



Investor Presentation Q2 FY21

August 27, 2020

Safe Harbor

This presentation contains “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, business strategy and plans and market trends, opportunities and positioning. These forward-looking statements are based on current expectations, estimates, forecasts and projections. Words such as “expect,” “anticipate,” “should,” “believe,” “hope,” “target,” “project,” “goals,” “estimate,” “potential,” “predict,” “may,” “will,” “might,” “could,” “intend,” “shall” and variations of these terms and similar expressions are intended to identify these forward-looking statements, although not all forward-looking statements contain these identifying words. Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circumstances that are beyond our control. For example, our business could be impacted more than expected by the COVID-19 pandemic and actions taken in response to it; the market for our products may develop more slowly than expected or than it has in the past; our results of operations may fluctuate more than expected; there may be significant fluctuations in our results of operations and cash flows related to our revenue recognition or otherwise; a network or data security incident that allows unauthorized access to our network or data or our customers’ data could damage our reputation; we could experience interruptions or performance problems associated with our technology, including a service outage; we may not be able to pay off our convertible senior notes when due; and global economic conditions could deteriorate. Further information on potential factors that could affect our financial results is included in our most recent Quarterly Report on Form 10-Q and our other filings with the Securities and Exchange Commission. The forward-looking statements included in this presentation represent our views only as of the date of this presentation and we assume no obligation and do not intend to update these forward-looking statements.



Company Overview

Q2 FY21 Financial Review

Appendix

(includes historical financial statements, reconciliations, and other select metrics)



Company Overview



Okta: Leading Identity Management Platform for the Enterprise



The Okta Identity Cloud is an independent and neutral platform that securely connects the right people to the right technologies at the right time.

8,950

Total customers

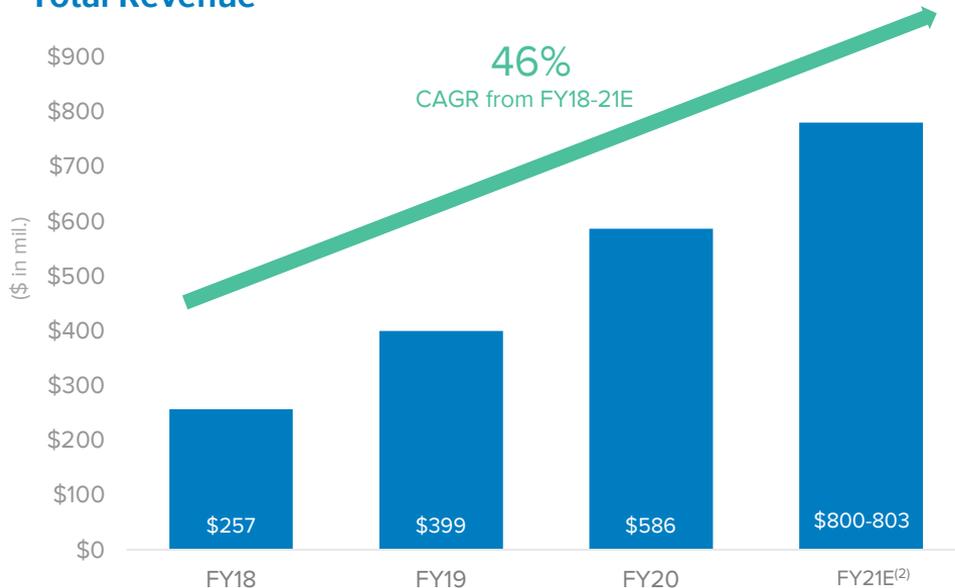
6,500+

Technology integrations

121%

TTM Dollar-based net retention rate⁽¹⁾
at July 31, 2020

Total Revenue



(1) TTM dollar-based net retention rate is calculated based on total ACV. See Appendix for definition.

(2) FY21E revenue is an estimate based on outlook as of August 27, 2020.



Global Macro Trends Driving Growth in Identity

Identity

is the critical foundation for connection and trust between users and technology



**Cloud adoption
and Hybrid IT**



**Digital
transformation**



**Zero Trust
security**



A New Approach to Identity: Why Customers Choose Okta



**Independent and neutral platform
for workforce identity**



**Scalable and secure customer
identity platform**



**Identity centric approach to Zero
Trust security**



Okta Value Proposition

Modernize IT

**REDUCE COSTS AND
DRIVE OPERATIONAL
EFFICIENCY**

Deliver a secure, seamless customer experience

**ACCELERATE BUSINESS
GROWTH, REVENUE,
AND PROFIT**

Adopt a Zero Trust security model

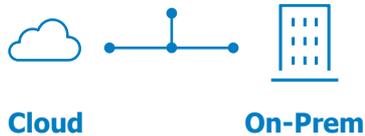
**REDUCE THE RISK
AND COST OF A
SECURITY INCIDENT**



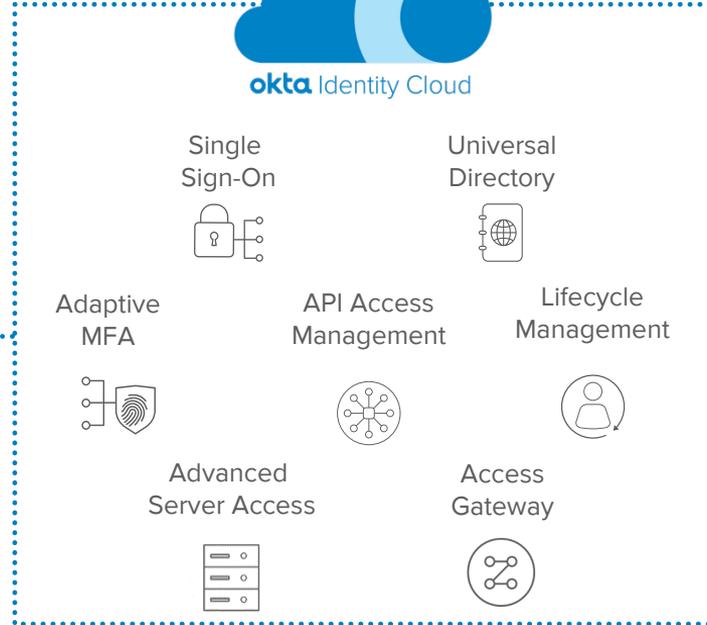
The Most Complete Access Management Platform for Workforce and Customers

Workforce Identity

Protect and enable employees, contractors and partners across all environments



okta Identity Cloud

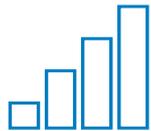


Customer Identity

Build secure, seamless experiences for our customers' customers across all environments



Strong Foundation for Growth



High growth
subscription
model



Multiple expansion
vectors and powerful
network effects



Positioned
for substantial
operating leverage



Innovation Creates Powerful Network Effects

More integrations

Server



Applications



Devices



IaaS



APIs



Deeper signals

Device State

Biometrics

End Point Security

User Behavior

Mobile Security

Application Logs

Network

3rd Party Intelligence

More customers



NORDSTROM



More use cases

Zero Trust

Security Analytics

Contextual Access

Secure Infrastructure



Okta TAM ~\$55B

**Workforce Identity
TAM**

\$30B

**Customer Identity
TAM**

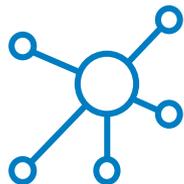
\$25B

Methodology: \$30B Workforce Identity TAM based on over 50,000 U.S. businesses with more than 250 employees (per 2019 U.S. Bureau of Labor Statistics) multiplied by 12-month ARR assuming adoption of all our current products, which implies a market of \$15 billion domestically, then multiplied by two to account for international opportunity. \$25B Customer Identity TAM based on 4.4 billion combined Facebook users and service employees worldwide multiplied by internal application usage and pricing assumptions.

