

8X8, Inc. CONSOLIDATED STATEMENTS OF OPERATIONS (GAAP)

	FY2023				FY2024				FY25	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
	30-Jun 2022	30-Sep 2022	31-Dec 2022	31-Mar 2023	30-Jun 2023	30-Sep 2023	31-Dec 2023	31-Mar 2024	30-Jun 2024	30-Sep 2024
Service revenue	\$ 179,161	\$ 178,556	\$ 175,765	\$ 176,562	\$ 175,238	\$ 177,782	\$ 175,069	\$ 172,490	\$ 172,801	\$ 175,075
Other revenue	8,459	8,833	8,635	7,967	8,049	7,217	5,937	6,923	5,346	5,923
Total revenue	187,620	187,389	184,400	184,529	183,287	184,999	181,006	179,413	178,147	180,998
Cost of service revenue	53,547	51,038	47,335	46,951	46,276	49,144	48,983	48,557	49,496	50,251
Cost of other revenue	13,126	11,000	10,176	8,302	8,398	7,958	7,177	8,412	7,691	7,572
Total cost of revenue	66,673	62,038	57,511	55,253	54,674	57,102	56,160	56,969	57,187	57,823
Gross profit	120,947	125,351	126,889	129,276	128,613	127,897	124,846	122,444	120,960	123,175
Operating expenses:										
Research and development	34,955	36,019	35,062	36,455	35,292	34,207	32,787	33,930	32,137	31,291
Sales and marketing	83,527	80,487	79,021	68,848	68,505	68,687	66,997	67,755	67,106	64,867
General and administrative	29,219	31,411	27,158	20,213	26,226	27,586	23,419	34,978	23,091	19,848
Impairment of long-lived assets	—	2,424	3,729	227	—	—	11,034	—	—	—
Total operating expenses	147,701	150,341	144,970	125,743	130,023	130,480	134,237	136,663	122,334	116,006
Income (loss) from operations	(26,754)	(24,990)	(18,081)	3,533	(1,410)	(2,583)	(9,391)	(14,219)	(1,374)	7,169
Interest expense	(1,456)	(6,052)	(8,743)	(11,024)	(10,078)	(10,061)	(10,035)	(9,650)	(9,956)	(7,905)
Other income (expense), net	2,572	20,002	831	(174)	(2,395)	4,803	(1,275)	2,344	1,716	(12,709)
Loss before provision (benefit) for income taxes	(25,638)	(11,040)	(25,993)	(7,665)	(13,883)	(7,841)	(20,701)	(21,525)	(9,614)	(13,445)
Provision (benefit) for income taxes	405	599	37	1,766	1,444	(389)	521	2,066	676	1,098
Net loss	\$ (26,043)	\$ (11,639)	\$ (26,030)	\$ (9,431)	\$ (15,327)	\$ (7,452)	\$ (21,222)	\$ (23,591)	\$ (10,290)	\$ (14,543)
Net loss per share:										
Basic and diluted	\$ (0.22)	\$ (0.10)	\$ (0.23)	\$ (0.08)	\$ (0.13)	\$ (0.06)	\$ (0.17)	\$ (0.19)	\$ (0.08)	\$ (0.11)
Weighted average number of shares:										
Basic and diluted	119,721	116,013	113,201	114,924	116,777	120,757	122,556	124,324	125,999	129,250
<b>Supplemental Information:</b>										
Interest expense	\$ (625)	\$ (4,883)	\$ (7,607)	\$ (9,906)	\$ (8,970)	\$ (8,929)	\$ (8,878)	\$ (8,575)	\$ (8,894)	\$ (7,249)
Amortization of debt discount	(831)	(1,169)	(1,136)	(1,118)	(1,108)	(1,132)	(1,157)	(1,075)	(1,062)	(656)
Total Interest Expense	\$ (1,456)	\$ (6,052)	\$ (8,743)	\$ (11,024)	\$ (10,078)	\$ (10,061)	\$ (10,035)	\$ (9,650)	\$ (9,956)	\$ (7,905)
Interest income	619	374	360	593	635	603	1,382	1,357	1,041	936
Gain (loss) on warrants remeasurement	—	1,293	(771)	(104)	(250)	2,781	(1,297)	942	1,747	263
Gain (loss) on debt extinguishment	—	16,106	2,144	296	(1,766)	—	—	—	—	(11,996)
Gain (loss) on sale of assets	—	—	1,757	(5)	—	—	—	(179)	—	—
Gain (loss) on foreign exchange	2,475	2,124	(2,616)	(991)	(804)	1,565	(1,841)	48	(982)	—
Other income (expense)	(522)	105	(43)	37	(210)	(146)	481	176	(90)	(1,912)
Other expense, net	\$ 2,572	\$ 20,002	\$ 831	\$ (174)	\$ (2,395)	\$ 4,803	\$ (1,275)	\$ 2,344	\$ 1,716	\$ (12,709)
