

Okta, Inc.
Supplemental Financial Information, Non-GAAP Financial Measures, and Other Metrics
(ASC 606)

Statement Regarding Use of Non-GAAP Financial Measures:

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

We report non-GAAP financial measures in addition to, and not as a substitute for, or superior to, financial measures calculated in accordance with GAAP.

Our non-GAAP presentation of gross profit, gross margin, operating expenses, operating loss, other net income (expense), net, net loss and net loss per share measures exclude stock-based compensation expense, charitable contributions, amortization of acquired intangibles and amortization of debt discount.

We present current calculated billings as total revenue plus the change in current deferred revenue and the change in current unbilled receivables during the period, and we present calculated billings as total revenue plus the change in total deferred revenue and the change in total 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 used in operating activities, reduced by purchases of property and equipment 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 retention rate is based upon our Annual Contract Value (ACV). ACV for a customer 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 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 attrition 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 retention rate.

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 and income 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 and income are excluded or included in determining these non-GAAP financial measures. A reconciliation is provided below 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.

Okta, Inc.
Condensed Consolidated Statements of Operations - Fiscal Quarters ⁽¹⁾
(in thousands, except per share data)

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Revenue:									
Subscription ⁽¹⁾	\$ 28,200	\$ 33,977	\$ 38,539	\$ 44,193	\$ 48,279	\$ 55,317	\$ 61,863	\$ 70,963	\$ 76,841
Professional services and other ⁽¹⁾	3,842	3,568	4,182	4,305	4,046	4,942	5,048	6,089	6,780
Total revenue	32,042	37,545	42,721	48,498	52,325	60,259	66,911	77,052	83,621
Cost of revenue:									
Subscription	7,460	8,466	8,597	9,688	11,157	12,691	13,553	15,080	16,332
Professional services and other	4,919	5,314	5,506	5,999	6,306	6,991	7,570	7,407	7,775
Total cost of revenue	12,379	13,780	14,103	15,687	17,463	19,682	21,123	22,487	24,107
Gross profit	19,663	23,765	28,618	32,811	34,862	40,577	45,788	54,565	59,514
Operating expenses:									
Research and development	8,766	9,655	9,706	10,532	15,359	16,923	19,190	19,349	19,929
Sales and marketing ⁽¹⁾	24,377	26,768	30,307	29,317	35,303	37,891	47,567	44,259	49,493
General and administrative	6,945	6,142	7,922	9,090	11,639	11,948	13,546	14,670	15,070
Total operating expenses	40,088	42,565	47,935	48,939	62,301	66,762	80,303	78,278	84,492
Operating loss	(20,425)	(18,800)	(19,317)	(16,128)	(27,439)	(26,185)	(34,515)	(23,713)	(24,978)
Other income (expense), net	32	56	50	(99)	(19)	382	509	810	(1,215)
Loss before provision for (benefit from) income taxes	(20,393)	(18,744)	(19,267)	(16,227)	(27,458)	(25,803)	(34,006)	(22,903)	(26,193)
Provision for (benefit from) income taxes	81	95	91	158	248	229	(940)	142	(231)
Net loss	\$ (20,474)	\$ (18,839)	\$ (19,358)	\$ (16,385)	\$ (27,706)	\$ (26,032)	\$ (33,066)	\$ (23,045)	\$ (25,962)
Net loss per share attributable to common stockholders, basic and diluted	\$ (1.10)	\$ (1.00)	\$ (1.01)	\$ (0.84)	\$ (0.70)	\$ (0.28)	\$ (0.35)	\$ (0.23)	\$ (0.25)
Weighted-average shares used to compute net loss per share attributable to common stockholders, basic and diluted	18,574	18,802	19,174	19,596	39,783	93,576	95,474	100,969	104,203

⁽¹⁾ The condensed consolidated statements of operations for the prior periods presented above have been adjusted after the adoption of ASC No. 2014-09, Revenue from Contracts with Customers (Topic 606) in February 2018.

Okta, Inc.

