

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)

	<u>Q1 FY18</u>	<u>Q2 FY18</u>	<u>Q3 FY18</u>	<u>Q4 FY18</u>	<u>Q1 FY19</u>	<u>Q2 FY19</u>	<u>Q3 FY19</u>
Revenue:							
Subscription ⁽¹⁾	\$ 48,279	\$ 55,317	\$ 61,863	\$ 70,963	\$ 76,841	\$ 87,854	\$ 97,698
Professional services and other ⁽¹⁾	4,046	4,942	5,048	6,089	6,780	6,732	7,878
Total revenue	<u>52,325</u>	<u>60,259</u>	<u>66,911</u>	<u>77,052</u>	<u>83,621</u>	<u>94,586</u>	<u>105,576</u>
Cost of revenue:							
Subscription	11,157	12,691	13,553	15,080	16,332	19,211	20,265
Professional services and other	6,306	6,991	7,570	7,407	7,775	9,017	9,435
Total cost of revenue	<u>17,463</u>	<u>19,682</u>	<u>21,123</u>	<u>22,487</u>	<u>24,107</u>	<u>28,228</u>	<u>29,700</u>
Gross profit	<u>34,862</u>	<u>40,577</u>	<u>45,788</u>	<u>54,565</u>	<u>59,514</u>	<u>66,358</u>	<u>75,876</u>
Operating expenses:							
Research and development	15,359	16,923	19,190	19,349	19,929	24,829	27,596
Sales and marketing ⁽¹⁾	35,303	37,891	47,567	44,259	49,493	59,004	56,911
General and administrative	11,639	11,948	13,546	14,670	15,070	20,955	19,848
Total operating expenses	<u>62,301</u>	<u>66,762</u>	<u>80,303</u>	<u>78,278</u>	<u>84,492</u>	<u>104,788</u>	<u>104,355</u>
Operating loss	<u>(27,439)</u>	<u>(26,185)</u>	<u>(34,515)</u>	<u>(23,713)</u>	<u>(24,978)</u>	<u>(38,430)</u>	<u>(28,479)</u>
Other income (expense), net	(19)	382	509	810	(1,215)	(1,762)	(1,705)
Loss before provision for (benefit from) income taxes	<u>(27,458)</u>	<u>(25,803)</u>	<u>(34,006)</u>	<u>(22,903)</u>	<u>(26,193)</u>	<u>(40,192)</u>	<u>(30,184)</u>
Provision for (benefit from) income taxes	248	229	(940)	142	(231)	(985)	(667)
Net loss	<u>\$ (27,706)</u>	<u>\$ (26,032)</u>	<u>\$ (33,066)</u>	<u>\$ (23,045)</u>	<u>\$ (25,962)</u>	<u>\$ (39,207)</u>	<u>\$ (29,517)</u>
Net loss per share attributable to common stockholders, basic and diluted	<u>\$ (0.70)</u>	<u>\$ (0.28)</u>	<u>\$ (0.35)</u>	<u>\$ (0.23)</u>	<u>\$ (0.25)</u>	<u>\$ (0.37)</u>	<u>\$ (0.27)</u>
Weighted-average shares used to compute net loss per share attributable to common stockholders, basic and diluted	<u>39,783</u>	<u>93,576</u>	<u>95,474</u>	<u>100,969</u>	<u>104,203</u>	<u>106,702</u>	<u>108,776</u>