Net loss	\$ (26,043)	\$ (11,639)	\$ (26,030)	\$ (9,431)	\$ (15,327)	\$ (7,452)	\$ (21,222)	\$ (23,591)	\$ (10,290)	\$ (14,543)
Other comprehensive income (loss), net of tax										
Unrealized gain (loss) on investments in securities	(94)	(5)	(31)	(54)	290	7	(16)	(1)	(5)	—
Foreign currency translation adjustment	(8,384)	(8,548)	10,244	1,858	1,441	(4,320)	5,987	(2,014)	(354)	8,363
Comprehensive loss	\$ (34,521)	\$ (20,192)	\$ (15,817)	\$ (7,627)	\$ (13,596)	\$ (11,765)	\$ (15,251)	\$ (25,606)	\$ (10,649)	\$ (6,180)

FY2022	FY2023	FY2024
Q4 YTD	Q4 YTD	Q4 YTD
March 31, 2022	March 31, 2023	March 31, 2024
\$ 602,357	\$ 710,044	\$ 700,579
35,773	33,894	28,126
638,130	743,938	728,705
195,909	198,871	192,960
51,649	42,604	31,945
247,558	241,475	224,905
390,572	502,463	503,800
112,387	142,491	136,216
314,223	311,883	271,944
118,103	108,001	112,209
—	6,380	11,034
544,713	568,755	531,403
(154,141)	(66,292)	(27,603)
(22,675)	(27,274)	(39,824)
1,046	23,230	3,477
(175,770)	(70,336)	(63,950)
(387)	2,807	3,642
\$ (175,383)	\$ (73,143)	\$ (67,592)
\$ (1.55)	\$ (0.63)	\$ (0.56)
113,354	115,959	121,106
\$ (2,271)	\$ (23,020)	\$ (35,352)
(20,404)	(4,254)	(4,472)
\$ (22,675)	\$ (27,274)	\$ (39,824)
806	1,946	3,977
—	417	2,176
—	18,545	(1,766)
(68)	1,821	(179)
908	993	(1,032)
(600)	(492)	301
\$ 1,046	\$ 23,230	\$ 3,477
\$ (175,383)	\$ (73,143)	\$ (67,592)
(571)	(184)	280
(3,149)	(4,830)	1,094
\$ (179,103)	\$ (78,157)	\$ (66,218)

**8X8 Inc. NON-GAAP CONSOLIDATED STATEMENTS OF OPERATIONS**

	FY23				FY24				FY25		FISCAL YEARS		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	YTD	YTD	YTD
	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Mar	31-Mar	31-Mar
	2022	2022	2022	2023	2023	2023	2023	2024	2024	2024	2022	2023	2024
Service revenue	\$ 179,161	\$ 178,556	\$ 175,765	\$ 176,562	\$ 175,238	\$ 177,782	\$ 175,069	\$ 172,490	\$ 172,801	\$ 175,075	\$ 602,357	\$710,044	\$700,579
Other revenue	8,459	8,833	8,635	7,967	8,049	7,217	5,937	6,923	5,346	5,923	35,773	33,894	28,126
Total revenue	187,620	187,389	184,400	184,529	183,287	184,999	181,006	179,413	178,147	180,998	638,130	743,938	728,705
Cost of service revenue	47,585	46,160	42,629	43,538	41,728	45,201	44,727	44,495	45,249	46,848	180,008	179,912	176,151
Cost of other revenue	11,446	9,819	8,757	7,279	7,725	7,462	6,644	7,939	7,172	7,112	45,605	37,301	29,770
Total cost of revenue	59,031	55,979	51,386	50,817	49,453	52,663	51,371	52,434	52,421	53,960	225,613	217,213	205,921
Gross profit	128,589	131,410	133,014	133,712	133,834	132,336	129,635	126,979	125,726	127,038	412,517	526,725	522,784
Operating expenses:													
Research and development	26,725	28,139	26,712	28,356	27,330	28,075	27,012	28,148	27,441	27,530	77,220	109,932	110,565
Sales and marketing	71,750	70,167	66,911	59,436	60,100	61,295	59,779	59,655	60,741	59,191	258,658	268,264	240,829
General and administrative	19,979	24,031	21,062	21,100	19,974	19,202	18,588	18,900	17,434	18,779	66,051	86,172	76,664
Impairment of long-lived assets	—	—	—	—	—	—	—	—	—	—	—	—	—
Total operating expenses	118,454	122,337	114,685	108,892	107,404	108,572	105,379	106,703	105,616	105,500	401,929	464,368	428,058
Income (Loss) from operations	10,135	9,073	18,329	24,820	26,430	23,764	24,256	20,276	20,110	21,538	10,588	62,357	94,726
Interest expense	(625)	(4,883)	(7,607)	(9,906)	(8,970)	(8,929)	(8,878)	(8,575)	(8,894)	(7,249)	(2,271)	(23,020)	(35,352)
