**PALANTIR TECHNOLOGIES INC.**

**Accompanying Remarks**

2021 Financial Results

February 17, 2022

Our business grew significantly last year.

We generated $1.54 billion in revenue in 2021, representing a growth rate of 41% over the year before.

*Commercial*

Our overall commercial revenue growth accelerated each quarter in 2021, resulting in 47% year-over-year growth in the fourth quarter.

Commercial Revenue Growth Year-Over-Year

| Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 |
|---|---|---|---|
| 19% | 28% | 37% | 47% |

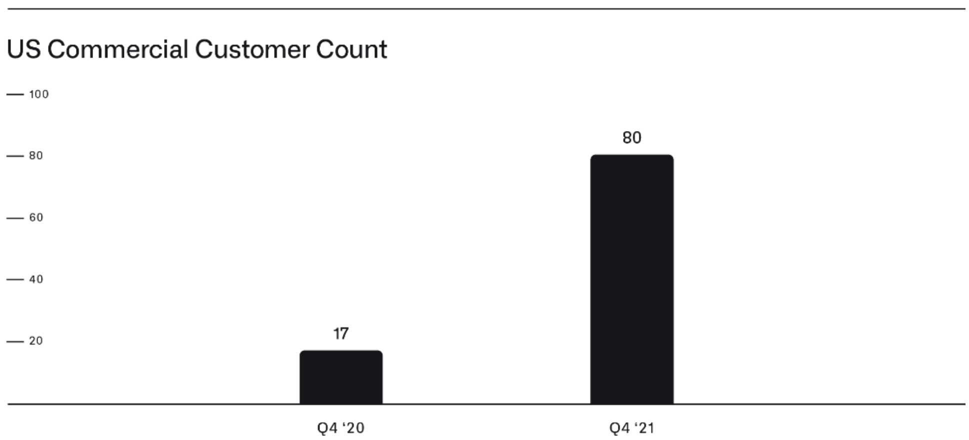
Our U.S. commercial business generated more than $200 million in annual revenue, doubling for the second year in a row.

US Commercial Revenue

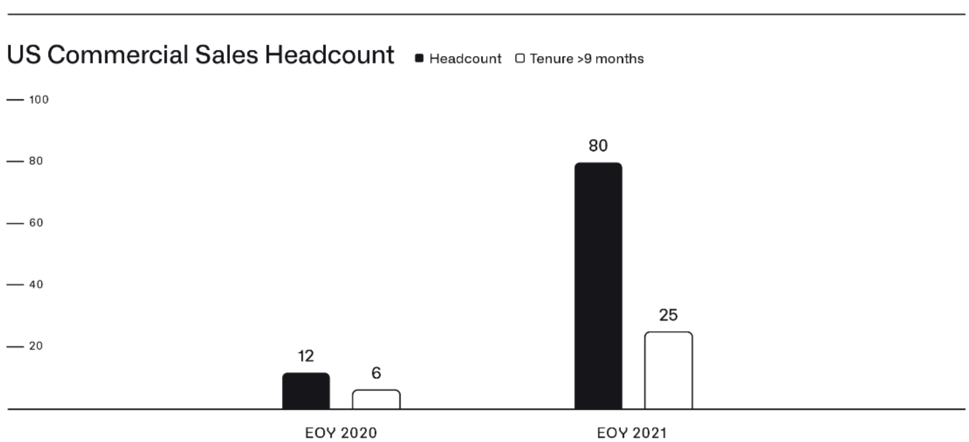
| | FY '19 | FY '20 | FY '21 |
|---|---|---|---|
| Revenue | $48M | $99M | $201M |
| Growth (y/y) | | 107% | 102% |

Our U.S. commercial net dollar retention was 150% in 2021, and we believe that rapid U.S. commercial customer acquisition will continue to drive U.S. commercial growth.

We started 2021 with 17 U.S. commercial customers and ended the year with 80 commercial customers. We have nearly quintupled the customer base and believe there is significant opportunity ahead.