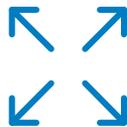


Large Addressable Market with Multiple Expansion Vectors

Four primary growth drivers



Innovation in
platform and
network



Landing &
expanding in
large enterprise



Growing
partner
channel

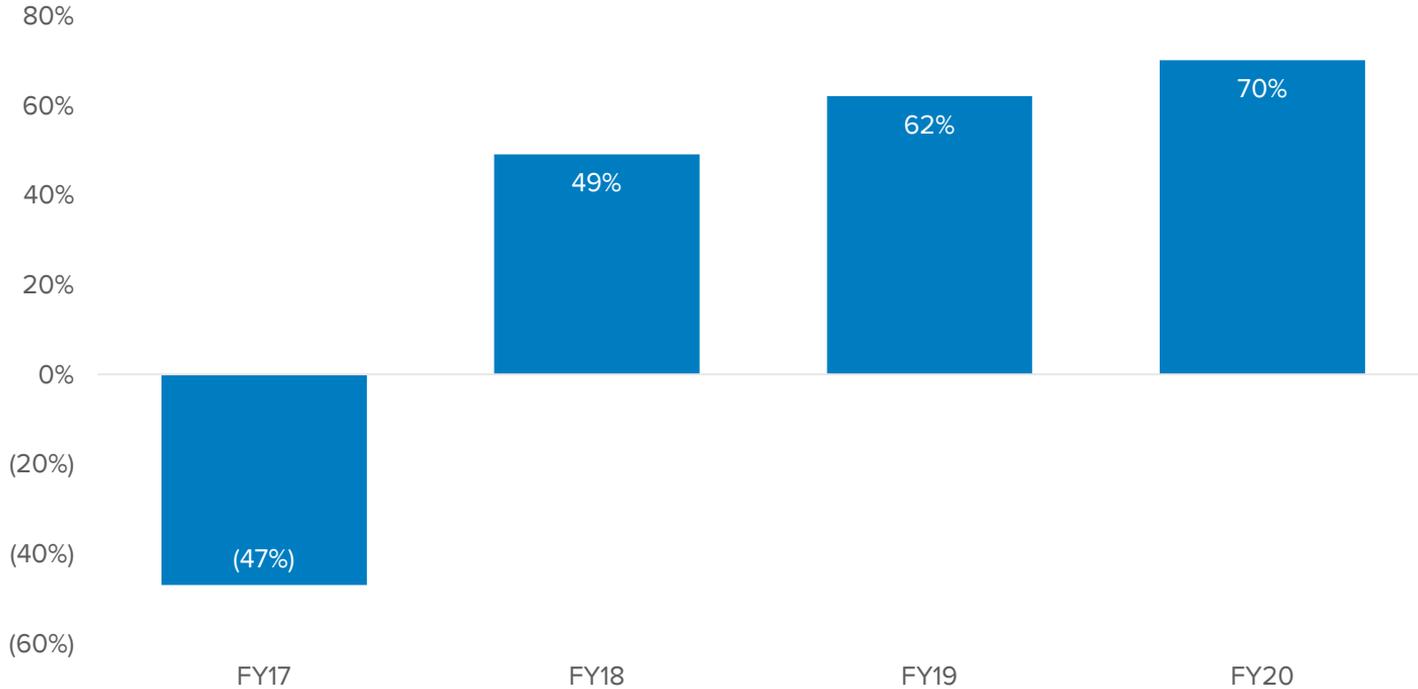


Making investments
in international
expansion



Attractive Long-Term Customer Economics

Fiscal 2017 Cohort Analysis and Contribution Margin



Launch of Environmental, Social and Governance Program in May 2020



Protecting Our
Customers



Investing In Our People



Supporting Our
Communities

Learn more at
<https://www.okta.com/responsibility>

Q2 FY21 Financial Review



Q2 FY21 Financial Highlights

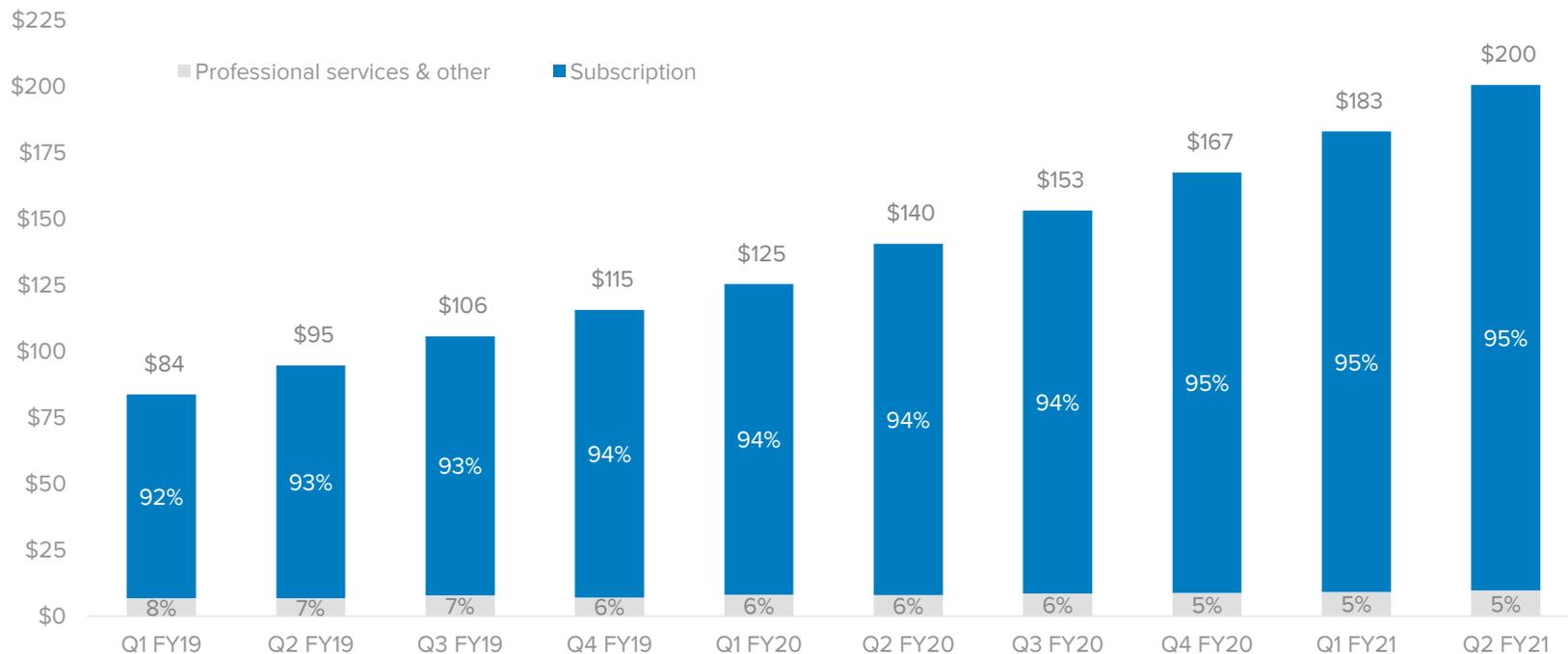
	Q2 FY21	vs. Q2 FY20
Total Revenue	\$200M	+ 43%
Subscription Revenue	\$191M	+ 44%
Current Remaining Performance Obligations	\$685M	+ 48%
Remaining Performance Obligations	\$1,427M	+ 56%
Total Calculated Billings ⁽¹⁾	\$198M	+ 27%
TTM Dollar Based Net Retention Rate	121%	+ 300 bps
Non-GAAP Gross Margin ⁽¹⁾	78.9%	+ 160 bps
Non-GAAP Operating Margin ⁽¹⁾	3.2%	+ 1,030 bps
Free Cash Flow Margin ⁽¹⁾	3.4%	+ 650 bps
TTM Total Rev. Growth + Free Cash Flow Margin (“Rule of 40”)	54%	Flat
Total Customers	8,950	+ 28%
Customers > \$100K ACV ⁽²⁾	1,685	+ 38%



Total Revenue Up 43% Y/Y; Subscription Up 44% Y/Y

Quarterly Revenue

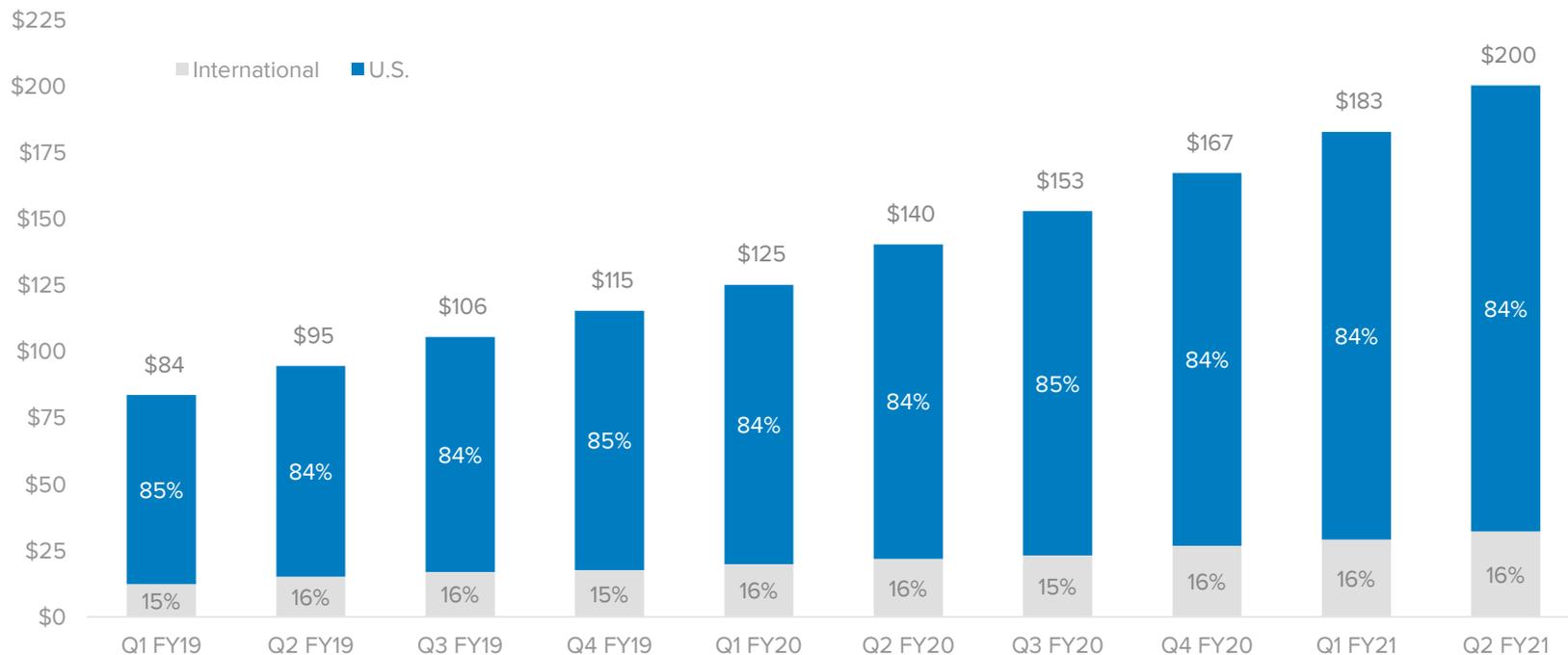
(\$ in millions)



International Revenue Up 47% Y/Y

Quarterly Revenue

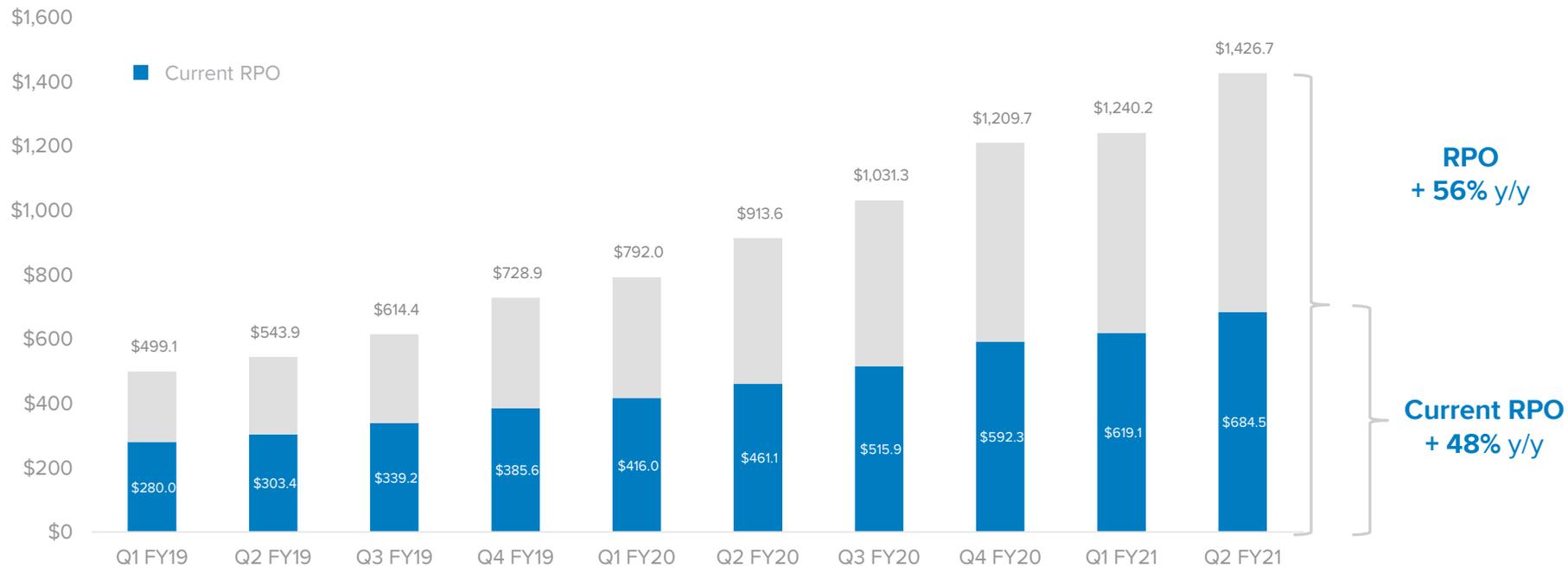
(\$ in millions)



Remaining Performance Obligations Up 56% Y/Y

Quarterly Remaining Performance Obligations (RPO)

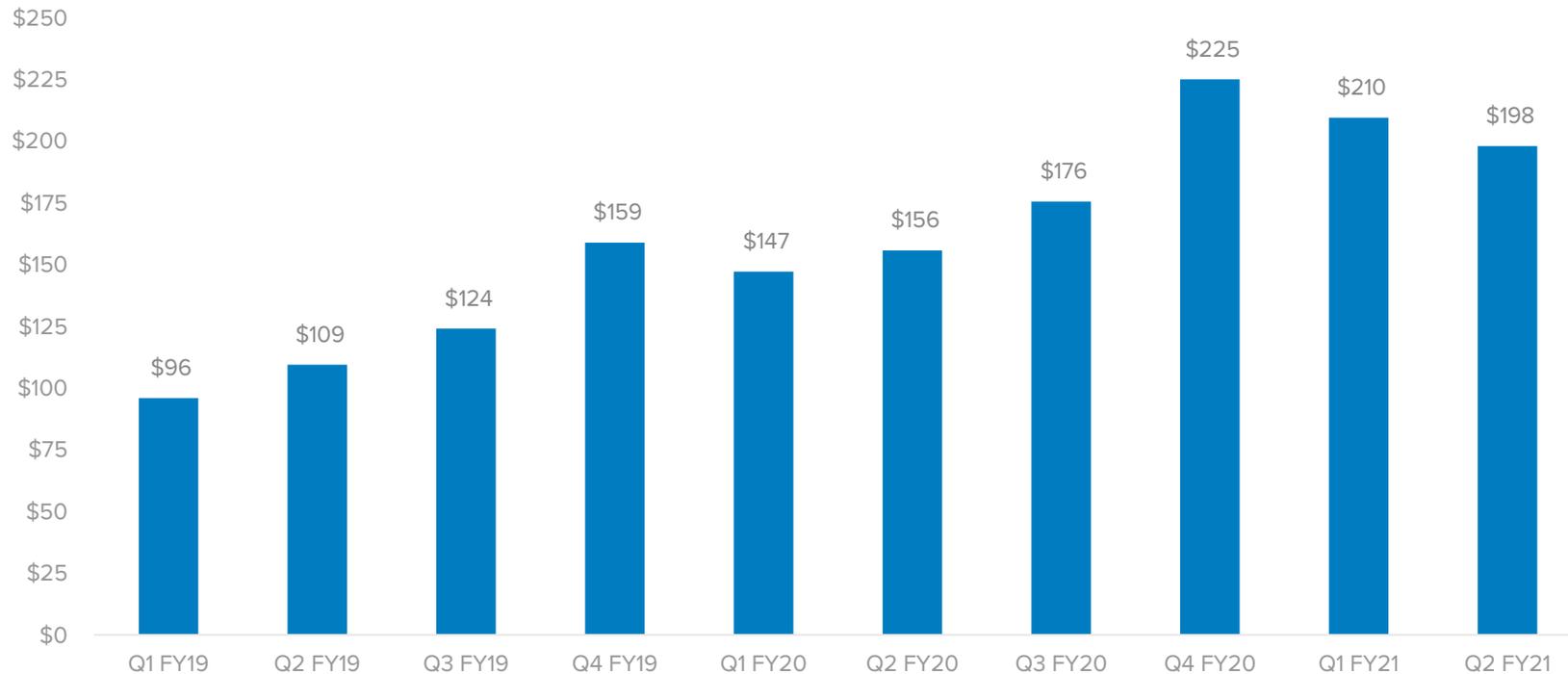
(\$ in millions)



