

# okta Investor Presentation

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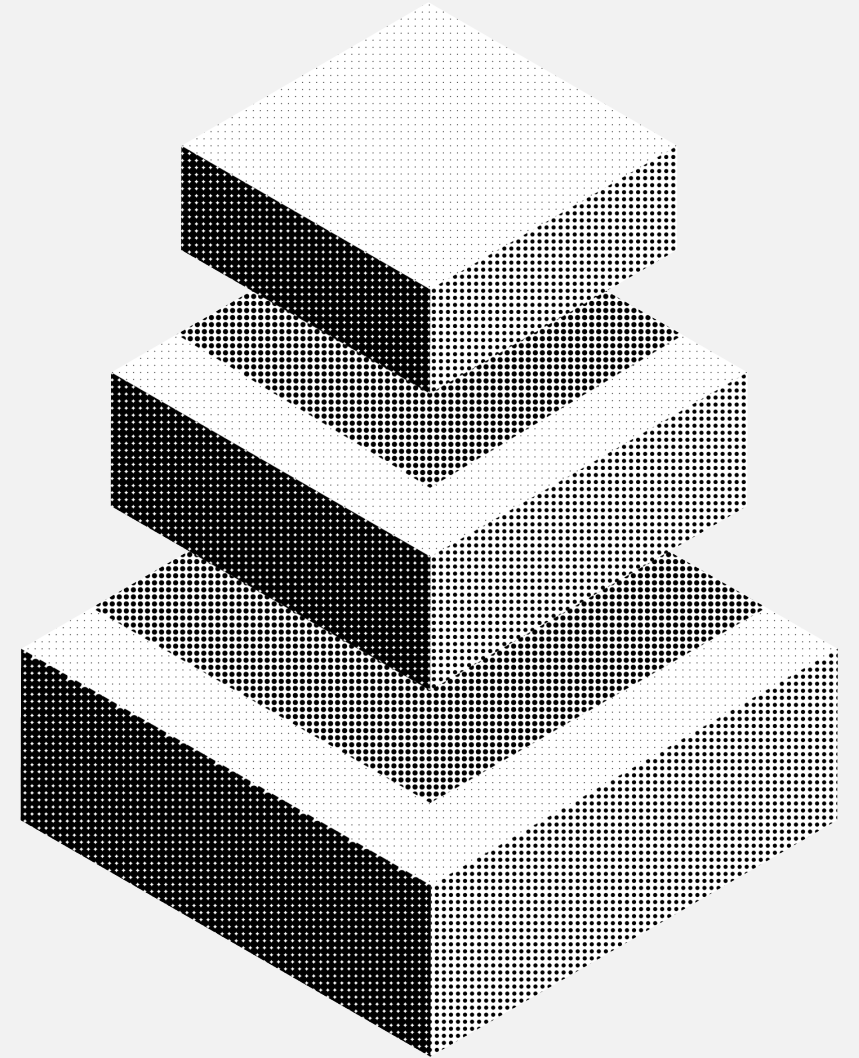
Q2 FY22

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September 1, 2021

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okta



# 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, long-term financial targets, product development, business strategy and plans, market trends and market size, opportunities, positioning and expected benefits that will be derived from the acquisition of Auth0, Inc. 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, 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; the impact of COVID-19 and variants of concern, related public health measures and any associated economic downturn on our business and results of operations may be more than we expect; 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; we may fail to successfully integrate any new business, including Auth0, Inc.; we may fail to realize anticipated benefits of any combined operations with Auth0, Inc.; we may experience unanticipated costs of integrating Auth0, Inc.; the potential impact of the acquisition on relationships with third parties, including employees, customers, partners and competitors; we may be unable to retain key personnel; 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.

Any unreleased products, features or functionality referenced in this presentation are not currently available and may not be delivered on time or at all. Product roadmaps do not represent a commitment, obligation or promise to deliver any product, feature or functionality, and you should not rely on them to make your purchase decisions.

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01

Company Overview

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02

Q2 FY22 Financial Review &  
Financial Outlook

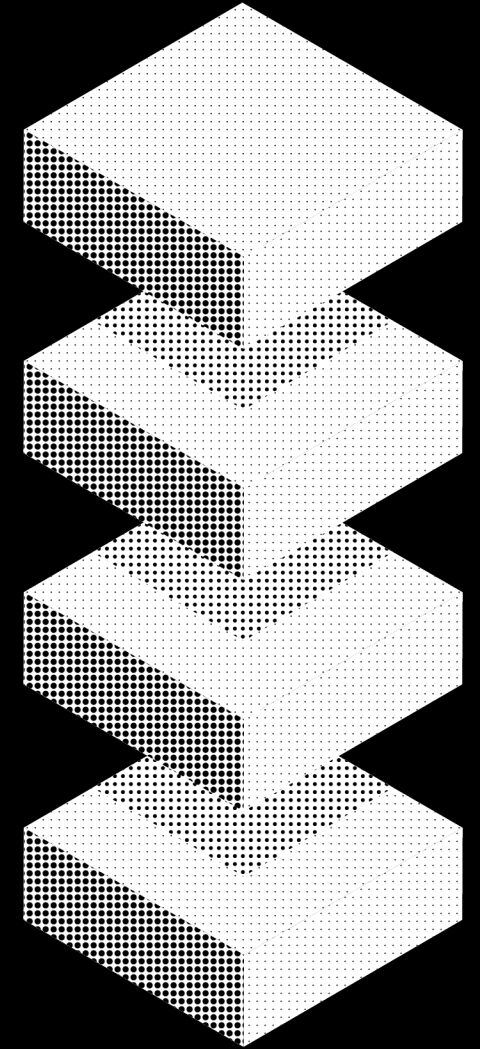
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03

Appendix  
Includes historical financial statements,  
reconciliations, and other select metrics

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# Company Overview



Okta's vision

Enable everyone  
to safely use any  
technology

# Okta at a Glance<sup>(1)</sup>

**13,050**

Total customers

**\$2.2B**

Remaining performance obligations (RPO)

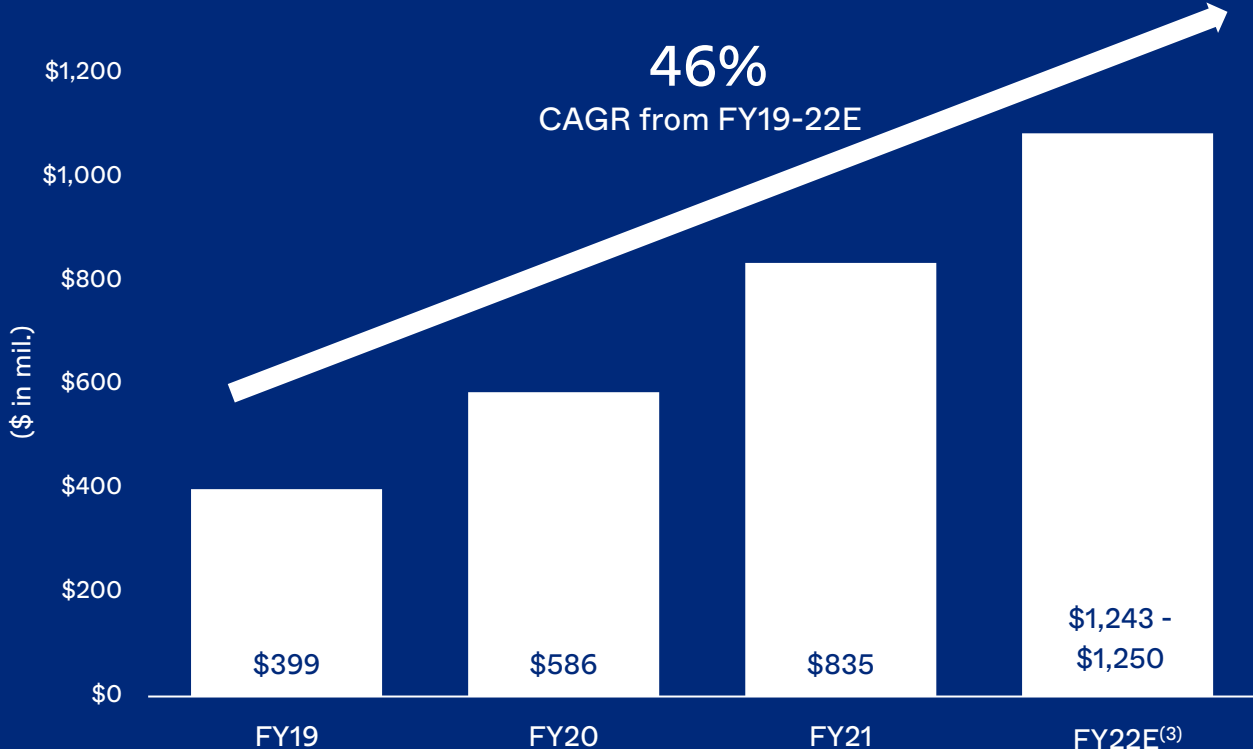
**124%**

TTM Dollar-based net retention rate<sup>(2)</sup>  
at July 31, 2021

- (1) Metrics are inclusive of Auth0, which closed on May 3, 2021, unless otherwise noted.
- (2) Trailing Twelve Months (TTM) dollar-based net retention rate is calculated based on total ACV. See Appendix for definition.
- (3) FY22E revenue is an estimate based on outlook as of September 1, 2021.



## Total Revenue



# 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**

# The Okta Identity Cloud

Delivers a unified identity solution

**Okta Trust:** Cloud security certifications with 99.99% uptime

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**Vendor neutrality** supports best-of-breed stack

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**Cloud-first**, providing hybrid access from cloud to ground

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**Unified solution** to secure workforce, customer and infrastructure identity

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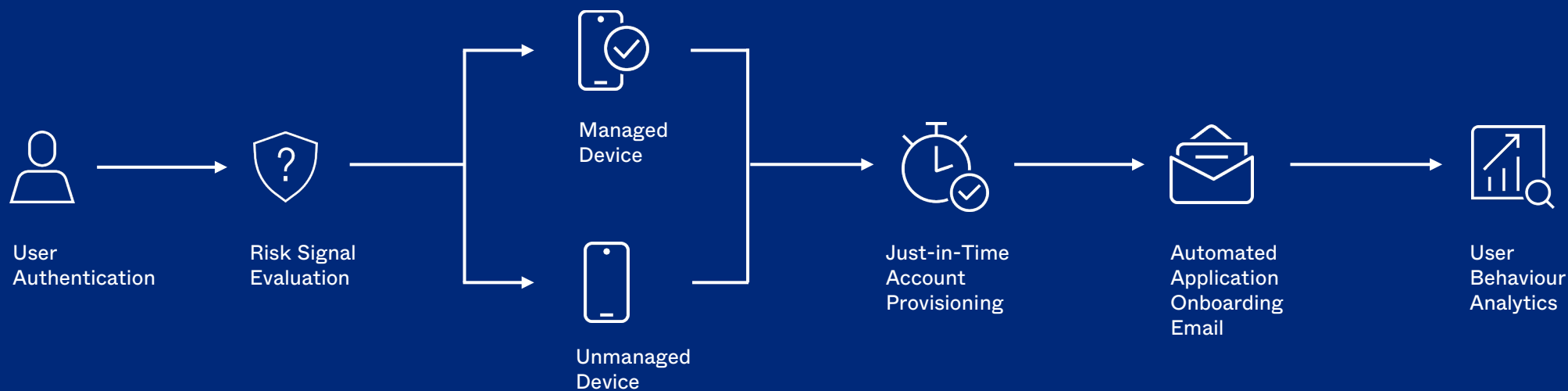
**7,000+** OIN integrations

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All powered by a **unified, extensible identity platform**



# Why Okta: Delivering a Secure and Frictionless Workforce Experience



# Why Okta: Delivering a Secure and Frictionless Customer Experience



# Delivering Measurable Customer Value



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## Mitigate risk

Reduced time to detect and respond to malicious attacks



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## Accelerate growth & innovation