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

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

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Revenue:							
Subscription ⁽¹⁾	\$ 48,279	\$ 55,317	\$ 61,863	\$ 70,963	\$ 76,841	\$ 87,854	\$ 97,698
Professional services and other ⁽¹⁾	4,046	4,942	5,048	6,089	6,780	6,732	7,878
Total revenue	52,325	60,259	66,911	77,052	83,621	94,586	105,576
Cost of revenue:							
Subscription	10,467	11,635	12,132	13,643	14,803	17,310	17,433
Professional services and other	5,837	6,253	6,591	6,456	6,886	7,934	8,130
Total cost of revenue	16,304	17,888	18,723	20,099	21,689	25,244	25,563
Gross profit	36,021	42,371	48,188	56,953	61,932	69,342	80,013
Operating expenses:							
Research and development	12,058	12,485	14,016	14,155	15,716	19,557	21,305
Sales and marketing ⁽¹⁾	32,928	34,870	43,673	40,307	45,340	53,533	50,683
General and administrative	9,564	9,223	9,852	11,636	11,719	15,452	14,513
Total operating expenses	54,550	56,578	67,541	66,098	72,775	88,542	86,501
Operating loss	(18,529)	(14,207)	(19,353)	(9,145)	(10,843)	(19,200)	(6,488)
Other income (expense), net	(19)	382	509	810	1,166	1,792	1,899
Loss before provision for (benefit from) income taxes	(18,548)	(13,825)	(18,844)	(8,335)	(9,677)	(17,408)	(4,589)
Provision for (benefit from) income taxes	248	229	(940)	142	(231)	(985)	(667)
Net loss	\$ (18,796)	\$ (14,054)	\$ (17,904)	\$ (8,477)	\$ (9,446)	\$ (16,423)	\$ (3,922)
Net loss per share attributable to common stockholders, basic and diluted	\$ (0.47)	\$ (0.15)	\$ (0.19)	\$ (0.08)	\$ (0.09)	\$ (0.15)	\$ (0.04)
Weighted-average shares used to compute net loss per share attributable to common stockholders, basic and diluted	39,783	93,576	95,474	100,969	104,203	106,702	108,776

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

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

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Assets							
Current assets:							
Cash and cash equivalents	\$ 221,726	\$ 126,464	\$ 137,575	\$ 127,949	\$ 211,756	\$ 192,882	\$ 195,898
Short-term investments	2,500	86,755	86,043	101,765	335,285	343,374	350,105
Accounts receivable, net of allowances	32,171	35,304	46,882	52,248	50,368	59,839	70,136
Deferred commissions ⁽¹⁾	13,901	14,784	15,901	17,755	18,551	19,848	21,695
Prepaid expenses and other current assets ⁽¹⁾	12,422	13,382	10,940	17,781	20,203	17,433	20,280
Total current assets	282,720	276,689	297,341	317,498	636,163	633,376	658,114
Property and equipment, net	13,180	13,302	13,122	12,540	19,176	40,670	44,251
Deferred commissions, noncurrent ⁽¹⁾	33,674	34,430	36,122	40,755	41,077	43,287	47,756
Intangible assets, net	9,835	11,051	11,455	11,761	11,863	16,006	14,989
Goodwill	6,282	6,282	6,282	6,282	6,282	18,095	18,074
Other assets	1,671	1,658	2,463	10,427	12,343	12,483	13,525
Total assets	\$ 347,362	\$ 343,412	\$ 366,785	\$ 399,263	\$ 726,904	\$ 763,917	\$ 796,709
Liabilities and stockholders' equity							
Current liabilities:							
Accounts payable	\$ 12,853	\$ 8,887	\$ 12,875	\$ 9,566	\$ 11,830	\$ 12,577	\$ 12,085
Accrued expenses and other current liabilities	7,878	5,360	4,955	6,187	4,896	6,333	6,305
Accrued compensation	6,613	11,334	14,671	12,374	12,652	12,803	20,250
Deferred revenue ⁽¹⁾	111,759	122,173	135,010	159,816	173,548	186,427	206,146
Total current liabilities	139,103	147,754	167,511	187,943	202,926	218,140	244,786
Convertible senior notes, net	—	—	—	—	259,920	263,762	267,665
Deferred revenue, noncurrent ⁽¹⁾	3,578	2,929	2,145	4,963	4,346	5,471	4,977
Other liabilities, noncurrent ⁽¹⁾	6,323	6,451	6,553	7,017	10,095	31,399	34,778
Total liabilities	149,004	157,134	176,209	199,923	477,287	518,772	552,206
Commitments and contingencies							
Stockholders' equity:							
Class A common stock	1	2	2	7	9	10	10
Class B common stock	8	8	8	3	2	1	1
Additional paid-in capital	483,019	496,801	534,304	565,653	642,460	677,497	706,810
Accumulated other comprehensive income (loss)	(99)	70	(69)	391	(178)	(480)	(918)
Accumulated deficit ⁽¹⁾	(284,571)	(310,603)	(343,669)	(366,714)	(392,676)	(431,883)	(461,400)
Total stockholders' equity	198,358	186,278	190,576	199,340	249,617	245,145	244,503
Total liabilities and stockholders' equity	\$ 347,362	\$ 343,412	\$ 366,785	\$ 399,263	\$ 726,904	\$ 763,917	\$ 796,709