Total Calculated Billings Up 27% Y/Y

Quarterly Total Calculated Billings⁽¹⁾

(\$ in millions)

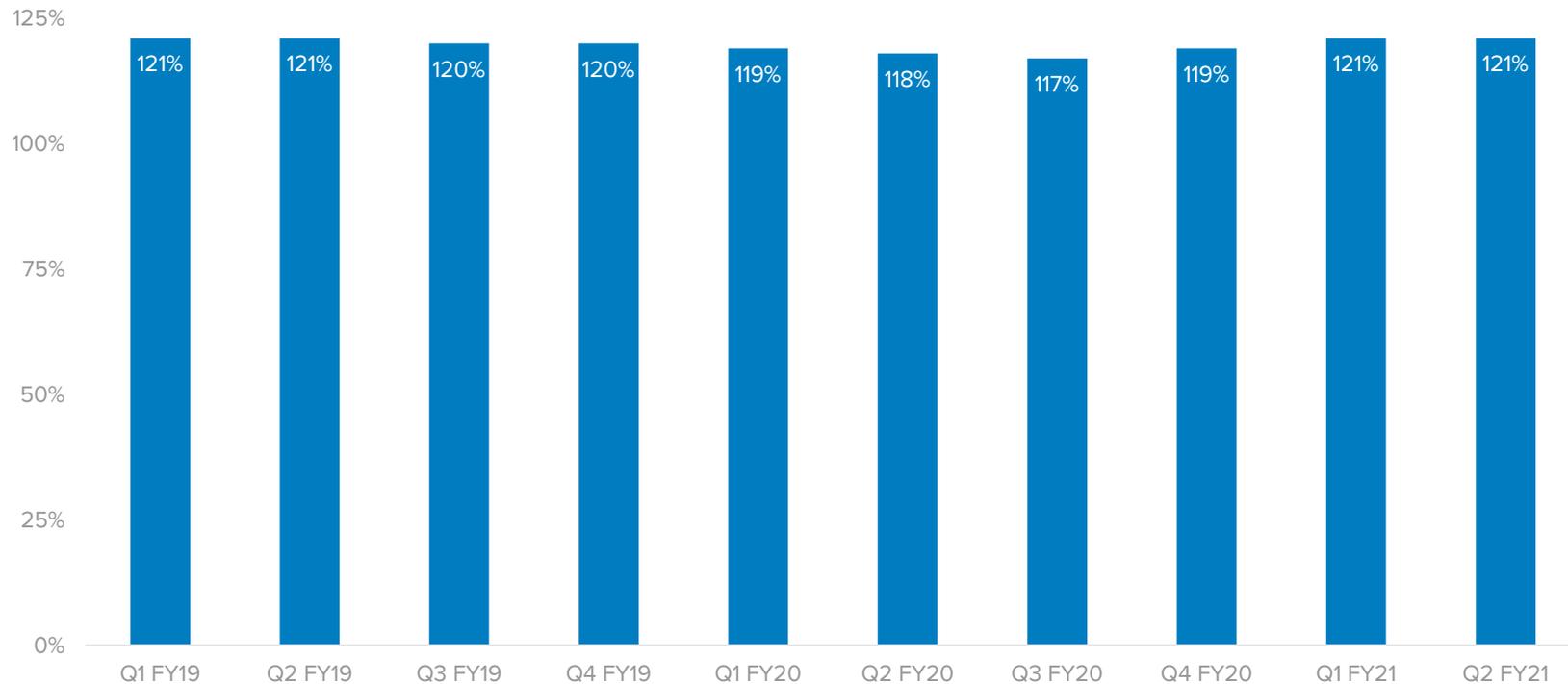


(1) See appendix for non-GAAP reconciliation.



TTM Dollar-based Net Retention Rate of 121%

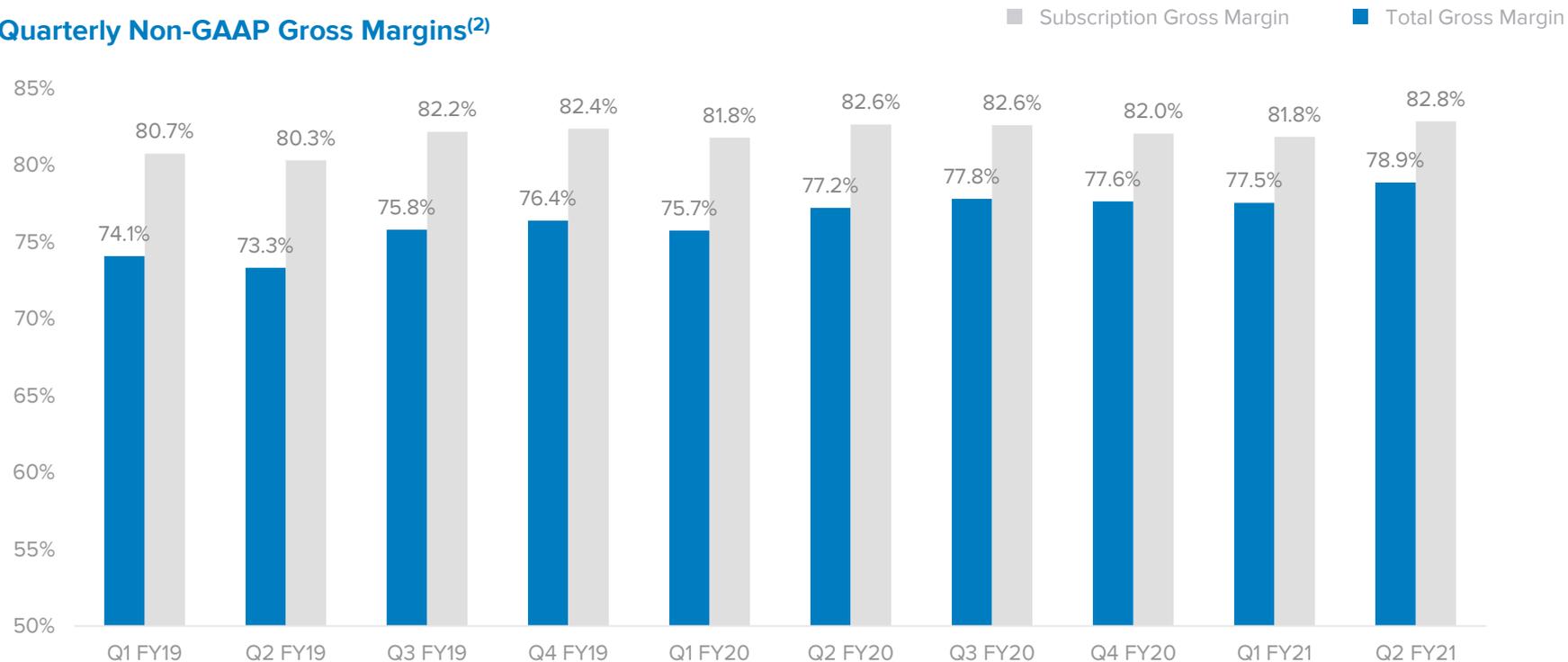
TTM Dollar-based net retention rate



Non-GAAP Total Gross Margin Up 160 bps Y/Y⁽¹⁾

Non-GAAP Subscription Gross Margin Up 20 bps Y/Y

Quarterly Non-GAAP Gross Margins⁽²⁾



(1) Y/Y change may not sum due to rounding.

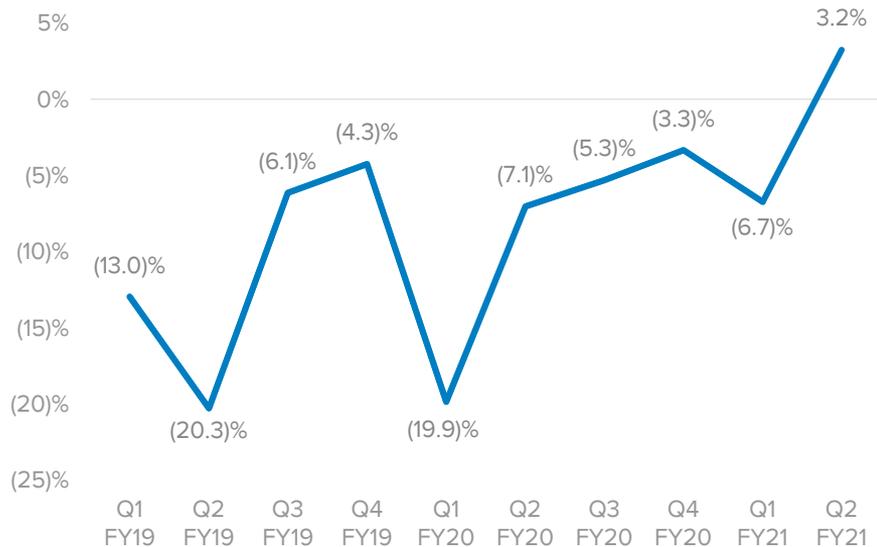
(2) See appendix for non-GAAP reconciliation.