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

(in thousands, except per share data)

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Revenue:									
Subscription ⁽¹⁾	\$ 28,200	\$ 33,977	\$ 38,539	\$ 44,193	\$ 48,279	\$ 55,317	\$ 61,863	\$ 70,963	\$ 76,841
Professional services and other ⁽¹⁾	3,842	3,568	4,182	4,305	4,046	4,942	5,048	6,089	6,780
Total revenue	32,042	37,545	42,721	48,498	52,325	60,259	66,911	77,052	83,621
Cost of revenue:									
Subscription	7,020	7,973	7,972	9,079	10,467	11,635	12,132	13,643	14,803
Professional services and other	4,646	5,001	5,202	5,606	5,837	6,253	6,591	6,456	6,886
Total cost of revenue	11,666	12,974	13,174	14,685	16,304	17,888	18,723	20,099	21,689
Gross profit	20,376	24,571	29,547	33,813	36,021	42,371	48,188	56,953	61,932
Operating expenses:									
Research and development	8,148	8,919	8,898	9,702	12,058	12,485	14,016	14,155	15,716
Sales and marketing ⁽¹⁾	23,023	25,356	28,688	27,673	32,928	34,870	43,673	40,307	45,340
General and administrative	6,214	5,385	6,395	7,261	9,564	9,223	9,852	11,636	11,719
Total operating expenses	37,385	39,660	43,981	44,636	54,550	56,578	67,541	66,098	72,775
Operating loss	(17,009)	(15,089)	(14,434)	(10,823)	(18,529)	(14,207)	(19,353)	(9,145)	(10,843)
Other income (expense), net	32	56	50	(99)	(19)	382	509	810	1,166
Loss before provision for (benefit from) income taxes	(16,977)	(15,033)	(14,384)	(10,922)	(18,548)	(13,825)	(18,844)	(8,335)	(9,677)
Provision for (benefit from) income taxes	81	95	91	158	248	229	(940)	142	(231)
Net loss	\$ (17,058)	\$ (15,128)	\$ (14,475)	\$ (11,080)	\$ (18,796)	\$ (14,054)	\$ (17,904)	\$ (8,477)	\$ (9,446)
Net loss per share attributable to common stockholders, basic and diluted	\$ (0.92)	\$ (0.80)	\$ (0.75)	\$ (0.57)	\$ (0.47)	\$ (0.15)	\$ (0.19)	\$ (0.08)	\$ (0.09)
Weighted-average shares used to compute net loss per share attributable to common stockholders, basic and diluted	18,574	18,802	19,174	19,596	39,783	93,576	95,474	100,969	104,203

⁽¹⁾ The non-GAAP condensed consolidated statements of operations for the prior periods presented above have been adjusted after the adoption of Topic 606.

Okta, Inc.
Condensed Consolidated Balance Sheets - Fiscal Quarters ⁽¹⁾
(in thousands)