Other expense, net	2,456	2,487	(2,415)	(475)	(496)	1,905	(98)	921	(147)	(1,092)	659	1,983	2,232
Income (Loss) before provision (benefit) for income taxes	11,966	6,677	8,307	14,439	16,964	16,740	15,280	12,622	11,069	13,197	8,976	41,320	61,606
Provision (benefit) for income taxes	405	599	37	1,766	1,444	(389)	521	2,066	676	1,098	(387)	2,807	3,642
Net Income (Loss)	\$ 11,561	\$ 6,078	\$ 8,270	\$ 12,673	\$ 15,520	\$ 17,129	\$ 14,759	\$ 10,556	\$ 10,393	\$ 12,099	\$ 9,363	\$ 38,513	\$ 57,964
Shares used in computing net loss per share amounts:													
Basic	119,721	116,013	113,201	114,924	116,777	120,757	122,556	124,324	125,999	129,250	113,354	115,959	121,106
Diluted	121,756	116,186	113,711	117,442	118,445	122,624	124,253	125,962	127,433	131,294	116,982	117,443	122,560
Non-GAAP net income per share - Basic	0.10	0.05	0.07	0.11	0.13	0.14	0.12	0.08	0.08	0.09	0.08	0.33	0.48
Non-GAAP net income per share - Diluted	0.09	0.05	0.07	0.11	0.13	0.14	0.12	0.08	0.08	0.09	0.08	0.33	0.47

8x8, Inc. CONSOLIDATED BALANCE SHEETS

	FY2023				FY2024				FY2025	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
	30-Jun 2022	30-Sep 2022	31-Dec 2022	31-Mar 2023	30-Jun 2023	30-Sep 2023	31-Dec 2023	31-Mar 2024	30-Jun 2024	30-Sep 2024
<b>ASSETS</b>										
Current assets:										
Cash and cash equivalents	\$ 92,686	\$ 100,512	\$ 92,960	\$ 111,400	\$ 122,229	\$ 144,030	\$ 168,513	\$ 116,262	\$ 130,764	\$ 117,405
Restricted cash	590	511	511	511	165	521	356	356	461	462
Short-term investments	48,945	30,411	37,445	26,228	15,946	4,744	1,035	1,048	—	—
Accounts receivable, net	55,441	58,345	53,811	62,307	64,951	61,063	63,042	58,979	59,205	64,567
Deferred sales commission costs	36,510	36,350	37,401	38,048	38,247	37,610	36,996	35,933	34,625	34,107
Other current assets	38,545	37,537	32,449	34,630	32,930	33,967	32,528	35,258	32,723	29,810
Total current assets	272,717	263,666	254,577	273,124	274,468	281,935	302,470	247,836	257,778	246,351
Property and equipment, net	73,876	68,717	60,915	57,871	54,538	53,508	55,661	53,181	51,400	50,364
Operating lease, right-of-use assets	59,859	54,201	55,269	52,444	50,438	50,396	38,546	35,924	35,933	34,825
Intangible assets, net	122,737	117,490	112,236	107,112	102,013	96,914	91,816	86,717	81,618	76,519
Goodwill	265,029	262,393	265,578	266,863	266,386	265,732	267,453	266,574	266,399	269,229
Restricted cash, non-current	818	818	818	818	818	462	462	105	—	—
Long-term investments	—	—	—	—	—	—	—	—	—	—
Deferred sales commission costs, non-current	76,083	71,647	70,530	67,644	64,699	60,440	56,317	52,859	49,199	48,711
Other assets, non-current	18,028	17,009	16,184	15,934	15,103	14,336	13,993	12,783	13,412	14,127
<b>Total assets</b>	<b>\$ 889,147</b>	<b>\$ 855,941</b>	<b>\$ 836,107</b>	<b>\$ 841,810</b>	<b>\$ 828,463</b>	<b>\$ 823,723</b>	<b>\$ 826,718</b>	<b>\$ 755,979</b>	<b>\$ 755,739</b>	<b>\$ 740,126</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>										
Current liabilities:										
Accounts payable	\$ 42,584	\$ 43,844	\$ 40,632	\$ 46,802	\$ 42,537	\$ 49,391	\$ 49,493	\$ 48,862	\$ 51,727	\$ 51,261
Accrued and other liabilities	84,344	81,633	77,393	73,740	78,862	71,700	73,232	78,102	75,369	68,783
Operating lease liabilities, current	14,424	12,648	12,537	11,504	11,469	11,623	11,763	11,295	11,564	11,707
Deferred revenue, current	34,064	30,860	34,207	34,909	40,410	33,223	32,778	34,325	33,701	37,696