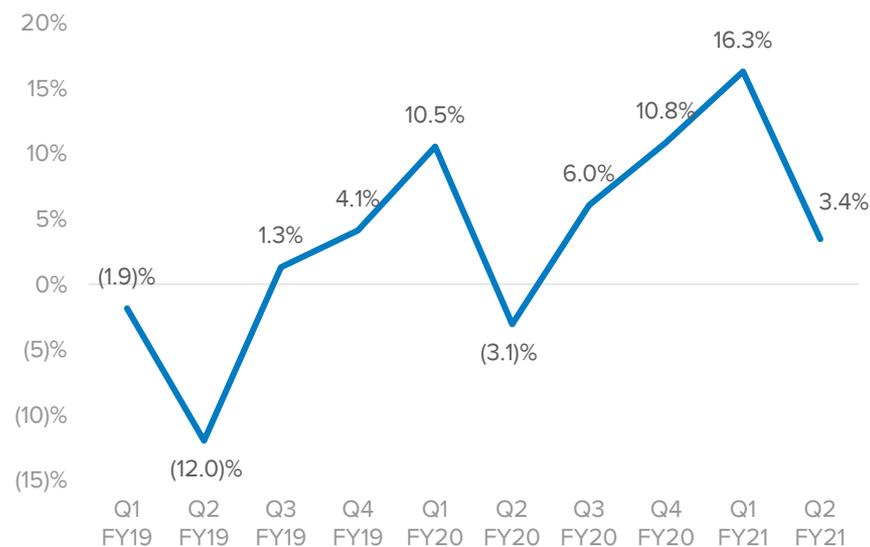
Non-GAAP Operating Margin Up 1,030 bps Y/Y⁽¹⁾

Free Cash Flow Margin Up 650 bps Y/Y

Quarterly Non-GAAP Operating Margin⁽¹⁾



Quarterly Free Cash Flow Margin⁽¹⁾

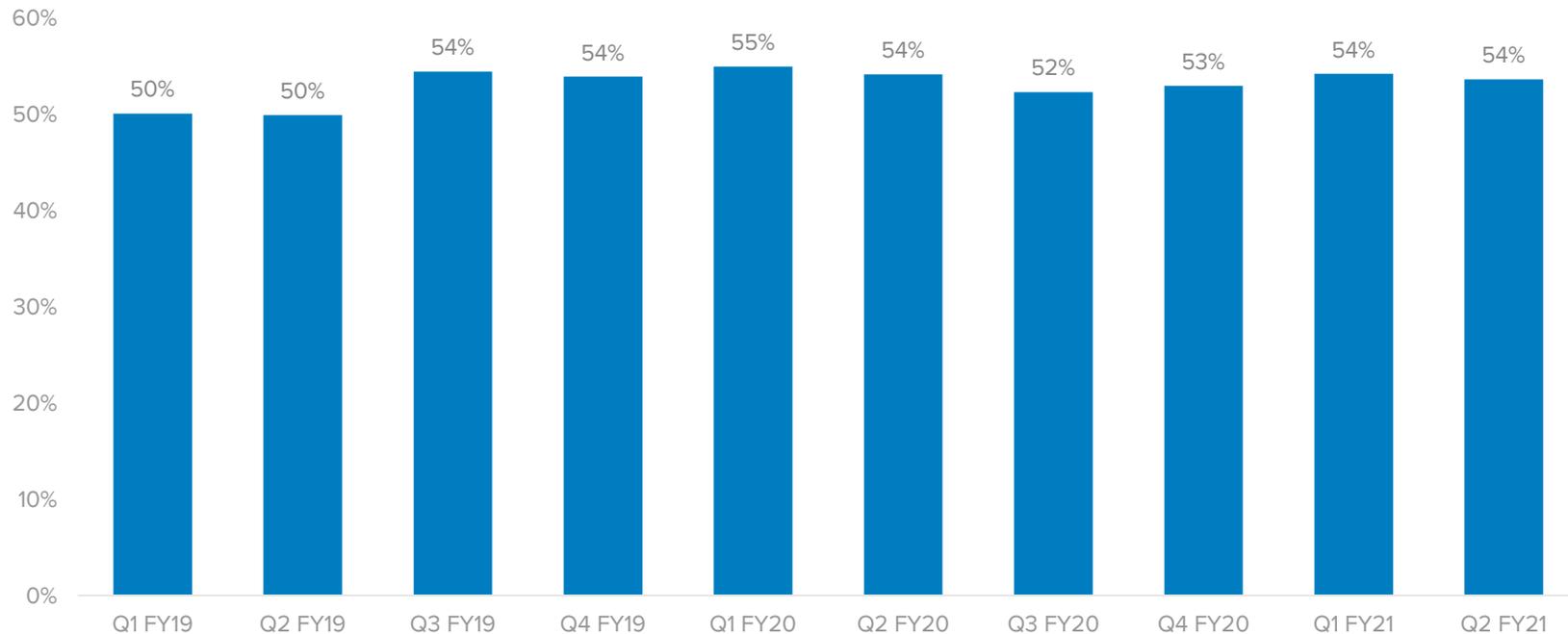


(1) See appendix for non-GAAP reconciliation.



Total Revenue Growth plus Free Cash Flow Margin (“Rule of 40”)

TTM total revenue growth plus free cash flow margin⁽¹⁾

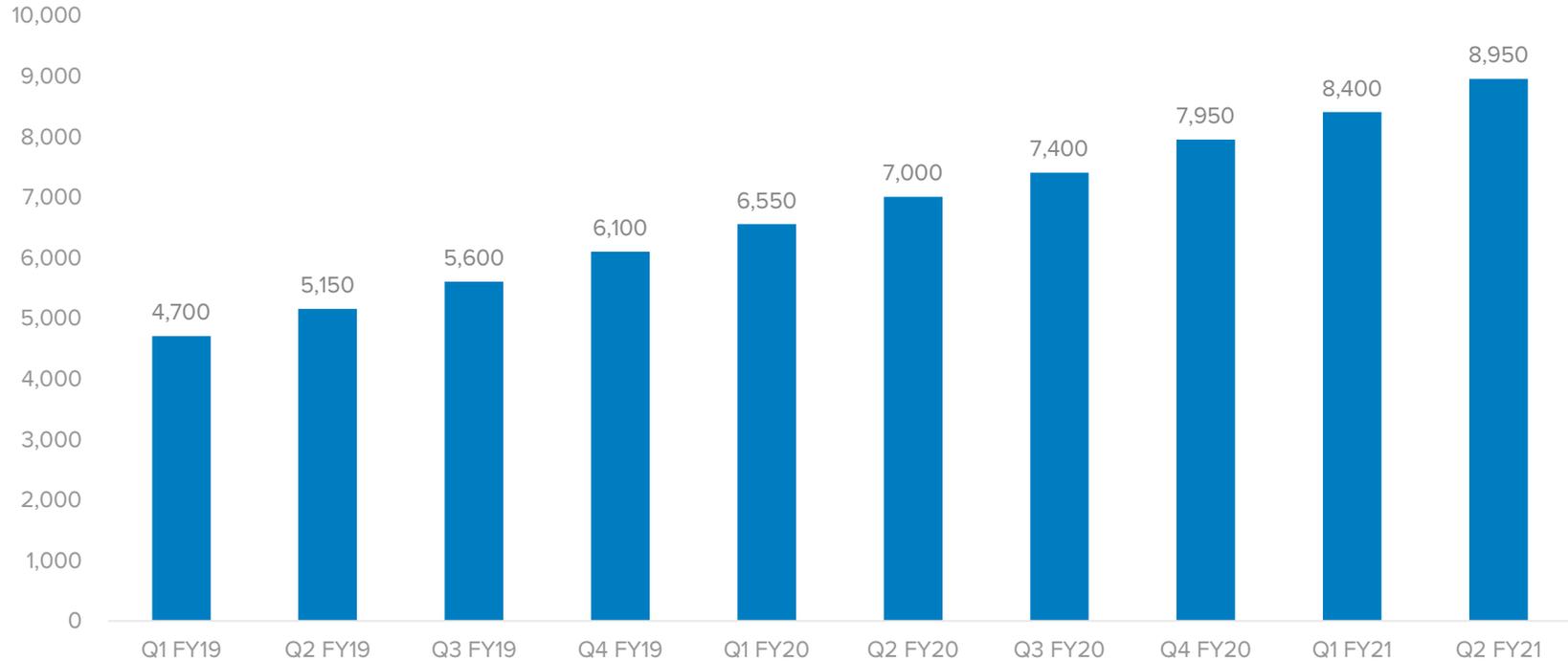


(1) See appendix for non-GAAP reconciliation.



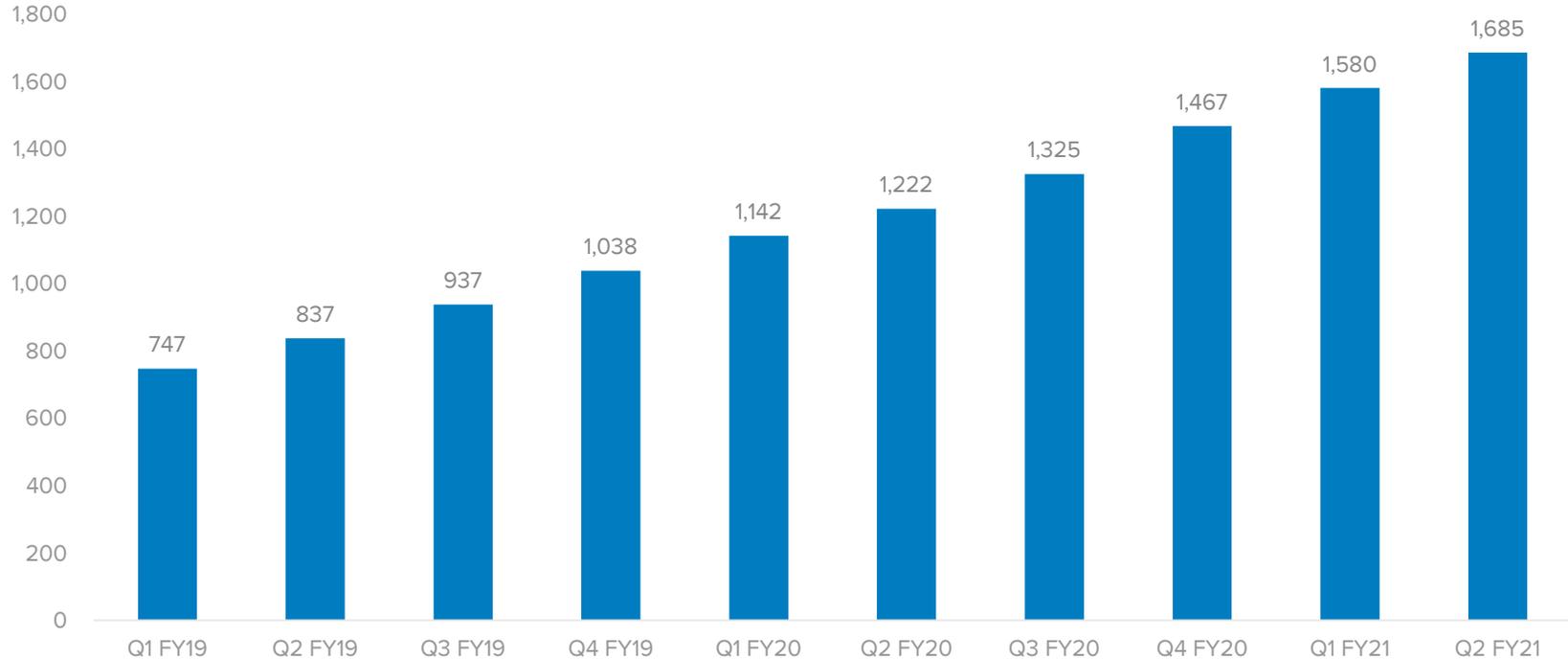
Total Customer Count Up 28% Y/Y

Total Customer Count



Customers with >\$100K Annual Contract Value (ACV) Up 38% Y/Y

Customers with >\$100K ACV



Financial Outlook

	Q3 FY21 (October 31, 2020)	Fiscal 2021 (January 31, 2021)
Total Revenue	\$202M to \$203M	\$800M to \$803M
Total Revenue Growth (Y/Y)	32% to 33%	37%
Non-GAAP Operating Loss ⁽¹⁾	\$(3.0)M to \$(2.0)M	\$(13.0)M to \$(11.0)M
Non-GAAP Net Loss Per Share ^(1,2)	\$(0.02) to \$(0.01)	\$(0.03) to \$(0.01)

(1) Okta has not reconciled its expectations as to non-GAAP operating loss and non-GAAP net loss per share to their most directly comparable GAAP measure because certain items are out of Okta's control or cannot be reasonably predicted. Accordingly, a reconciliation for forward-looking non-GAAP operating loss and non-GAAP net loss per share is not available without unreasonable effort.

(2) Assumes shares outstanding of approximately 129 million and 127 million for Q3 FY2021 and Fiscal 2021, respectively.