Faster application launch and time-to-revenue

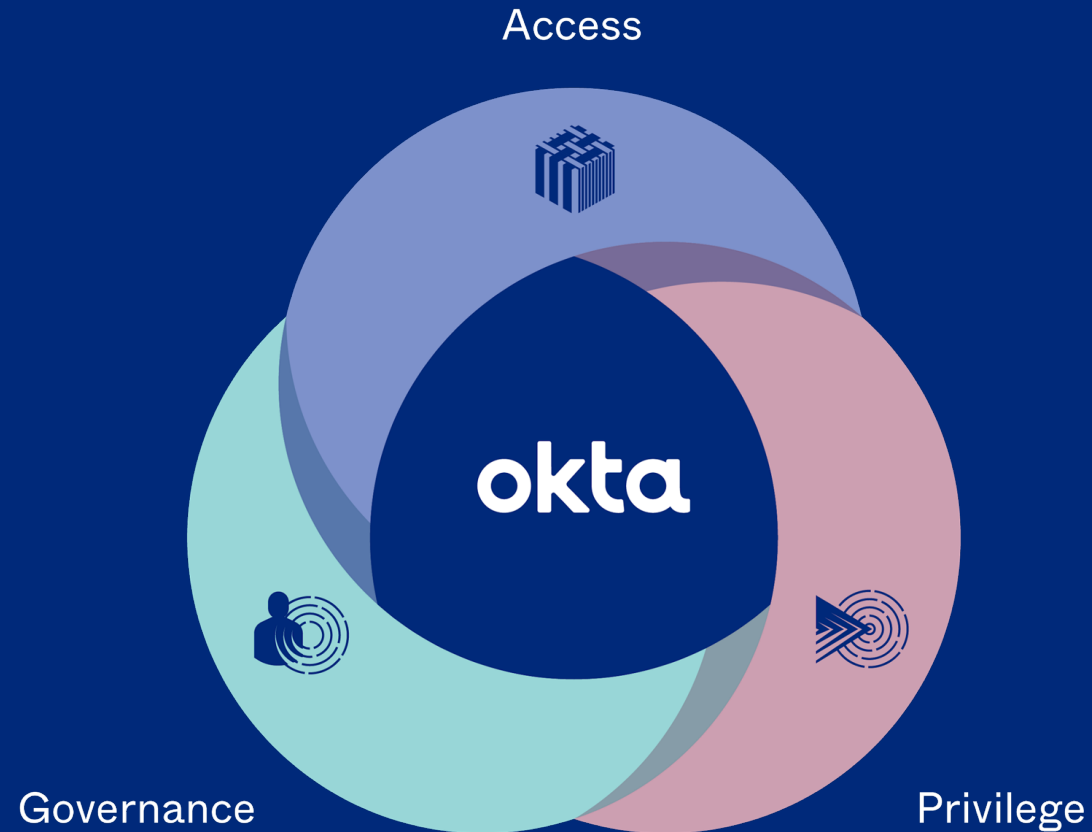


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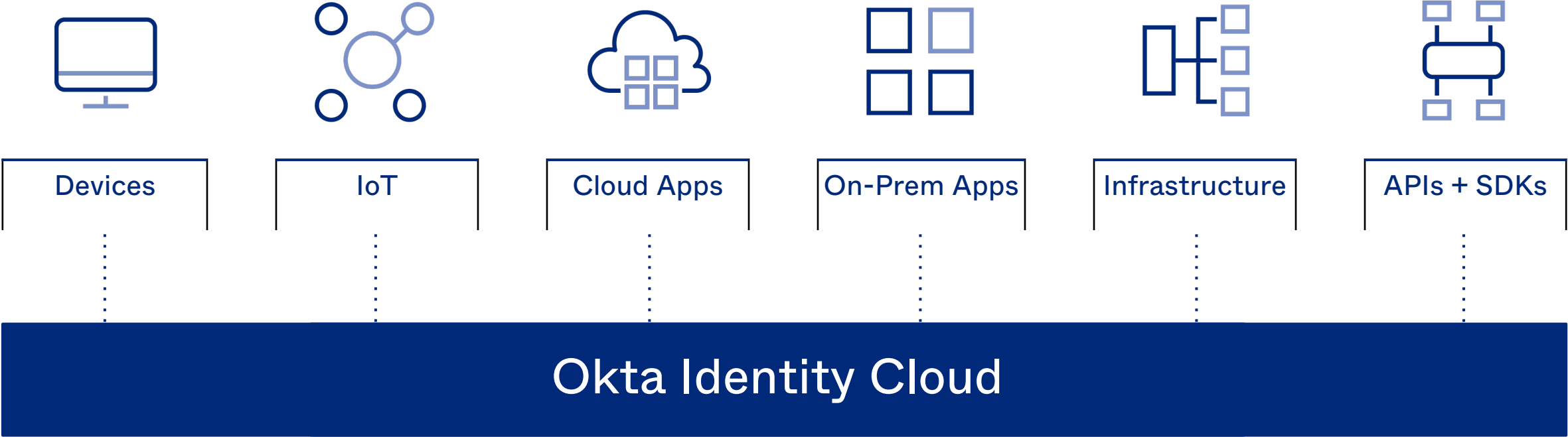
## Reduce costs & streamline ops

Reduced operations and maintenance costs compared with on-prem solutions

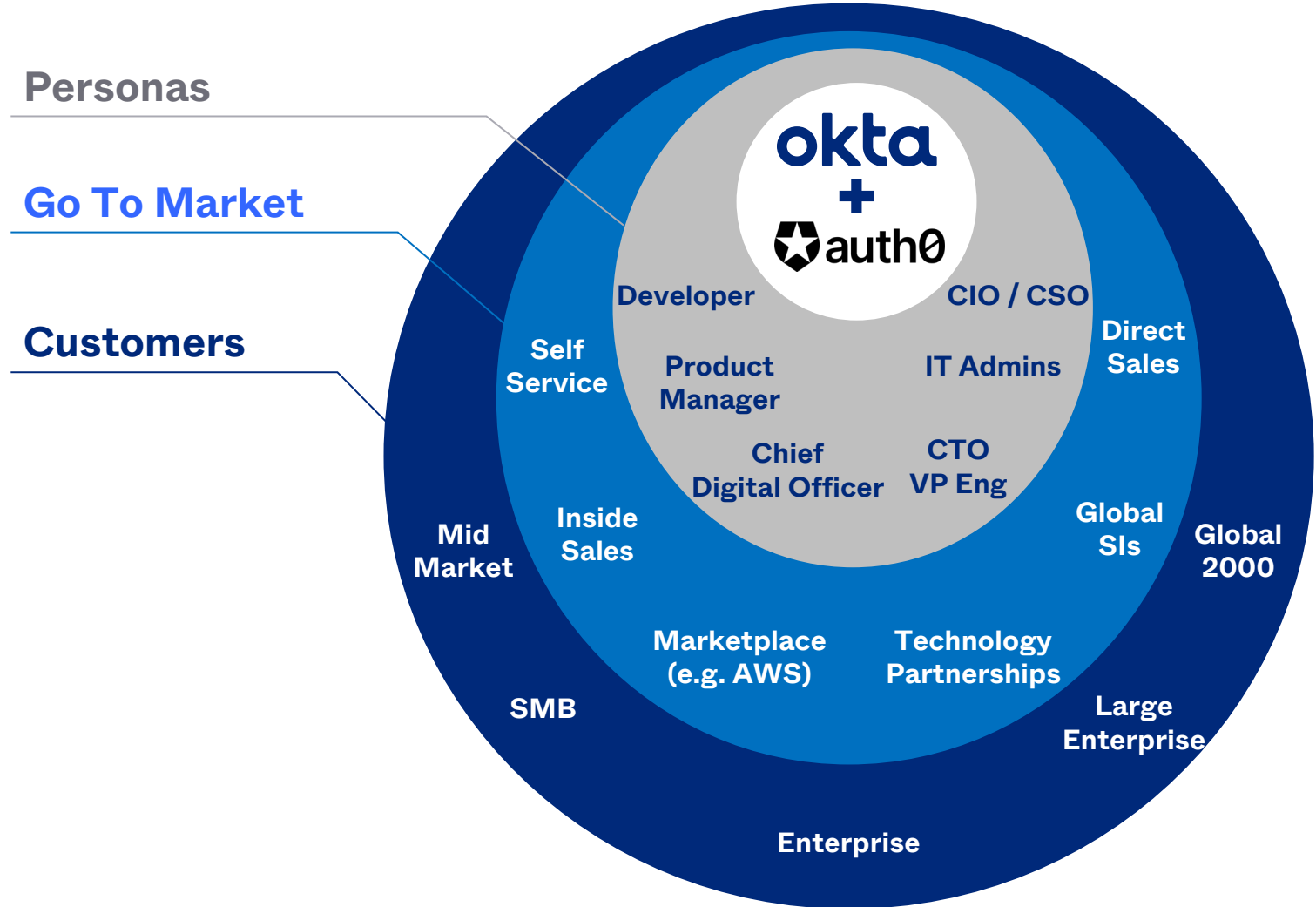
# Unifying Identity with One Control Plane



# One Platform to Secure Every Identity



# Okta + Auth0: Addressing Broadest Range of Customers & Users



# Significant Synergy Opportunities with Auth0



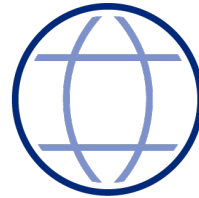
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**Accelerated  
TAM penetration**



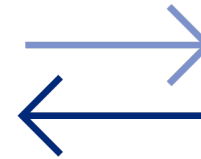
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**Complementary  
products**