We exceeded our sales force hiring goal in 2021 across our business and across geographies. We started 2021 with 12 U.S. commercial sales representatives, six of whom had been with us for more than nine months, and ended the year with 80 U.S. commercial sales representatives, 25 of whom had been with us for more than nine months. The team contributed to our strong U.S. commercial results, and we plan to continue to hire aggressively.




In 2021, non-U.S. commercial revenue growth was 16%, and net dollar retention was 103%, which lagged behind the U.S. We saw growth accelerate in each quarter of 2021 over the same periods in the year prior. We closed substantial deals in Europe, including with Merck KGaA and Peugeot. In South Korea, we announced our partnership with Hyundai Heavy Industries, the world's largest shipbuilder. In Japan, we accelerated our work with Komatsu and Fujitsu through Palantir Japan Technologies K.K., our joint venture with Sompo Holdings, Inc.

In 2022, we intend to adopt a hiring plan for our non-U.S. commercial business that is similarly aggressive to the one we implemented for our U.S. commercial business in 2021, including hiring sales representatives across France, Germany, Switzerland, Spain, Italy, the Nordics, the United Kingdom, Benelux, the Middle East, South Korea, and elsewhere.

We also expanded our partner ecosystem across our commercial business in 2021, including with IBM, Stern Stewart, AlixPartners, and DataRobot. We launched Foundry for Builders and our strategic investment program to capture the opportunity for Foundry to be the developer platform for the next generation of companies in the United States and abroad.

*Government*

In the fourth quarter of 2021, our government business revenue grew 26% year-over-year, and for the full year, government revenue grew 47%, with a net dollar retention of 146%.

Annual average revenue per government customer grew from $6.8 million in 2020 to $10.0 million in 2021.

Against a backdrop of growing geopolitical threats, our software continued to serve the needs of our most vital institutions. Our newest products, from Edge AI and MetaConstellation to Gaia and Cosmos, are being leveraged on the front lines of the near-peer fight. Gotham, Foundry, and Apollo are coming together to deliver AI-enabled mission command across logistics, readiness, operations, planning, and intelligence through all war-fighting domains, from space to mud.

U.S. Space Force replaced the Joint Space Operations Center Mission System (JMS) with Foundry. Space Force's Foundry instance, called WarpCore, is now the principal source of Space Situational Awareness: knowledge about where and when satellites are in orbit. Palantir also won its 3rd Program of Record in the Army's DCGS CD-2, with many more in pursuit. We continue to see significant potential in the Army's TITAN program, in which our participation demonstrates our ability to deliver complex, integrated hardware and software solutions.

Palantir's capabilities helped to power American and British noncombatant evacuation operations from Afghanistan. Our software was leveraged in the Global Information Dominance Experiment, enabling all 11 U.S. Department of Defense Combatant Commands to gather, analyze, and strategically act upon intelligence, operations, logistics, and supply data—advanced by AI. Our work on Project Brown Heron provided the U.S. Air Force and Space Force leadership with a full-stack solution for data-driven decisions regarding personnel, equipment, and training readiness. And Palantir's software was used by the United Kingdom's Royal Navy across a broad range of areas, from strategic workforce planning to supply chain management.

At the U.S. Department of Energy, Foundry has become the operational platform to safeguard America's nuclear stockpile. Our software has enabled the U.S. Department of Veterans Affairs to integrate data across its large IT landscape and ultimately deliver better care and services for our veterans. The U.S. Federal Aviation Administration used Foundry to help minimize disruptions to air travel and maximize passenger safety. And our public health work scaled across the U.S. Food and Drug Administration, U.S. Centers for Disease Control and Prevention, U.S. Department of Health and Human Services, and the U.S. National Institutes of Health, as well as the National Health Service in the United Kingdom, giving these agencies a single pane of data as they worked on the nation's top health priorities.

We continue to pursue a number of large opportunities with both the U.S. government and its allies, and in the United States we are monitoring the continuing resolution and budget negotiations while continuing to deliver our software to our partners where they need it most.

*Product*

In 2021, companies accelerated their adoption of Foundry as software infrastructure on which they are able to build their own software and deploy such software in the market.