FY21 Guidance Considerations



Growth

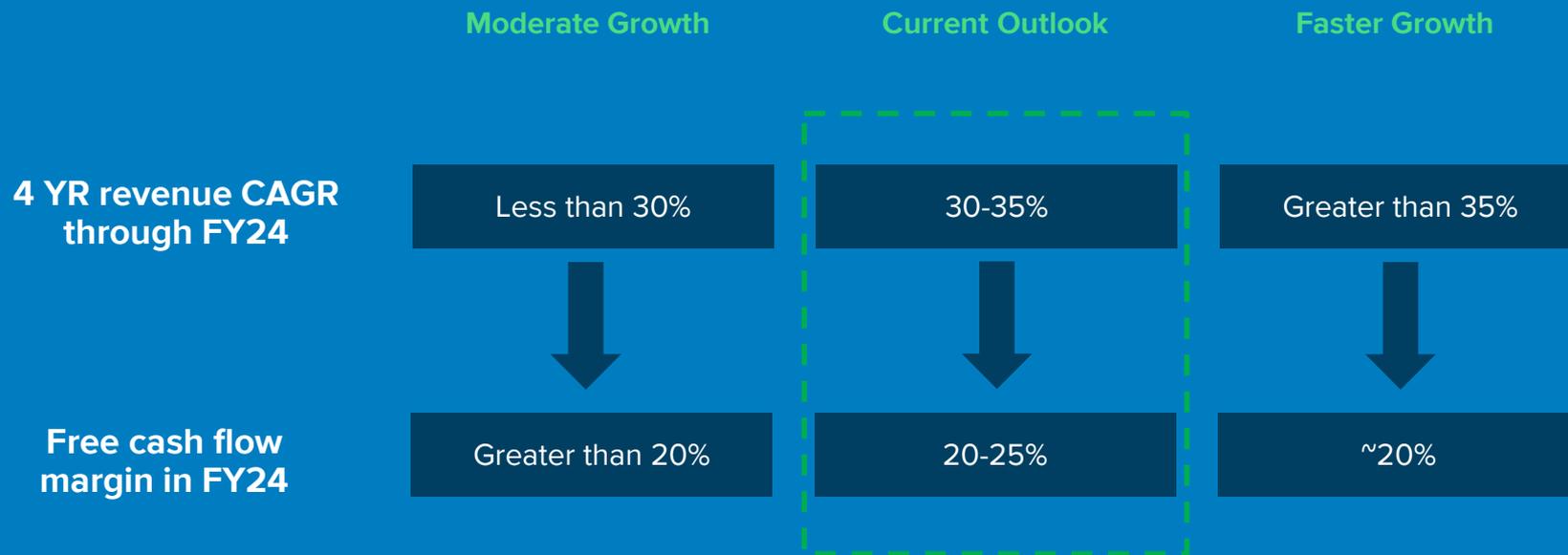
- Longer sales cycles for enterprise
 - Delay in deals closing creates some near-term headwinds to RPO and billings growth
 - Expect headwinds to persist through 2H21
- Risks associated with highly impacted SMB companies
- Accelerated tailwinds of cloud, digital transformation and security



Profitability

- Reduced spend on sales and marketing
- Reduced spend in T&E
- Lower employee related costs
- Significant decrease in interest income related to lower interest rates

Long-term Growth and Profitability Framework



Okta has not reconciled its expectations as to free cash flow margin to its most directly comparable GAAP measure because certain items are out of Okta's control or cannot be reasonably predicted. Accordingly, a reconciliation for forward-looking free cash flow margin is not available without unreasonable effort.



Key Takeaways

Strong
foundation
for growth

Large addressable
markets, with
multiple growth
vectors

Attractive
long-term
financial profile



Appendix



Statement Regarding Use of Non-GAAP Financial Measures

This presentation contains certain non-GAAP financial measures and other metrics. This appendix contains our reconciliation of those non-GAAP measures and other financial metrics.

This presentation may reference one or more of the following non-GAAP financial measures: non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating income (loss), non-GAAP operating margin, non-GAAP net income (loss), non-GAAP net income (loss) per share, basic and diluted, free cash flow, free cash flow margin, current calculated billings and calculated billings.

Our non-GAAP presentation of gross profit, gross margin, operating expenses, operating income (loss), interest expense and other, net, net income (loss) and net income (loss) per share, basic and diluted measures excludes stock-based compensation expense, non-cash charitable contributions, amortization of acquired intangibles, amortization of debt discount and debt issuance costs, acquisition-related expenses and loss on early extinguishment of debt.

We present current calculated billings as total revenue plus the change in current deferred revenue and less the change in current unbilled receivables during the period, and we present calculated billings as total revenue plus the change in deferred revenue and less the change in unbilled receivables during the period. Trailing 12-months calculated billings represent the sum of the last four quarters of calculated billings.

Free Cash Flow, which is a non-GAAP financial measure, is calculated as net cash provided by (used in) operating activities, less cash used for purchases of property and equipment, net of sales proceeds, and capitalized internal-use software costs. Free cash flow margin is calculated as free cash flow as a percentage of total revenues.

Our Dollar-Based Net Retention Rate is based upon our Annual Contract Value, or ACV, which is calculated based on the terms of that customer's contract and represents the total contracted annual subscription amount as of that period end. We calculate our Dollar-Based Net Retention Rate as of a period end by starting with the ACV from all customers as of twelve months prior to such period end, or Prior Period ACV. We then calculate the ACV from these same customers as of the current period end, or Current Period ACV. Current Period ACV includes any upsells and is net of contraction or churn over the trailing twelve months but excludes revenue from new customers in the current period. We then divide the total Current Period ACV by the total Prior Period ACV to arrive at our Dollar-Based Net Retention Rate.

We define acquisition-related expenses as costs associated with acquisitions, including transaction costs and other non-recurring incremental costs incurred.

We believe that non-GAAP financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance and assists in comparisons with other companies, some of which use similar non-GAAP financial information to supplement their GAAP results.

The non-GAAP financial information is presented for supplemental informational purposes only, and should not be considered a substitute for financial information presented in accordance with GAAP, and may be different from similarly-titled non-GAAP measures used by other companies.

The principal limitation of these non-GAAP financial measures is that they exclude significant expenses that are required by GAAP to be recorded in our financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgment by our management about which expenses are excluded or included in determining these non-GAAP financial measures. A reconciliation is provided in the appendix for each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.

Investors are encouraged to review the related GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures, and not to rely on any single financial measure to evaluate our business. Please see the tables included in this presentation for the reconciliation of GAAP and non-GAAP results.



Condensed Consolidated Statements of Operations - Fiscal Quarters

(in thousands, except per share data)

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	FY21 YTD
Revenue:													
Subscription	\$ 76,841	\$ 87,854	\$ 97,698	\$ 108,462	\$ 370,855	\$ 117,163	\$ 132,494	\$ 144,517	\$ 158,514	\$ 552,688	\$ 173,781	\$ 190,689	\$ 364,470
Professional services and other	6,780	6,732	7,878	7,009	28,399	8,060	7,986	8,520	8,813	33,379	9,078	9,757	18,835
Total revenue	83,621	94,586	105,576	115,471	399,254	125,223	140,480	153,037	167,327	586,067	182,859	200,446	383,305
Cost of revenue:													
Subscription	16,332	19,211	20,265	21,546	77,354	24,540	27,917	30,124	33,864	116,445	37,157	39,501	76,658
Professional services and other	7,775	9,017	9,435	9,840	36,067	10,555	10,863	10,700	10,819	42,937	11,329	11,646	22,975
Total cost of revenue	24,107	28,228	29,700	31,386	113,421	35,095	38,780	40,824	44,683	159,382	48,486	51,147	99,633
Gross profit	59,514	66,358	75,876	84,085	285,833	90,128	101,700	112,213	122,644	426,685	134,373	149,299	283,672
Operating expenses:													
Research and development	19,929	24,829	27,596	30,031	102,385	34,032	40,045	41,832	43,360	159,269	48,494	53,866	102,360
Sales and marketing	49,493	59,004	56,911	62,552	227,960	82,112	78,385	87,224	92,635	340,356	104,043	98,322	202,365
General and administrative	15,070	20,955	19,848	19,237	75,110	25,766	26,887	28,887	31,352	112,892	34,035	42,499	76,534
Total operating expenses	84,492	104,788	104,355	111,820	405,455	141,910	145,317	157,943	167,347	612,517	186,572	194,687	381,259
Operating loss	(24,978)	(38,430)	(28,479)	(27,735)	(119,622)	(51,782)	(43,617)	(45,730)	(44,703)	(185,832)	(52,199)	(45,388)	(97,587)
Interest expense	(2,717)	(4,058)	(4,118)	(4,179)	(15,072)	(4,241)	(4,304)	(7,826)	(10,646)	(27,017)	(10,764)	(16,931)	(27,695)
Interest income and other, net	1,502	2,296	2,413	2,969	9,180	2,900	3,464	4,982	5,743	17,089	4,899	3,960	8,859
Loss on early extinguishment of debt	—	—	—	—	—	—	—	(14,572)	—	(14,572)	—	(2,174)	(2,174)
Interest and other, net	(1,215)	(1,762)	(1,705)	(1,210)	(5,892)	(1,341)	(840)	(17,416)	(4,903)	(24,500)	(5,865)	(15,145)	(21,010)
Loss before provision for (benefit from) income taxes	(26,193)	(40,192)	(30,184)	(28,945)	(125,514)	(53,123)	(44,457)	(63,146)	(49,606)	(210,332)	(58,064)	(60,533)	(118,597)
Provision for (benefit from) income taxes	(231)	(985)	(667)	1,866	(17)	(1,157)	(1,477)	349	866	(1,419)	(402)	(433)	(835)
Net loss	\$ (25,962)	\$ (39,207)	\$ (29,517)	\$ (30,811)	\$ (125,497)	\$ (51,966)	\$ (42,980)	\$ (63,495)	\$ (50,472)	\$ (208,913)	\$ (57,662)	\$ (60,100)	\$ (117,762)
Net loss per share, basic and diluted	\$ (0.25)	\$ (0.37)	\$ (0.27)	\$ (0.28)	\$ (1.17)	\$ (0.46)	\$ (0.37)	\$ (0.53)	\$ (0.42)	\$ (1.78)	\$ (0.47)	\$ (0.48)	\$ (0.94)
Weighted-average shares used to compute net loss per share, basic and diluted	104,203	106,702	108,776	110,223	107,504	112,682	115,033	118,976	121,562	117,221	123,494	126,319	124,922

Non-GAAP Condensed Consolidated Statements of Operations - Fiscal Quarters⁽¹⁾

(in thousands, except per share data)

