



Investor Presentation Q1 FY21

May 28, 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 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 operating results 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 Annual Report on Form 10-K 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

Q1 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.

8,400

Total customers

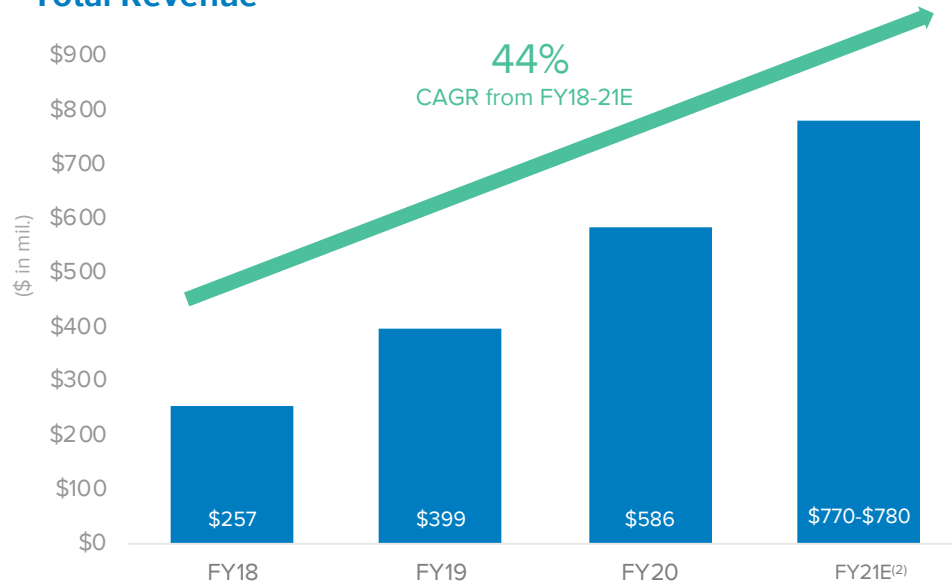
6,500+

Technology integrations

121%

TTM Dollar-based net retention rate⁽¹⁾
at April 30, 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 guidance as of May 28, 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



Cloud

On-Prem



okta Identity Cloud

Single Sign-On



Universal Directory



Adaptive MFA



API Access Management



Lifecycle Management



Advanced Server Access



Access Gateway



Customer Identity

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

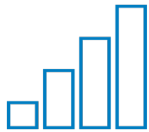


Cloud

On-Prem



Strong Foundation for Growth



High growth
subscription
model



Multiple expansion
vectors and powerful
network effects

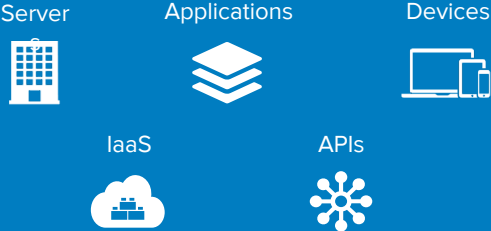


Positioned
for substantial
operating leverage



Innovation Creates Powerful Network Effects

More integrations



Deeper signals

- Device State
- End Point Security
- Mobile Security
- Network
- Biometrics
- User Behavior
- Application Logs
- 3rd Party Intelligence

More customers



More use cases

- Zero Trust
- Contextual Access
- Security Analytics
- 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. \$18B TAM based on over 40,000 U.S. businesses with more than 250 employees (per 2014 U.S. census data), plus 4,500 U.S. degree-granting postsecondary institutions (per National Center for Education Statistics), then multiplied by Okta 12-month fiscal 2017 calculated billings per Okta customer assuming adoption of all our fiscal 2017 products, which implied a market of \$9 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.