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**International  
reach**



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**Cross sell**



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**Channel  
synergies**

# There is a Massive Future for Identity

**MASSIVE**  
Adjacent Addressable Market

Workforce Identity  
Customer Identity



**OKTA**  
**IDENTITY**  
**CLOUD**

**Identity**  
Identity Governance  
Privileged Access

**Analytics & Insights**  
Security Analytics  
Behavioral Biometrics

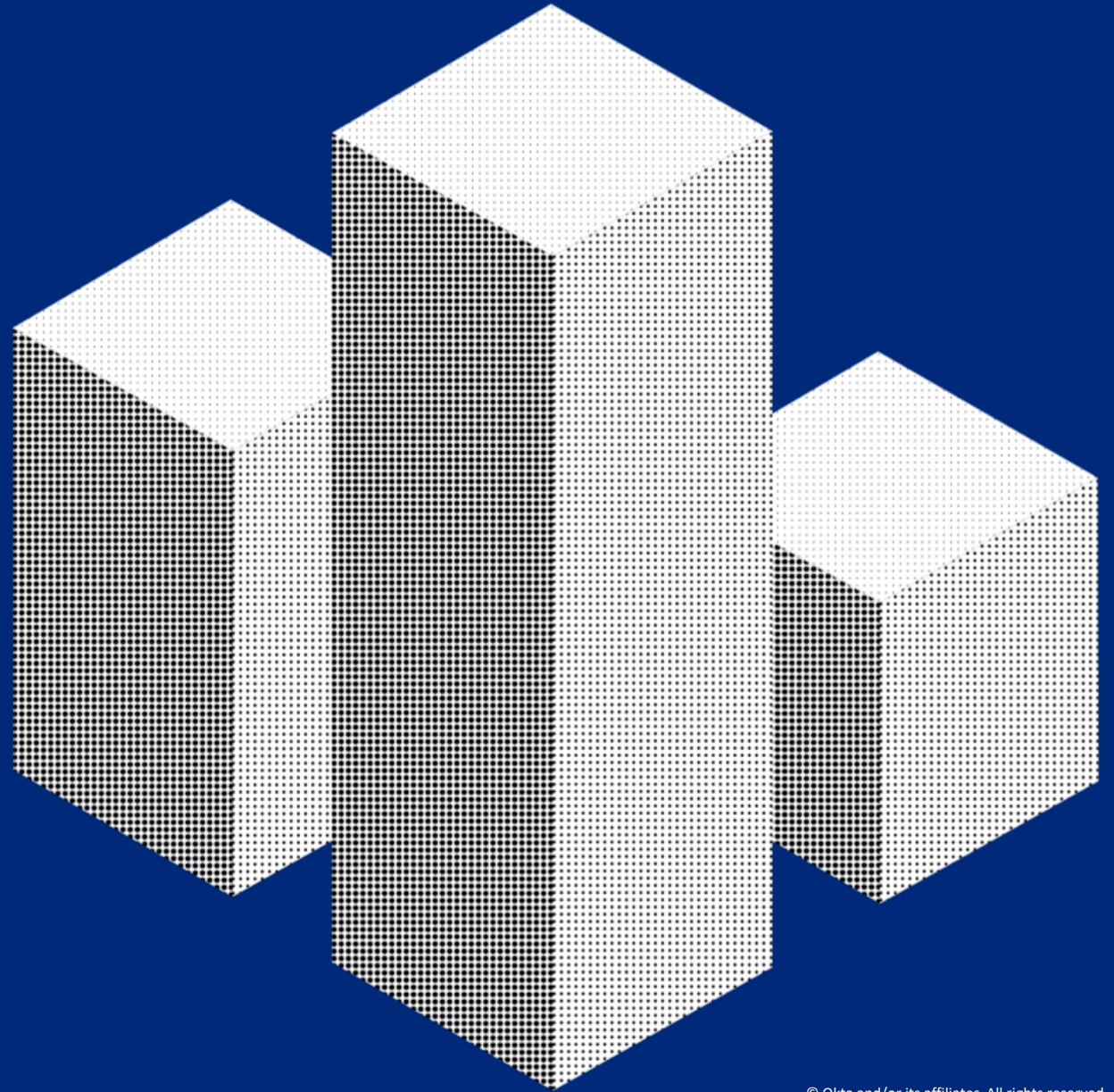
**Privacy & Consent**  
Management

**Identity Proofing & Affirmation**  
Anti-Fraud  
Identity Proofing  
Background Check

**Security**  
Zero Trust Network Access  
Password Management  
Secure Access Service Edge  
IoT Security  
SaaS Management



# Attractive Long-Term Financial Profile

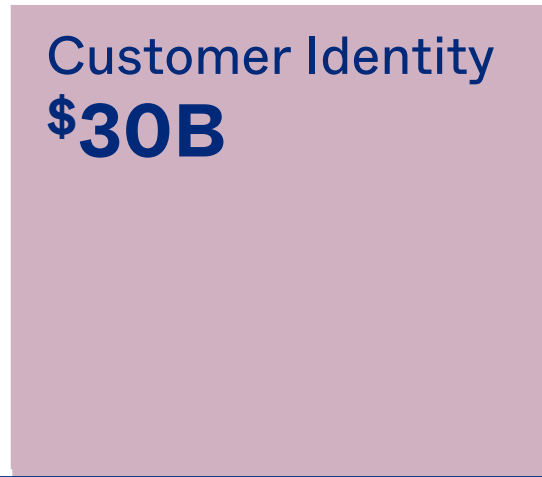


# Large Addressable Market

Total Workforce  
**\$50B**



+



=

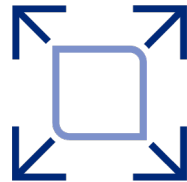
Total TAM  
of  
**\$80B**

# Multiple Growth Vectors



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Innovation in platform  
and network



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Landing and expanding  
in large enterprise



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International expansion

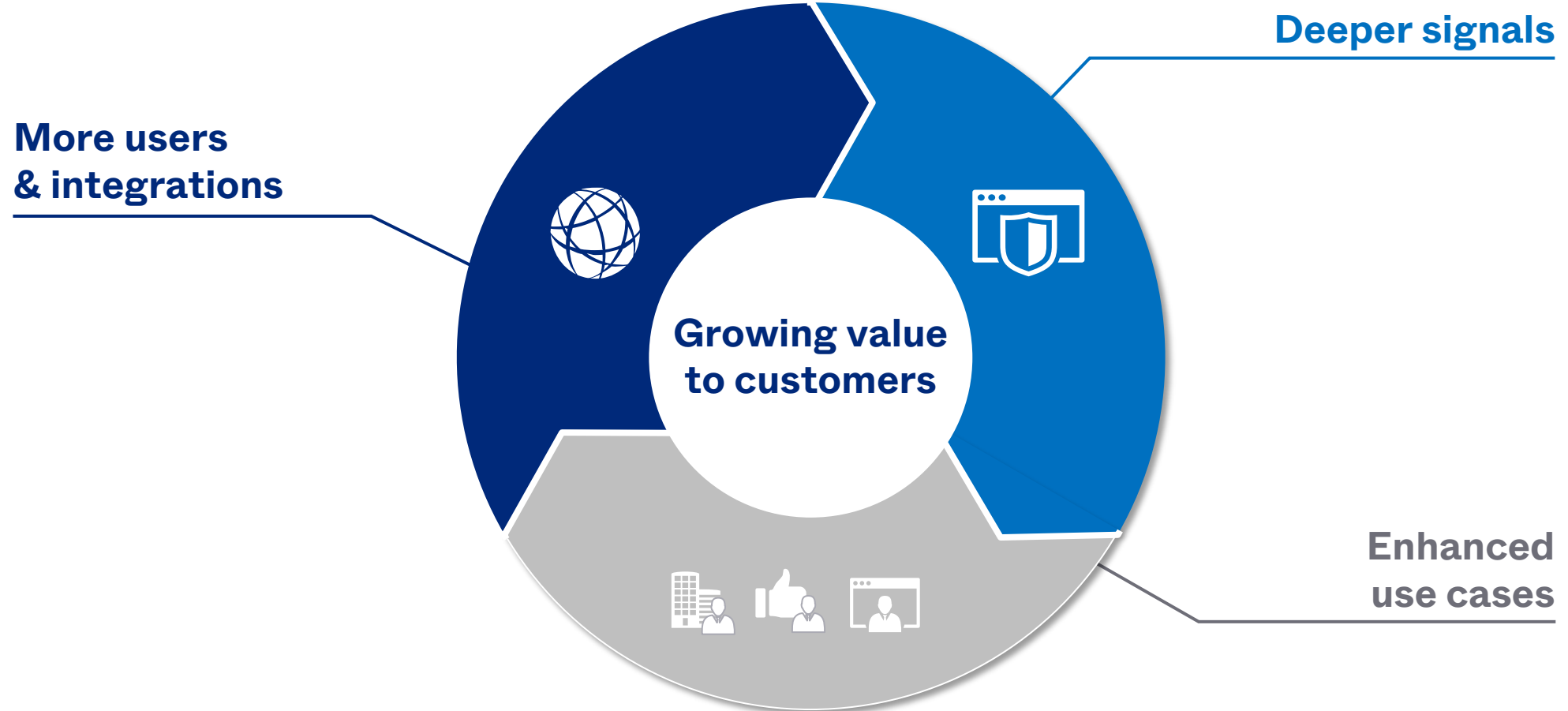


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Growing partner  
channel

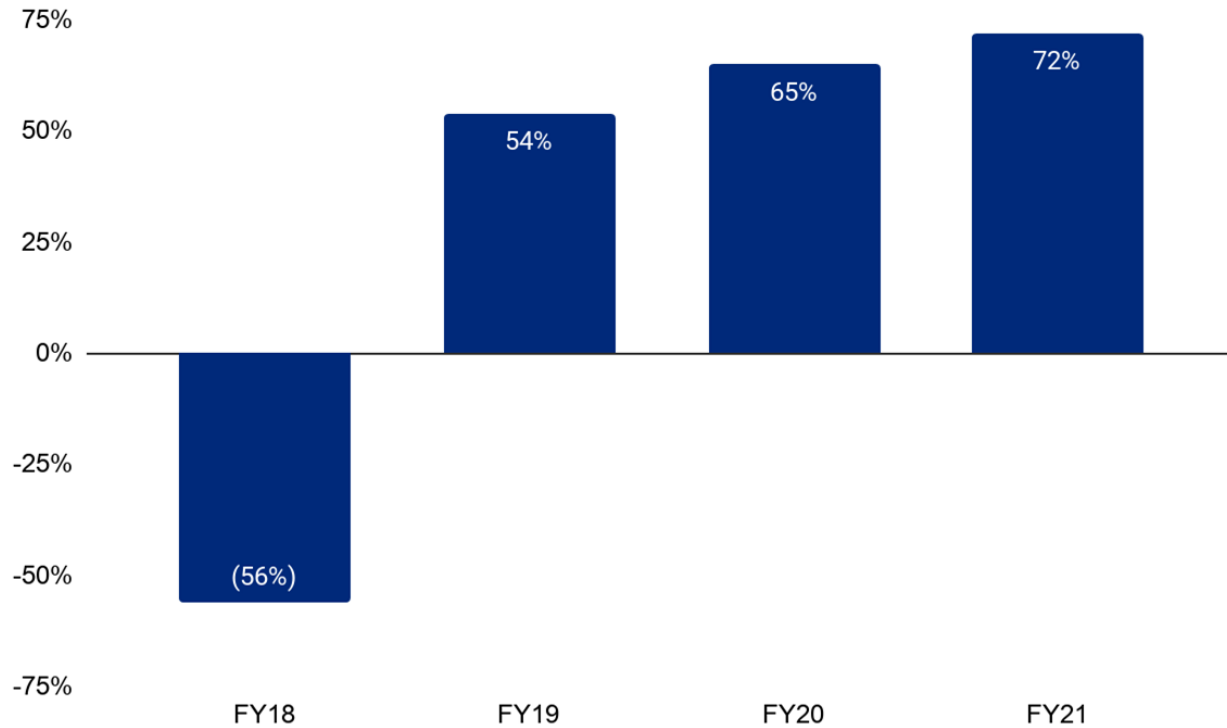
# Innovation in Platform and Network

More users and integrations result in deeper signals and enhanced use cases



# Attractive Long-Term Customer Economics

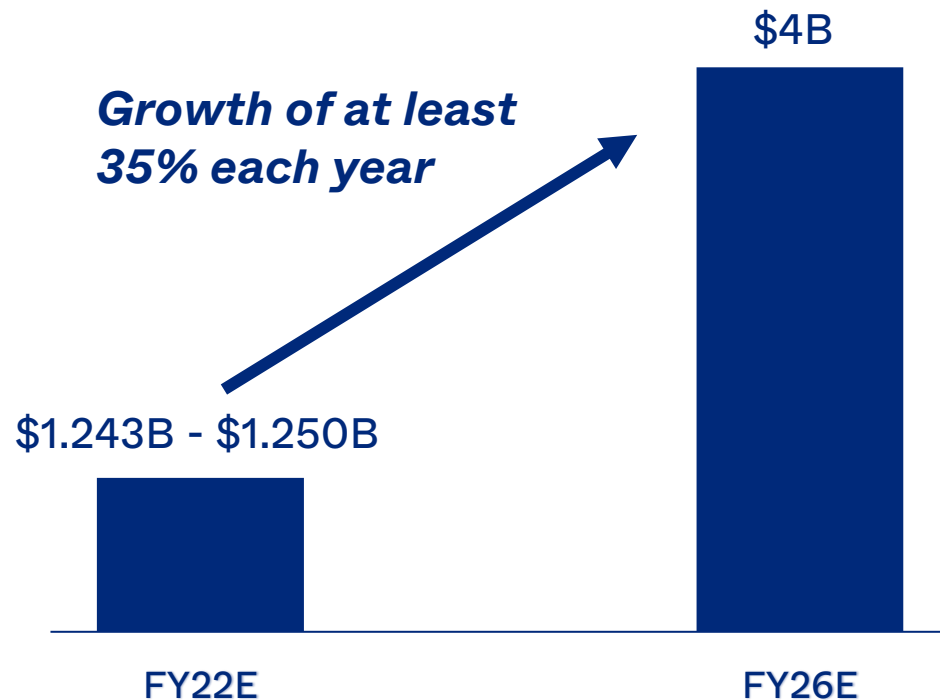
## FISCAL 2018 COHORT CONTRIBUTION MARGIN