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Assets									
Current assets:									
Cash and cash equivalents	\$ 39,714	\$ 28,835	\$ 20,134	\$ 23,282	\$ 221,726	\$ 126,464	\$ 137,575	\$ 127,949	\$ 211,756
Short-term investments	30,455	26,133	21,999	14,390	2,500	86,755	86,043	101,765	335,285
Accounts receivable, net of allowances	20,069	22,475	26,515	34,544	32,171	35,304	46,882	52,248	50,368
Deferred commissions ⁽¹⁾	9,474	10,247	11,429	13,215	13,901	14,784	15,901	17,755	18,551
Prepaid expenses and other current assets ⁽¹⁾	9,861	8,640	8,716	8,563	12,422	13,382	10,940	17,781	20,203
Total current assets	109,573	96,330	88,793	93,994	282,720	276,689	297,341	317,498	636,163
Property and equipment, net	6,576	7,937	8,985	11,026	13,180	13,302	13,122	12,540	19,176
Deferred commissions, noncurrent ⁽¹⁾	25,326	26,236	28,737	33,487	33,674	34,430	36,122	40,755	41,077
Intangible assets, net	5,074	5,840	7,235	9,155	9,835	11,051	11,455	11,761	11,863
Goodwill	2,630	2,630	2,630	2,630	6,282	6,282	6,282	6,282	6,282
Other assets	4,821	5,368	6,942	4,984	1,671	1,658	2,463	10,427	12,343
Total assets	\$ 154,000	\$ 144,341	\$ 143,322	\$ 155,276	\$ 347,362	\$ 343,412	\$ 366,785	\$ 399,263	\$ 726,904
Liabilities, redeemable convertible preferred stock and stockholders' equity (deficit)									
Current liabilities:									
Accounts payable	\$ 9,355	\$ 6,821	\$ 8,440	\$ 9,387	\$ 12,853	\$ 8,887	\$ 12,875	\$ 9,566	\$ 11,830
Accrued expenses and other current liabilities	5,978	6,239	6,145	8,363	7,878	5,360	4,955	6,187	4,896
Accrued compensation	5,036	4,991	6,623	8,734	6,613	11,334	14,671	12,374	12,652
Deferred revenue ⁽¹⁾	69,108	77,219	88,008	102,966	111,759	122,173	135,010	159,816	173,548
Total current liabilities	89,477	95,270	109,216	129,450	139,103	147,754	167,511	187,943	202,926
Convertible senior notes, net	—	—	—	—	—	—	—	—	259,920
Deferred revenue, noncurrent ⁽¹⁾	7,349	6,611	4,950	4,154	3,578	2,929	2,145	4,963	4,346
Other liabilities, noncurrent ⁽¹⁾	3,943	3,704	3,603	6,079	6,323	6,451	6,553	7,017	10,095
Total liabilities	100,769	105,585	117,769	139,683	149,004	157,134	176,209	199,923	477,287
Commitments and contingencies									
Redeemable convertible preferred stock	227,954	227,954	227,954	227,954	—	—	—	—	—
Stockholders' equity (deficit):									
Class A common stock	—	—	—	—	1	2	2	7	9
Class B common stock	2	2	2	2	8	8	8	3	2
Additional paid-in capital	27,336	31,800	38,064	44,469	483,019	496,801	534,304	565,653	642,460
Accumulated other comprehensive income (loss)	22	(78)	(187)	(167)	(99)	70	(69)	391	(178)
Accumulated deficit ⁽¹⁾	(202,083)	(220,922)	(240,280)	(256,665)	(284,571)	(310,603)	(343,669)	(366,714)	(392,676)
Total stockholders' equity (deficit)	(174,723)	(189,198)	(202,401)	(212,361)	198,358	186,278	190,576	199,340	249,617
Total liabilities, redeemable convertible preferred stock and stockholders' equity (deficit)	\$ 154,000	\$ 144,341	\$ 143,322	\$ 155,276	\$ 347,362	\$ 343,412	\$ 366,785	\$ 399,263	\$ 726,904

⁽¹⁾ The condensed consolidated balance sheets for the prior periods presented above have been adjusted after the adoption of Topic 606.

Okta, Inc.

Condensed Consolidated Statements of Cash Flows - Fiscal Quarters ⁽¹⁾
(in thousands)