In addition to existing products built on top of Foundry, including Skywise at Airbus and Athena at Swiss Re, Athinia was launched in Q4 2021 as part of a joint partnership with Merck KGaA to deliver software to drive quality and yield in semiconductor manufacturing. In addition, a top global pharmaceutical company launched a clinical trial harmonization offering on top of Foundry targeted at biopharmaceutical companies. Similar opportunities continue to develop across multiple industries.

Gotham continued to deliver new capabilities for the West and its allies against our most significant threats. We pushed our Edge AI capabilities into space, where Edge AI has powered first-of-its-kind image formation on board satellites to enable real-time geo-registration, inferencing, and actioning.

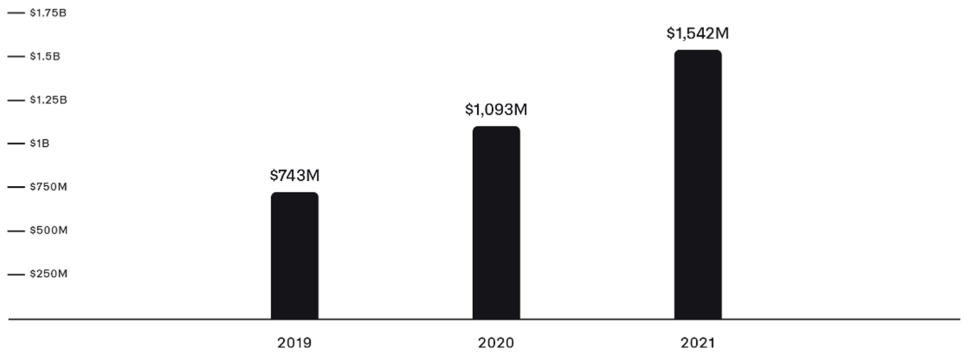
Gotham's foundational investments in an industry-leading security model, cross-nation classification-based access control, and unique information-sharing capabilities enabled allies in the Pacific theater to securely share and collaborate on emerging threats.

We built Apollo to enable us to continuously deliver Foundry and Gotham to new operational environments—from the public cloud to private clouds, classified environments, on-premise deployments, and at the extreme edge.

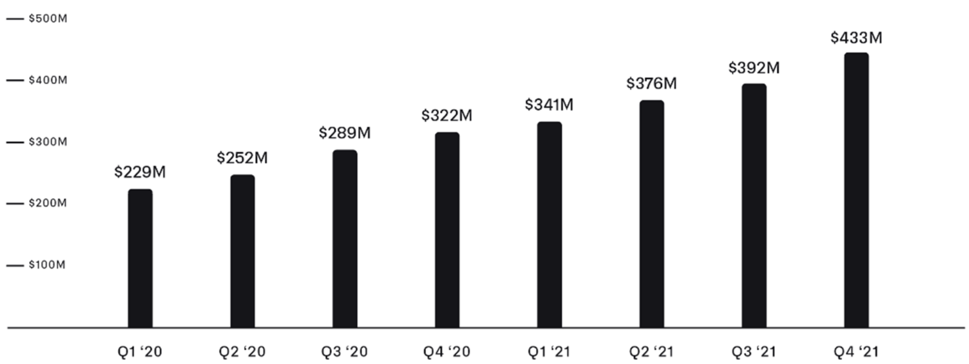
*Additional Financial Results*

We generated year-over-year revenue growth of 34% in Q4 2021, bringing fourth quarter revenue to $433 million. For the full year 2021, total revenue was $1.54 billion, up 41% year-over-year.