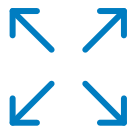


Large Addressable Market with Multiple Expansion Vectors

Four primary growth drivers



Innovation in
platform and
network



Landing &
expanding in
large enterprise



Growing
partner
channel

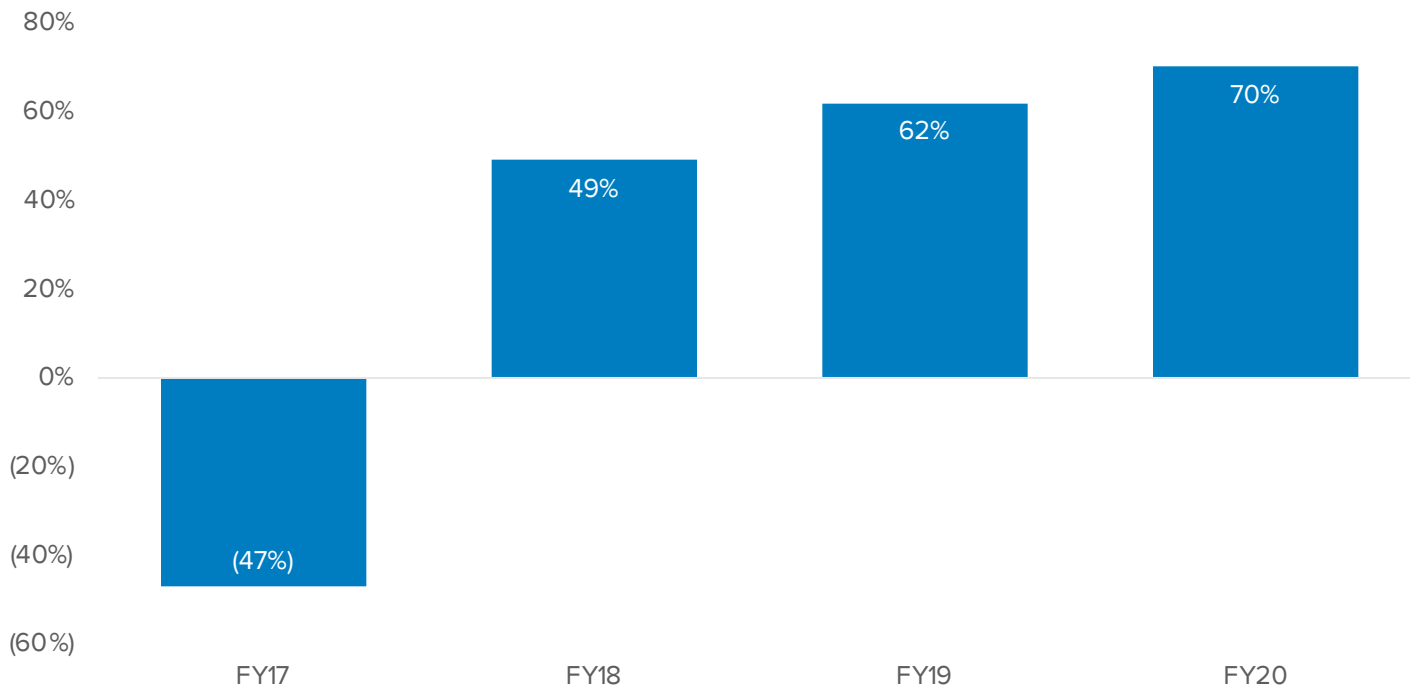


Making investments
in international
expansion



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>

Q1 FY21 Financial Review



Q1 FY21 Financial Highlights

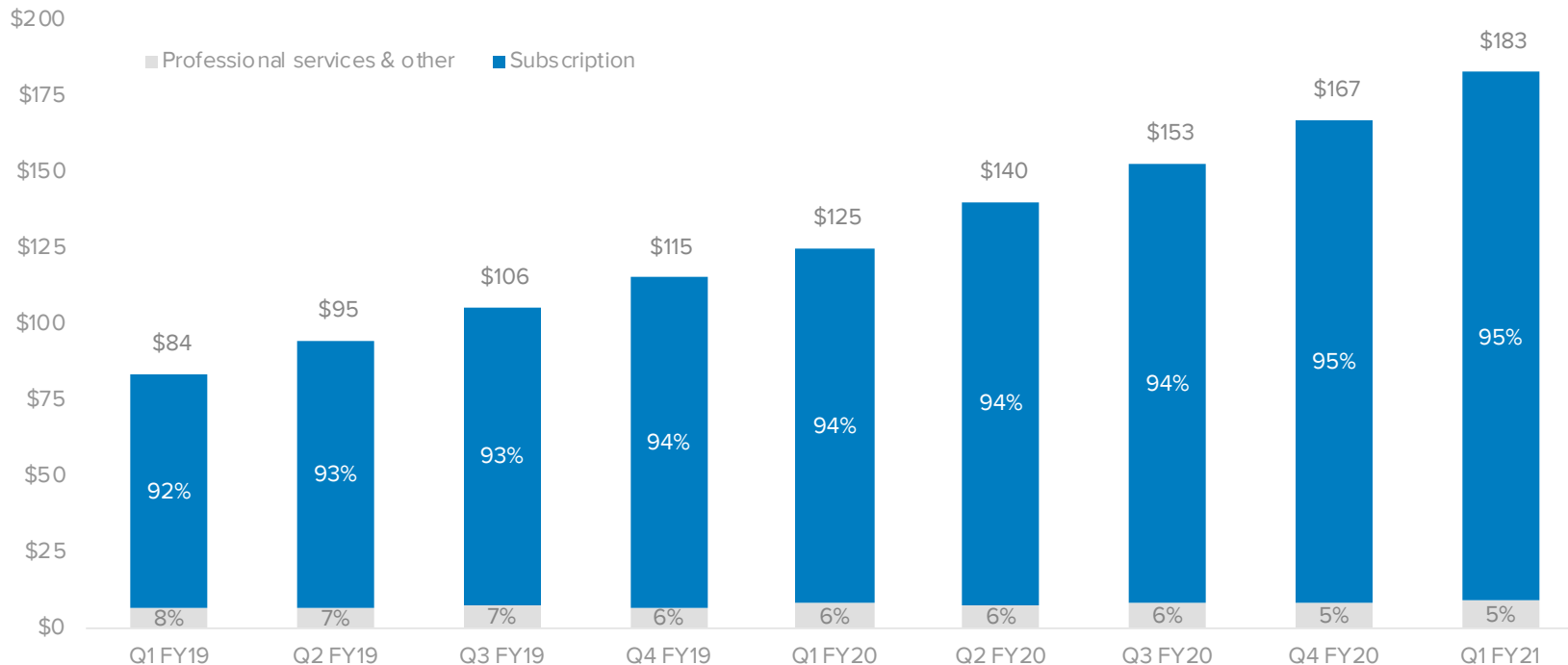
	Q1 FY21	vs. Q1 FY20
Total Revenue	\$183M	+ 46%
Subscription Revenue	\$174M	+ 48%
Current Remaining Performance Obligations	\$619M	+ 49%
Remaining Performance Obligations	\$1,240M	+ 57%
Total Calculated Billings ⁽¹⁾	\$210M	+ 42%
TTM Dollar Based Net Retention Rate	121%	+ 200 bps
Non-GAAP Gross Margin ⁽¹⁾	77.5%	+ 180 bps
Non-GAAP Operating Margin ⁽¹⁾	(6.7)%	+ 1,320 bps
Free Cash Flow Margin ⁽¹⁾	16.3%	+ 580 bps
TTM Total Rev. Growth + Free Cash Flow Margin (“Rule of 40”)	54%	(80) bps
Total Customers	8,400	+ 28%
Customers > \$100K ACV ⁽²⁾	1,580	+ 38%



Total Revenue Up 46% Y/Y; Subscription Up 48% Y/Y

Quarterly Revenue

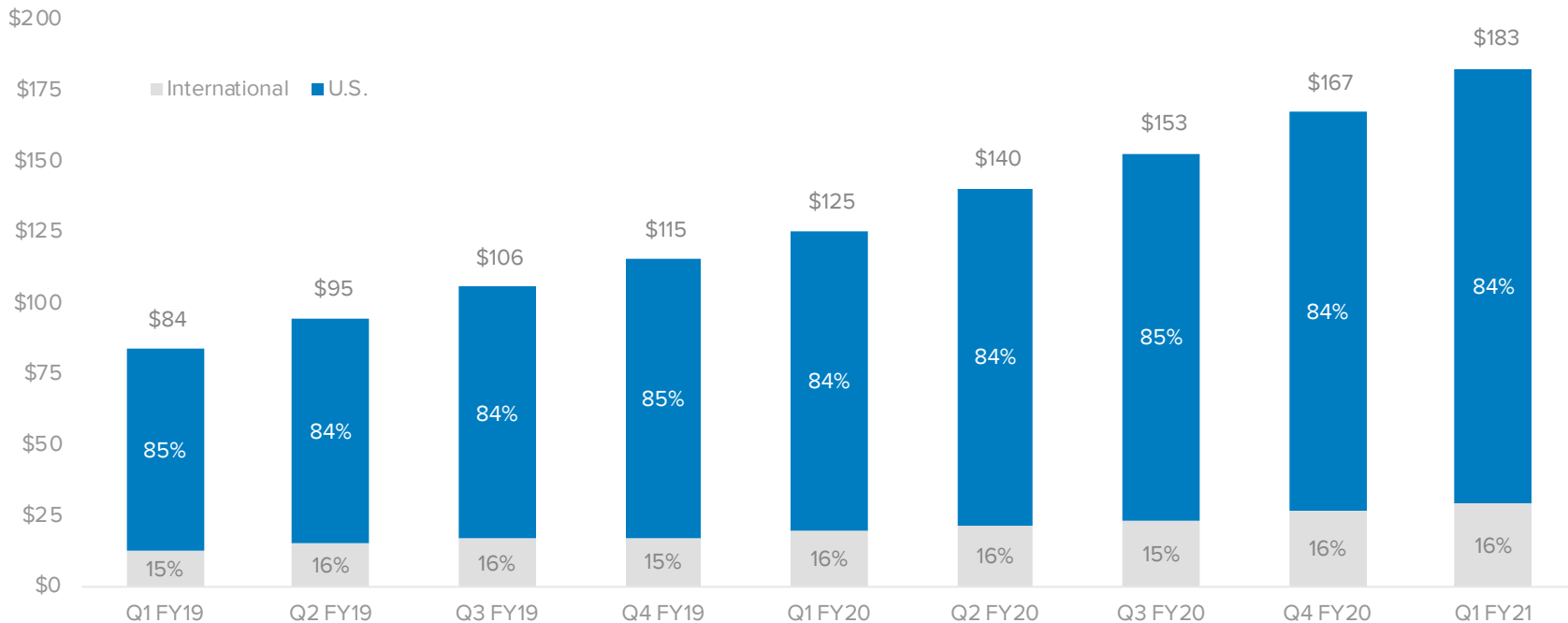
(\$ in millions)