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Operating activities:									
Net loss ⁽¹⁾	\$ (20,474)	\$ (18,839)	\$ (19,358)	\$ (16,385)	\$ (27,706)	\$ (26,032)	\$ (33,066)	\$ (23,045)	\$ (25,962)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:									
Stock-based compensation	3,369	3,663	4,838	5,258	8,906	11,976	14,410	14,568	14,135
Depreciation, amortization and accretion	887	1,085	1,205	1,391	1,575	1,713	1,823	1,890	2,069
Amortization of debt discount and issuance costs	—	—	—	—	—	—	—	—	2,571
Amortization of deferred commissions ⁽¹⁾	1,029	1,683	1,402	1,647	2,162	2,588	2,426	2,455	4,572
Deferred income taxes	—	—	—	—	—	—	(960)	426	(348)
Write-off of intangible assets	—	—	—	—	108	18	471	517	—
Non-cash charitable contributions	—	—	129	—	—	—	708	—	—
Other	(130)	18	285	402	162	403	(165)	319	161
Changes in operating assets and liabilities:									
Accounts receivable	3,090	(2,400)	(4,296)	(8,387)	2,243	(3,554)	(11,431)	(5,579)	1,719
Deferred commissions ⁽¹⁾	(2,756)	(3,366)	(5,085)	(8,184)	(3,033)	(4,228)	(5,234)	(8,942)	(5,693)
Prepaid expenses and other assets ⁽¹⁾	(3,550)	1,009	362	(1,045)	(3,756)	(1,144)	2,547	(7,047)	(3,983)
Accounts payable	3,454	(2,267)	1,265	(925)	3,236	(504)	3,523	(2,750)	2,339
Accrued compensation	(2,855)	(46)	1,633	3,235	(2,121)	4,683	3,369	(2,349)	329
Accrued expenses and other liabilities ⁽¹⁾	45	248	(34)	2,129	323	(1,924)	56	2,066	(1,051)
Deferred revenue ⁽¹⁾	2,856	7,374	9,128	14,162	8,215	9,767	12,052	27,626	13,114
Net cash provided by (used in) operating activities	(15,035)	(11,838)	(8,526)	(6,702)	(9,686)	(6,238)	(9,471)	155	3,972
Investing activities:									
Capitalization of internal-use software costs	(1,232)	(1,093)	(1,667)	(1,497)	(1,208)	(1,535)	(1,329)	(1,359)	(1,051)
Purchases of property and equipment	(927)	(2,102)	(1,618)	(1,606)	(2,448)	(2,708)	(414)	(980)	(4,477)
Purchases of securities available for sale	—	—	—	—	—	(86,776)	(8,568)	(33,742)	(252,914)
Proceeds from maturities of securities available for sale	3,000	2,000	—	7,500	10,335	2,500	9,150	17,840	19,500
Proceeds from sales of securities available for sale	—	2,207	4,000	—	1,538	—	—	—	—
Net cash provided by (used in) investing activities	841	1,012	715	4,397	8,217	(88,519)	(1,161)	(18,241)	(238,942)
Financing activities:									
Proceeds from initial public offering, net of underwriters' discounts and commissions	—	—	—	—	199,997	(49)	—	—	—
Proceeds from issuance of convertible senior notes, net of issuance costs	—	—	—	—	—	—	—	—	335,055
Purchase of convertible senior notes hedge	—	—	—	—	—	—	—	—	(80,040)
Proceeds from issuance of warrants related to convertible notes	—	—	—	—	—	—	—	—	52,440
Payments of deferred offering costs	(390)	(416)	(184)	(594)	(2,246)	(1,792)	—	—	—
Proceeds from stock option exercises, net of repurchases, and other	124	535	1,006	772	2,564	1,352	21,884	7,846	12,196
Proceeds from shares issued in connection with employee stock purchase plan	—	—	—	—	—	—	—	8,369	—
Principal payments on financing arrangements	(71)	(71)	(71)	(183)	(207)	(66)	(70)	(174)	(206)
Net cash provided by (used in) financing activities	(337)	48	751	(5)	200,108	(555)	21,814	16,041	319,445
Effects of changes in foreign currency exchange rates on cash and cash equivalents	47	(101)	(90)	24	68	66	(81)	434	(387)
Net increase (decrease) in cash, cash equivalents and restricted cash	(14,484)	(10,879)	(7,150)	(2,286)	198,707	(95,246)	11,101	(1,611)	84,088
Cash, cash equivalents and restricted cash at beginning of period	58,081	43,597	32,718	25,568	23,282	221,989	126,743	137,844	136,233
Cash, cash equivalents and restricted cash at end of period	\$ 43,597	\$ 32,718	\$ 25,568	\$ 23,282	\$ 221,989	\$ 126,743	\$ 137,844	\$ 136,233	\$ 220,321

⁽¹⁾ The condensed consolidated statements of cash flows for the prior periods presented above have been adjusted after the adoption of Topic 606.

Okta, Inc.