Total Revenue, Annual



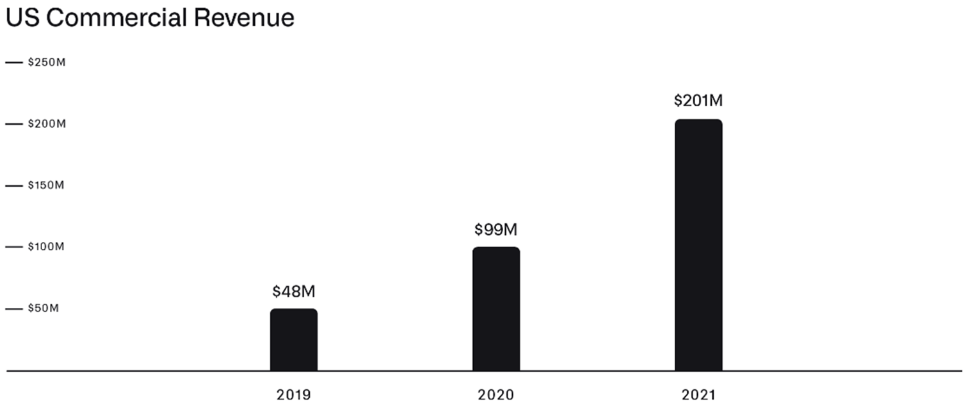

Total Revenue, Quarterly




Throughout 2021, we demonstrated strong margins across our business even as we continued to make investments to drive long-term growth. Fourth quarter 2021 adjusted operating income was $124 million, representing a margin of 29%, and for the full year 2021, we generated adjusted operating income of $473 million, representing a margin of 31%. Fourth quarter 2021 adjusted free cash flow was $104 million, representing a margin of 24%, and for the full year 2021, we generated $424 million in adjusted free cash flow, representing a margin of 28%.

We added 34 net new customers in the fourth quarter on a trailing twelve-month basis, and our total customer count grew 71% year-over-year to 237.

In Q4 2021, we continued to see acceleration across our commercial business. For the fourth quarter, total commercial revenue was $194 million, up 47% year-over-year and representing our fourth straight quarter of accelerating commercial revenue growth. U.S. commercial revenue growth accelerated to 132% year-over-year, as our investments in product and distribution continued to produce results in Q4 2021. For the full year 2021, U.S. commercial revenue was $201 million, representing 102% year-over-year growth and our second consecutive year of more than 100% annual growth.




In addition, we are seeing encouraging developments in our non-U.S. commercial business, driven by new deals with Merck KGaA, Peugeot, and Hyundai Heavy Industries. For the full year 2021, commercial revenue grew 34% to $645 million. As a result of the momentum that we achieved in 2021, we are investing further in distribution efforts across our commercial business in 2022, with a particular focus on sales hiring internationally, including in Europe and Asia, while we continue to scale our sales team across the United States.

Fourth quarter 2021 government revenue increased 26% to $239 million, as we signed new deals with the U.S. Air Force, U.S. Army, U.S. Department of Health and Human Services, among others. For the full year 2021, government revenue increased 47% to $897 million, our second consecutive year of greater than 45% government revenue growth. We continue to develop several large opportunities in our government pipeline, particularly in the United States, and we are closely monitoring federal budget negotiations and developments around the continuing resolution deadline.

We generated strong deal activity in fourth quarter 2021 as we continue to broaden our distribution efforts across industries and customer size. In the fourth quarter, we closed 64 deals of $1 million or more, including 27 of $5 million or more and 19 of $10 million or more. For the full year 2021, we closed 212 deals of $1 million or more, including 105 of $5 million or more and 64 of $10 million or more.

Total Contract Value (TCV) booked in Q4 2021 was $678 million, up 5% quarter-over-quarter and slightly lower than the prior-year period. As a reminder, we signed a $250 million renewal with one of our commercial customers in the fourth quarter of 2020. Excluding the effect of this renewal, fourth quarter TCV booked grew 48% year-over-year. Our strategic investments program contributed $181 million in TCV booked in Q4 2021.