International Revenue Up 47% Y/Y

Quarterly Revenue

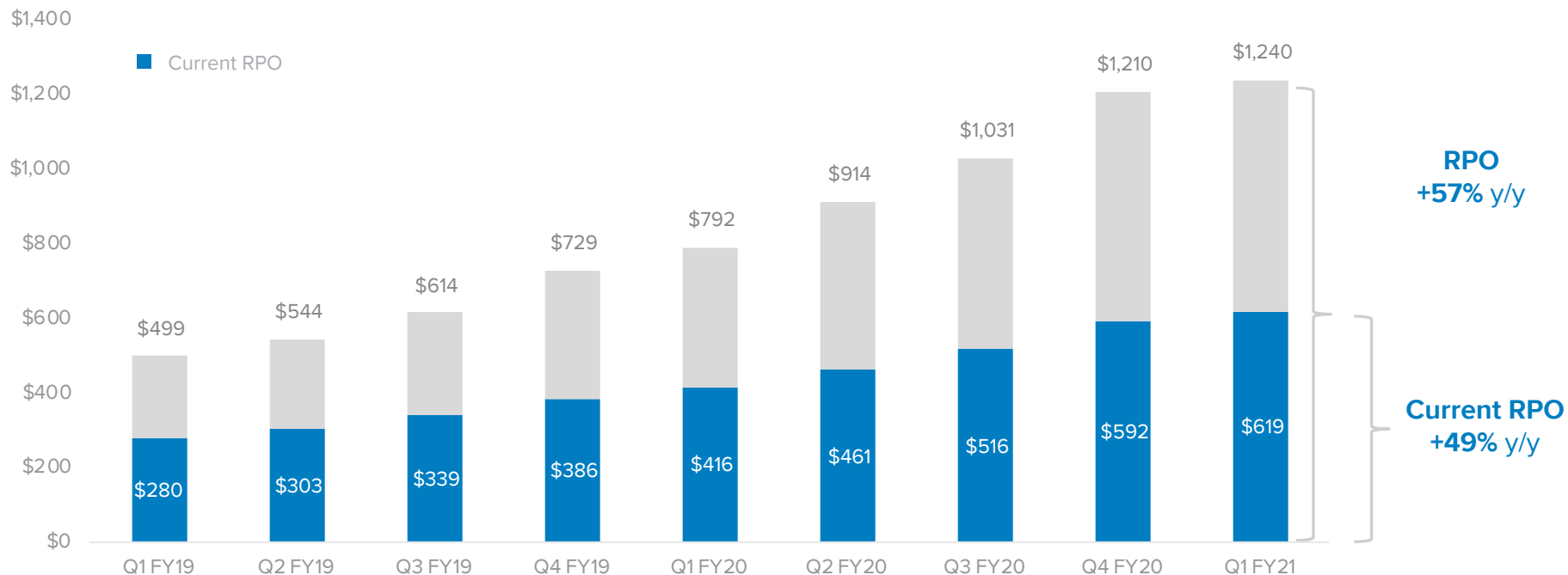
(\$ in millions)



Remaining Performance Obligations Up 57% Y/Y

Quarterly Remaining Performance Obligations (RPO)

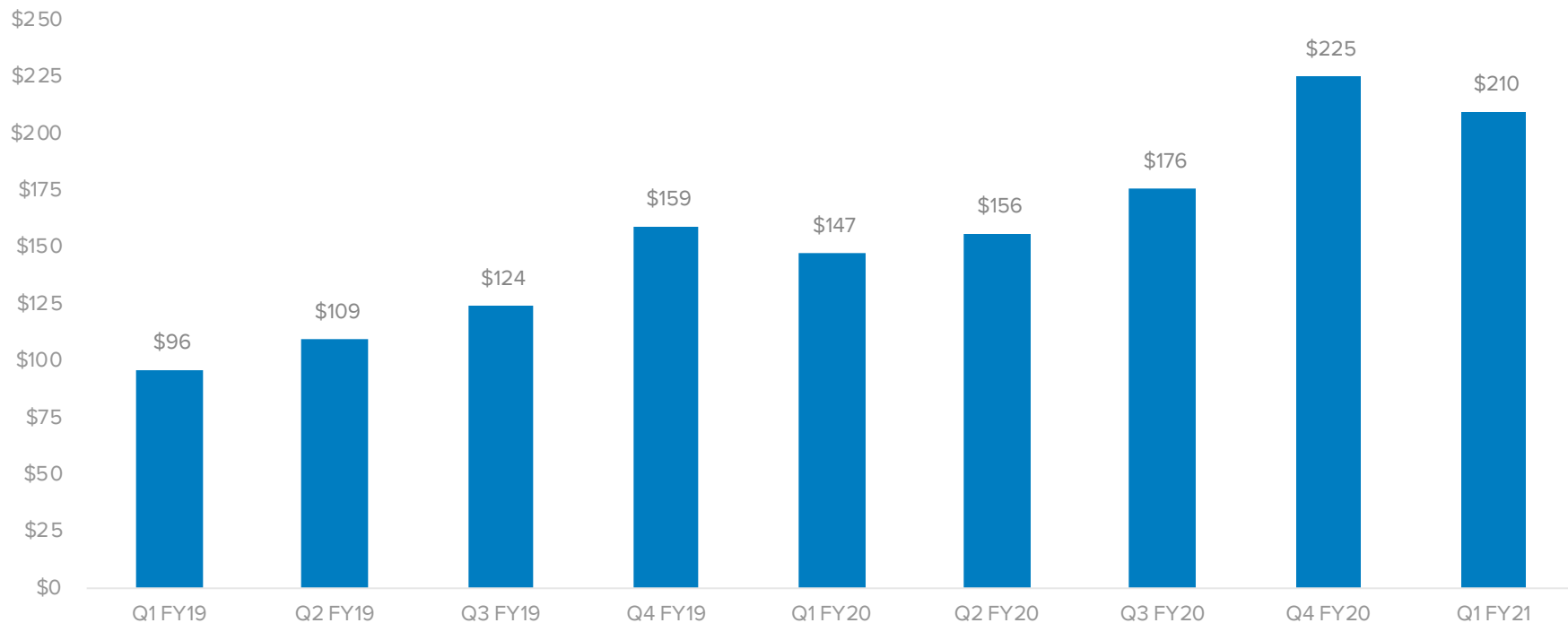
(\$ in millions)



Total Calculated Billings Up 42% Y/Y

Quarterly Total Calculated Billings⁽¹⁾

(\$ in millions)

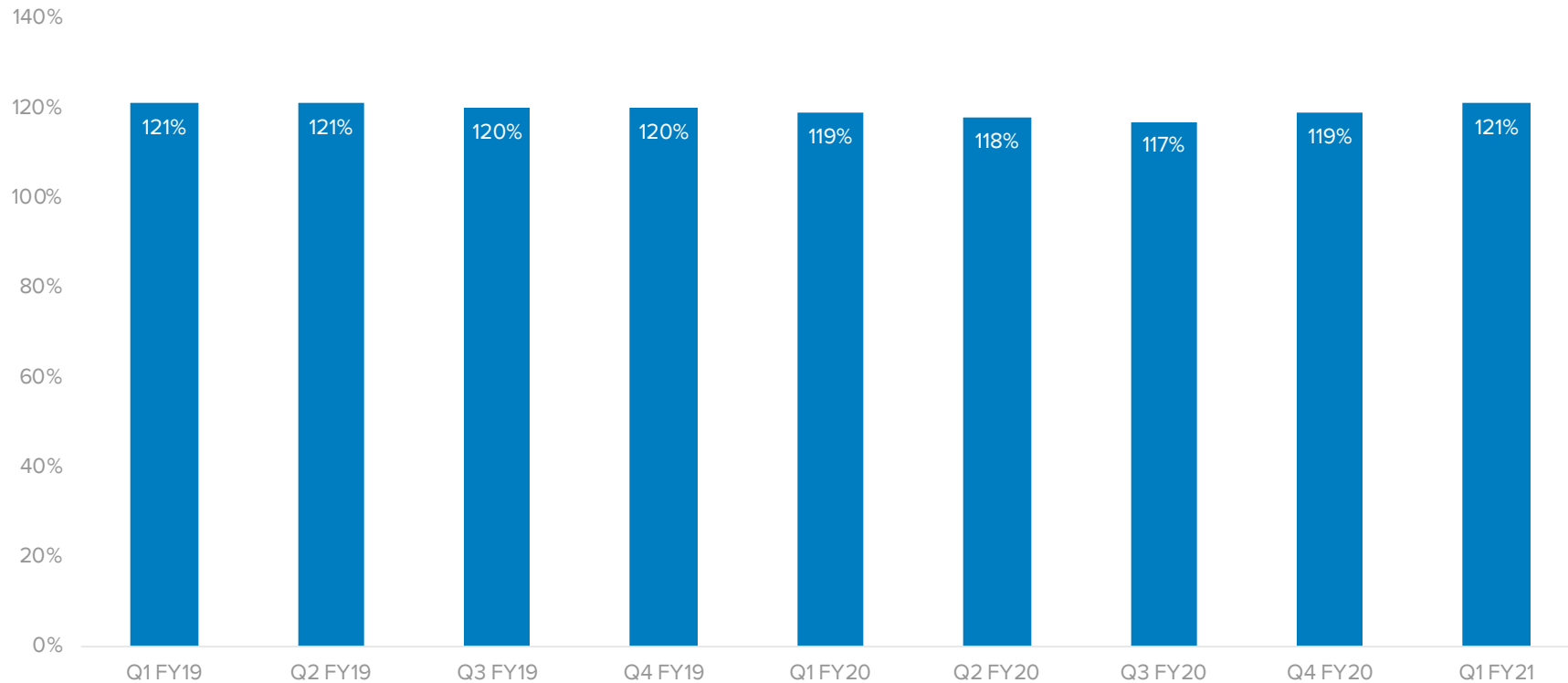


(1) See appendix for non-GAAP reconciliation.