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	FY21 YTD
Revenue:													
Subscription	\$ 76,841	\$ 87,854	\$ 97,698	\$ 108,462	\$ 370,855	\$ 117,163	\$ 132,494	\$ 144,517	\$ 158,514	\$ 552,688	\$ 173,781	\$ 190,689	\$ 364,470
Professional services and other	6,780	6,732	7,878	7,009	28,399	8,060	7,986	8,520	8,813	33,379	9,078	9,757	18,835
Total revenue	83,621	94,586	105,576	115,471	399,254	125,223	140,480	153,037	167,327	586,067	182,859	200,446	383,305
Cost of revenue:													
Subscription	14,803	17,310	17,433	19,139	68,685	21,355	23,021	25,173	28,485	98,034	31,589	32,743	64,332
Professional services and other	6,886	7,934	8,130	8,134	31,084	9,036	8,990	8,800	8,947	35,773	9,518	9,646	19,164
Total cost of revenue	21,689	25,244	25,563	27,273	99,769	30,391	32,011	33,973	37,432	133,807	41,107	42,389	83,496
Gross profit	61,932	69,342	80,013	88,198	299,485	94,832	108,469	119,064	129,895	452,260	141,752	158,057	299,809
Operating expenses:													
Research and development	15,716	19,557	21,305	23,165	79,743	27,686	30,963	30,938	31,999	121,586	36,559	38,913	75,472
Sales and marketing	45,340	53,533	50,683	55,488	205,044	75,326	69,149	76,287	81,517	302,279	92,883	85,157	178,040
General and administrative	11,719	15,452	14,513	14,476	56,160	16,705	18,263	19,977	21,975	76,920	24,652	27,506	52,158
Total operating expenses	72,775	88,542	86,501	93,129	340,947	119,717	118,375	127,202	135,491	500,785	154,094	151,576	305,670
Operating income (loss)	(10,843)	(19,200)	(6,488)	(4,931)	(41,462)	(24,885)	(9,906)	(8,138)	(5,596)	(48,525)	(12,342)	6,481	(5,861)
Interest expense	(86)	(149)	(148)	(302)	(685)	(216)	(216)	(286)	(407)	(1,125)	(407)	(958)	(1,365)
Interest income and other, net	1,502	2,296	2,413	2,969	9,180	2,900	3,464	4,982	5,743	17,089	4,899	3,960	8,859
Loss on early extinguishment of debt	—	—	—	—	—	—	—	—	—	—	—	—	—
Interest and other, net	1,416	2,147	2,265	2,667	8,495	2,684	3,248	4,696	5,336	15,964	4,492	3,002	7,494
Income (loss) before provision for (benefit from) income taxes	(9,427)	(17,053)	(4,223)	(2,264)	(32,967)	(22,201)	(6,658)	(3,442)	(260)	(32,561)	(7,850)	9,483	1,633
Provision for (benefit from) income taxes	(231)	(985)	(667)	1,866	(17)	(1,157)	(1,477)	349	866	(1,419)	(402)	(433)	(835)
Non-GAAP net income (loss)	\$ (9,196)	\$ (16,068)	\$ (3,556)	\$ (4,130)	\$ (32,950)	\$ (21,044)	\$ (5,181)	\$ (3,791)	\$ (1,126)	\$ (31,142)	\$ (7,448)	\$ 9,916	\$ 2,468
Non-GAAP net income (loss) per share, basic	\$ (0.09)	\$ (0.15)	\$ (0.03)	\$ (0.04)	\$ (0.31)	\$ (0.19)	\$ (0.05)	\$ (0.03)	\$ (0.01)	\$ (0.27)	\$ (0.06)	\$ 0.08	\$ 0.02
Weighted-average shares used to compute non-GAAP net income (loss) per share, basic	104,203	106,702	108,776	110,223	107,504	112,682	115,033	118,976	121,562	117,221	123,494	126,319	124,922
Non-GAAP net income (loss) per share, diluted	\$ (0.09)	\$ (0.15)	\$ (0.03)	\$ (0.04)	\$ (0.31)	\$ (0.19)	\$ (0.05)	\$ (0.03)	\$ (0.01)	\$ (0.27)	\$ (0.06)	\$ 0.07	\$ 0.02
Weighted-average shares used to compute non-GAAP net income (loss) per share, diluted	104,203	106,702	108,776	110,223	107,504	112,682	115,033	118,976	121,562	117,221	123,494	142,255	141,203

⁽¹⁾ Prior periods presented have been adjusted to reflect the impact of amortization of debt issuance costs as a non-GAAP net income (loss) adjustment.

Condensed Consolidated Balance Sheets - Fiscal Quarters

(in thousands, except per share data)

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21
Assets										
Current assets:										
Cash and cash equivalents	\$ 211,756	\$ 192,882	\$ 195,898	\$ 298,394	\$ 208,106	\$ 206,753	\$ 1,039,626	\$ 520,048	\$ 619,221	\$ 957,234
Short-term investments	335,285	343,374	350,105	265,374	339,377	350,712	326,629	882,976	827,556	1,557,279
Accounts receivable, net of allowances	50,368	59,839	70,136	91,926	83,328	87,851	101,778	130,115	111,039	110,540
Deferred commissions	18,551	19,848	21,695	24,185	25,576	27,062	29,544	33,636	34,795	37,808
Prepaid expenses and other current assets	20,180	16,099	18,946	28,237	20,542	24,642	29,023	32,950	40,912	44,074
Total current assets	636,140	632,042	656,780	708,116	676,929	697,020	1,526,600	1,599,725	1,633,523	2,706,935
Property and equipment, net	19,176	40,670	44,251	52,921	52,189	51,858	51,730	53,535	61,914	63,406
Operating lease right-of-use assets	44,600	129,039	124,932	121,389	119,916	116,706	126,746	125,204	162,763	157,781
Deferred commissions, noncurrent	41,077	43,287	47,756	54,812	56,824	59,560	65,466	77,874	79,270	86,556
Intangible assets, net	11,863	16,006	14,989	13,897	28,022	34,712	33,826	32,529	31,032	30,031
Goodwill	6,282	18,095	18,074	18,089	47,964	47,964	47,964	48,023	48,023	48,023
Other assets	12,151	12,275	13,322	15,089	16,698	18,990	18,445	18,505	20,482	22,283
Total assets	\$ 771,289	\$ 891,414	\$ 920,104	\$ 984,313	\$ 998,542	\$ 1,026,810	\$ 1,870,777	\$ 1,955,395	\$ 2,037,007	\$ 3,115,015
Liabilities and stockholders' equity										
Current liabilities:										
Accounts payable	\$ 4,088	\$ 4,251	\$ 3,103	\$ 2,431	\$ 4,352	\$ 3,492	\$ 4,924	\$ 3,837	\$ 8,021	\$ 4,726
Accrued expenses and other current liabilities	23,450	22,483	23,455	33,653	32,412	31,843	33,288	36,887	36,601	54,803
Accrued compensation	12,652	12,803	20,250	19,770	21,463	21,869	34,212	40,300	31,447	39,227
Convertible senior notes, net	—	—	—	271,628	275,653	279,741	99,227	100,703	102,198	43,578
Deferred revenue	173,548	186,427	206,146	245,622	268,033	283,724	306,743	365,236	392,121	391,246
Total current liabilities	213,738	225,964	252,954	573,104	601,913	620,669	478,394	546,963	570,388	533,580
Convertible senior notes, net, noncurrent	259,920	263,762	267,665	—	—	—	828,237	837,002	845,862	1,689,438
Operating lease liabilities, noncurrent	41,906	149,228	147,942	147,046	146,044	143,706	153,960	154,511	194,889	189,208
Deferred revenue, noncurrent	4,346	5,471	4,977	8,768	7,671	7,469	7,013	6,214	6,070	5,574
Other liabilities, noncurrent	1,762	1,844	2,063	3,018	3,470	4,241	4,779	5,361	6,702	12,018
Total liabilities	521,672	646,269	675,601	731,936	759,098	776,085	1,472,383	1,550,051	1,623,911	2,429,818
Stockholders' equity:										
Preferred stock	—	—	—	—	—	—	—	—	—	—
Class A common stock	9	10	10	10	10	11	11	11	12	12
Class B common stock	2	1	1	1	1	1	1	1	1	1
Additional paid-in capital	642,460	677,497	706,810	744,896	784,067	839,523	1,048,899	1,105,564	1,168,127	1,498,549
Accumulated other comprehensive income (loss)	(480)	(480)	(918)	(319)	(457)	(1,653)	135	892	3,742	5,521
Accumulated deficit	(392,676)	(431,883)	(461,400)	(492,211)	(544,177)	(587,157)	(650,652)	(701,124)	(758,786)	(818,886)
Total stockholders' equity	249,617	245,145	244,503	252,377	239,444	250,725	398,394	405,344	413,096	685,197
Total liabilities and stockholders' equity	\$ 771,289	\$ 891,414	\$ 920,104	\$ 984,313	\$ 998,542	\$ 1,026,810	\$ 1,870,777	\$ 1,955,395	\$ 2,037,007	\$ 3,115,015

Condensed Consolidated Statements of Cash Flows - Fiscal Quarters

(in thousands)

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	FY21 YTD
Operating activities:													
Net loss	\$ (25,962)	\$ (39,207)	\$ (29,517)	\$ (30,811)	\$ (125,497)	\$ (51,966)	\$ (42,980)	\$ (63,495)	\$ (50,472)	\$ (208,913)	\$ (57,662)	\$ (60,100)	\$ (117,762)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:													
Stock-based compensation	14,135	18,222	21,542	22,421	76,320	22,685	31,274	35,732	36,933	126,624	37,728	48,378	86,106
Depreciation, amortization and accretion	2,069	1,630	2,125	2,177	8,001	3,399	4,517	4,420	5,479	17,815	5,466	7,225	12,691
Amortization of debt discount and issuance costs	2,571	3,842	3,902	3,964	14,279	4,025	4,088	7,540	10,239	25,892	10,357	15,973	26,330
Amortization of deferred commissions	4,572	5,041	5,350	5,889	20,852	6,328	6,864	7,349	8,047	28,588	8,680	9,397	18,077
Deferred income taxes	(348)	(1,227)	(694)	1,504	(765)	(1,369)	(1,688)	(12)	816	(2,253)	(905)	(1,010)	(1,915)
Write-off of intangible assets	—	—	—	—	—	—	—	—	119	119	—	—	—
Non-cash charitable contributions	—	1,008	—	—	1,008	—	652	510	584	1,746	536	1,881	2,417
Loss on early extinguishment of debt	—	—	—	—	—	—	—	14,572	—	14,572	—	2,174	2,174
Other	161	(143)	135	487	640	(100)	184	—	(214)	(130)	915	520	1,435
Changes in operating assets and liabilities:													
Accounts receivable	1,719	(8,959)	(10,299)	(22,143)	(39,682)	9,297	(4,838)	(13,852)	(28,122)	(37,515)	18,250	376	18,626
Deferred commissions	(5,693)	(8,547)	(11,667)	(15,435)	(41,342)	(9,795)	(11,577)	(15,269)	(24,583)	(61,224)	(11,865)	(18,467)	(30,332)
Prepaid expenses and other assets	(3,889)	4,511	(3,444)	(7,512)	(10,334)	5,975	(4,441)	(3,052)	(2,562)	(4,080)	(3,493)	(4,129)	(7,622)
Operating lease right-of-use assets	4,564	2,976	4,669	5,030	17,239	3,066	3,123	1,662	5,100	12,951	4,055	4,917	8,972
Accounts payable	607	160	(1,101)	(1,103)	(1,437)	1,640	(272)	594	(273)	1,689	3,943	(3,133)	810
Accrued compensation	329	169	7,475	(544)	7,429	4,143	574	12,635	5,682	23,034	2,995	12,050	15,045
Accrued expenses and other liabilities	(1,023)	3,084	(202)	3,941	5,800	3,288	(1,984)	2,713	5,955	9,972	(2,773)	(358)	(3,131)
Operating lease liabilities	(2,954)	(1,600)	(1,060)	(1,028)	(6,642)	(39)	(120)	(3,969)	(5,588)	(9,716)	(4,270)	(3,393)	(7,663)
Deferred revenue	13,114	13,697	19,225	43,267	89,303	20,685	15,490	22,562	57,695	116,432	26,740	(1,371)	25,369
Net cash provided by (used in) operating activities	3,972	(5,343)	6,439	10,104	15,172	21,262	(1,134)	10,640	24,835	55,603	38,697	10,930	49,627

Condensed Consolidated Statements of Cash Flows - Fiscal Quarters

(in thousands)

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	FY21 YTD
Investing activities:													
Capitalization of internal-use software costs	(1,051)	(674)	(604)	(522)	(2,851)	(369)	(961)	(1,329)	(1,229)	(3,888)	(1,000)	(1,326)	(2,326)
Purchases of property and equipment	(4,477)	(5,313)	(4,463)	(5,558)	(19,811)	(7,710)	(2,207)	(63)	(5,462)	(15,442)	(7,930)	(2,739)	(10,669)
Proceeds from sales of property and equipment	—	—	—	740	740	—	—	—	—	—	—	—	—
Purchases of securities available for sale and other	(252,914)	(67,104)	(158,120)	(153,350)	(631,488)	(146,545)	(91,148)	(83,769)	(677,925)	(999,387)	(129,079)	(900,202)	(1,029,281)
Proceeds from maturities and redemption of securities available for sale	19,500	60,000	140,150	79,000	298,650	61,244	75,100	108,049	111,884	356,277	102,293	178,102	280,395
Proceeds from sales of securities available for sale and other	—	—	12,470	160,602	173,072	11,996	5,333	—	9,942	27,271	86,320	3,300	89,620
Purchases of intangible assets	—	—	—	—	—	—	(8,500)	—	(89)	(8,589)	—	—	—
Payments for business acquisition, net of cash acquired	—	(15,638)	22	(16)	(15,632)	(44,223)	—	—	(60)	(44,283)	—	—	—
Net cash provided by (used in) investing activities	(238,942)	(28,729)	(10,545)	80,896	(197,320)	(125,607)	(22,383)	22,888	(562,939)	(688,041)	50,604	(722,865)	(672,261)