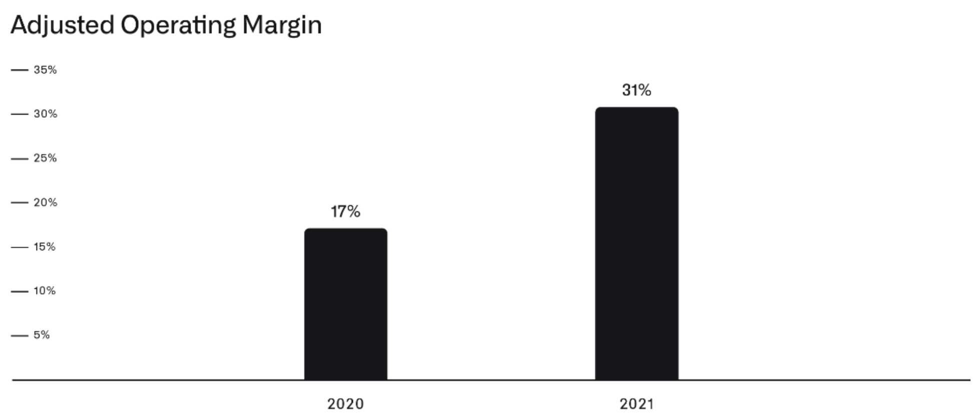
Fourth quarter 2021 billings increased 67% year-over-year, an acceleration from 56% in Q3 2021 year-over-year, though several government customers have moved from annual to quarterly billings cycles, creating a headwind to billings in the period. Remaining performance obligation as of December 31, 2021, increased 85% year-over-year to $1.1 billion, driven by growth in our commercial business. As a reminder, remaining performance obligation understates our visibility into our business, as it does not consider obligations beyond termination for convenience clauses or contracts with initial durations of twelve months or less, which are common in our government business.

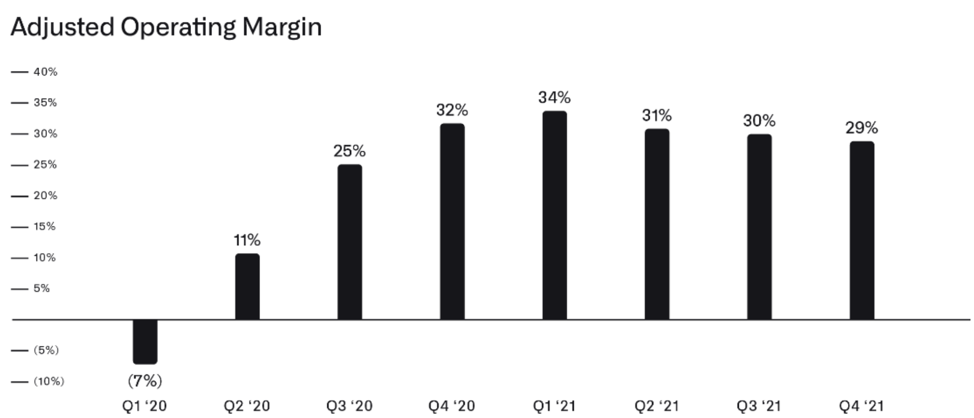
We ended 2021 with $3.8 billion in total remaining deal value, a 35% increase from the prior-year period. As a reminder, this does not include roughly $2.8 billion in indefinite delivery, indefinite quantity awards related to our government business. As we have broadened our distribution efforts and accelerated our go-to-market strategy, we are seeing modest compression in contract duration. Dollar-weighted average contract duration was 3.5 years as of December 31, 2021. We ended the year with $965 million in remaining deal value from our strategic investments program.

Trailing twelve-month revenue per customer for the year ended December 31, 2021 was $6.5 million, down sequentially and reflecting continued acceleration in customer acquisition as we added 34 net new customers in the quarter. As we invest in our sales teams and channel partners, we would expect average revenue per customer to continue to taper as a result of our growing customer count. However, we continue to demonstrate strong execution in expanding relationships with existing customers, as trailing twelve-month revenue per top 20 customer was $43.6 million, up 31% year-over-year and 6% sequentially.

Fourth quarter 2021 adjusted gross margin was 83% when excluding stock-based compensation, while full year 2021 adjusted gross margin was 82% when excluding stock-based compensation, up 100 basis points compared with full year 2020.

Fourth quarter contribution margin was 58%, down modestly year-over-year and reflecting the ongoing investments we are making in distribution to support long-term growth. Full year 2021 contribution margin was 58%, up 400 basis points compared with full year 2020. Fourth quarter 2021 income from operations, excluding stock-based compensation and related employer payroll taxes, was $124 million, representing an adjusted operating margin of 29%. Full year 2021 adjusted operating margin was 31%, up from 17% in full year 2020, which also excluded expenses related to our direct listing.




Fourth quarter 2021 adjusted expenses, when excluding stock-based compensation and related employer payroll taxes, were $309 million, up 42% year-over-year.