GAAP to Non-GAAP Reconciliations - Fiscal Quarters ⁽¹⁾
(in thousands, except percentages and per share data)

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
GAAP subscription gross profit	\$ 20,740	\$ 25,511	\$ 29,942	\$ 34,505	\$ 37,122	\$ 42,626	\$ 48,310	\$ 55,883	\$ 60,509
Stock-based compensation	393	446	578	562	686	1,056	1,421	1,437	1,529
Amortization of acquired intangibles	47	47	47	47	4	—	—	—	—
Non-GAAP subscription gross profit	\$ 21,180	\$ 26,004	\$ 30,567	\$ 35,114	\$ 37,812	\$ 43,682	\$ 49,731	\$ 57,320	\$ 62,038
<i>Non-GAAP subscription gross margin</i>	75.1 %	76.5 %	79.3 %	79.5 %	78.3 %	79.0 %	80.4 %	80.8 %	80.7 %
GAAP professional services gross profit	\$ (1,077)	\$ (1,746)	\$ (1,324)	\$ (1,694)	\$ (2,260)	\$ (2,049)	\$ (2,522)	\$ (1,318)	\$ (995)
Stock-based compensation	273	313	304	393	469	738	979	951	889
Non-GAAP professional services gross profit	\$ (804)	\$ (1,433)	\$ (1,020)	\$ (1,301)	\$ (1,791)	\$ (1,311)	\$ (1,543)	\$ (367)	\$ (106)
<i>Non-GAAP professional services gross margin</i>	(20.9)%	(40.2)%	(24.4)%	(30.2)%	(44.3)%	(26.5)%	(30.6)%	(6.0)%	(1.6)%
GAAP total gross profit	\$ 19,663	\$ 23,765	\$ 28,618	\$ 32,811	\$ 34,862	\$ 40,577	\$ 45,788	\$ 54,565	\$ 59,514
Stock-based compensation	666	759	882	955	1,155	1,794	2,400	2,388	2,418
Amortization of acquired intangibles	47	47	47	47	4	—	—	—	—
Non-GAAP total gross profit	\$ 20,376	\$ 24,571	\$ 29,547	\$ 33,813	\$ 36,021	\$ 42,371	\$ 48,188	\$ 56,953	\$ 61,932
<i>Non-GAAP total gross margin</i>	63.6 %	65.4 %	69.2 %	69.7 %	68.8 %	70.3 %	72.0 %	73.9 %	74.1 %
GAAP research and development expense	\$ 8,766	\$ 9,655	\$ 9,706	\$ 10,532	\$ 15,359	\$ 16,923	\$ 19,190	\$ 19,349	\$ 19,929
Stock-based compensation	618	736	808	830	3,301	4,438	5,174	5,194	4,213
Non-GAAP research and development expense	\$ 8,148	\$ 8,919	\$ 8,898	\$ 9,702	\$ 12,058	\$ 12,485	\$ 14,016	\$ 14,155	\$ 15,716
<i>Non-GAAP research and development expense as a percentage of revenue</i>	25.4 %	23.8 %	20.8 %	20.0 %	23.0 %	20.7 %	20.9 %	18.4 %	18.8 %
GAAP sales and marketing expense	\$ 24,377	\$ 26,768	\$ 30,307	\$ 29,317	\$ 35,303	\$ 37,891	\$ 47,567	\$ 44,259	\$ 49,493
Stock-based compensation	1,354	1,412	1,619	1,644	2,375	3,021	3,894	3,952	4,153
Non-GAAP sales and marketing expense	\$ 23,023	\$ 25,356	\$ 28,688	\$ 27,673	\$ 32,928	\$ 34,870	\$ 43,673	\$ 40,307	\$ 45,340
<i>Non-GAAP sales and marketing expense as a percentage of revenue</i>	71.9 %	67.5 %	67.2 %	57.1 %	62.9 %	57.9 %	65.3 %	52.3 %	54.2 %
GAAP general and administrative expense	\$ 6,945	\$ 6,142	\$ 7,922	\$ 9,090	\$ 11,639	\$ 11,948	\$ 13,546	\$ 14,670	\$ 15,070
Stock-based compensation	731	757	1,527	1,829	2,075	2,725	2,940	3,034	3,351
Charitable contributions	—	—	—	—	—	—	754	—	—
Non-GAAP general and administrative expense	\$ 6,214	\$ 5,385	\$ 6,395	\$ 7,261	\$ 9,564	\$ 9,223	\$ 9,852	\$ 11,636	\$ 11,719
<i>Non-GAAP general and administrative expense as a percentage of revenue</i>	19.4 %	14.3 %	15.0 %	15.0 %	18.3 %	15.3 %	14.7 %	15.1 %	14.0 %