Convertible senior notes, current	—	—	—	62,932	63,039	63,153	63,260	—	—	39,393
Total current liabilities	175,416	168,985	164,769	229,887	236,317	229,090	230,526	172,584	172,361	208,840
Operating lease liabilities, non-current	71,806	68,437	68,358	65,623	62,850	61,926	59,417	56,647	55,179	52,785
Deferred revenue, non-current	11,023	10,465	10,480	10,615	10,618	10,231	10,128	7,810	7,659	6,594
Convertible senior notes, non-current	494,444	286,682	264,443	196,821	197,048	197,303	197,561	197,796	198,033	198,300
Term loan	—	230,049	231,202	231,993	209,534	210,303	211,092	211,894	212,718	159,194
Other liabilities, non-current	2,936	6,541	6,828	6,965	7,227	4,460	8,322	7,290	5,201	4,601
Total liabilities	755,625	771,159	746,080	741,904	723,594	713,313	717,046	654,021	651,151	630,314
Commitments and contingencies										
Stockholders' equity:										
Preferred stock: \$0.001 par value, 5,000,000 shares authorized, none issued and outstanding at both March 31, 2024 and 2023	—	—	—	—	—	—	—	—	—	—
Common stock: \$0.001 par value, 300,000,000 shares authorized	120	111	113	115	119	122	123	125	128	131
Additional paid-in capital	895,602	867,063	888,123	905,635	924,190	941,493	956,005	973,895	987,171	998,572
Accumulated other comprehensive loss	(16,391)	(24,944)	(14,731)	(12,927)	(11,196)	(15,509)	(9,538)	(11,553)	(11,912)	(3,549)
Accumulated deficit	(745,809)	(757,448)	(783,478)	(792,917)	(808,244)	(815,696)	(836,918)	(860,509)	(870,799)	(885,342)
Total stockholders' equity	133,522	84,782	90,027	99,906	104,869	110,410	109,672	101,958	104,588	109,812
<b>Total liabilities and stockholders' equity</b>	<b>\$ 889,147</b>	<b>\$ 855,941</b>	<b>\$ 836,107</b>	<b>\$ 841,810</b>	<b>\$ 828,463</b>	<b>\$ 823,723</b>	<b>\$ 826,718</b>	<b>\$ 755,979</b>	<b>\$ 755,739</b>	<b>\$ 740,126</b>

8x8 Inc. CONSOLIDATED STATEMENTS OF CASH FLOWS

	FY2024				FY2025		Fiscal Years		
	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Mar	31-Mar	31-Mar
	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q4 YTD FY22	Q4 YTD FY23	Q4 YTD FY24
	2023	2023	2023	2024	2024	2024	2022	2023	2024
<b>Cash flows from operating activities:</b>									
Net loss	\$ (15,327)	\$ (7,452)	\$ (21,222)	\$ (23,591)	\$ (10,290)	\$ (14,543)	\$ (175,383)	\$ (73,143)	\$ (67,592)
Adjustments to reconcile net loss to net cash provided by operating activities:									
Depreciation	2,126	1,964	2,043	2,168	1,908	1,848	11,374	10,464	8,301
Amortization of intangible assets	5,099	5,099	5,098	5,099	5,099	5,099	8,317	21,078	20,395
Amortization of capitalized internal-use software costs	5,282	4,779	4,357	4,068	3,758	3,264	28,863	20,739	18,486
Impairment of capitalized software	—	—	—	—	—	—	—	3,729	—
Amortization of debt discount and issuance costs	1,109	1,131	1,157	1,075	1,062	656	20,404	4,254	4,472
Amortization of deferred sales commission costs	10,019	10,080	10,051	10,031	9,838	9,859	34,701	38,195	40,181
Allowance for credit losses	490	503	670	573	334	935	1,974	1,892	2,236
Operating lease expense, net of accretion	2,507	2,602	2,948	2,877	3,165	2,873	13,482	12,030	10,934
Impairment of right-of-use assets	—	—	11,034	—	—	—	—	2,651	11,034
Stock-based compensation expense	18,195	14,522	14,118	15,075	12,801	9,376	133,331	89,536	61,910
Loss (gain) on debt extinguishment	1,766	—	—	—	—	11,996	—	(18,545)	1,766
Loss (gain) on remeasurement of warrants	250	(2,781)	1,297	(942)	(1,747)	(263)	—	(417)	(2,176)