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

Okta, Inc.

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

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Operating activities:							
Net loss ⁽¹⁾	\$ (27,706)	\$ (26,032)	\$ (33,066)	\$ (23,045)	\$ (25,962)	\$ (39,207)	\$ (29,517)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:							
Stock-based compensation	8,906	11,978	14,408	14,568	14,135	18,222	21,542
Depreciation, amortization and accretion	1,575	1,713	1,823	1,890	2,069	1,630	2,125
Amortization of debt discount and issuance costs	—	—	—	—	2,571	3,842	3,902
Amortization of deferred commissions ⁽¹⁾	3,352	3,654	3,905	4,269	4,572	5,041	5,350
Deferred income taxes	—	—	(960)	426	(348)	(1,227)	(694)
Write-off of intangible assets	108	18	471	517	—	—	—
Non-cash charitable contributions	—	—	708	—	—	1,008	—
Other	162	401	(163)	319	161	(143)	135
Changes in operating assets and liabilities:							
Accounts receivable	2,243	(3,554)	(11,431)	(5,579)	1,719	(8,959)	(10,299)
Deferred commissions ⁽¹⁾	(4,223)	(5,294)	(6,713)	(10,756)	(5,693)	(8,547)	(11,667)
Prepaid expenses and other assets ⁽¹⁾	(3,756)	(1,144)	2,547	(7,047)	(3,983)	3,183	(3,438)
Accounts payable	3,236	(504)	3,523	(2,750)	2,339	218	(1,203)
Accrued compensation	(2,121)	4,683	3,369	(2,349)	329	169	7,475
Accrued expenses and other liabilities ⁽¹⁾	323	(1,924)	56	2,066	(1,051)	5,730	3,503
Deferred revenue ⁽¹⁾	8,215	9,767	12,052	27,626	13,114	13,697	19,225
Net cash provided by (used in) operating activities	(9,686)	(6,238)	(9,471)	155	3,972	(5,343)	6,439
Investing activities:							
Capitalization of internal-use software costs	(1,208)	(1,535)	(1,329)	(1,359)	(1,051)	(674)	(604)
Purchases of property and equipment	(2,448)	(2,708)	(414)	(980)	(4,477)	(5,313)	(4,463)
Purchases of securities available for sale	—	(86,776)	(8,568)	(33,742)	(252,914)	(67,104)	(158,120)
Proceeds from maturities of securities available for sale	10,335	2,500	9,150	17,840	19,500	60,000	140,150
Proceeds from sales of securities available for sale	1,538	—	—	—	—	—	12,470
Payments for business acquisition, net of cash acquired	—	—	—	—	—	(15,638)	22
Net cash provided by (used in) investing activities	8,217	(88,519)	(1,161)	(18,241)	(238,942)	(28,729)	(10,545)
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	(75)	—
Purchase of convertible senior notes hedge	—	—	—	—	(80,040)	—	—
Proceeds from issuance of warrants related to convertible notes	—	—	—	—	52,440	—	—
Payments of deferred offering costs	(2,246)	(1,792)	—	—	—	—	—
Proceeds from stock option exercises, net of repurchases, and other	2,564	1,352	21,884	7,846	12,196	8,859	7,469
Proceeds from shares issued in connection with employee stock purchase plan	—	—	—	8,369	—	6,654	—
Principal payments on financing arrangements	(207)	(66)	(70)	(174)	(206)	—	—
Net cash provided by (used in) financing activities	200,108	(555)	21,814	16,041	319,445	15,438	7,469
Effects of changes in foreign currency exchange rates on cash and cash equivalents	68	66	(81)	434	(387)	(245)	(358)
Net increase (decrease) in cash, cash equivalents and restricted cash	198,707	(95,246)	11,101	(1,611)	84,088	(18,879)	3,005
Cash, cash equivalents and restricted cash at beginning of period	23,282	221,989	126,743	137,844	136,233	220,321	201,442
Cash, cash equivalents and restricted cash at end of period	\$ 221,989	\$ 126,743	\$ 137,844	\$ 136,233	\$ 220,321	\$ 201,442	\$ 204,447