Condensed Consolidated Statements of Cash Flows - Fiscal Quarters

(in thousands)

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	FY21 YTD
Financing activities:													
Proceeds from issuance of convertible senior notes, net of issuance costs	335,055	(75)	—	—	334,980	—	—	1,040,760	(100)	1,040,660	—	1,135,418	1,135,418
Payments for repurchases of convertible senior notes	—	—	—	—	—	—	—	(224,414)	—	(224,414)	—	(181)	(181)
Purchases of hedges related to convertible senior notes	(80,040)	—	—	—	(80,040)	—	—	—	—	—	—	—	—
Proceeds from hedges related to convertible senior notes	—	—	—	—	—	—	—	405,851	—	405,851	—	195,046	195,046
Proceeds from issuance of warrants related to convertible senior notes	52,440	—	—	—	52,440	—	—	—	—	—	—	—	—
Payments for warrants related to convertible senior notes	—	—	—	—	—	—	—	(358,622)	—	(358,622)	—	(175,399)	(175,399)
Purchases of capped calls related to convertible senior notes	—	—	—	—	—	—	—	(74,094)	—	(74,094)	—	(133,975)	(133,975)
Proceeds from stock option exercises, net of repurchases, and other	12,196	8,859	7,469	8,337	36,861	13,388	14,065	8,918	8,992	45,363	14,172	13,345	27,517
Proceeds from shares issued in connection with employee stock purchase plan	—	6,654	—	7,073	13,727	—	9,005	—	9,762	18,767	—	12,821	12,821
Other, net	(206)	—	—	—	(206)	(126)	—	—	—	(126)	(5)	5	—
Net cash provided by (used in) financing activities	319,445	15,438	7,469	15,410	357,762	13,262	23,070	798,399	18,654	853,385	14,167	1,047,080	1,061,247
Effects of changes in foreign currency exchange rates on cash, cash equivalents and restricted cash	(387)	(245)	(358)	358	(632)	(282)	(905)	946	32	(209)	(1,128)	1,706	578
Net increase (decrease) in cash, cash equivalents and restricted cash	84,088	(18,879)	3,005	106,768	174,982	(91,365)	(1,352)	832,873	(519,418)	220,738	102,340	336,851	439,191
Cash, cash equivalents and restricted cash at beginning of period	136,233	220,321	201,442	204,447	136,233	311,215	219,850	218,498	1,051,371	311,215	531,953	634,293	531,953
Cash, cash equivalents and restricted cash at end of period	\$ 220,321	\$ 201,442	\$ 204,447	\$ 311,215	\$ 311,215	\$ 219,850	\$ 218,498	\$ 1,051,371	\$ 531,953	\$ 531,953	\$ 634,293	\$ 971,144	\$ 971,144

GAAP to Non-GAAP Reconciliations - Fiscal Quarters

(in thousands, except percentages and per share data)

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	FY21 YTD
GAAP subscription gross profit	\$ 60,509	\$ 68,643	\$ 77,433	\$ 86,916	\$ 293,501	\$ 92,623	\$ 104,577	\$ 114,393	\$ 124,650	\$ 436,243	\$ 136,624	\$ 151,188	\$ 287,812
Stock-based compensation	1,529	1,901	2,383	2,024	7,837	2,422	3,111	3,604	3,786	12,923	3,975	5,164	9,139
Amortization of acquired intangibles	—	—	449	383	832	763	1,785	1,347	1,593	5,488	1,593	1,594	3,187
Non-GAAP subscription gross profit	\$ 62,038	\$ 70,544	\$ 80,265	\$ 89,323	\$ 302,170	\$ 95,808	\$ 109,473	\$ 119,344	\$ 130,029	\$ 454,654	\$ 142,192	\$ 157,946	\$ 300,138
Non-GAAP subscription gross margin	80.7 %	80.3 %	82.2 %	82.4 %	81.5 %	81.8 %	82.6 %	82.6 %	82.0 %	82.3 %	81.8 %	82.8 %	82.3 %
GAAP professional services gross profit	\$ (995)	\$ (2,285)	\$ (1,557)	\$ (2,831)	\$ (7,668)	\$ (2,495)	\$ (2,877)	\$ (2,180)	\$ (2,006)	\$ (9,558)	\$ (2,251)	\$ (1,889)	\$ (4,140)
Stock-based compensation	889	1,083	1,305	1,706	4,983	1,519	1,873	1,900	1,872	7,164	1,811	2,000	3,811
Non-GAAP professional services gross profit	\$ (106)	\$ (1,202)	\$ (252)	\$ (1,125)	\$ (2,685)	\$ (976)	\$ (1,004)	\$ (280)	\$ (134)	\$ (2,394)	\$ (440)	\$ 111	\$ (329)
Non-GAAP professional services gross margin	(1.6)%	(17.9)%	(3.2)%	(16.1)%	(9.5)%	(12.1)%	(12.6)%	(3.3)%	(1.5)%	(7.2)%	(4.8)%	1.1%	(1.7)%
GAAP total gross profit	\$ 59,514	\$ 66,358	\$ 75,876	\$ 84,085	\$ 285,833	\$ 90,128	\$ 101,700	\$ 112,213	\$ 122,644	\$ 426,685	\$ 134,373	\$ 149,299	\$ 283,672
Stock-based compensation	2,418	2,984	3,688	3,730	12,820	3,941	4,984	5,504	5,658	20,087	5,786	7,164	12,950
Amortization of acquired intangibles	—	—	449	383	832	763	1,785	1,347	1,593	5,488	1,593	1,594	3,187
Non-GAAP total gross profit	\$ 61,932	\$ 69,342	\$ 80,013	\$ 88,198	\$ 299,485	\$ 94,832	\$ 108,469	\$ 119,064	\$ 129,895	\$ 452,260	\$ 141,752	\$ 158,057	\$ 299,809
Non-GAAP total gross margin	74.1 %	73.3 %	75.8 %	76.4 %	75.0 %	75.7 %	77.2 %	77.8 %	77.6 %	77.2 %	77.5 %	78.9 %	78.2 %
GAAP research and development expense	\$ 19,929	\$ 24,829	\$ 27,596	\$ 30,031	\$ 102,385	\$ 34,032	\$ 40,045	\$ 41,832	\$ 43,360	\$ 159,269	\$ 48,494	\$ 53,866	\$ 102,360
Stock-based compensation	4,213	5,272	6,291	6,866	22,642	6,346	9,082	10,894	11,361	37,683	11,935	14,953	26,888
Non-GAAP research and development expense	\$ 15,716	\$ 19,557	\$ 21,305	\$ 23,165	\$ 79,743	\$ 27,686	\$ 30,963	\$ 30,938	\$ 31,999	\$ 121,586	\$ 36,559	\$ 38,913	\$ 75,472
Non-GAAP research and development expense as a percentage of revenue	18.8 %	20.7 %	20.2 %	20.1 %	20.0 %	22.1 %	22.0 %	20.2 %	19.1 %	20.7 %	20.0 %	19.4 %	19.7 %

GAAP to Non-GAAP Reconciliations - Fiscal Quarters

(in thousands, except percentages and per share data)

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	FY21 YTD
GAAP sales and marketing expense	\$ 49,493	\$ 59,004	\$ 56,911	\$ 62,552	\$ 227,960	\$ 82,112	\$ 78,385	\$ 87,224	\$ 92,635	\$ 340,356	\$ 104,043	\$ 98,322	\$ 202,365
Stock-based compensation	4,153	5,471	6,228	7,064	22,916	6,786	9,236	10,937	11,118	38,077	11,160	13,165	24,325
Non-GAAP sales and marketing expense	\$ 45,340	\$ 53,533	\$ 50,683	\$ 55,488	\$ 205,044	\$ 75,326	\$ 69,149	\$ 76,287	\$ 81,517	\$ 302,279	\$ 92,883	\$ 85,157	\$ 178,040
<i>Non-GAAP sales and marketing expense as a percentage of revenue</i>	54.2 %	56.6 %	48.0 %	48.1 %	51.4 %	60.2 %	49.2 %	49.8 %	48.7 %	51.6 %	50.8 %	42.5 %	46.4 %
GAAP general and administrative expense	\$ 15,070	\$ 20,955	\$ 19,848	\$ 19,237	\$ 75,110	\$ 25,766	\$ 26,887	\$ 28,887	\$ 31,352	\$ 112,892	\$ 34,035	\$ 42,499	\$ 76,534
Stock-based compensation	3,351	4,495	5,335	4,761	17,942	5,612	7,972	8,400	8,793	30,777	8,847	13,112	21,959
Non-cash charitable contributions	—	1,008	—	—	1,008	—	652	510	584	1,746	536	1,881	2,417
Acquisition-related expenses	—	—	—	—	—	3,449	—	—	—	3,449	—	—	—
Non-GAAP general and administrative expense	\$ 11,719	\$ 15,452	\$ 14,513	\$ 14,476	\$ 56,160	\$ 16,705	\$ 18,263	\$ 19,977	\$ 21,975	\$ 76,920	\$ 24,652	\$ 27,506	\$ 52,158
<i>Non-GAAP general and administrative expense as a percentage of revenue</i>	14.0 %	16.3 %	13.7 %	12.5 %	14.1 %	13.3 %	13.0 %	13.1 %	13.1 %	13.1 %	13.5 %	13.7 %	13.6 %
GAAP total operating expenses	\$ 84,492	\$ 104,788	\$ 104,355	\$ 111,820	\$ 405,455	\$ 141,910	\$ 145,317	\$ 157,943	\$ 167,347	\$ 612,517	\$ 186,572	\$ 194,687	\$ 381,259
Stock-based compensation	11,717	15,238	17,854	18,691	63,500	18,744	26,290	30,231	31,272	106,537	31,942	41,230	73,172
Non-cash charitable contributions	—	1,008	—	—	1,008	—	652	510	584	1,746	536	1,881	2,417
Acquisition-related expenses	—	—	—	—	—	3,449	—	—	—	3,449	—	—	—
Non-GAAP total operating expenses	\$ 72,775	\$ 88,542	\$ 86,501	\$ 93,129	\$ 340,947	\$ 119,717	\$ 118,375	\$ 127,202	\$ 135,491	\$ 500,785	\$ 154,094	\$ 151,576	\$ 305,670
<i>Non-GAAP total operating expenses as a percentage of revenue</i>	87.0 %	93.6 %	81.9 %	80.7 %	85.4 %	95.6 %	84.3 %	83.1 %	81.0 %	85.4 %	84.3 %	75.6 %	79.7 %

GAAP to Non-GAAP Reconciliations - Fiscal Quarters⁽¹⁾

(in thousands, except percentages and per share data)