TTM Dollar-based Net Retention Rate of 121%

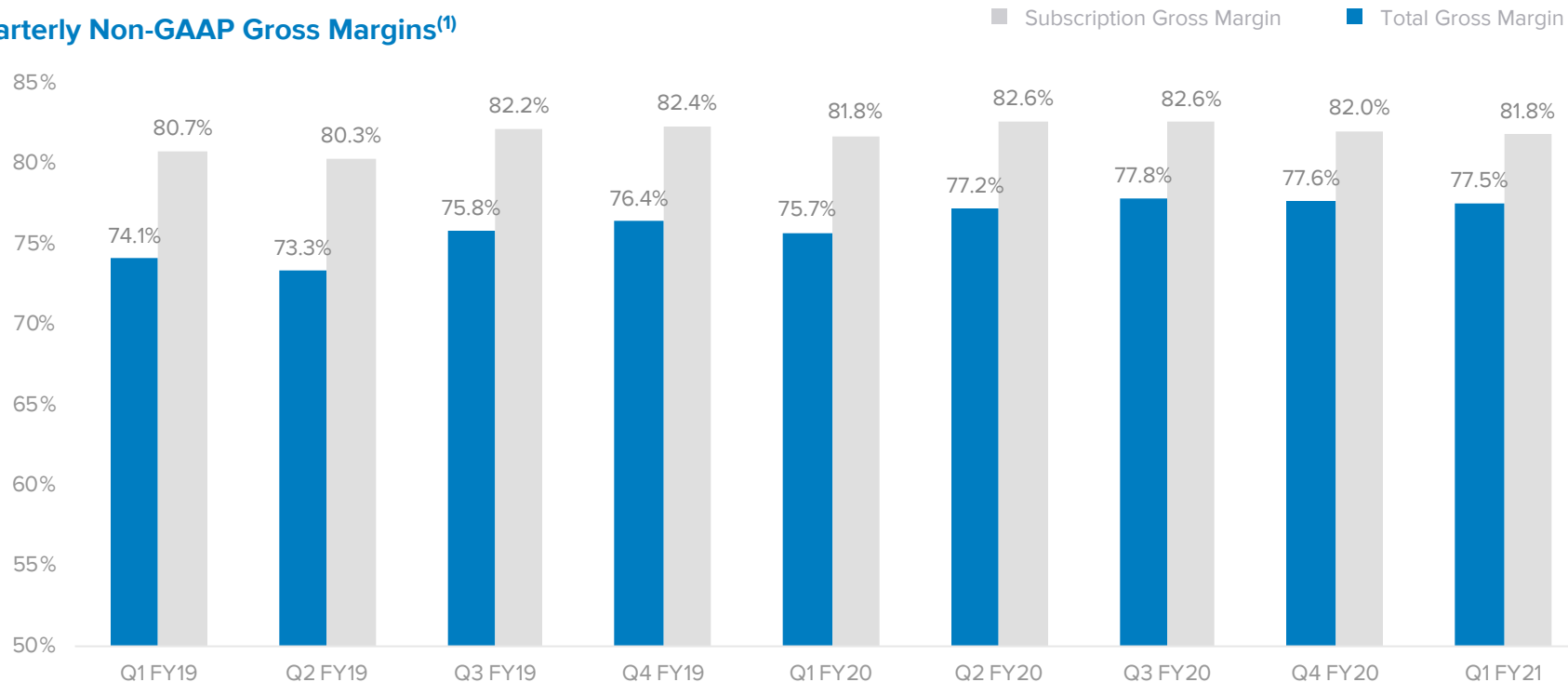
TTM Dollar-based net retention rate



Non-GAAP Total Gross Margin Up 180 bps Y/Y

Non-GAAP Subscription Gross Margin flat Y/Y

Quarterly Non-GAAP Gross Margins⁽¹⁾



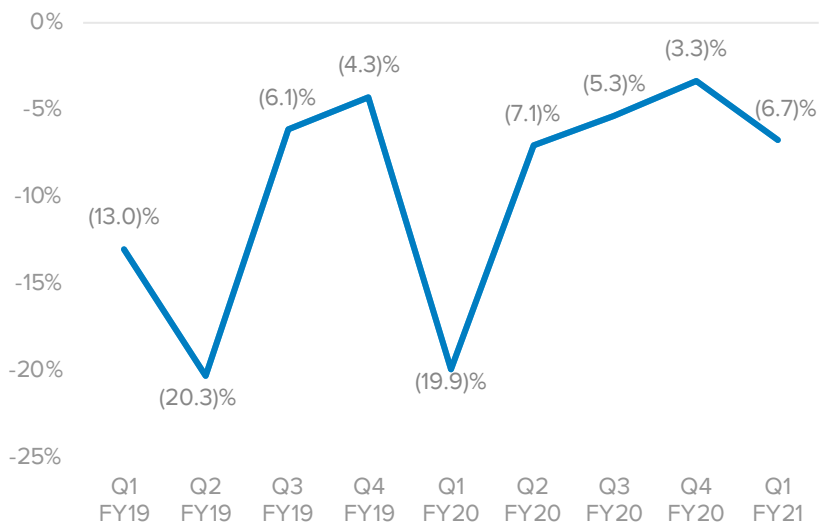
(1) See appendix for non-GAAP reconciliation.



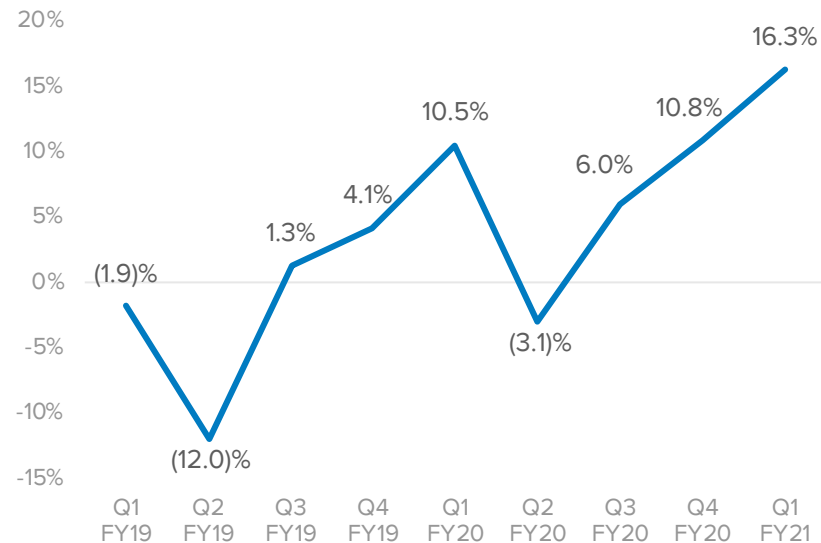
Non-GAAP Operating Margin Up 1,320 bps Y/Y⁽¹⁾