Gain on sale of assets	—	—	—	179	—	—	—	(1,821)	179
Other	(184)	236	(622)	1,250	581	(4,207)	3,726	101	680
Changes in assets and liabilities:									
Accounts receivable, net	(3,397)	3,696	(2,487)	2,941	(732)	(4,582)	6,867	(8,450)	753
Deferred sales commission costs	(7,209)	(4,859)	(5,027)	(5,784)	(4,803)	(7,644)	(44,224)	(31,086)	(22,879)
Other current and non-current assets	2,327	(3,633)	720	(1,762)	(658)	1,508	(4,022)	2,150	(2,348)
Accounts payable and accruals	(2,084)	(850)	(1,537)	289	(1,413)	(7,473)	(8,740)	(24,403)	(4,182)
Deferred revenue	5,504	(7,574)	(202)	(893)	(755)	3,615	4,010	(168)	(3,165)
<b>Net cash provided by operating activities</b>	<b>26,473</b>	<b>17,463</b>	<b>22,396</b>	<b>12,653</b>	<b>18,148</b>	<b>12,317</b>	<b>34,680</b>	<b>48,786</b>	<b>78,985</b>
<b>Cash flows from investing activities:</b>									
Purchases of property and equipment	(186)	(1,372)	(783)	(309)	(382)	(1,207)	(4,137)	(2,991)	(2,650)
Proceeds from sale of intangible assets	—	—	—	—	—	—	—	1,000	—
Capitalized internal-use software costs	(3,488)	(3,954)	(3,471)	(3,376)	(3,025)	(2,867)	(20,370)	(11,896)	(14,289)
Purchases of investments	(3,093)	(3,081)	—	—	—	—	(83,383)	(53,308)	(6,174)
Purchase of cost investment	—	—	—	—	(771)	—	—	—	—
Sales of investments	—	—	—	—	—	—	13,299	8,296	—
Maturities of investments	13,559	14,350	3,750	—	1,048	—	60,023	66,199	31,659
Acquisition of businesses, net of cash acquired	—	—	—	—	—	—	(125,410)	(1,250)	—
<b>Net cash provided by (used in) investing activities</b>	<b>6,792</b>	<b>5,943</b>	<b>(504)</b>	<b>(3,685)</b>	<b>(3,130)</b>	<b>(4,074)</b>	<b>(159,978)</b>	<b>6,050</b>	<b>8,546</b>
<b>Cash flows from financing activities:</b>									
Finance lease payments	—	—	—	—	—	—	(15)	—	—
Tax-related withholding of common stock	—	—	—	—	—	—	(310)	—	—
Proceeds from issuance of common stock under employee stock plans	—	2,365	—	2,519	—	1,682	16,107	4,679	4,884
Repurchase of capped calls	—	—	—	—	—	—	—	244	—
Payments for debt issuance costs	—	—	—	—	—	(1,114)	—	—	—
Repayment of principal on term loan	(25,000)	—	—	—	—	(225,000)	—	—	(25,000)
Net proceeds from term loan	—	—	—	—	—	200,000	—	234,806	—
Repayment and exchange of convertible senior notes	—	—	—	(63,295)	—	—	—	(217,299)	(63,295)
Proceeds from issuance of convertible notes	—	—	—	—	—	—	134,619	—	—
Repurchase of common stock	—	—	—	—	—	—	(44,976)	(60,214)	—
Other financing activities	—	—	—	—	(352)	(352)	—	—	—
<b>Net cash provided by (used in) financing activities</b>	<b>(25,000)</b>	<b>2,365</b>	<b>—</b>	<b>(60,776)</b>	<b>(352)</b>	<b>(24,784)</b>	<b>105,425</b>	<b>(37,784)</b>	<b>(83,411)</b>
Effect of exchange rate changes on cash	2,218	(3,970)	2,426	(800)	(164)	3,183	(585)	(5,037)	(126)
Net increase (decrease) in cash and cash equivalents	10,483	21,801	24,318	(52,608)	14,502	(13,358)	(20,458)	12,015	3,994
Cash, cash equivalents and restricted cash, beginning of year	112,729	123,212	145,013	169,331	116,723	131,225	121,172	100,714	112,729
<b>Cash, cash equivalents and restricted cash, end of year</b>	<b>\$ 123,212</b>	<b>\$ 145,013</b>	<b>\$ 169,331</b>	<b>\$ 116,723</b>	<b>\$ 131,225</b>	<b>\$ 117,867</b>	<b>\$ 100,714</b>	<b>\$ 112,729</b>	<b>\$ 116,723</b>
<b>Supplemental and non-cash disclosures:</b>									
Interest paid	\$ 4,919	\$ 12,880	\$ 6,864	\$ 10,911	\$ 6,707	\$ 9,617	\$ 2,156	\$ 22,162	\$ 35,574
Income taxes paid	\$ 336	\$ 2,782	\$ 2,326	\$ 530	\$ 479	\$ 1,907	\$ 1,320	\$ 1,530	\$ 5,974