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
GAAP total operating expenses	\$ 40,088	\$ 42,565	\$ 47,935	\$ 48,939	\$ 62,301	\$ 66,762	\$ 80,303	\$ 78,278	\$ 84,492
Stock-based compensation	2,703	2,905	3,954	4,303	7,751	10,184	12,008	12,180	11,717
Charitable contributions	—	—	—	—	—	—	754	—	—
Non-GAAP total operating expenses	\$ 37,385	\$ 39,660	\$ 43,981	\$ 44,636	\$ 54,550	\$ 56,578	\$ 67,541	\$ 66,098	\$ 72,775
<i>Non-GAAP total operating expenses as a percentage of revenue</i>	116.7 %	105.6 %	102.9 %	92.0 %	104.3 %	93.9 %	100.9 %	85.8 %	87.0 %
GAAP operating loss	\$ (20,425)	\$ (18,800)	\$ (19,317)	\$ (16,128)	\$ (27,439)	\$ (26,185)	\$ (34,515)	\$ (23,713)	\$ (24,978)
Stock-based compensation	3,369	3,664	4,836	5,258	8,906	11,978	14,408	14,568	14,135
Charitable contributions	—	—	—	—	—	—	754	—	—
Amortization of acquired intangibles	47	47	47	47	4	—	—	—	—
Non-GAAP operating loss	\$ (17,009)	\$ (15,089)	\$ (14,434)	\$ (10,823)	\$ (18,529)	\$ (14,207)	\$ (19,353)	\$ (9,145)	\$ (10,843)
<i>Non-GAAP operating margin</i>	(53.1)%	(40.2)%	(33.8)%	(22.3)%	(35.4)%	(23.6)%	(28.9)%	(11.9)%	(13.0)%
Other income (expense), net	\$ 32	\$ 56	\$ 50	\$ (99)	\$ (19)	\$ 382	\$ 509	\$ 810	\$ (1,215)
Amortization of debt discount	—	—	—	—	—	—	—	—	2,381
Non-GAAP other income (expense), net	\$ 32	\$ 56	\$ 50	\$ (99)	\$ (19)	\$ 382	\$ 509	\$ 810	\$ 1,166
GAAP net loss	\$ (20,474)	\$ (18,839)	\$ (19,358)	\$ (16,385)	\$ (27,706)	\$ (26,032)	\$ (33,066)	\$ (23,045)	\$ (25,962)
Stock-based compensation	3,369	3,664	4,836	5,258	8,906	11,978	14,408	14,568	14,135
Amortization of debt discount	—	—	—	—	—	—	—	—	2,381
Charitable contributions	—	—	—	—	—	—	754	—	—
Amortization of acquired intangibles	47	47	47	47	4	—	—	—	—
Non-GAAP net loss	\$ (17,058)	\$ (15,128)	\$ (14,475)	\$ (11,080)	\$ (18,796)	\$ (14,054)	\$ (17,904)	\$ (8,477)	\$ (9,446)
GAAP net loss per share	\$ (1.10)	\$ (1.00)	\$ (1.01)	\$ (0.84)	\$ (0.7)	\$ (0.28)	\$ (0.35)	\$ (0.23)	\$ (0.25)
Stock-based compensation	0.18	0.20	0.26	0.27	0.23	0.13	0.15	0.15	0.14
Amortization of debt discount	—	—	—	—	—	—	—	—	0.02
Charitable contributions	—	—	—	—	—	—	0.01	—	—
Amortization of acquired intangibles	—	—	—	—	—	—	—	—	—
Non-GAAP net loss per share	\$ (0.92)	\$ (0.80)	\$ (0.75)	\$ (0.57)	\$ (0.47)	\$ (0.15)	\$ (0.19)	\$ (0.08)	\$ (0.09)
Weighted-average shares outstanding used to compute net loss per share	18,574	18,802	19,174	19,596	39,783	93,576	95,474	100,969	104,203

⁽¹⁾ The GAAP to non-GAAP reconciliations for the prior periods presented above have been adjusted after the adoption of Topic 606.

Okta, Inc.