Customer economics and margins improve significantly in land and expand model

# Long-Term Durable Growth

\$4B Revenue and 20% FCF Margin Target in FY26



## Key drivers of growth

- Faster penetration of CIAM opportunity with Auth0
- Continued growth at large enterprise customers
- Expanding partnerships
- International expansion

# Environmental, Social and Governance Update



## Environmental

Made our first submission to the Carbon Disclosure Project (CDP) in July 2021



## Social

Published our first annual [social impact report](#), which looks at the organizations and communities we've invested in and supported

Okta ranked #33 by San Francisco Business Times list of top Bay Area corporate philanthropists (up from #50 last year)

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



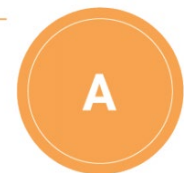
## ESG Ratings



**SUSTAINALYTICS**

LOW RISK of experiencing material financial impacts from ESG factors (Ranked 41 out of 841 software and services companies) (April 2021)

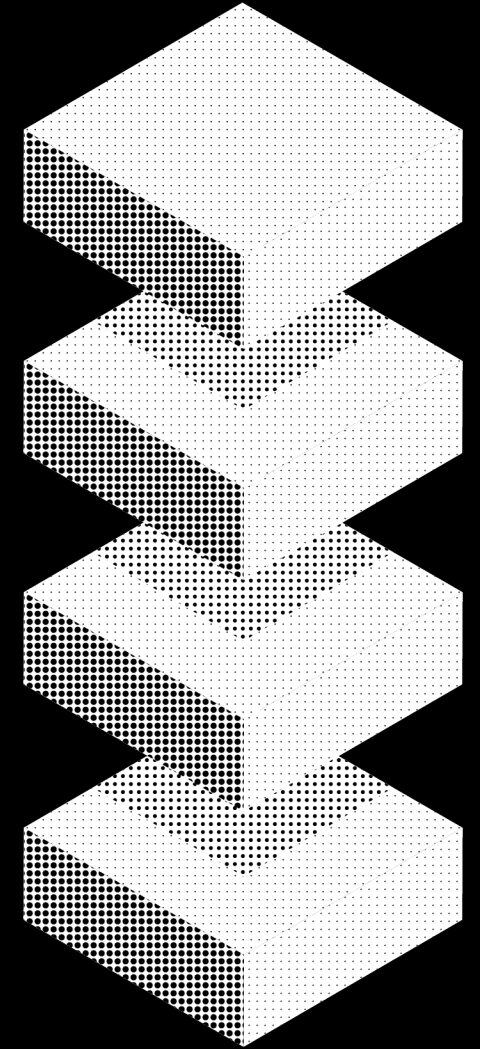
**MSCI**  
ESG RATINGS



CCC B BB BBB **A** AA AAA

ESG rating of A (August 2021)

# Q2 FY22 Financial Review & Financial Outlook





# Q2 FY22 Financial Highlights<sup>(1)</sup>

|  | Q2 FY22  | vs. Q2 FY21 |
|--|----------|-------------|
| Total Revenue  | \$316M   | + 57%       |
| Subscription Revenue   | \$303M   | + 59%       |
| Current Remaining Performance Obligations (cRPO)             | \$1,098M | + 60%       |
| Remaining Performance Obligations (RPO)                      | \$2,236M | + 57%       |
| Total Calculated Billings <sup>(2)</sup>                     | \$362M   | + 83%       |
| Total Calculated Billings (without process improvements)     | \$345M   | + 74%       |
| TTM Dollar Based Net Retention Rate                          | 124%     | + 300 bps   |
| Non-GAAP Gross Margin <sup>(2)</sup>                         | 76.5%    | - 240 bps   |
| Non-GAAP Operating Margin <sup>(2)</sup>                     | (7.8)%   | - 1100 bps  |
| Free Cash Flow Margin <sup>(2)</sup>                         | (1.2)%   | - 460 bps   |
| TTM Total Rev. Growth + Free Cash Flow Margin (“Rule of 40”) | 57%      | + 300 bps   |
| Total Customers  | 13,050   | + 46%       |
| Customers > \$100K ACV                                       | 2,610    | + 55%       |



(1) Metrics are inclusive of Auth0, which closed on May 3, 2021.

(2) See appendix for non-GAAP reconciliation.

# Auth0 & Okta Standalone Disclosures<sup>(1)(2)</sup>

|  | Auth0     |
|--|-----------|
| Total Revenue <sup>(3)</sup>   | \$38M     |
| Total Deferred Revenue Haircut   | \$13M     |
| TTM Dollar Based Net Retention Rate  | 127%      |
| Headcount  | > 900     |
| GAAP Net Loss <sup>(3)</sup>   | \$150M    |
| Stock-based Compensation (incl. \$34M One-Time Acquisition Related Expenses) | \$102M    |
| Customer Identity ACV  | + 63% Y/Y |
| Total Customers  | 1,650     |
| Customers > \$100K ACV   | 375       |

|  | Okta Standalone |             |
|--|-----------------|-------------|
| Total Revenue <sup>(3)</sup>                         | \$278M          | + 39% Y/Y   |
| Current Remaining Performance Obligations (cRPO)     | \$976M          | + 43% Y/Y   |
| Remaining Performance Obligations (RPO)              | \$2,019M        | + 42% Y/Y   |
| Total Calculated Billings excl. Process Improvements | \$290M          | + 47% Y/Y   |
| TTM Dollar Based Net Retention Rate                  | 122%            | + 2 pts Q/Q |
| Workforce Identity ACV                               |                 | + 37% Y/Y   |
| Customer Identity ACV                                |                 | + 49% Y/Y   |
| Net New Total Customers Added                        | + 750 Q/Q       | +27% Y/Y    |
| Net New Customers > \$100K ACV                       | + 160 Q/Q       | + 33% Y/Y   |



- (1) Disclosures for the three months ended July 31, 2021.  
(2) Disclosures shared on a one-time basis unless otherwise noted.  
(3) Metric to be shared each quarter in FY22.

# Workforce and Customer Identity Split<sup>(1)</sup>

## Workforce Identity

**64%** of total ACV

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**37%** y/y growth rate

## Customer Identity

**36%** of total ACV

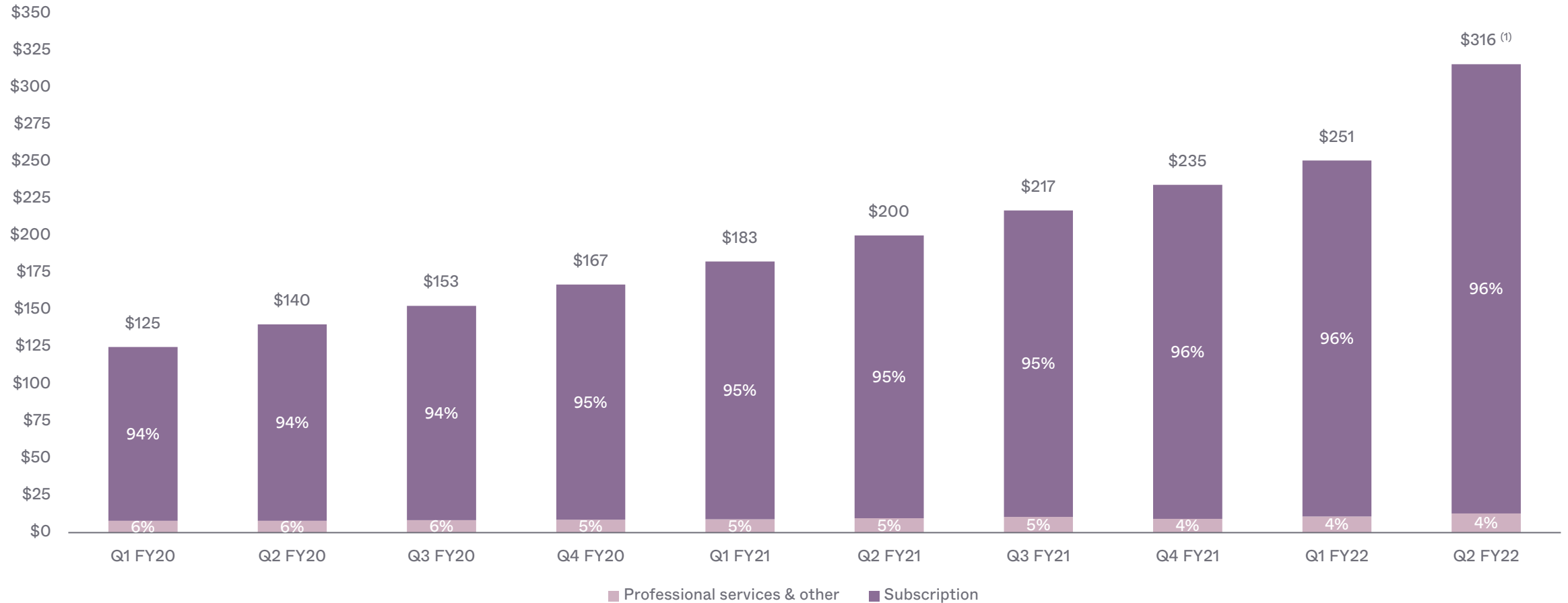
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**54%** y/y growth rate<sup>(2)</sup>

# Total Revenue Up 57% Y/Y; Subscription Revenue Up 59% Y/Y

## Quarterly Revenue

(\$ in millions)

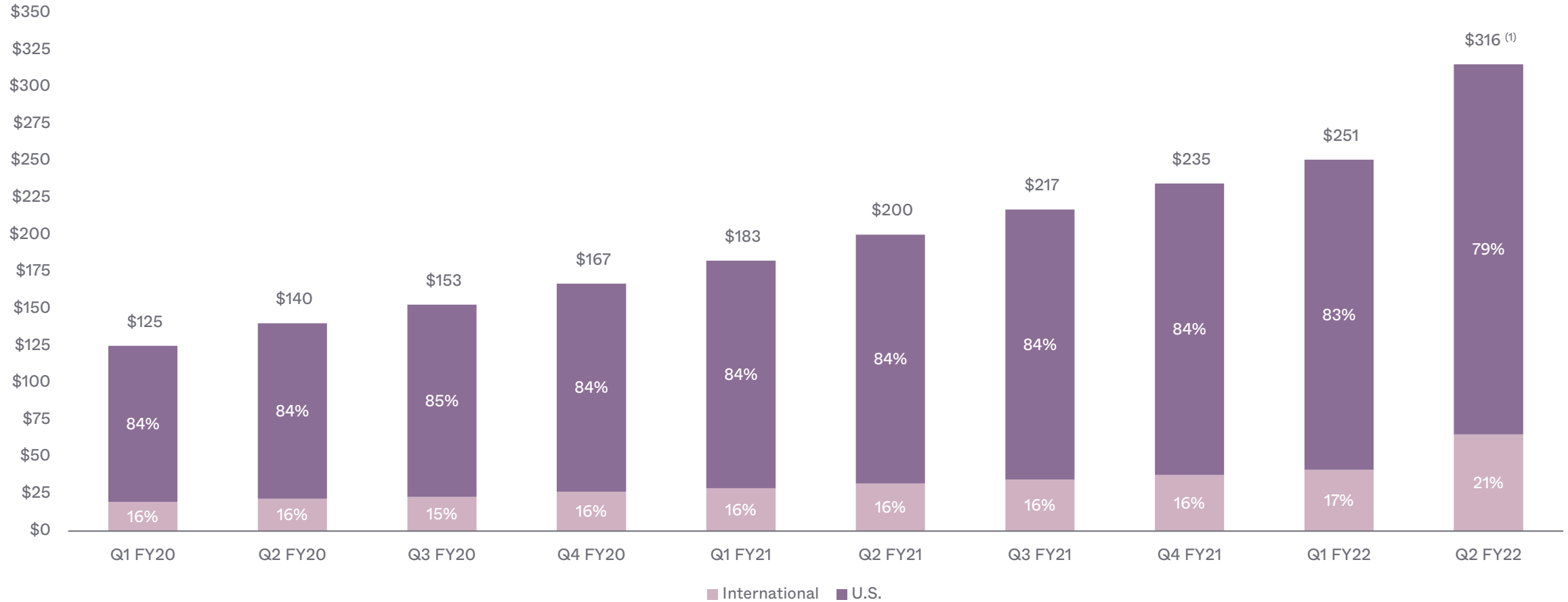


(1) Includes \$38M from Auth0.