As we have done throughout 2021, we are investing heavily in our go-to-market efforts, including building our direct sales team as well as growing our marketing spend. Fourth quarter 2021 marketing expenses grew 65% quarter-over-quarter, and we expect to meaningfully grow our marketing efforts in 2022 to continue supporting our growing sales team and other distribution channels. We ended the year with 2,920 employees, up 20% year-over-year.

Fourth quarter 2021 adjusted earnings per share (EPS), diluted, were $0.02 cents, which includes a negative two-cent impact driven primarily by unrealized losses on marketable securities. We expect continued volatility in EPS as a result of these holdings. Full year 2021 adjusted earnings per share were $0.13 cents, up from $0.09 cents in full year 2020, which also excluded expenses related to our direct listing.

In the fourth quarter of 2021, we generated $104 million in adjusted free cash flow, representing a margin of 24%. For the full year 2021, adjusted free cash flow was $424 million, representing an improvement of $696 million versus the prior-year period. We ended the fourth quarter with $2.3 billion in cash and cash equivalents and no outstanding debt.

We committed to $461 million in investments related to our strategic investments program in 2021, of which $326 million had closed as of year-end. In the fourth quarter, revenue from customers related to the strategic investment program was $26 million, or roughly 6% of fourth quarter revenue.

*Guidance*

For the first quarter of 2022, we expect revenue of $443 million, and we expect an adjusted operating margin of 23%.

For the full year 2022, we expect an adjusted operating margin of 27%, and we expect adjusted free cash flow margin to track adjusted operating margin on a modest lag.

Continuing to execute the guidance strategy set forth by our CEO Alex Karp in our year-end 2020 earnings call with regard to long-term revenue guidance, we are providing and will continue to provide guidance of 30% or greater revenue growth for this year and the next three years at each earnings call.

***Forward-Looking Statements***

*These remarks contain "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, including but not limited to, statements regarding our financial outlook, product development, expected benefits of and applications for our software platforms, business strategy and plans (including strategy and plans relating to our sales and marketing efforts, sales force, partnerships, and customers), market trends and market size, opportunities (including growth opportunities), our expectations regarding our recent and potential investments in, and commercial contracts with, various entities, and positioning. These forward-looking statements are made as of the date they were first issued and were based on current expectations, estimates, forecasts, and projections as well as the beliefs and assumptions of management. Words such as "guidance," "expect," "anticipate," "should," "believe," "hope," "target," "project," "plan," "goals," "estimate," "potential," "predict," "may," "will," "might," "could," "intend," "shall," and variations of these terms or the negative of these terms and similar expressions are intended to identify these forward-looking statements. Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circumstances that are beyond our control. Our actual results could differ materially from those stated or implied in forward-looking statements due to a number of factors, including but not limited to risks detailed in our filings with the Securities and Exchange Commission (the "SEC"), including in our quarterly report on Form 10-Q for the quarter ended September 30, 2021 and other filings and reports that we may file from time to time with the SEC, including our annual report on Form 10-K for the fiscal year ended December 31, 2021. In particular, the following factors, among others, could cause our results to differ materially from those expressed or implied by such forward-looking statements: our ability to successfully execute our business and growth strategy; the sufficiency of our cash and cash equivalents to meet our liquidity needs; the demand for our platforms in general; our ability to increase our number of new customers and revenue generated from customers; our ability to realize some or all of the total contract value of customer contracts as revenue, including any contractual options available to customers or contractual periods that are subject to termination for convenience provisions; our long and unpredictable sales cycle; our ability to successfully grow our direct sales force and to successfully execute our channel sales and other strategic initiatives with third parties; our ability to retain and expand our customer base; the fluctuation of our results of operations and our key business measures on a quarterly basis in future periods; the seasonality of our business; the implementation process for our platforms, which may be complex and lengthy; our ability to successfully develop and deploy new technologies to address the needs of our existing or prospective customers; our ability to make our platforms easier to install and consume; our ability to maintain and enhance our brand and reputation; news or social media coverage about us, including but not limited to coverage that presents, or relies on, inaccurate, misleading, incomplete, or otherwise damaging information; and any breach or access to customer or third-party data.*