Payables and accruals for property and equipment	\$ 37	\$ —	\$ 3,861	\$ 3,868	\$ 3,574	\$ 3,207	\$ 88	\$ 38	\$ 3,868
Warrants issued in connection with term loan	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 5,915	\$ —
Shares issued in connection with term loan and convertible senior notes	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 5,084	\$ —
Issuance of 2028 convertible senior notes in exchange of 2024 convertible senior notes	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 201,914	\$ —
Right-of-use assets acquired in connection with Fuse acquisition	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 7,261	\$ —	\$ —
Shares consideration in connection with Fuze acquisition	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 80,856	\$ —	\$ —

8X8 Inc. GAAP to NON-GAAP RECONCILIATIONS

Reconciliation of GAAP to Non-GAAP Financial Measures:	FY23				FY24				FY25		FISCAL YEARS															
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	YTD	YTD	YTD													
	30-Jun 2022	30-Sep 2022	31-Dec 2022	31-Mar 2023	6/30/2023 2023	9/30/2023 2023	12/31/2023 2023	3/31/2024 2024	6/30/2024 2024	9/30/2024 2024	3/31/2022 2022	3/31/2023 2023	3/31/2024 2024													
<b>Cost of Revenue:</b>																										
GAAP cost of service revenue (as a percentage of service revenue)	\$ 53,547	29.9 %	\$ 51,038	28.6 %	\$ 47,335	26.9 %	\$ 46,951	26.6 %	\$ 46,276	26.4 %	\$ 49,144	27.6 %	\$ 48,983	28.0 %	\$ 48,557	28.2 %	\$ 49,496	28.6 %	\$ 50,251	28.7 %	\$ 195,909	32.5 %	\$198,871	28.0 %	\$192,960	27.5 %
Amortization of acquired intangible assets	(2,369)		(2,140)		(2,125)		(2,118)		(2,118)		(2,118)		(2,115)		(2,115)		(2,117)		(2,118)		(5,127)		(8,752)		(8,469)	
Stock-based compensation expense and related employer payroll taxes	(2,696)		(2,457)		(2,148)		(2,031)		(2,224)		(1,743)		(1,694)		(1,767)		(1,608)		(1,730)		(9,163)		(9,332)		(7,428)	
Acquisition and integration costs	—		—		—		—		—		—		—		—		—		—		—		—		—	
Legal and regulatory costs	—		—		(85)		—		—		—		—		—		—		—		—		(85)		—	
Severance, transition and contract exit costs	(897)		(281)		(348)		736		(206)		(82)		(444)		(180)		(522)		(55)		(1,611)		(790)		(912)	
Non-GAAP cost of service revenue (as a percentage of service revenue)	\$ 47,585	26.6 %	\$ 46,160	25.9 %	\$ 42,629	24.3 %	\$ 43,538	24.7 %	\$ 41,728	23.8 %	\$ 45,201	25.4 %	\$ 44,727	25.5 %	\$ 44,495	25.8 %	\$ 45,249	26.2 %	\$ 46,848	26.8 %	\$ 180,008	29.9 %	\$179,912	25.3 %	\$176,151	25.1 %
GAAP service revenue margin (as a percentage of service revenue)	\$ 125,614	70.1 %	\$ 127,518	71.4 %	\$ 128,430	73.1 %	\$ 129,611	73.4 %	\$ 128,962	73.6 %	\$ 128,638	72.4 %	\$ 126,086	72.0 %	\$ 123,933	71.8 %	\$ 123,305	71.4 %	\$ 124,824	71.3 %	\$ 406,448	67.5 %	\$511,173	72.0 %	\$507,619	72.5 %
Non-GAAP service revenue margin (as a percentage of service revenue)	\$ 131,576	73.4 %	\$ 132,396	74.1 %	\$ 133,136	75.7 %	\$ 133,024	75.3 %	\$ 133,510	76.2 %	\$ 132,581	74.6 %	\$ 130,342	74.5 %	\$ 127,995	74.2 %	\$ 127,552	73.8 %	\$ 128,227	73.2 %	\$ 422,349	70.1 %	\$530,132	74.7 %	\$524,428	74.9 %
<b>GAAP cost of other revenue (as a percentage of other revenue)</b>	\$ 13,126	155.2 %	\$ 11,000	124.5 %	\$ 10,176	117.8 %	\$ 8,302	104.2 %	\$ 8,398	104.3 %	\$ 7,958	110.3 %	\$ 7,177	120.9 %	\$ 8,412	121.5 %	\$ 7,691	143.9 %	\$ 7,572	127.8 %	\$ 51,649	144.4 %	\$ 42,604	125.7 %	\$ 31,945	113.6 %