# International Revenue Up 103% Y/Y

## Quarterly Revenue

(\$ in millions)



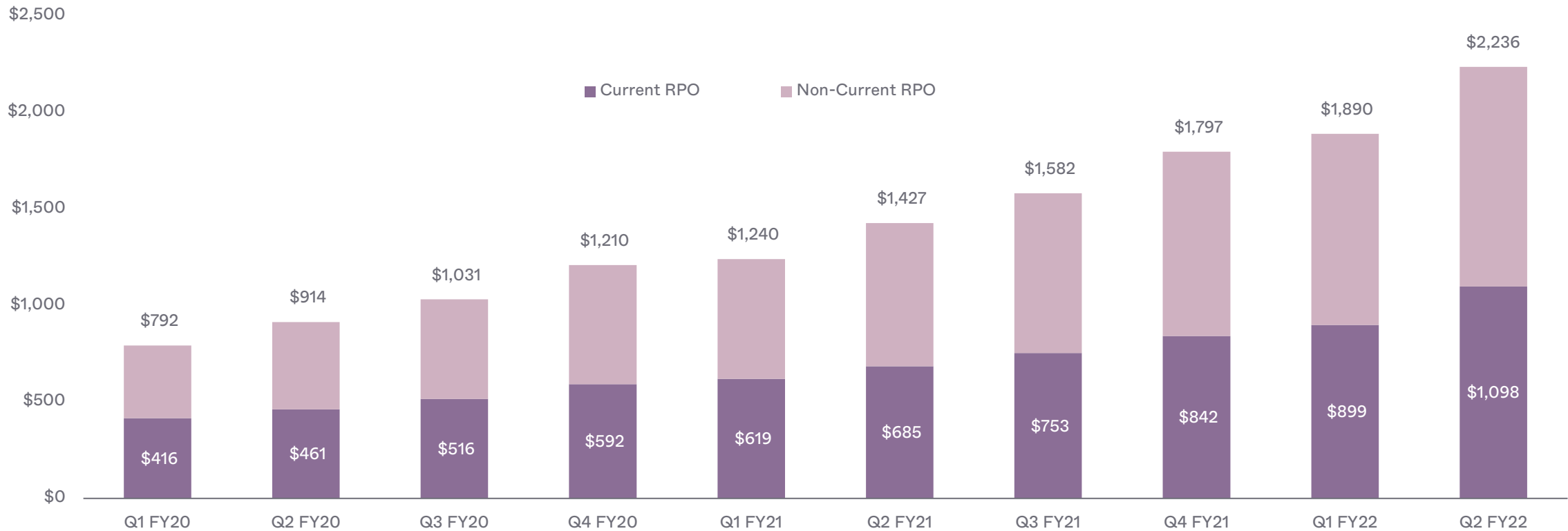
(1) Includes \$38M from Auth0.

# RPO Up 57% Y/Y; Current RPO Up 60% Y/Y

## Okta Standalone RPO Up 42% Y/Y; Okta Standalone Current RPO Up 43% Y/Y

### Quarterly RPO

(\$ in millions)

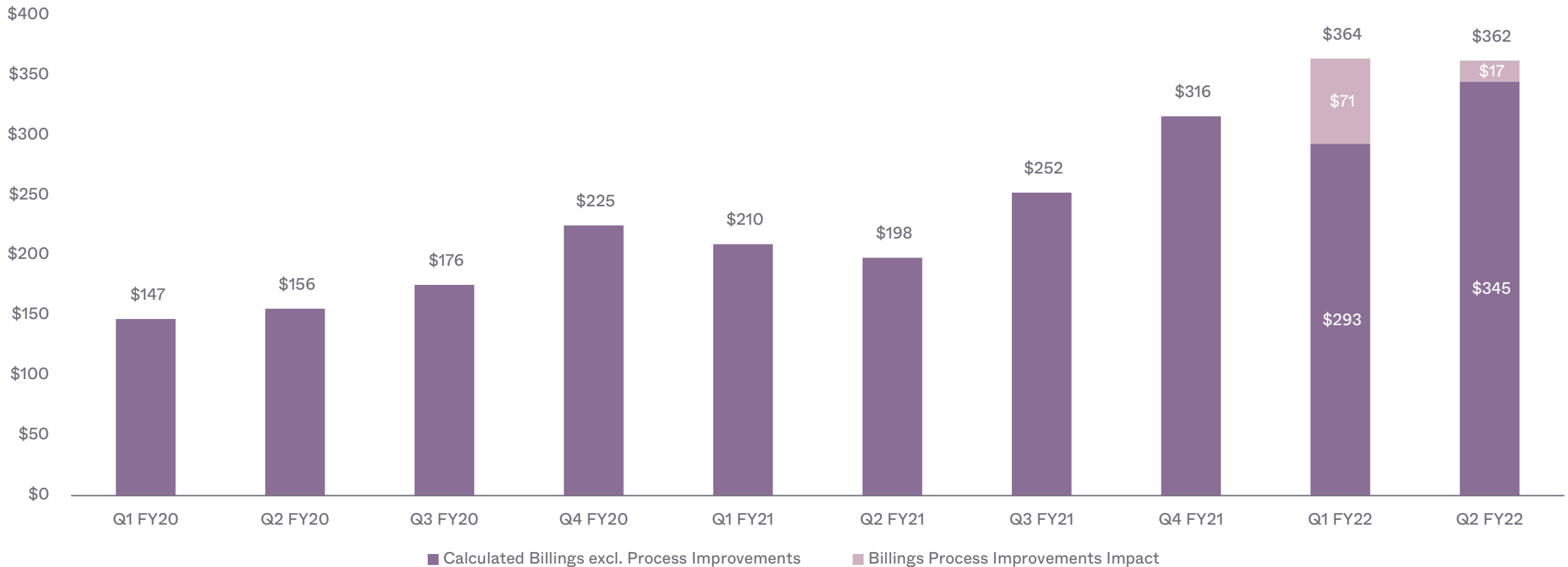


# Total Calculated Billings Up 83% Y/Y; Up 74% Y/Y Excluding Billings Process Improvements

## Okta Standalone Calculated Billings excl. Process Improvements Up 47% Y/Y

### Quarterly Total Calculated Billings<sup>(1)</sup>

(\$ in millions)



(1) See appendix for non-GAAP reconciliation.

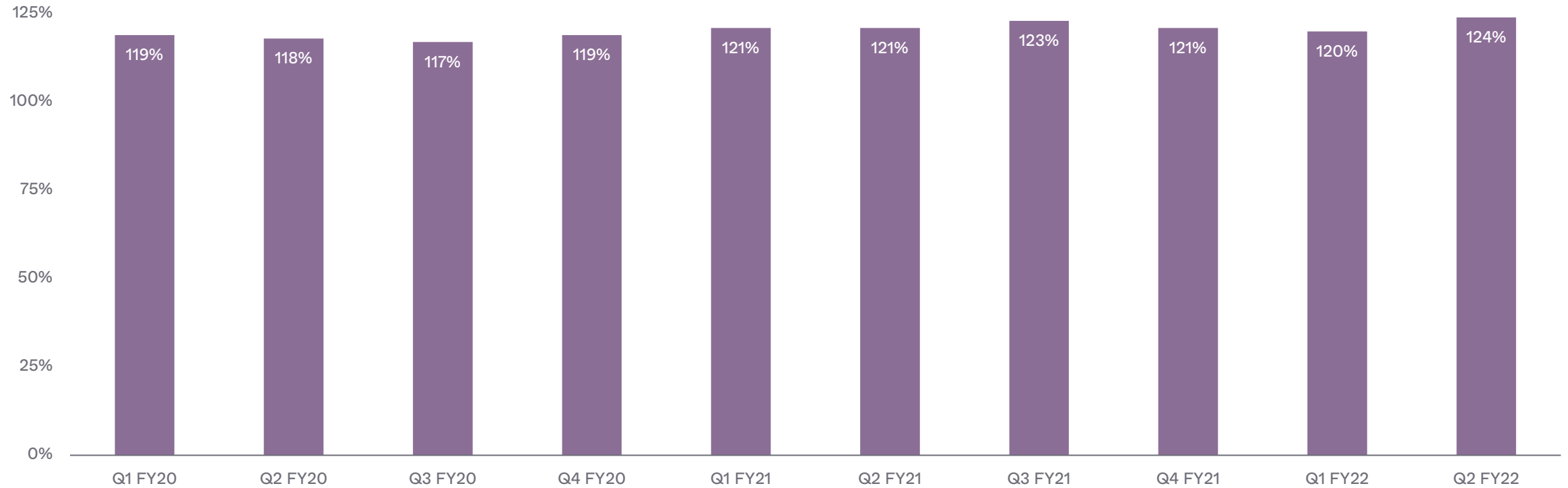
(2) Billings process improvements refer to:

1) billing at contract signature rather than subscription start date, and  
2) subsequent annual payments are now due, rather than billed, on the anniversary date.

# TTM Dollar-based Net Retention Rate of 124%

Okta Standalone TTM Dollar-based Net Retention Rate of 122%  
Auth0 TTM Dollar-based Net Retention Rate of 127%

