketing objective.</td>
</tr>
<tr>
<td>Retail Media</td>
<td>A discipline that includes the buying and selling of advertising within retailer websites and apps. The most common ad format is the sponsored product ad, usually shown on search results, category, and/or product detail pages.</td>
</tr>
<tr>
<td>Retargeting</td>
<td>Also called Remarketing, the display of ads to people who have previously interacted with first-party digital web content (e.g. visited a website or engaged with a mobile app).</td>
</tr>
<tr>
<td>Return on Advertising Spend (ROAS)</td>
<td>Shows how much revenue you make for every dollar of ad spend. ROAS is expressed as a ratio, like 2:1.</td>
</tr>
<tr>
<td>Shopper Graph</td>
<td>The Criteo Shopper Graph connects online and offline shopper IDs across devices, browsers, apps, and other environments for a more holistic view of each user, helping to boost sales, product visibility, and profits, by harnessing the collective power of tens of thousands of actively participating advertisers, brands, publishers, and retailers.</td>
</tr>
<tr>
<td>Supply-Side Platform (SSP)</td>
<td>Yield optimization tool that publishers rely on to optimize the yield of their indirect sold inventory. SSPs act as an aggregator of inventory for media buying solutions. Service options (self, managed, hybrid) for all technology does not change the name of the software accessed by the hands-on-keyboard.</td>
</tr>
<tr>
<td>Third-party data (3P)</td>
<td>Data sold by a partner that does not directly interact with customers or the business data consumer. 3P data is used to enhance and scale audiences.</td>
</tr>
<tr>
<td>Third-Party SSP</td>
<td>A SSP not owned by Criteo. We make our advertising demand available to media owners by integrating our buy-side solution into these other sell-side solutions.</td>
</tr>
<tr>
<td>Walled Gardens</td>
<td>A closed / black-box online environment where advertisers have less access to customer data and have less control over how to measure success. Facebook, Google, Amazon are the best examples of Walled Gardens.</td>
</tr>
</tbody>
</table>
Retail Media Footprint in the Americas

We are the Retail Media Partner of Choice

≈50%
Top 25 U.S. Retailers

2 years\(^1\)
Average contract duration

Note: We partner with many of our retailer clients in a white label capacity
1. For retailer customers on Criteo’s Platform in the Americas
Retail Media Footprint in EMEA

We are the Retail Media Partner of Choice

~50%
Top 20 EMEA Retailers

1.7 years¹
Average contract duration

Note: We partner with many of our retailer clients in a white label capacity
1. For retailer customers on Criteo's Platform in EMEA