Amortization of acquired intangible assets	(1,147)		(937)		(902)		(634)		(651)		(468)		(459)		(442)		(419)		(304)		(5,046)		(3,620)		(2,020)	
Stock-based compensation expense and related employer payroll taxes	—		—		—		—		—		—		—		—		—		—		—		—		—	
Acquisition and integration costs	—		—		—		—		—		—		—		—		—		—		—		—		—	
Legal and regulatory costs	—		—		—		—		—		—		—		—		—		—		—		—		—	
Severance, transition and contract exit costs	(533)		(244)		(517)		(389)		(22)		(28)		(74)		(31)		(100)		(156)		(998)		(1,683)		(1,551)	
Non-GAAP cost of other revenue (as a percentage of other revenue)	\$ 11,446	135.3 %	\$ 9,819	111.2 %	\$ 8,757	101.4 %	\$ 7,279	91.4 %	\$ 7,725	96.0 %	\$ 7,462	103.4 %	\$ 6,644	111.9 %	\$ 7,939	114.7 %	\$ 7,172	134.2 %	\$ 7,112	120.1 %	\$ 45,605	127.5 %	\$ 37,301	110.1 %	\$ 29,770	105.8 %
GAAP other revenue margin (as a percentage of other revenue)	\$ (4,667)	(55.2)%	\$ (2,167)	(24.5)%	\$ (1,541)	(17.8)%	\$ (335)	(4.2)%	\$ (349)	(4.3)%	\$ (741)	(10.3)%	\$ (1,240)	(20.9)%	\$ (1,489)	(21.5)%	\$ (2,345)	(43.9)%	\$ (1,649)	(27.8)%	\$ (15,876)	(44.4)%	\$ (8,210)	(25.7)%	\$ (3,819)	(13.6)%
Non-GAAP other revenue margin (as a percentage of other revenue)	\$ (2,987)	(35.3)%	\$ (986)	(11.2)%	\$ (122)	(1.4)%	\$ 688	8.6 %	\$ 324	4.0 %	\$ (245)	(3.4)%	\$ (707)	(11.9)%	\$ (1,016)	(14.7)%	\$ (1,826)	(34.2)%	\$ (1,189)	(20.1)%	\$ (9,832)	(27.5)%	\$ (3,407)	(10.1)%	\$ (1,644)	(5.8)%
<b>GAAP gross margin (as a percentage of total revenue)</b>	\$ 120,947	64.5 %	\$ 125,351	66.9 %	\$ 126,889	68.8 %	\$ 129,276	70.1 %	\$ 128,613	70.2 %	\$ 127,897	69.1 %	\$ 124,846	69.0 %	\$ 122,444	68.2 %	\$ 120,960	67.9 %	\$ 123,175	68.1 %	\$ 390,572	61.2 %	\$502,463	67.5 %	\$503,800	69.1 %
Non-GAAP gross margin (as a percentage of total revenue)	\$ 128,589	68.5 %	\$ 131,410	70.1 %	\$ 133,014	72.1 %	\$ 133,712	72.5 %	\$ 133,834	73.0 %	\$ 132,336	71.5 %	\$ 129,635	71.6 %	\$ 126,979	70.8 %	\$ 125,726	70.6 %	\$ 127,038	70.2 %	\$ 412,517	64.6 %	\$526,725	70.8 %	\$524,784	71.7 %
<b>Operating Expenses:</b>																										
GAAP research and development (as a percentage of total stock-based compensation expense and related employer payroll taxes)	\$ 34,955	18.6 %	\$ 36,019	19.2 %	\$ 35,062	19.0 %	\$ 36,455	19.8 %	\$ 35,292	19.3 %	\$ 34,207	18.5 %	\$ 32,787	18.1 %	\$ 33,930	18.9 %	\$ 32,137	18.0 %	\$ 31,291	17.3 %	\$ 112,387	17.6 %	\$142,491	19.2 %	\$136,216	18.7 %
Amortization of acquired intangible assets	(8,193)		(7,773)		(7,183)		(6,789)		(7,438)		(5,345)		(5,190)		(5,469)		(4,657)		(3,348)		(34,113)		(29,938)		(23,442)	
Stock-based compensation expense and related employer payroll taxes	—		—		—		—		(213)		115		—		—		—		—		—		—		(98)	
Acquisition and integration costs	—		—		—		—		—		—		—		—		—		—		—		—		—	
Legal and regulatory costs	—		—		—		—		—		—		—		—		—		—		—		—		—	
Severance, transition and contract exit costs	(37)		(107)		(1,167)		(1,310)		(311)		(902)		(585)		(313)		(39)		(413)		(1,054)		(2,621)		(2,111)	
Non-GAAP research and development (as a percentage of total revenue)	\$ 26,725	14.2 %	\$ 28,139	15.0 %	\$ 26,712	14.5 %	\$ 28,356	15.4 %	\$ 27,330	14.9 %	\$ 28,075	15.2 %	\$ 27,012	14.9 %	\$ 28,148	15.7 %	\$ 27,441	15.4 %	\$ 27,530	15.2 %	\$ 77,220	12.1 %	\$109,932	14.8 %	\$110,565	15.2 %