TTM Dollar-based net retention rate

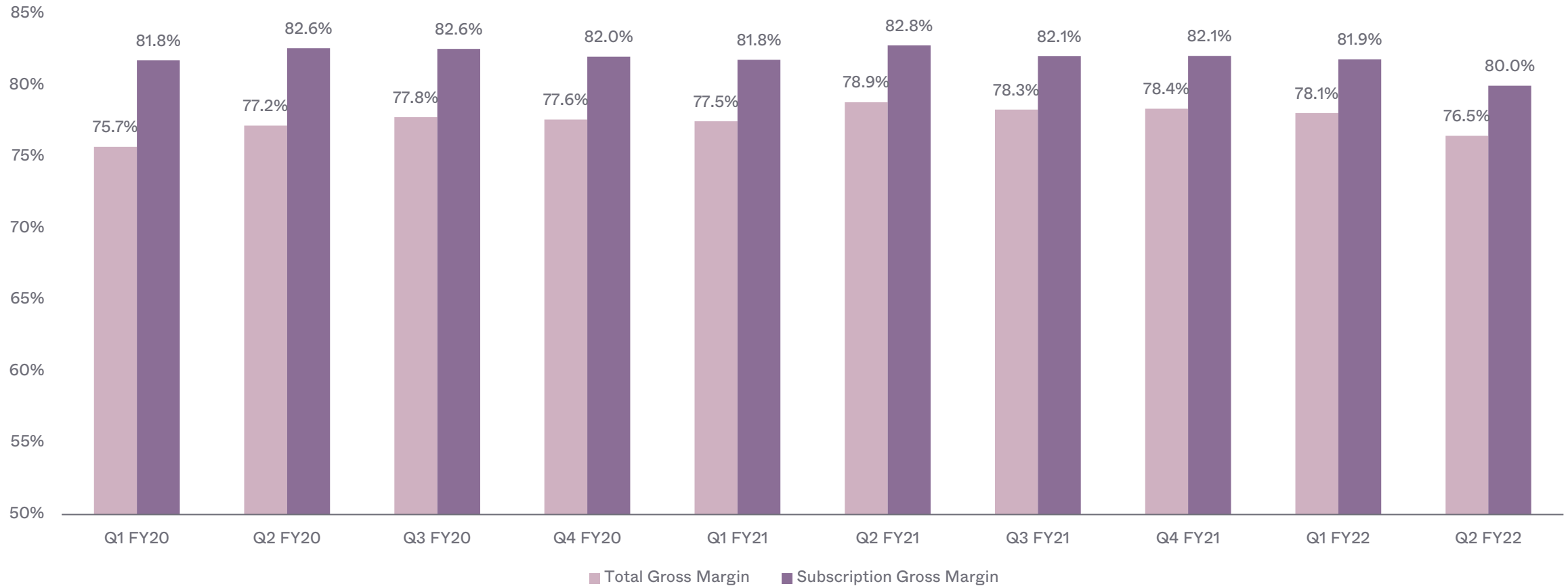




# Non-GAAP Total Gross Margin Down 240 bps Y/Y<sup>(1)</sup>

## Non-GAAP Subscription Gross Margin Down 280 bps Y/Y

### Quarterly Non-GAAP Gross Margins<sup>(2)</sup>

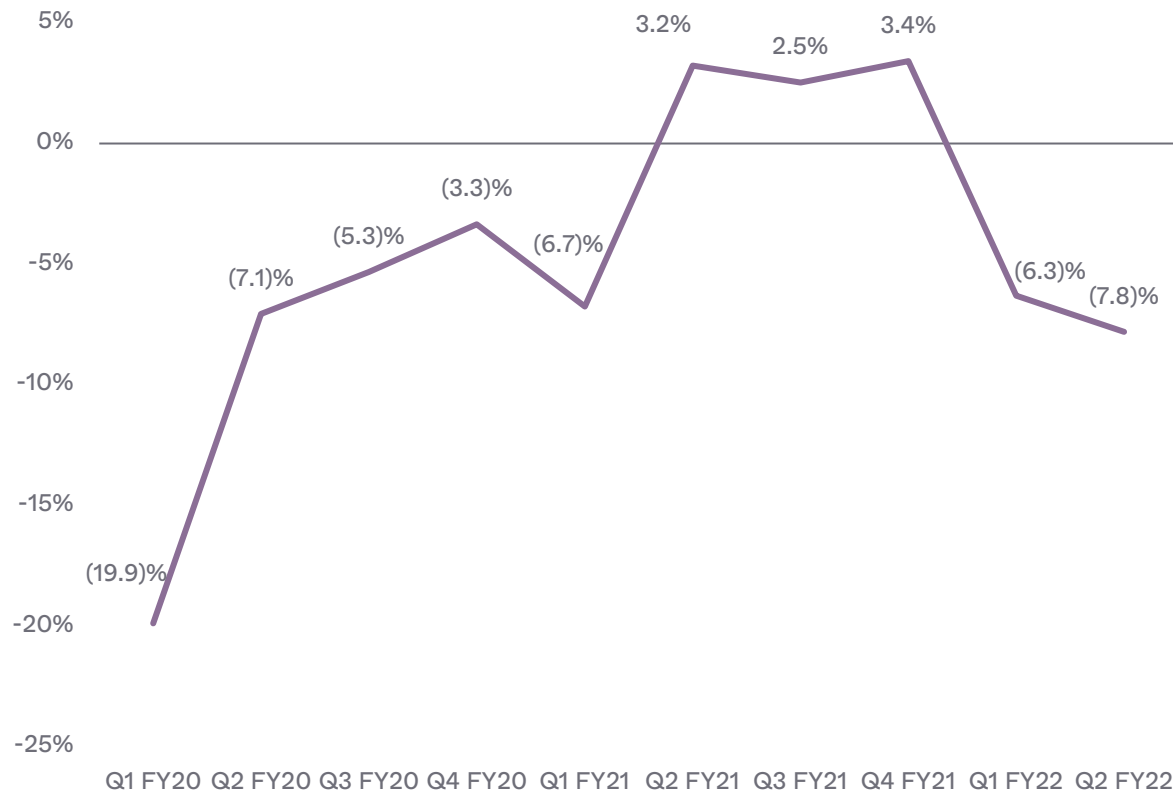


(1) Y/Y change may not sum due to rounding.  
(2) See appendix for non-GAAP reconciliation.

# Non-GAAP Operating Margin Down 1,100 bps Y/Y<sup>(1)</sup>

## Free Cash Flow Margin Down 460 bps Y/Y<sup>(1)</sup>

### Quarterly Non-GAAP Operating Margin<sup>(2)</sup>

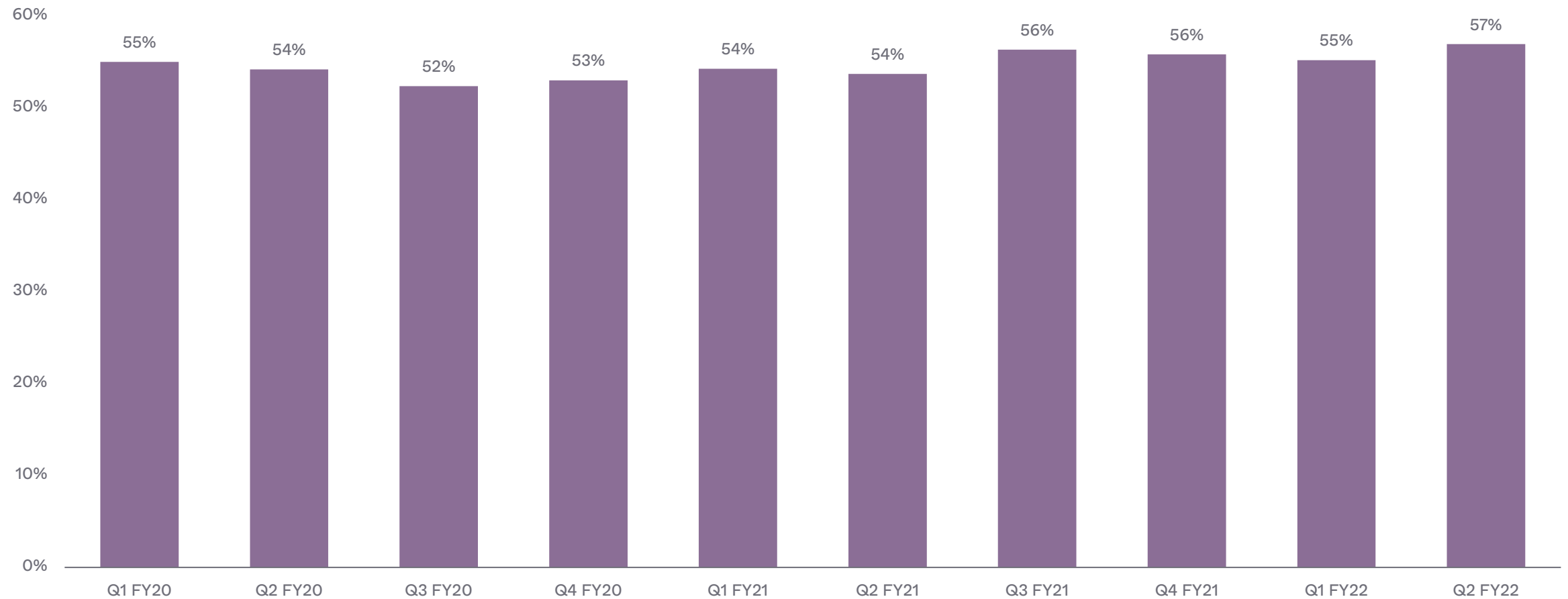


### Quarterly Free Cash Flow Margin<sup>(1)(2)</sup>



# TTM Total Revenue Growth Plus Free Cash Flow Margin ("Rule of 40")

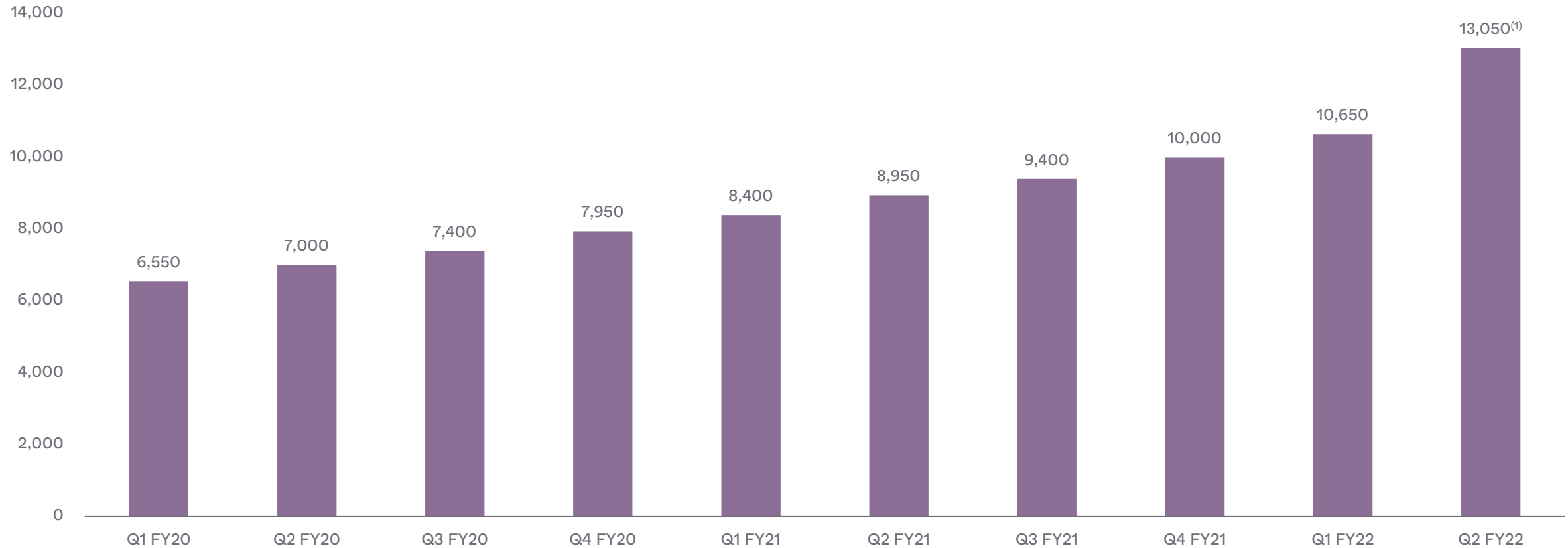
TTM total revenue growth plus free cash flow margin<sup>(1)</sup>