*The forward-looking statements included in these remarks represent our views as of the date of these remarks. We anticipate that subsequent events and developments will cause our views to change. We undertake no intention or obligation to update or revise any forward-looking* *statements, whether as a result of new information, future events or otherwise. These forward-looking statements should not be relied upon as representing our views as of any date subsequent to the date of these remarks. Past performance is not necessarily indicative of future results.*

***Additional Definitions***

*For the purpose of these remarks, the value of deals closed reflects the total contract value of contracts that have been entered into with, or awarded by, our government and commercial customers. Total remaining deal value is the total remaining value of contracts that have been entered into with, or awarded by, our government and commercial customers.*

*The value of deals closed and total remaining deal value include existing contractual obligations and presume the exercise of all contract options available to our customers and no termination of contracts; however, the majority of our contracts are subject to termination provisions, including for convenience, and there can be no guarantee that contracts are not terminated or that contract options will be exercised.*

*For the purpose of these remarks, billings are calculated as revenue plus the change in contract liabilities for the period presented.*

*For the purpose of these remarks, remaining performance obligation is calculated as the sum of all invoiced business and the remaining contractual business that has not yet been invoiced. For the purpose of the foregoing calculation, contracts that are over 12 months long and contracts with termination for convenience clauses are excluded.*

*For the purpose of these remarks, net dollar retention is calculated as stated in the accompanying investor presentation.*

***Non-GAAP Financial Measures***

*These remarks and the accompanying investor presentation contain non-GAAP financial measures such as adjusted free cash flow and adjusted free cash flow margin; adjusted gross profit and adjusted gross margin; adjusted earnings per share ("EPS"), diluted; adjusted expenses; contribution margin; and adjusted operating income and adjusted operating margin.*

*We believe these non-GAAP financial measures help us evaluate our business, identify trends affecting Palantir's business, formulate business plans and financial projections, and make strategic decisions. We exclude stock-based compensation, which is a non-cash expense, from these non-GAAP financial measures because we believe that excluding this item provides meaningful supplemental information regarding operational performance and provides useful information to investors and others in understanding and evaluating our operating results in the same manner as our management team. We exclude expenses primarily related to the direct listing during the third quarter 2020, as they are one-time non-recurring charges. Additionally,* *we exclude employer payroll taxes related to stock-based compensation, as it is difficult to predict and outside of Palantir's control. Our definitions may differ from the definitions used by other companies and therefore comparability may be limited. In addition, other companies may not publish these or similar metrics. Further, these metrics have certain limitations, as they do not include the impact of certain expenses that are reflected in our consolidated statements of operations. For example, adjusted free cash flow does not reflect our future contractual commitments or the total increase or decrease in our cash balances for a given period. Thus, our non-GAAP financial measures should be considered in addition to, not as a substitute for, or in isolation from, measures prepared in accordance with GAAP.*

*We compensate for these limitations by providing a reconciliation of each of these non-GAAP measures to the most comparable GAAP measure. We encourage investors and others to review our business, results of operations, and financial information in their entirety, not to rely on any single financial measure, and to view these non-GAAP measures in conjunction with the most directly comparable GAAP financial measure.*

*A reconciliation table of the most comparable GAAP financial measure to each non-GAAP financial measure used in these remarks is included in the accompanying investor presentation. A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis without unreasonable effort due to the uncertainty regarding, and the potential variability of, reconciling items that may be incurred in the future such as stock-based compensation, and related employer payroll taxes, the effect of which may be significant.*

***Other Notes***

*These remarks may contain statistical data, estimates and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to these estimates. We have not independently verified the accuracy or completeness of the data contained in these industry publications and other publicly available information. Accordingly, we make no representations as to the accuracy or completeness of that data nor do we undertake to update such data after the date of this presentation.*

*These remarks may refer to various growth rates when discussing our business. These rates reflect year-over-year comparisons unless otherwise stated.*

*By receiving these remarks, you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the information provided, including regarding the potential future performance of our business.*

*Any non-Palantir company names, logos or trademarks included herein are the property of the owners thereof and are used for reference purposes only. Such use should not be construed as an endorsement of the platform and products of Palantir.*