<b>GAAP sales and marketing (as a percentage of total revenue)</b>	\$ 83,527	44.5 %	\$ 80,487	43.0 %	\$ 79,021	42.9 %	\$ 68,848	37.3 %	\$ 68,505	37.4 %	\$ 68,687	37.1 %	\$ 66,997	37.0 %	\$ 67,755	37.8 %	\$ 67,106	37.7 %	\$ 64,867	35.8 %	\$ 314,223	49.2 %	\$311,883	41.9 %	\$271,944	37.3 %
Amortization of acquired intangible assets	(3,106)		(3,107)		(3,106)		(3,007)		(2,982)		(2,982)		(2,982)		(2,980)		(2,982)		(2,981)		(3,190)		(12,326)		(11,926)	
Stock-based compensation expense and related employer payroll taxes	(8,280)		(6,883)		(6,653)		(3,536)		(5,254)		(4,176)		(3,894)		(3,400)		(3,258)		(2,305)		(49,060)		(25,352)		(16,724)	
Acquisition and integration costs	—		—		1,105		—		—		—		—		—		—		—		—		1,105		—	
Legal and regulatory costs	—		—		—		—		—		—		—		—		—		—		—		—		—	
Severance, transition and contract exit costs	(391)		(330)		(2,351)		(3,974)		(1,699)		(234)		(342)		(1,720)		(125)		(390)		(3,315)		(7,046)		(2,465)	
Non-GAAP sales and marketing (as a percentage of total revenue)	\$ 71,750	38.2 %	\$ 70,167	37.4 %	\$ 66,911	36.3 %	\$ 59,436	32.2 %	\$ 60,100	32.8 %	\$ 61,295	33.1 %	\$ 59,779	33.0 %	\$ 59,655	33.3 %	\$ 60,741	34.1 %	\$ 59,191	32.7 %	\$ 258,658	40.5 %	\$268,264	36.1 %	\$240,829	33.0 %
<b>GAAP general and administrative (as a percentage of total stock-based compensation expense and related employer payroll taxes)</b>	\$ 29,219	15.6 %	\$ 31,411	16.8 %	\$ 27,158	14.7 %	\$ 20,213	11.0 %	\$ 26,226	14.3 %	\$ 27,586	14.9 %	\$ 23,419	12.9 %	\$ 34,978	19.5 %	\$ 23,091	13.0 %	\$ 19,848	11.0 %	\$ 118,103	18.5 %	\$108,001	14.5 %	\$112,209	15.4 %
Amortization of acquired intangible assets	(7,923)		(6,763)		(4,354)		(3,352)		(4,108)		(3,695)		(3,653)		(4,787)		(3,651)		(2,658)		(40,844)		(22,392)		(16,243)	
Stock-based compensation expense and related employer payroll taxes	(624)		(1,554)		(555)		(786)		(1,343)		(307)		(102)		(145)		(123)		(193)		(9,177)		4,553		(897)	
Acquisition and integration costs	62		207		(57)		(898)		(1,468)		(3,879)		(98)		(548)		(548)		3,166		2,722		(686)		(15,517)	
Legal and regulatory costs	62		207		(57)		(898)		(1,468)		(3,879)		(98)		(548)		(548)		3,166		2,722		(686)		(15,517)	
Severance, transition and contract exit costs	(755)		730		(1,130)		(1,044)		(546)		(388)		(978)		(1,074)		(1,335)		(1,384)		(4,213)		(2,199)		(2,986)	
Non-GAAP general and administrative (as a percentage of total revenue)	\$ 19,979	10.6 %	\$ 24,031	12.8 %	\$ 21,062	11.4 %	\$ 21,100	11.4 %	\$ 19,974	10.9 %	\$ 19,202	10.4 %	\$ 18,588	10.3 %	\$ 18,900	10.5 %	\$ 17,434	9.8 %	\$ 18,779	10.4 %	\$ 66,051	10.4 %	\$ 86,172	11.6 %	\$ 76,664	10.5 %
<b>GAAP Operating Expenses (as a percentage of total revenue)</b>	\$ 147,701	78.7 %	\$ 147,917	78.9 %	\$ 141,241	76.6 %	\$ 125,516	68.0 %	\$ 130,023	70.9 %	\$ 130,480	70.5 %	\$ 123,203	68.1 %	\$ 136,663	76.2 %	\$ 122,334	68.7 %	\$ 116,006	64.1 %	\$ 544,713	85.4 %	\$562,375	75.6 %	\$520,369	71.4 %
Amortization of acquired intangible assets	(3,106)		(3,107)		(3,106)		(3,007)		(2,982)		(2,982)		(2,982)		(2,980)		(2,982)		(2,981)		(3,190)		(12,326)		(11,926)	
Stock-based compensation expense and related employer payroll taxes	(24,396)		(21,419)		(18,190)		(13,677)		(16,800)		(13,216)		(12,737)		(13,656)		(11,566)		(8,311)		(124,017)		(77,682)		(56,409)	
Acquisition and integration costs	(624)		(1,554)		(555)		(786)		(1,343)		(307)		(102)		(145)		(123)		(193)		(9,177)		4,553		(897)	
Legal and regulatory costs	62		207		(57)		(898)		(1,468)		(3,879)		(98)		(548)											