Free Cash Flow Margin Up 580 bps Y/Y

Quarterly Non-GAAP Operating Margin⁽¹⁾



Quarterly Free Cash Flow Margin⁽¹⁾

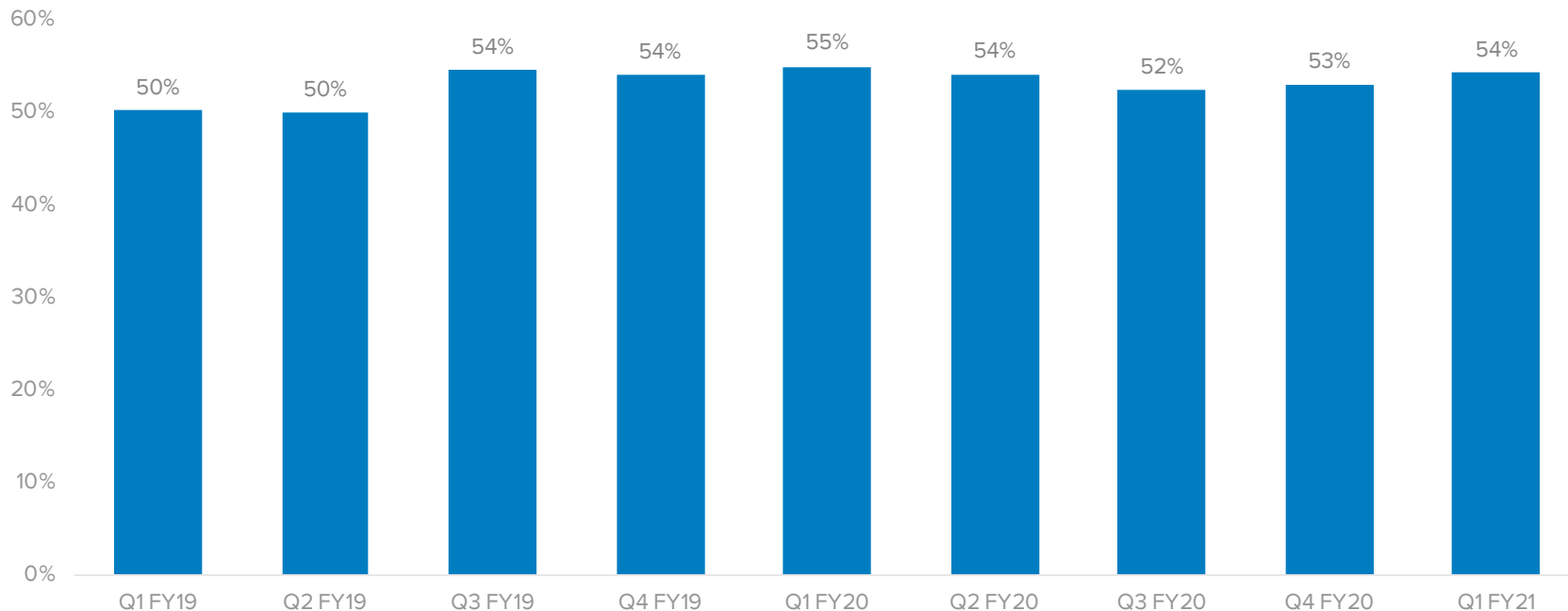


(1) See appendix for non-GAAP reconciliation. Y/Y change may not sum due to rounding.



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

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

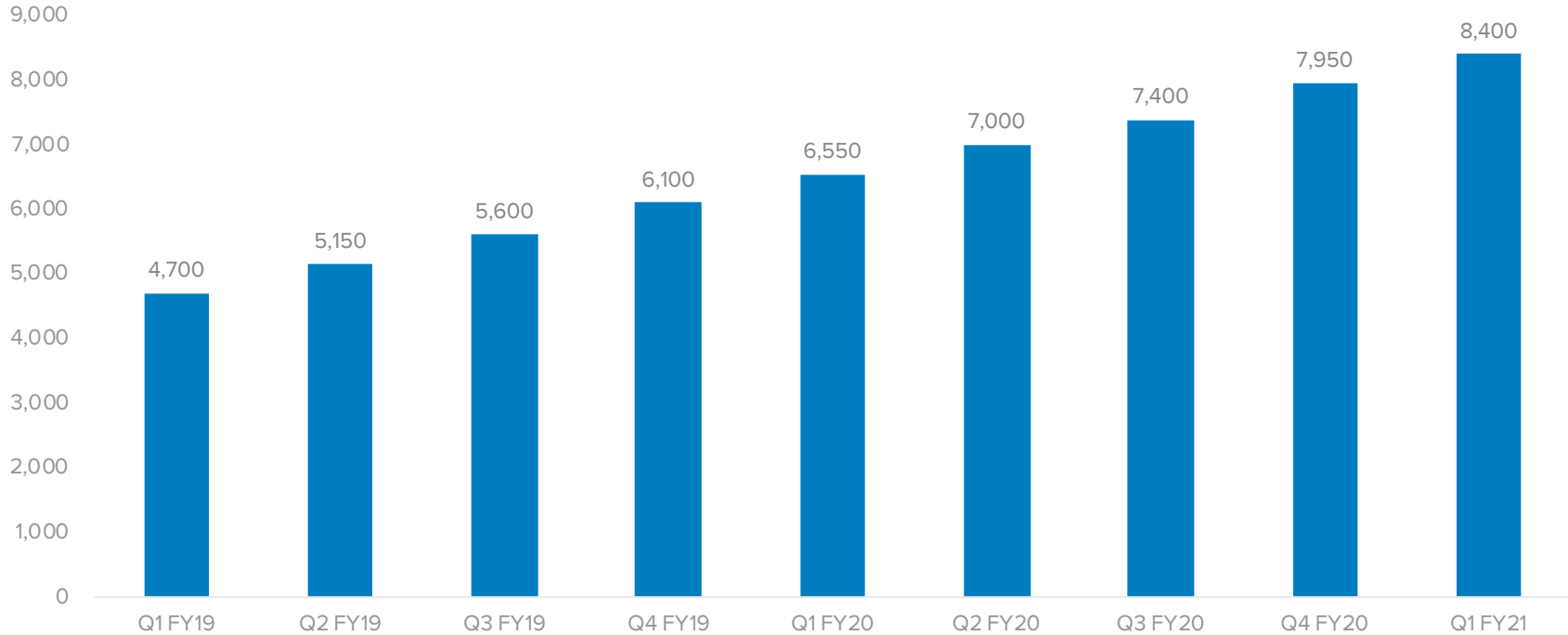


(1) See appendix for non-GAAP reconciliation. Data prior to fiscal Q4 2018 not available due to comparability associated with adoption of ASC 606.