# Total Customers Up 46% Y/Y

## Okta Standalone Total Customers Up 750 Q/Q

### Total Customers

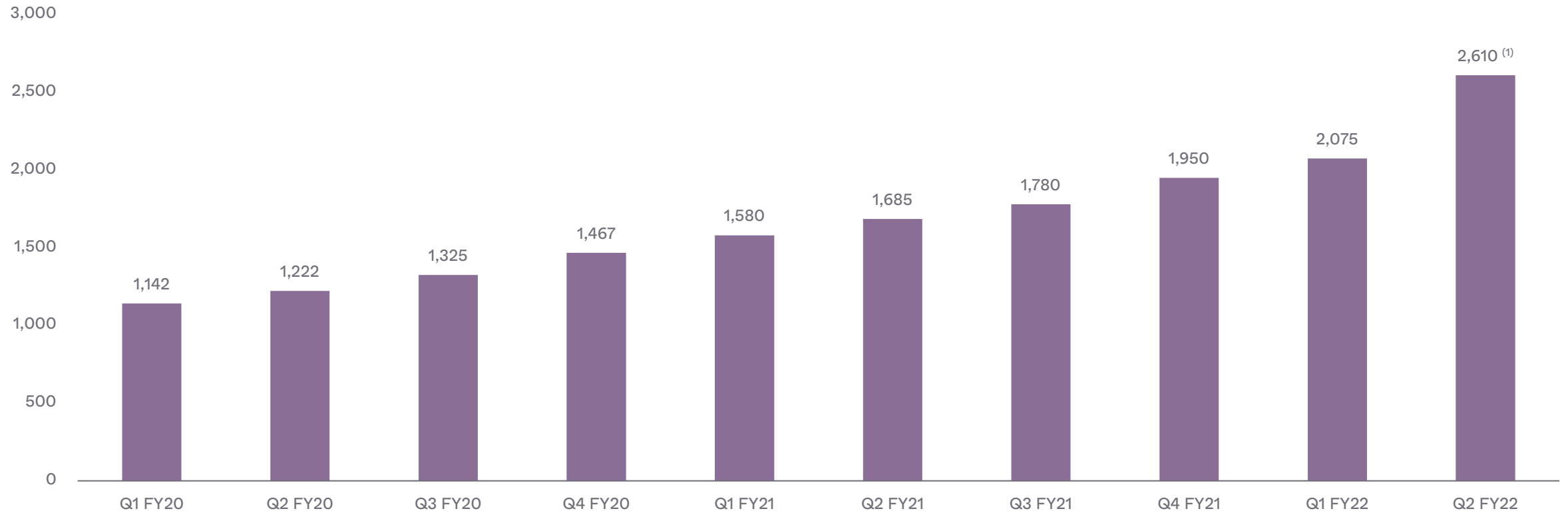


(1) Includes one time addition of 1,650 customers from Auth0.

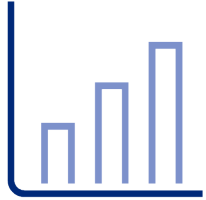
# Customers with >\$100K Annual Contract Value Up 55% Y/Y

## Okta Standalone Customers with >\$100K ACV Up 160 Q/Q

### Customers with >\$100K ACV



# FY22 Guidance Considerations



## Growth

- Revenue guidance increase driven by:
  - Strong Q2 results across both Okta standalone and Auth0
  - Conviction in the secular market tailwinds



## Profitability

- Higher operating expenses related to Auth0
  - Investing to capture massive CIAM opportunity and has a margin profile consistent with early-stage, high-growth company
- Increased investments related to scaling Okta
  - Increased headcount in sales & marketing, especially internationally, to fuel growth
  - Increased headcount across research & development to drive innovation

# Financial Outlook<sup>(1)</sup>

|   | <b>Q3 FY22</b><br>(October 31, 2021) | <b>Fiscal 2022</b><br>(January 31, 2022) |
|---|--------------------------------------|--|
| Total Revenue                                   | \$325M to \$327M                     | \$1,243M to \$1,250M                     |
| Total Revenue Growth (Y/Y)                      | 50%                                  | 49% to 50%                               |
| Non-GAAP Operating Loss <sup>(2)</sup>          | \$35M to \$34M                       | \$119M to \$114M                         |
| Non-GAAP Net Loss Per Share <sup>(2)</sup>      | \$0.25 to \$0.24                     | \$0.77 to \$0.74                         |
| Weighted avg share count (basic) <sup>(3)</sup> | 153 million                          | 147 million                              |

(1) Outlook is as of September 1, 2021 and is inclusive of Auth0, net of purchase accounting adjustments. The acquisition of Auth0 closed on May 3, 2021.

(2) 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.

(3) Fully diluted share count at October 31, 2021 expected to be approximately 171 million shares, on a non-GAAP basis.

# Key Takeaways

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Strong foundation  
for growth at scale

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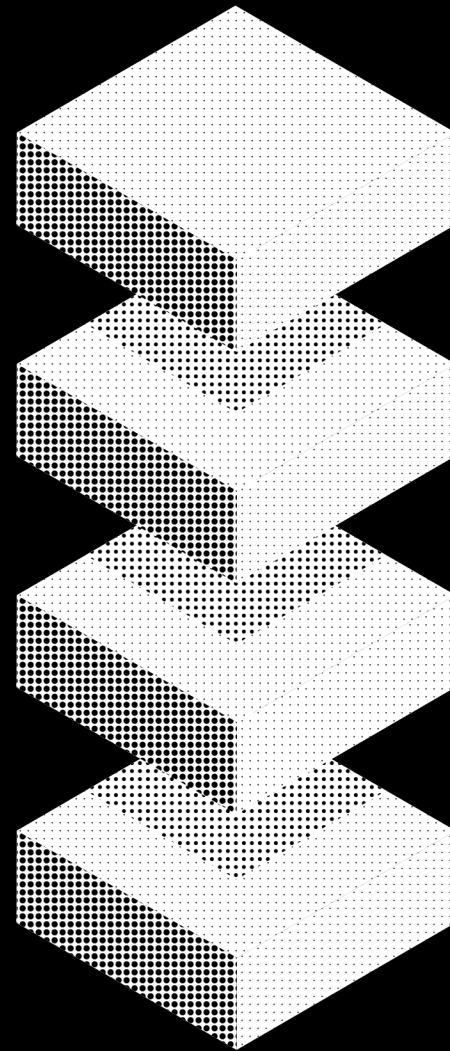
Large addressable  
markets with multiple  
growth vectors

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Attractive long-term  
financial profile



# Appendix



# Total Addressable Market Calculation Methodology

Workforce Identity and Identity Governance and Administration (IGA) 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 and announced IGA products which implies a market of \$21 billion domestically, then multiplied by two to account for international opportunity. Privileged Access Management (PAM) TAM based on internal estimates of Modern Infrastructure Access spend as a percent of Total Cloud Spend based on Gartner Forecast Analysis: Public Cloud Services, Worldwide report.

\$30B Customer Identity TAM based on 4.4 billion combined Facebook users and service employees worldwide multiplied by internal application usage and pricing assumptions.

# 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, acquisition and integration-related expenses, amortization of debt discount and debt issuance costs and loss on early extinguishment and conversion of debt.

We present current calculated billings as total revenue plus the change in current deferred revenue, net of acquired current deferred revenue, and less the change in current unbilled receivables, net of acquired current unbilled receivables, during the period, and we present calculated billings as total revenue plus the change in deferred revenue, net of acquired deferred revenue, and less the change in unbilled receivables, net of acquired 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 ACV 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.

Acquisition-related expenses include transaction costs and other non-recurring incremental costs incurred through the one-year anniversary of transaction close.

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 FY20          | Q2 FY20          | Q3 FY20          | Q4 FY20          | FY20             | Q1 FY21          | Q2 FY21          | Q3 FY21          | Q4 FY21          | FY21             | Q1 FY22          | Q2 FY22          | FY22 YTD         |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>Revenue:</b>  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Subscription   | \$ 117,163       | \$ 132,494       | \$ 144,517       | \$ 158,514       | \$ 552,688       | \$ 173,781       | \$ 190,689       | \$ 208,743       | \$ 225,400       | \$ 798,613       | \$ 240,058       | \$ 303,121       | \$ 543,179       |
| Professional services and other  | 8,080            | 7,988            | 8,520            | 8,813            | 33,379           | 9,078            | 9,757            | 10,638           | 9,340            | 38,811           | 10,948           | 12,379           | 23,327           |
| <b>Total revenue</b>   | <b>125,223</b>   | <b>140,480</b>   | <b>153,037</b>   | <b>167,327</b>   | <b>586,067</b>   | <b>182,859</b>   | <b>200,446</b>   | <b>217,379</b>   | <b>234,740</b>   | <b>835,424</b>   | <b>251,006</b>   | <b>315,500</b>   | <b>566,506</b>   |
| <b>Cost of revenue:</b>  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Subscription   | 24,540           | 27,917           | 30,124           | 33,864           | 116,445          | 37,157           | 39,501           | 44,762           | 48,675           | 170,095          | 52,398           | 84,457           | 136,855          |
| Professional services and other  | 10,555           | 10,863           | 10,700           | 10,819           | 42,937           | 11,329           | 11,646           | 12,146           | 12,465           | 47,586           | 13,725           | 16,649           | 30,374           |
| <b>Total cost of revenue</b>   | <b>35,095</b>    | <b>38,780</b>    | <b>40,824</b>    | <b>44,683</b>    | <b>159,382</b>   | <b>48,486</b>    | <b>51,147</b>    | <b>56,908</b>    | <b>61,140</b>    | <b>217,681</b>   | <b>66,123</b>    | <b>101,106</b>   | <b>167,229</b>   |
| <b>Gross profit</b>  | <b>90,128</b>    | <b>101,700</b>   | <b>112,213</b>   | <b>122,644</b>   | <b>426,685</b>   | <b>134,373</b>   | <b>149,299</b>   | <b>160,471</b>   | <b>173,600</b>   | <b>617,743</b>   | <b>184,883</b>   | <b>214,394</b>   | <b>399,277</b>   |
| <b>Operating expenses:</b>   |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Research and development   | 34,032           | 40,045           | 41,832           | 43,360           | 159,269          | 48,494           | 53,866           | 58,150           | 62,316           | 222,828          | 68,863           | 122,407          | 191,270          |
| Sales and marketing  | 82,112           | 78,385           | 87,224           | 92,635           | 340,356          | 104,043          | 98,322           | 109,812          | 115,173          | 427,350          | 146,521          | 198,350          | 344,871          |
| General and administrative   | 25,766           | 26,887           | 28,887           | 31,352           | 112,892          | 34,035           | 42,499           | 44,485           | 50,707           | 171,726          | 60,180           | 157,077          | 217,257          |
| <b>Total operating expenses</b>  | <b>141,910</b>   | <b>145,317</b>   | <b>157,943</b>   | <b>167,347</b>   | <b>612,517</b>   | <b>186,572</b>   | <b>194,687</b>   | <b>212,447</b>   | <b>228,196</b>   | <b>821,902</b>   | <b>275,564</b>   | <b>477,834</b>   | <b>753,398</b>   |
| <b>Operating loss</b>  | <b>(51,782)</b>  | <b>(43,617)</b>  | <b>(45,730)</b>  | <b>(44,703)</b>  | <b>(185,832)</b> | <b>(52,199)</b>  | <b>(45,388)</b>  | <b>(51,976)</b>  | <b>(54,596)</b>  | <b>(204,159)</b> | <b>(90,681)</b>  | <b>(283,440)</b> | <b>(354,121)</b> |
| Interest expense   | (4,241)          | (4,304)          | (7,826)          | (10,646)         | (27,017)         | (10,764)         | (16,931)         | (22,368)         | (22,597)         | (72,660)         | (22,760)         | (22,872)         | (45,632)         |
| Interest income and other, net   | 2,900            | 3,464            | 4,982            | 5,743            | 17,089           | 4,899            | 3,960            | 1,878            | 2,154            | 12,891           | 4,355            | 2,211            | 6,566            |
| Loss on early extinguishment and conversion of debt                                  | —                | —                | (14,572)         | —                | (14,572)         | —                | (2,174)          | (89)             | —                | (2,263)          | (136)            | (43)             | (179)            |
| <b>Interest and other, net</b>   | <b>(1,341)</b>   | <b>(840)</b>     | <b>(17,416)</b>  | <b>(4,903)</b>   | <b>(24,500)</b>  | <b>(5,865)</b>   | <b>(15,145)</b>  | <b>(20,579)</b>  | <b>(20,443)</b>  | <b>(62,032)</b>  | <b>(18,541)</b>  | <b>(20,704)</b>  | <b>(39,245)</b>  |
| <b>Loss before provision for (benefit from) income taxes</b>                         | <b>(53,123)</b>  | <b>(44,457)</b>  | <b>(63,146)</b>  | <b>(49,606)</b>  | <b>(210,332)</b> | <b>(58,064)</b>  | <b>(60,533)</b>  | <b>(72,555)</b>  | <b>(75,039)</b>  | <b>(266,191)</b> | <b>(109,222)</b> | <b>(284,144)</b> | <b>(393,366)</b> |
| Provision for (benefit from) income taxes  | (1,157)          | (1,477)          | 349              | 866              | (1,419)          | (402)            | (433)            | 209              | 767              | 141              | 10               | (7,462)          | (7,452)          |
| <b>Net loss</b>  | <b>(51,966)</b>  | <b>(42,980)</b>  | <b>(63,495)</b>  | <b>(50,472)</b>  | <b>(208,913)</b> | <b>(57,862)</b>  | <b>(60,100)</b>  | <b>(72,764)</b>  | <b>(75,806)</b>  | <b>(266,332)</b> | <b>(109,232)</b> | <b>(278,682)</b> | <b>(385,914)</b> |
| <b>Net loss per share, basic and diluted</b>   | <b>\$ (0.46)</b> | <b>\$ (0.37)</b> | <b>\$ (0.53)</b> | <b>\$ (0.42)</b> | <b>\$ (1.78)</b> | <b>\$ (0.47)</b> | <b>\$ (0.48)</b> | <b>\$ (0.56)</b> | <b>\$ (0.58)</b> | <b>\$ (2.09)</b> | <b>\$ (0.83)</b> | <b>\$ (1.83)</b> | <b>\$ (2.72)</b> |
| <b>Weighted-average shares used to compute net loss per share, basic and diluted</b> | <b>112,682</b>   | <b>115,033</b>   | <b>118,976</b>   | <b>121,562</b>   | <b>117,221</b>   | <b>123,494</b>   | <b>126,319</b>   | <b>128,813</b>   | <b>130,138</b>   | <b>127,212</b>   | <b>131,777</b>   | <b>151,357</b>   | <b>141,720</b>   |