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

Okta, Inc.

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

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
GAAP subscription gross profit	\$ 37,122	\$ 42,626	\$ 48,310	\$ 55,883	\$ 60,509	\$ 68,643	\$ 77,433
Stock-based compensation	686	1,056	1,421	1,437	1,529	1,901	2,383
Amortization of acquired intangibles	4	—	—	—	—	—	449
Non-GAAP subscription gross profit	\$ 37,812	\$ 43,682	\$ 49,731	\$ 57,320	\$ 62,038	\$ 70,544	\$ 80,265
<i>Non-GAAP subscription gross margin</i>	78.3 %	79.0 %	80.4 %	80.8 %	80.7 %	80.3 %	82.2 %
GAAP professional services gross profit	\$ (2,260)	\$ (2,049)	\$ (2,522)	\$ (1,318)	\$ (995)	\$ (2,285)	\$ (1,557)
Stock-based compensation	469	738	979	951	889	1,083	1,305
Non-GAAP professional services gross profit	\$ (1,791)	\$ (1,311)	\$ (1,543)	\$ (367)	\$ (106)	\$ (1,202)	\$ (252)
<i>Non-GAAP professional services gross margin</i>	(44.3)%	(26.5)%	(30.6)%	(6.0)%	(1.6)%	(17.9)%	(3.2)%
GAAP total gross profit	\$ 34,862	\$ 40,577	\$ 45,788	\$ 54,565	\$ 59,514	\$ 66,358	\$ 75,876
Stock-based compensation	1,155	1,794	2,400	2,388	2,418	2,984	3,688
Amortization of acquired intangibles	4	—	—	—	—	—	449
Non-GAAP total gross profit	\$ 36,021	\$ 42,371	\$ 48,188	\$ 56,953	\$ 61,932	\$ 69,342	\$ 80,013
<i>Non-GAAP total gross margin</i>	68.8 %	70.3 %	72.0 %	73.9 %	74.1 %	73.3 %	75.8 %
GAAP research and development expense	\$ 15,359	\$ 16,923	\$ 19,190	\$ 19,349	\$ 19,929	\$ 24,829	\$ 27,596
Stock-based compensation	3,301	4,438	5,174	5,194	4,213	5,272	6,291
Non-GAAP research and development expense	\$ 12,058	\$ 12,485	\$ 14,016	\$ 14,155	\$ 15,716	\$ 19,557	\$ 21,305
<i>Non-GAAP research and development expense as a percentage of revenue</i>	23.0 %	20.7 %	20.9 %	18.4 %	18.8 %	20.7 %	20.2 %
GAAP sales and marketing expense	\$ 35,303	\$ 37,891	\$ 47,567	\$ 44,259	\$ 49,493	\$ 59,004	\$ 56,911
Stock-based compensation	2,375	3,021	3,894	3,952	4,153	5,471	6,228
Non-GAAP sales and marketing expense	\$ 32,928	\$ 34,870	\$ 43,673	\$ 40,307	\$ 45,340	\$ 53,533	\$ 50,683
<i>Non-GAAP sales and marketing expense as a percentage of revenue</i>	62.9 %	57.9 %	65.3 %	52.3 %	54.2 %	56.6 %	48.0 %
GAAP general and administrative expense	\$ 11,639	\$ 11,948	\$ 13,546	\$ 14,670	\$ 15,070	\$ 20,955	\$ 19,848
Stock-based compensation	2,075	2,725	2,940	3,034	3,351	4,495	5,335
Charitable contributions	—	—	754	—	—	1,008	—
Non-GAAP general and administrative expense	\$ 9,564	\$ 9,223	\$ 9,852	\$ 11,636	\$ 11,719	\$ 15,452	\$ 14,513
<i>Non-GAAP general and administrative expense as a percentage of revenue</i>	18.3 %	15.3 %	14.7 %	15.1 %	14.0 %	16.3 %	13.7 %