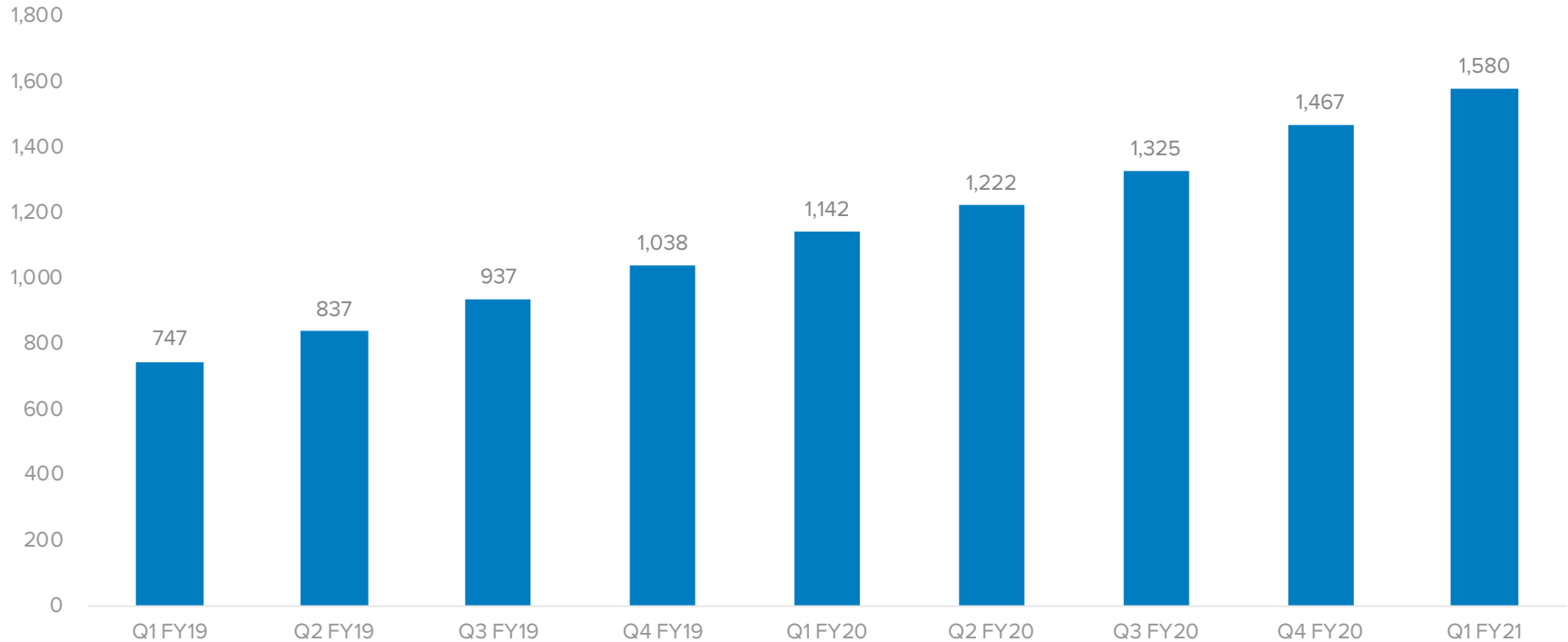
Total Customer Count Up 28% Y/Y

Total Customer Count



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

Customers with >\$100K ACV



Financial Outlook

	Q2 FY21 (July 31, 2020)	Fiscal 2021 (January 31, 2021)
Total Revenue	\$185M to \$187M	\$770M to \$780M
Total Revenue Growth (Y/Y)	32% to 33%	31% to 33%
Non-GAAP Operating Loss ⁽¹⁾	\$(5.0)M to \$(4.0)M	\$(37.0)M to \$(30.0)M
Non-GAAP Net Loss Per Share ^(1,2)	\$(0.02) – \$(0.01)	\$(0.23) - \$(0.18)

(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 125 million and 125 million for Q2 FY2021 and Fiscal 2021, respectively.



FY21 Guidance Considerations



Growth

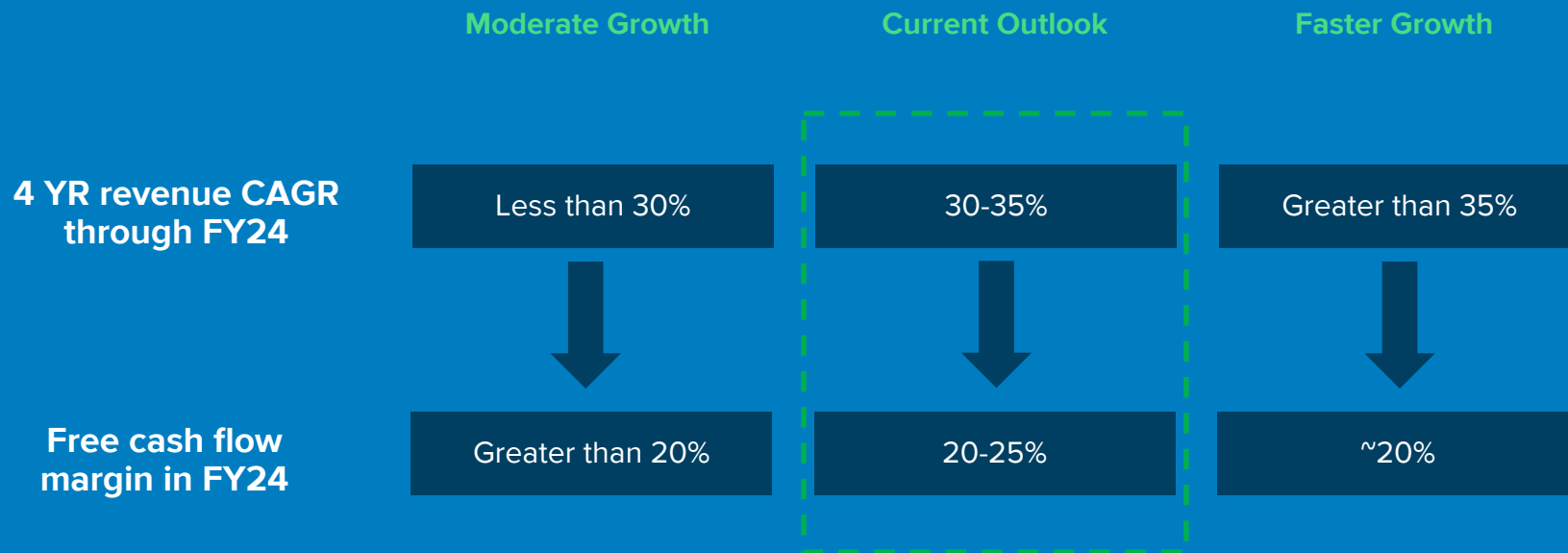
- Longer sales cycles for enterprise
 - Delay in deals closing creates some near-term headwinds to RPO and billings growth
 - Expect strongest headwinds in Q2 and Q3 with a return to more normal activity exiting Q4
- Risks associated with highly impacted SMB companies
- Some new interest from companies, driven by need for rapid deployment of remote access capabilities



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 loss, non-GAAP operating margin, non-GAAP net loss, non-GAAP net loss per share, 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 loss, interest expense and other, net, net loss and net loss per share measures excludes stock-based compensation expense, charitable contributions, amortization of acquired intangibles, amortization of debt discount, acquisition-related expenses and loss on early extinguishment of debt, net of debt issuance costs.

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.

All prior period financial statement information has been restated to reflect the adoption of ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606), including Subtopic 340-40, Other Assets and Deferred Costs—Contracts with Customers, unless otherwise noted. Collectively, we refer to Topic 606 and Subtopic 340-40 as "ASC 606."



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
Revenue:											
Subscription	\$ 76,841	\$ 87,854	\$ 97,698	\$ 108,462	\$ 370,855	\$ 117,163	\$ 132,494	\$ 144,517	\$ 158,514	\$ 552,688	\$ 173,781
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
Total revenue	83,621	94,586	105,576	115,471	399,254	125,223	140,480	153,037	167,327	586,067	182,859
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
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
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
Gross profit	59,514	66,358	75,876	84,085	285,833	90,128	101,700	112,213	122,644	426,685	134,373
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
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
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
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
Operating loss	(24,978)	(38,430)	(28,479)	(27,735)	(119,622)	(51,782)	(43,617)	(45,730)	(44,703)	(185,832)	(52,199)
Interest expense	(2,717)	(4,058)	(4,118)	(4,179)	(15,072)	(4,241)	(4,304)	(7,826)	(10,646)	(27,017)	(10,764)
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
Loss on early extinguishment of debt	—	—	—	—	—	—	—	(14,572)	—	(14,572)	—
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)
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)
Provision for (benefit from) income taxes	(231)	(985)	(667)	1,866	(17)	(1,157)	(1,477)	349	866	(1,419)	(402)
Net loss	\$ (25,962)	\$ (39,207)	\$ (29,517)	\$ (30,811)	\$ (125,497)	\$ (51,966)	\$ (42,980)	\$ (63,495)	\$ (50,472)	\$ (208,913)	\$ (57,662)
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)
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