Calculations of Key and Other Selected Metrics - Fiscal Quarters
(in thousands, except percentages and customer/headcount data)

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Calculated Billings ⁽¹⁾									
Total revenue	\$ 32,042	\$ 37,545	\$ 42,721	\$ 48,498	\$ 52,325	\$ 60,259	\$ 66,911	\$ 77,052	\$ 83,621
Add:									
Unbilled receivables, current (beginning of period)	1,736	2,410	873	1,602	1,537	2,151	498	902	809
Deferred revenue, current (end of period)	69,108	77,219	88,008	102,966	111,759	122,173	135,010	159,816	173,548
Less:									
Unbilled receivables, current (end of period)	(2,410)	(873)	(1,602)	(1,537)	(2,151)	(498)	(902)	(809)	(1,619)
Deferred revenue, current (beginning of period)	(63,275)	(69,108)	(77,219)	(88,008)	(102,966)	(111,759)	(122,173)	(135,010)	(159,816)
Current calculated billings	37,201	47,193	52,781	63,521	60,504	72,326	79,344	101,951	96,543
Add:									
Deferred revenue, noncurrent (end of period)	7,349	6,611	4,950	4,154	3,578	2,929	2,145	4,963	4,346
Less:									
Deferred revenue, noncurrent (beginning of period)	(10,326)	(7,349)	(6,611)	(4,950)	(4,154)	(3,578)	(2,929)	(2,145)	(4,963)
Calculated billings	\$ 34,224	\$ 46,455	\$ 51,120	\$ 62,725	\$ 59,928	\$ 71,677	\$ 78,560	\$ 104,769	\$ 95,926
<i>y-y growth - current calculated billings</i>	N/A	N/A	N/A	N/A	63 %	53 %	50 %	60 %	60 %
<i>y-y growth - calculated billings</i>	54 %	65 %	67 %	69 %	75 %	54 %	54 %	67 %	60 %
Trailing 12 months calculated billings	\$ 130,002	\$ 148,307	\$ 168,902	\$ 194,524	\$ 220,228	\$ 245,450	\$ 272,890	\$ 314,934	\$ 350,932
<i>y-y growth</i>	66 %	67 %	63 %	65 %	69 %	66 %	62 %	62 %	59 %
Free Cash Flow and Margin									
Net cash provided by (used in) operating activities	\$ (15,035)	\$ (11,838)	\$ (8,526)	\$ (6,702)	\$ (9,686)	\$ (6,238)	\$ (9,471)	\$ 155	\$ 3,972
Less:									
Purchases of property and equipment	(927)	(2,102)	(1,618)	(1,606)	(2,448)	(2,708)	(414)	(980)	(4,477)
Capitalization of internal-use software costs	(1,232)	(1,093)	(1,667)	(1,497)	(1,208)	(1,535)	(1,329)	(1,359)	(1,051)
Free cash flow	\$ (17,194)	\$ (15,033)	\$ (11,811)	\$ (9,805)	\$ (13,342)	\$ (10,481)	\$ (11,214)	\$ (2,184)	\$ (1,556)
Operating cash flow margin	(46.9)%	(31.5)%	(20.0)%	(13.8)%	(18.5)%	(10.4)%	(14.2)%	0.2 %	4.8 %
Free cash flow margin	(53.7)%	(40.0)%	(27.6)%	(20.2)%	(25.5)%	(17.4)%	(17.0)%	(2.8)%	(1.9)%

⁽¹⁾ The current calculated billings and calculated billings for the prior periods presented above have been modified to conform with the adoption of Topic 606, which now includes unbilled receivables.

	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Customer Data									
Total customers	2,450	2,650	2,900	3,100	3,350	3,650	3,950	4,350	4,700
<i>y-y growth</i>	58%	51%	45%	41%	37%	38%	36%	40%	40%
Customers with ACV above \$100,000	300	354	401	443	493	539	603	691	747
<i>y-y growth</i>	83%	87%	83%	74%	64%	52%	50%	56%	52%
Dollar-based retention rate for the trailing 12 months ended	120%	120%	124%	123%	123%	123%	123%	121%	121%
Headcount									
Total headcount	713	792	843	898	1,020	1,096	1,141	1,176	1,265
<i>y-y growth</i>	54%	48%	45%	43%	43%	38%	35%	31%	24%