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
GAAP total operating expenses	\$ 62,301	\$ 66,762	\$ 80,303	\$ 78,278	\$ 84,492	\$ 104,788	\$ 104,355
Stock-based compensation	7,751	10,184	12,008	12,180	11,717	15,238	17,854
Charitable contributions	—	—	754	—	—	1,008	—
Non-GAAP total operating expenses	\$ 54,550	\$ 56,578	\$ 67,541	\$ 66,098	\$ 72,775	\$ 88,542	\$ 86,501
<i>Non-GAAP total operating expenses as a percentage of revenue</i>	104.3 %	93.9 %	100.9 %	85.8 %	87.0 %	93.6 %	81.9 %
GAAP operating loss	\$ (27,439)	\$ (26,185)	\$ (34,515)	\$ (23,713)	\$ (24,978)	\$ (38,430)	\$ (28,479)
Stock-based compensation	8,906	11,978	14,408	14,568	14,135	18,222	21,542
Charitable contributions	—	—	754	—	—	1,008	—
Amortization of acquired intangibles	4	—	—	—	—	—	449
Non-GAAP operating loss	\$ (18,529)	\$ (14,207)	\$ (19,353)	\$ (9,145)	\$ (10,843)	\$ (19,200)	\$ (6,488)
<i>Non-GAAP operating margin</i>	(35.4)%	(23.6)%	(28.9)%	(11.9)%	(13.0)%	(20.3)%	(6.1)%
Other income (expense), net	\$ (19)	\$ 382	\$ 509	\$ 810	\$ (1,215)	(1,762)	(1,705)
Amortization of debt discount	—	—	—	—	2,381	3,554	3,604
Non-GAAP other income (expense), net	\$ (19)	\$ 382	\$ 509	\$ 810	\$ 1,166	\$ 1,792	\$ 1,899
GAAP net loss	\$ (27,706)	\$ (26,032)	\$ (33,066)	\$ (23,045)	\$ (25,962)	\$ (39,207)	\$ (29,517)
Stock-based compensation	8,906	11,978	14,408	14,568	14,135	18,222	21,542
Amortization of debt discount	—	—	—	—	2,381	3,554	3,604
Charitable contributions	—	—	754	—	—	1,008	—
Amortization of acquired intangibles	4	—	—	—	—	—	449
Non-GAAP net loss	\$ (18,796)	\$ (14,054)	\$ (17,904)	\$ (8,477)	\$ (9,446)	\$ (16,423)	\$ (3,922)
GAAP net loss per share	\$ (0.7)	\$ (0.28)	\$ (0.35)	\$ (0.23)	\$ (0.25)	\$ (0.37)	\$ (0.27)
Stock-based compensation	0.23	0.13	0.15	0.15	0.14	0.17	0.20
Amortization of debt discount	—	—	—	—	0.02	0.04	0.03
Charitable contributions	—	—	0.01	—	—	0.01	—
Amortization of acquired intangibles	—	—	—	—	—	—	—
Non-GAAP net loss per share	\$ (0.47)	\$ (0.15)	\$ (0.19)	\$ (0.08)	\$ (0.09)	\$ (0.15)	\$ (0.04)
Weighted-average shares outstanding used to compute net loss per share	39,783	93,576	95,474	100,969	104,203	106,702	108,776

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

Okta, Inc.