Non-GAAP 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
Revenue:											
Subscription	\$ 76,841	\$ 87,854	\$ 97,698	\$ 108,462	\$ 370,855	\$ 117,163	\$ 132,494	\$ 144,517	\$ 158,514	\$ 552,688	\$ 173,781
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
Total revenue	83,621	94,586	105,576	115,471	399,254	125,223	140,480	153,037	167,327	586,067	182,859
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
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
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
Gross profit	61,932	69,342	80,013	88,198	299,485	94,832	108,469	119,064	129,895	452,260	141,752
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
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
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
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
Operating loss	(10,843)	(19,200)	(6,488)	(4,931)	(41,462)	(24,885)	(9,906)	(8,138)	(5,596)	(48,525)	(12,342)
Interest expense	(336)	(504)	(514)	(524)	(1,878)	(535)	(545)	(774)	(1,025)	(2,879)	(1,040)
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
Loss on early extinguishment of debt	—	—	—	—	—	—	—	(3,778)	—	(3,778)	—
Interest and other, net	1,166	1,792	1,899	2,445	7,302	2,365	2,919	430	4,718	10,432	3,859
Loss before provision for (benefit from) income taxes	(9,677)	(17,408)	(4,589)	(2,486)	(34,160)	(22,520)	(6,987)	(7,708)	(878)	(38,093)	(8,483)
Provision for (benefit from) income taxes	(231)	(985)	(667)	1,866	(17)	(1,157)	(1,477)	349	866	(1,419)	(402)
Net loss	\$ (9,446)	\$ (16,423)	\$ (3,922)	\$ (4,352)	\$ (34,143)	\$ (21,363)	\$ (5,510)	\$ (8,057)	\$ (1,744)	\$ (36,674)	\$ (8,081)
Net loss per share, basic and diluted	\$ (0.09)	\$ (0.15)	\$ (0.04)	\$ (0.04)	\$ (0.32)	\$ (0.19)	\$ (0.05)	\$ (0.07)	\$ (0.01)	\$ (0.31)	\$ (0.07)
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

Condensed Consolidated Balance Sheets - Fiscal Quarters

(in thousands, except per share data)

	Q1 FY19(1)	Q2 FY19(1)	Q3 FY19(1)	Q4 FY19(1)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 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
Short-term investments	335,285	343,374	350,105	265,374	339,377	350,712	326,629	882,976	827,556
Accounts receivable, net of allowances	50,368	59,839	70,136	91,926	83,328	87,851	101,778	130,115	111,039
Deferred commissions	18,551	19,848	21,695	24,185	25,576	27,062	29,544	33,636	34,795
Prepaid expenses and other current assets	20,180	16,099	18,946	28,237	20,542	24,642	29,023	32,950	40,912
Total current assets	636,140	632,042	656,780	708,116	676,929	697,020	1,526,600	1,599,725	1,633,523
Property and equipment, net	19,176	40,670	44,251	52,921	52,189	51,858	51,730	53,535	61,914
Operating lease right-of-use assets	44,600	129,039	124,932	121,389	119,916	116,706	126,746	125,204	162,763
Deferred commissions, noncurrent	41,077	43,287	47,756	54,812	56,824	59,560	65,466	77,874	79,270
Intangible assets, net	11,863	16,006	14,989	13,897	28,022	34,712	33,826	32,529	31,032
Goodwill	6,282	18,095	18,074	18,089	47,964	47,964	47,964	48,023	48,023
Other assets	12,151	12,275	13,322	15,089	16,698	18,990	18,445	18,505	20,482
Total assets	\$ 771,289	\$ 891,414	\$ 920,104	\$ 984,313	\$ 998,542	\$ 1,026,810	\$ 1,870,777	\$ 1,955,395	\$ 2,037,007
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
Accrued expenses and other current liabilities	23,450	22,483	23,455	33,653	32,412	31,843	33,288	36,887	36,601
Accrued compensation	12,652	12,803	20,250	19,770	21,463	21,869	34,212	40,300	31,447
2023 convertible senior notes, current	—	—	—	271,628	275,653	279,741	99,227	100,703	102,198
Deferred revenue	173,548	186,427	206,146	245,622	268,033	283,724	306,743	365,236	392,121
Total current liabilities	213,738	225,964	252,954	573,104	601,913	620,669	478,394	546,963	570,388
2023 convertible senior notes, noncurrent	259,920	263,762	267,665	—	—	—	—	—	—
2025 convertible senior notes, noncurrent	—	—	—	—	—	—	828,237	837,002	845,862
Operating lease liabilities, noncurrent	41,906	149,228	147,942	147,046	146,044	143,706	153,960	154,511	194,889
Deferred revenue, noncurrent	4,346	5,471	4,977	8,768	7,671	7,469	7,013	6,214	6,070
Other liabilities, noncurrent	1,762	1,844	2,063	3,018	3,470	4,241	4,779	5,361	6,702
Total liabilities	521,672	646,269	675,601	731,936	759,098	776,085	1,472,383	1,550,051	1,623,911
Stockholders' equity:									
Preferred stock	—	—	—	—	—	—	—	—	—
Class A common stock	9	10	10	10	10	11	11	11	12
Class B common stock	2	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
Accumulated other comprehensive income (loss)	(178)	(480)	(918)	(319)	(457)	(1,653)	135	892	3,742
Accumulated deficit	(392,676)	(431,883)	(461,400)	(492,211)	(544,177)	(587,157)	(650,652)	(701,124)	(758,786)
Total stockholders' equity	249,617	245,145	244,503	252,377	239,444	250,725	398,394	405,344	413,096
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

Condensed Consolidated Statements of Cash Flows - Fiscal Quarters

(in thousands)

	Q1 FY19(1)	Q2 FY19(1)	Q3 FY19(1)	Q4 FY19(1)	FY19(1)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
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)
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
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
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
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
Deferred income taxes	(348)	(1,227)	(694)	1,504	(765)	(1,369)	(1,688)	(12)	816	(2,253)	(905)
Write-off of intangible assets	—	—	—	—	—	—	—	—	119	119	—
Non-cash charitable contributions	—	1,008	—	—	1,008	—	652	510	584	1,746	536
Loss on early extinguishment of debt	—	—	—	—	—	—	—	14,572	—	14,572	—
Other	161	(143)	135	487	640	(100)	184	—	(214)	(130)	915
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
Deferred commissions	(5,693)	(8,547)	(11,667)	(15,435)	(41,342)	(9,795)	(11,577)	(15,269)	(24,583)	(61,224)	(11,865)
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)
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
Accounts payable	607	160	(1,101)	(1,103)	(1,437)	1,640	(272)	594	(273)	1,689	3,943
Accrued compensation	329	169	7,475	(544)	7,429	4,143	574	12,635	5,682	23,034	2,995
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)
Operating lease liabilities	(2,954)	(1,600)	(1,060)	(1,028)	(6,642)	(39)	(120)	(3,969)	(5,588)	(9,716)	(4,270)
Deferred revenue	13,114	13,697	19,225	43,267	89,303	20,685	15,490	22,562	57,695	116,432	26,740
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

(1) The condensed consolidated statements of cash flows for the prior periods presented above have been adjusted to reflect the adoption of ASC 842 and reclass of accounts payable to accrued expenses and other current liabilities to conform to current period presentation.

Condensed Consolidated Statements of Cash Flows - Fiscal Quarters

(in thousands)

	Q1 FY19(1)	Q2 FY19(1)	Q3 FY19(1)	Q4 FY19(1)	FY19(1)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
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)
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)
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)
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
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
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

(1) The condensed consolidated statements of cash flows for the prior periods presented above have been adjusted to reflect the adoption of ASC 842 and reclass of accounts payable to accrued expenses and other current liabilities to conform to current period presentation.