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	FY21 YTD
GAAP operating loss	\$ (24,978)	\$ (38,430)	\$ (28,479)	\$ (27,735)	\$ (119,622)	\$ (51,782)	\$ (43,617)	\$ (45,730)	\$ (44,703)	\$ (185,832)	\$ (52,199)	\$ (45,388)	\$ (97,587)
Stock-based compensation	14,135	18,222	21,542	22,421	76,320	22,685	31,274	35,735	36,930	126,624	37,728	48,394	86,122
Non-cash charitable contributions	—	1,008	—	—	1,008	—	652	510	584	1,746	536	1,881	2,417
Amortization of acquired intangibles	—	—	449	383	832	763	1,785	1,347	1,593	5,488	1,593	1,594	3,187
Acquisition-related expenses	—	—	—	—	—	3,449	—	—	—	3,449	—	—	—
Non-GAAP operating income (loss)	\$ (10,843)	\$ (19,200)	\$ (6,488)	\$ (4,931)	\$ (41,462)	\$ (24,885)	\$ (9,906)	\$ (8,138)	\$ (5,596)	\$ (48,525)	\$ (12,342)	\$ 6,481	\$ (5,861)
Non-GAAP operating margin	(13.0)%	(20.3)%	(6.1)%	(4.3)%	(10.4)%	(19.9)%	(7.1)%	(5.3)%	(3.3)%	(8.3)%	(6.7)%	3.2%	(1.5)%
Interest and other, net	\$ (1,215)	(1,762)	(1,705)	(1,210)	(5,892)	(1,341)	(840)	(17,416)	(4,903)	(24,500)	(5,865)	(15,145)	(21,010)
Amortization of debt discount and debt issuance costs	2,631	3,909	3,970	3,877	14,387	4,025	4,088	7,540	10,239	25,892	10,357	15,973	26,330
Loss on early extinguishment of debt	—	—	—	—	—	—	—	14,572	—	14,572	—	2,174	2,174
Non-GAAP interest and other, net	\$ 1,416	\$ 2,147	\$ 2,265	\$ 2,667	\$ 8,495	\$ 2,684	\$ 3,248	\$ 4,696	\$ 5,336	\$ 15,964	\$ 4,492	\$ 3,002	\$ 7,494
GAAP net loss	\$ (25,962)	\$ (39,207)	\$ (29,517)	\$ (30,811)	\$ (125,497)	\$ (51,966)	\$ (42,980)	\$ (63,495)	\$ (50,472)	\$ (208,913)	\$ (57,662)	\$ (60,100)	\$ (117,762)
Stock-based compensation	14,135	18,222	21,542	22,421	76,320	22,685	31,274	35,735	36,930	126,624	37,728	48,394	86,122
Amortization of debt discount and debt issuance costs	2,631	3,909	3,970	3,877	14,387	4,025	4,088	7,540	10,239	25,892	10,357	15,973	26,330
Non-cash charitable contributions	—	1,008	—	—	1,008	—	652	510	584	1,746	536	1,881	2,417
Amortization of acquired intangibles	—	—	449	383	832	763	1,785	1,347	1,593	5,488	1,593	1,594	3,187
Acquisition-related expenses	—	—	—	—	—	3,449	—	—	—	3,449	—	—	—
Loss on early extinguishment of debt	—	—	—	—	—	—	—	14,572	—	14,572	—	2,174	2,174
Non-GAAP net income (loss)	\$ (9,196)	\$ (16,068)	\$ (3,556)	\$ (4,130)	\$ (32,950)	\$ (21,044)	\$ (5,181)	\$ (3,791)	\$ (1,126)	\$ (31,142)	\$ (7,448)	\$ 9,916	\$ 2,468

⁽¹⁾ Prior periods presented have been adjusted to reflect the impact of amortization of debt issuance costs as a non-GAAP net income (loss) adjustment.

GAAP to Non-GAAP Reconciliations - Fiscal Quarters⁽¹⁾

(in thousands, except percentages and per share data)

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	FY21 YTD
GAAP net loss per share, basic	\$ (0.25)	\$ (0.37)	\$ (0.27)	\$ (0.28)	\$ (1.17)	\$ (0.46)	\$ (0.37)	\$ (0.53)	\$ (0.42)	\$ (1.78)	\$ (0.47)	\$ (0.48)	\$ (0.94)
Stock-based compensation	0.14	0.17	0.20	0.20	0.71	0.20	0.27	0.30	0.31	1.08	0.31	0.38	0.69
Amortization of debt discount and debt issuance costs	0.02	0.04	0.04	0.04	0.13	0.03	0.03	0.07	0.08	0.22	0.09	0.13	0.21
Non-cash charitable contributions	—	0.01	—	—	0.01	—	0.01	—	0.01	0.01	—	0.02	0.02
Amortization of acquired intangibles	—	—	—	—	0.01	0.01	0.01	0.01	0.01	0.05	0.01	0.01	0.02
Acquisition-related expenses	—	—	—	—	—	0.03	—	—	—	0.03	—	—	—
Loss on early extinguishment of debt	—	—	—	—	—	—	—	0.12	—	0.12	—	0.02	0.02
Non-GAAP net income (loss) per share, basic	\$ (0.09)	\$ (0.15)	\$ (0.03)	\$ (0.04)	\$ (0.31)	\$ (0.19)	\$ (0.05)	\$ (0.03)	\$ (0.01)	\$ (0.27)	\$ (0.06)	\$ 0.08	\$ 0.02
Weighted-average shares outstanding used to compute non-GAAP net income (loss) per share, basic	104,203	106,702	108,776	110,223	107,504	112,682	115,033	118,976	121,562	117,221	123,494	126,319	124,922
GAAP net loss per share, diluted	\$ (0.25)	\$ (0.37)	\$ (0.27)	\$ (0.28)	\$ (1.17)	\$ (0.46)	\$ (0.37)	\$ (0.53)	\$ (0.42)	\$ (1.78)	\$ (0.47)	\$ (0.48)	\$ (0.94)
Adjustments for difference in weighted-average shares outstanding	—	—	—	—	—	—	—	—	—	—	—	0.06	0.10
Stock-based compensation	0.14	0.17	0.20	0.20	0.71	0.20	0.27	0.30	0.31	1.08	0.31	0.34	0.61
Amortization of debt discount and debt issuance costs	0.02	0.04	0.04	0.04	0.13	0.03	0.03	0.07	0.08	0.22	0.09	0.11	0.19
Non-cash charitable contributions	—	0.01	—	—	0.01	—	0.01	—	0.01	0.01	—	0.01	0.02
Amortization of acquired intangibles	—	—	—	—	0.01	0.01	0.01	0.01	0.01	0.05	0.01	0.01	0.02
Acquisition-related expenses	—	—	—	—	—	0.03	—	—	—	0.03	—	—	—
Loss on early extinguishment of debt	—	—	—	—	—	—	—	0.12	—	0.12	—	0.02	0.02
Non-GAAP net income (loss) per share, diluted	\$ (0.09)	\$ (0.15)	\$ (0.03)	\$ (0.04)	\$ (0.31)	\$ (0.19)	\$ (0.05)	\$ (0.03)	\$ (0.01)	\$ (0.27)	\$ (0.06)	\$ 0.07	\$ 0.02
Weighted-average shares outstanding used to compute non-GAAP net income (loss) per share, diluted	104,203	106,702	108,776	110,223	107,504	112,682	115,033	118,976	121,562	117,221	123,494	142,255	141,203

⁽¹⁾ Prior periods presented have been adjusted to reflect the impact of amortization of debt issuance costs as a non-GAAP net income (loss) adjustment.

Calculations of Key and Other Selected Metrics - Fiscal Quarters

(in thousands, except percentages and customer/headcount data)

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	FY21 YTD
Calculated Billings													
Total revenue	\$ 83,621	\$ 94,586	\$ 105,576	\$ 115,471	\$ 399,254	\$ 125,223	\$ 140,480	\$ 153,037	\$ 167,327	\$ 586,067	\$ 182,859	\$ 200,446	\$ 383,305
Add:													
Unbilled receivables, current (beginning of period)	809	1,619	818	1,581	809	1,457	799	1,004	1,028	1,457	1,026	1,121	1,026
Deferred revenue, current (end of period)	173,548	186,427	206,146	245,622	245,622	268,033	283,724	306,743	365,236	365,236	392,121	391,246	391,246
Less:													
Unbilled receivables, current (end of period)	(1,619)	(818)	(1,581)	(1,457)	(1,457)	(799)	(1,004)	(1,028)	(1,026)	(1,026)	(1,121)	(2,113)	(2,113)
Deferred revenue, current (beginning of period)	(159,816)	(173,548)	(186,427)	(206,146)	(159,816)	(245,622)	(268,033)	(283,724)	(306,743)	(245,622)	(365,236)	(392,121)	(365,236)
Current calculated billings	96,543	108,266	124,532	155,071	484,412	148,292	155,966	176,032	225,822	706,112	209,649	198,579	408,228
Add:													
Deferred revenue, noncurrent (end of period)	4,346	5,471	4,977	8,768	8,768	7,671	7,469	7,013	6,214	6,214	6,070	5,574	5,574
Less:													
Deferred revenue, noncurrent (beginning of period)	(4,963)	(4,346)	(5,471)	(4,977)	(4,963)	(8,768)	(7,671)	(7,469)	(7,013)	(8,768)	(6,214)	(6,070)	(6,214)
Calculated billings	\$ 95,926	\$ 109,391	\$ 124,038	\$ 158,862	\$ 488,217	\$ 147,195	\$ 155,764	\$ 175,576	\$ 225,023	\$ 703,558	\$ 209,505	\$ 198,083	\$ 407,588
<i>y-y growth - current calculated billings</i>	60 %	50 %	57 %	52 %	54 %	54 %	44 %	41 %	46 %	46 %	41 %	27 %	34 %
<i>y-y growth - calculated billings</i>	60 %	53 %	58 %	52 %	55 %	53 %	42 %	42 %	42 %	44 %	42 %	27 %	35 %
Trailing 12 months calculated billings	\$ 350,932	\$ 388,646	\$ 434,124	\$ 488,217	\$ 488,217	\$ 539,486	\$ 585,859	\$ 637,397	\$ 703,558	\$ 703,558	\$ 765,868	\$ 808,187	\$ 808,187
<i>y-y growth</i>	59 %	58 %	59 %	55 %	55 %	54 %	51 %	47 %	44 %	44 %	42 %	38 %	38 %

Calculations of Key and Other Selected Metrics - Fiscal Quarters

(in thousands, except percentages and customer/headcount data)

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	FY21 YTD
Free Cash Flow and Margin													
Net cash provided by (used in) operating activities	\$ 3,972	\$ (5,343)	\$ 6,439	\$ 10,104	\$ 15,172	\$ 21,262	\$ (1,134)	\$ 10,640	\$ 24,835	\$ 55,603	\$ 38,697	\$ 10,930	\$ 49,627
Less:													
Purchases of property and equipment	(4,477)	(5,313)	(4,463)	(5,558)	(19,811)	(7,710)	(2,207)	(63)	(5,462)	(15,442)	(7,930)	(2,739)	(10,669)
Capitalization of internal-use software costs	(1,051)	(674)	(604)	(522)	(2,851)	(369)	(961)	(1,329)	(1,229)	(3,888)	(1,000)	(1,326)	(2,326)
Proceeds from sales of property and equipment	—	—	—	740	740	—	—	—	—	—	—	—	—
Free cash flow	\$ (1,556)	\$ (11,330)	\$ 1,372	\$ 4,764	\$ (6,750)	\$ 13,183	\$ (4,302)	\$ 9,248	\$ 18,144	\$ 36,273	\$ 29,767	\$ 6,865	\$ 36,632
Free cash flow margin	(1.9)%	(12.0)%	1.3%	4.1%	(1.7)%	10.5%	(3.1)%	6.0%	10.8%	6.2%	16.3%	3.4%	9.6%
Headcount													
Total headcount	1,265	1,392	1,473	1,561	1,561	1,770	1,943	2,116	2,248	2,248	2,379	2,489	2,489
<i>y-y growth</i>	24%	27%	29%	33%	33%	40%	40%	44%	44%	44%	34%	28%	28%
Revenue by Location													
United States	\$ 71,258	\$ 79,500	\$ 88,705	\$ 97,904	\$ 337,367	\$ 105,403	\$ 118,605	\$ 129,934	\$ 140,587	\$ 494,529	\$ 153,787	\$ 168,239	\$ 322,026
International	12,363	15,086	16,871	17,567	61,887	19,820	21,875	23,103	26,740	91,538	29,072	32,207	61,279
Total	\$ 83,621	\$ 94,586	\$ 105,576	\$ 115,471	\$ 399,254	\$ 125,223	\$ 140,480	\$ 153,037	\$ 167,327	\$ 586,067	\$ 182,859	\$ 200,446	\$ 383,305