

How open source powers innovation

Inputs

Relationship capital

Customers, partners, open source communities

People capital

2,000+ ambitious, engaged employees in more than 30 countries

Financial capital

High AEBITDA profits and cash generation

SUSE leverages code and software that comes from the upstream community, which its engineers further develop and refine to make more efficient and ready for deployment to enterprise customers.

This open source ethos creates a virtuous circle. SUSE leverages valuable contributions from the community which, in turn, allows it to build better, more stable, and more resilient products that benefit both SUSE's customers and the open source community.

Innovation at SUSE

SUSE's current offerings, all grounded in our open source heritage, are key components of the modern cloud and edge workloads of enterprises. These offerings and consulting services support our three product families:

- Business-critical Linux
- Enterprise Container Management
- Edge

These enterprise-grade software packages are delivered through subscriptions with services.



Further details on page 26

The Power of Open

Open source communities

SUSE works closely with open source communities to drive, build and refine the technologies

Customers and partners

How our customers and partners deploy technology will make a tangible difference to how they transform their business

SUSE developer community

We bring together accomplished and aspiring cloud-native and open source practitioners

Software & services subscriptions

Our products and services meet customer and partner requirements

SUSE product development

Our products are across three categories: Business-critical Linux, Enterprise Container Management and Edge

Outputs

People capital

Employee retention

93%

Relationship capital

Net retention rate

110.4%

Financial capital

Adjusted Cash EBITDA Margin

48%