Condensed Consolidated Statements of Cash Flows - Fiscal Quarters

(in thousands)

	Q1 FY19(1)	Q2 FY19(1)	Q3 FY19(1)	Q4 FY19(1)	FY19(1)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
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	—
Payments for repurchases of 2023 convertible senior notes	—	—	—	—	—	—	—	(224,414)	—	(224,414)	—
Purchases of hedges related to 2023 convertible senior notes	(80,040)	—	—	—	(80,040)	—	—	—	—	—	—
Proceeds from hedges related to 2023 convertible senior notes	—	—	—	—	—	—	—	405,851	—	405,851	—
Proceeds from issuance of warrants related to 2023 convertible senior notes	52,440	—	—	—	52,440	—	—	—	—	—	—
Payments for warrants related to 2023 convertible senior notes	—	—	—	—	—	—	—	(358,622)	—	(358,622)	—
Purchases of capped calls related to 2025 convertible senior notes	—	—	—	—	—	—	—	(74,094)	—	(74,094)	—
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
Proceeds from shares issued in connection with employee stock purchase plan	—	6,654	—	7,073	13,727	—	9,005	—	9,762	18,767	—
Other, net	(206)	—	—	—	(206)	(126)	—	—	—	(126)	(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
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)
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
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
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

(1) The condensed consolidated statements of cash flows for the prior periods presented above have been adjusted to reflect the adoption of ASC 842 and reclass of accounts payable to accrued expenses and other current liabilities to conform to current period presentation.

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
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
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
Amortization of acquired intangibles	—	—	449	383	832	763	1,785	1,347	1,593	5,488	1,593
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
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 %
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)
Stock-based compensation	889	1,083	1,305	1,706	4,983	1,519	1,873	1,900	1,872	7,164	1,811
Non-GAAP professional services gross profit	\$ (106)	\$ (1,202)	\$ (252)	\$ (1,125)	\$ (2,685)	\$ (976)	\$ (1,004)	\$ (280)	\$ (134)	\$ (2,394)	\$ (440)
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)%
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
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
Amortization of acquired intangibles	—	—	449	383	832	763	1,785	1,347	1,593	5,488	1,593
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
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 %
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
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
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
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 %

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
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
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
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
Non-GAAP sales and marketing expense as a percentage of revenue	54.2 %	56.6 %	48.0 %	48.1 %	51.4 %	60.2 %	49.2 %	49.8 %	48.7 %	51.6 %	50.8 %
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
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
Charitable contributions	—	1,008	—	—	1,008	—	652	510	584	1,746	536
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
Non-GAAP general and administrative expense as a percentage of revenue	14.0 %	16.3 %	13.7 %	12.5 %	14.1 %	13.3 %	13.0 %	13.1 %	13.1 %	13.1 %	13.5 %
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
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
Charitable contributions	—	1,008	—	—	1,008	—	652	510	584	1,746	536
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
Non-GAAP total operating expenses as a percentage of revenue	87.0 %	93.6 %	81.9 %	80.7 %	85.4 %	95.6 %	84.3 %	83.1 %	81.0 %	85.4 %	84.3 %
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)
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
Charitable contributions	—	1,008	—	—	1,008	—	652	510	584	1,746	536
Amortization of acquired intangibles	—	—	449	383	832	763	1,785	1,347	1,593	5,488	1,593
Acquisition-related expenses	—	—	—	—	—	3,449	—	—	—	3,449	—
Non-GAAP operating loss	\$ (10,843)	\$ (19,200)	\$ (6,488)	\$ (4,931)	\$ (41,462)	\$ (24,885)	\$ (9,906)	\$ (8,138)	\$ (5,596)	\$ (48,525)	\$ (12,342)
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)%

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
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)
Amortization of debt discount	2,381	3,554	3,604	3,655	13,194	3,706	3,759	7,052	9,621	24,138	9,724
Loss on early extinguishment of debt	—	—	—	—	—	—	—	10,794	—	10,794	—
Non-GAAP interest and other, net	\$ 1,166	\$ 1,792	\$ 1,899	\$ 2,445	\$ 7,302	\$ 2,365	\$ 2,919	\$ 430	\$ 4,718	\$ 10,432	\$ 3,859
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)
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
Amortization of debt discount	2,381	3,554	3,604	3,655	13,194	3,706	3,759	7,052	9,621	24,138	9,724
Charitable contributions	—	1,008	—	—	1,008	—	652	510	584	1,746	536
Amortization of acquired intangibles	—	—	449	383	832	763	1,785	1,347	1,593	5,488	1,593
Acquisition-related expenses	—	—	—	—	—	3,449	—	—	—	3,449	—
Loss on early extinguishment of debt	—	—	—	—	—	—	—	10,794	—	10,794	—
Non-GAAP net loss	\$ (9,446)	\$ (16,423)	\$ (3,922)	\$ (4,352)	\$ (34,143)	\$ (21,363)	\$ (5,510)	\$ (8,057)	\$ (1,744)	\$ (36,674)	\$ (8,081)
GAAP net loss per share	\$ (0.25)	\$ (0.37)	\$ (0.27)	\$ (0.28)	\$ (1.17)	\$ (0.46)	\$ (0.37)	\$ (0.53)	\$ (0.42)	\$ (1.78)	\$ (0.47)
Stock-based compensation	0.14	0.17	0.20	0.21	0.71	0.20	0.27	0.30	0.31	1.08	0.31
Amortization of debt discount	0.02	0.04	0.03	0.03	0.12	0.03	0.03	0.06	0.08	0.21	0.08
Charitable contributions	—	0.01	—	—	0.01	—	0.01	—	0.01	0.01	—
Amortization of acquired intangibles	—	—	—	—	0.01	0.01	0.01	0.01	0.01	0.05	0.01
Acquisition-related expenses	—	—	—	—	—	0.03	—	—	—	0.03	—
Loss on early extinguishment of debt	—	—	—	—	—	—	—	0.09	—	0.09	—
Non-GAAP net loss per share	\$ (0.09)	\$ (0.15)	\$ (0.04)	\$ (0.04)	\$ (0.32)	\$ (0.19)	\$ (0.05)	\$ (0.07)	\$ (0.01)	\$ (0.31)	\$ (0.07)
Weighted-average shares outstanding used to compute net loss per share	104,203	106,702	108,776	110,223	107,504	112,682	115,033	118,976	121,562	117,221	123,494

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
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
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
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
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)
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)
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
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
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)
Calculated billings	\$ 95,926	\$ 109,391	\$ 124,038	\$ 158,862	\$ 488,217	\$ 147,195	\$ 155,764	\$ 175,576	\$ 225,023	\$ 703,558	\$ 209,505
<i>y-y growth - current calculated billings</i>	60 %	50 %	57 %	52 %	54 %	54 %	44 %	41 %	46 %	46 %	41 %
<i>y-y growth - calculated billings</i>	60 %	53 %	58 %	52 %	55 %	53 %	42 %	42 %	42 %	44 %	42 %
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
<i>y-y growth</i>	59 %	58 %	59 %	55 %	55 %	54 %	51 %	47 %	44 %	44 %	42 %

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
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
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)
Capitalization of internal-use software costs	(1,051)	(674)	(604)	(522)	(2,851)	(369)	(961)	(1,329)	(1,229)	(3,888)	(1,000)
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
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%
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
<i>y-y growth</i>	24%	27%	29%	33%	33%	40%	40%	44%	44%	44%	34%
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
International	12,363	15,086	16,871	17,567	61,887	19,820	21,875	23,103	26,740	91,538	29,072
Total	\$ 83,621	\$ 94,586	\$ 105,576	\$ 115,471	\$ 399,254	\$ 125,223	\$ 140,480	\$ 153,037	\$ 167,327	\$ 586,067	\$ 182,859