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

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Calculated Billings ⁽¹⁾							
Total revenue	\$ 52,325	\$ 60,259	\$ 66,911	\$ 77,052	\$ 83,621	\$ 94,586	\$ 105,576
Add:							
Unbilled receivables, current (beginning of period)	1,537	2,151	498	902	809	1,619	818
Deferred revenue, current (end of period)	111,759	122,173	135,010	159,816	173,548	186,427	206,146
Less:							
Unbilled receivables, current (end of period)	(2,151)	(498)	(902)	(809)	(1,619)	(818)	(1,581)
Deferred revenue, current (beginning of period)	(102,966)	(111,759)	(122,173)	(135,010)	(159,816)	(173,548)	(186,427)
Current calculated billings	60,504	72,326	79,344	101,951	96,543	108,266	124,532
Add:							
Deferred revenue, noncurrent (end of period)	3,578	2,929	2,145	4,963	4,346	5,471	4,977
Less:							
Deferred revenue, noncurrent (beginning of period)	(4,154)	(3,578)	(2,929)	(2,145)	(4,963)	(4,346)	(5,471)
Calculated billings	\$ 59,928	\$ 71,677	\$ 78,560	\$ 104,769	\$ 95,926	\$ 109,391	\$ 124,038
<i>y-y growth - current calculated billings</i>	63 %	53 %	50 %	60 %	60 %	50 %	57 %
<i>y-y growth - calculated billings</i>	75 %	54 %	54 %	67 %	60 %	53 %	58 %
Trailing 12 months calculated billings	\$ 220,228	\$ 245,450	\$ 272,890	\$ 314,934	\$ 350,932	\$ 388,646	\$ 434,124
<i>y-y growth</i>	69 %	66 %	62 %	62 %	59 %	58 %	59 %
Free Cash Flow and Margin							
Net cash provided by (used in) operating activities	\$ (9,686)	\$ (6,238)	\$ (9,471)	\$ 155	\$ 3,972	\$ (5,343)	\$ 6,439
Less:							
Purchases of property and equipment	(2,448)	(2,708)	(414)	(980)	(4,477)	(5,313)	(4,463)
Capitalization of internal-use software costs	(1,208)	(1,535)	(1,329)	(1,359)	(1,051)	(674)	(604)
Free cash flow	\$ (13,342)	\$ (10,481)	\$ (11,214)	\$ (2,184)	\$ (1,556)	\$ (11,330)	\$ 1,372
Operating cash flow margin	(18.5)%	(10.4)%	(14.2)%	0.2 %	4.8 %	(5.6)%	6.1%
Free cash flow margin	(25.5)%	(17.4)%	(16.8)%	(2.8)%	(1.9)%	(12.0)%	1.3%

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

	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19
Customer Data							
Total customers	3,350	3,650	3,950	4,350	4,700	5,150	5,600
<i>y-y growth</i>	37%	38%	36%	40%	40%	41%	42%
Customers with ACV above \$100,000	493	539	603	691	747	837	937
<i>y-y growth</i>	64%	52%	50%	56%	52%	55%	55%
Dollar-based retention rate for the trailing 12 months ended	123%	123%	123%	121%	121%	121%	120%
Headcount							
Total headcount	1,020	1,096	1,141	1,176	1,265	1,392	1,473
<i>y-y growth</i>	43%	38%	35%	31%	24%	27%	29%