# Non-GAAP Condensed Consolidated Statements of Operations - Fiscal Quarters

(in thousands, except per share data)

|  | Q1 FY20            | Q2 FY20           | Q3 FY20           | Q4 FY20           | FY20               | Q1 FY21           | Q2 FY21         | Q3 FY21         | Q4 FY21         | FY21             | Q1 FY22            | Q2 FY22            | FY22 YTD           |
|--|--------------------|-------------------|-------------------|-------------------|--------------------|-------------------|-----------------|-----------------|-----------------|------------------|--------------------|--------------------|--------------------|
| <b>Revenue:</b>  |                    |                   |                   |                   |                    |                   |                 |                 |                 |                  |                    |                    |                    |
| Subscription   | \$ 117,163         | \$ 132,494        | \$ 144,517        | \$ 158,514        | \$ 552,688         | \$ 173,781        | \$ 190,689      | \$ 206,743      | \$ 225,400      | \$ 796,613       | \$ 240,058         | \$ 303,121         | \$ 543,179         |
| Professional services and other  | 8,060              | 7,988             | 8,520             | 8,813             | 33,379             | 9,078             | 9,757           | 10,636          | 9,340           | 38,811           | 10,948             | 12,379             | 23,327             |
| <b>Total revenue</b>   | <b>125,223</b>     | <b>140,480</b>    | <b>153,037</b>    | <b>167,327</b>    | <b>586,067</b>     | <b>182,859</b>    | <b>200,446</b>  | <b>217,379</b>  | <b>234,740</b>  | <b>835,424</b>   | <b>251,006</b>     | <b>315,500</b>     | <b>566,506</b>     |
| <b>Cost of revenue:</b>  |                    |                   |                   |                   |                    |                   |                 |                 |                 |                  |                    |                    |                    |
| Subscription   | 21,355             | 23,021            | 25,173            | 28,485            | 98,034             | 31,589            | 32,743          | 37,079          | 40,416          | 141,827          | 43,555             | 60,631             | 104,186            |
| Professional services and other  | 9,038              | 8,990             | 8,800             | 8,947             | 35,773             | 9,518             | 9,646           | 10,033          | 10,308          | 39,503           | 11,383             | 13,390             | 24,773             |
| <b>Total cost of revenue</b>   | <b>30,391</b>      | <b>32,011</b>     | <b>33,973</b>     | <b>37,432</b>     | <b>133,807</b>     | <b>41,107</b>     | <b>42,389</b>   | <b>47,112</b>   | <b>50,722</b>   | <b>181,330</b>   | <b>54,938</b>      | <b>74,021</b>      | <b>128,959</b>     |
| <b>Gross profit</b>  | <b>94,832</b>      | <b>108,469</b>    | <b>119,064</b>    | <b>129,895</b>    | <b>452,260</b>     | <b>141,752</b>    | <b>158,057</b>  | <b>170,267</b>  | <b>184,018</b>  | <b>654,094</b>   | <b>196,068</b>     | <b>241,479</b>     | <b>437,547</b>     |
| <b>Operating expenses:</b>   |                    |                   |                   |                   |                    |                   |                 |                 |                 |                  |                    |                    |                    |
| Research and development   | 27,688             | 30,963            | 30,938            | 31,999            | 121,588            | 36,559            | 38,913          | 40,604          | 43,480          | 159,556          | 48,770             | 68,728             | 117,498            |
| Sales and marketing  | 75,326             | 69,149            | 76,287            | 81,517            | 302,279            | 92,883            | 85,157          | 95,444          | 100,064         | 373,548          | 125,455            | 146,358            | 271,813            |
| General and administrative   | 16,705             | 18,263            | 19,977            | 21,975            | 76,920             | 24,652            | 27,506          | 28,705          | 32,440          | 113,303          | 37,741             | 50,932             | 88,673             |
| <b>Total operating expenses</b>  | <b>119,717</b>     | <b>118,375</b>    | <b>127,202</b>    | <b>135,491</b>    | <b>500,785</b>     | <b>154,094</b>    | <b>151,576</b>  | <b>164,753</b>  | <b>175,984</b>  | <b>646,407</b>   | <b>211,966</b>     | <b>266,018</b>     | <b>477,984</b>     |
| <b>Operating income (loss)</b>   | <b>(24,885)</b>    | <b>(9,908)</b>    | <b>(8,138)</b>    | <b>(5,598)</b>    | <b>(48,525)</b>    | <b>(12,342)</b>   | <b>6,481</b>    | <b>5,514</b>    | <b>8,034</b>    | <b>7,687</b>     | <b>(15,898)</b>    | <b>(24,539)</b>    | <b>(40,437)</b>    |
| Interest expense   | (216)              | (216)             | (286)             | (407)             | (1,125)            | (407)             | (958)           | (1,437)         | (1,434)         | (4,236)          | (1,429)            | (1,423)            | (2,852)            |
| Interest income and other, net   | 2,900              | 3,464             | 4,982             | 5,743             | 17,089             | 4,899             | 3,960           | 1,878           | 2,154           | 12,891           | 4,355              | 2,211              | 6,566              |
| <b>Interest and other, net</b>   | <b>2,684</b>       | <b>3,248</b>      | <b>4,696</b>      | <b>5,336</b>      | <b>15,964</b>      | <b>4,492</b>      | <b>3,002</b>    | <b>441</b>      | <b>720</b>      | <b>8,655</b>     | <b>2,926</b>       | <b>788</b>         | <b>3,714</b>       |
| <b>Income (loss) before provision for (benefit from) income taxes</b>                        | <b>(22,201)</b>    | <b>(6,658)</b>    | <b>(3,442)</b>    | <b>(260)</b>      | <b>(32,561)</b>    | <b>(7,850)</b>    | <b>9,483</b>    | <b>5,955</b>    | <b>8,754</b>    | <b>16,342</b>    | <b>(12,972)</b>    | <b>(23,751)</b>    | <b>(36,723)</b>    |
| Provision for (benefit from) income taxes  | (1,157)            | (1,477)           | 349               | 866               | (1,419)            | (402)             | (433)           | 209             | 787             | 141              | 10                 | (7,462)            | (7,452)            |
| <b>Non-GAAP net income (loss)</b>  | <b>\$ (21,044)</b> | <b>\$ (5,181)</b> | <b>\$ (3,791)</b> | <b>\$ (1,126)</b> | <b>\$ (31,142)</b> | <b>\$ (7,448)</b> | <b>\$ 9,916</b> | <b>\$ 5,746</b> | <b>\$ 7,987</b> | <b>\$ 16,201</b> | <b>\$ (12,982)</b> | <b>\$ (16,289)</b> | <b>\$ (29,271)</b> |
| <b>Non-GAAP net income (loss) per share, basic</b>   | <b>\$ (0.19)</b>   | <b>\$ (0.05)</b>  | <b>\$ (0.03)</b>  | <b>\$ (0.01)</b>  | <b>\$ (0.27)</b>   | <b>\$ (0.06)</b>  | <b>\$ 0.08</b>  | <b>\$ 0.04</b>  | <b>\$ 0.06</b>  | <b>\$ 0.11</b>   | <b>\$ (0.10)</b>   | <b>\$ (0.11)</b>   | <b>\$ (0.21)</b>   |
| <b>Weighted-average shares used to compute non-GAAP net income (loss) per share, basic</b>   | <b>112,682</b>     | <b>115,033</b>    | <b>118,976</b>    | <b>121,562</b>    | <b>117,221</b>     | <b>123,494</b>    | <b>126,319</b>  | <b>128,813</b>  | <b>130,138</b>  | <b>141,720</b>   | <b>131,777</b>     | <b>151,357</b>     | <b>141,720</b>     |
| <b>Non-GAAP net income (loss) per share, diluted</b>   | <b>\$ (0.19)</b>   | <b>\$ (0.05)</b>  | <b>\$ (0.03)</b>  | <b>\$ (0.01)</b>  | <b>\$ (0.27)</b>   | <b>\$ (0.06)</b>  | <b>\$ 0.07</b>  | <b>\$ 0.04</b>  | <b>\$ 0.06</b>  | <b>\$ 0.11</b>   | <b>\$ (0.10)</b>   | <b>\$ (0.11)</b>   | <b>\$ (0.21)</b>   |
| <b>Weighted-average shares used to compute non-GAAP net income (loss) per share, diluted</b> | <b>112,682</b>     | <b>115,033</b>    | <b>118,976</b>    | <b>121,562</b>    | <b>117,221</b>     | <b>123,494</b>    | <b>142,255</b>  | <b>143,392</b>  | <b>143,679</b>  | <b>141,720</b>   | <b>131,777</b>     | <b>151,357</b>     | <b>141,720</b>     |

# Condensed Consolidated Balance Sheets - Fiscal Quarters

(in thousands, except per share data)

|   | Q1 FY20           | Q2 FY20             | Q3 FY20             | Q4 FY20             | Q1 FY21             | Q2 FY21             | Q3 FY21             | Q4 FY21             | Q1 FY22             | Q2 FY22             |
|---|-------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>Assets</b>                             |                   |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| <b>Current assets:</b>                    |                   |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Cash and cash equivalents                 | \$ 208,106        | \$ 208,753          | \$ 1,039,626        | \$ 520,048          | \$ 619,221          | \$ 957,234          | \$ 409,769          | \$ 434,607          | \$ 659,886          | \$ 225,265          |
| Short-term investments                    | 339,377           | 350,712             | 326,629             | 882,976             | 827,556             | 1,557,279           | 2,085,373           | 2,121,584           | 2,030,180           | 2,243,638           |
| Accounts receivable, net of allowances    | 83,328            | 87,851              | 101,778             | 130,115             | 111,039             | 110,540             | 139,473             | 194,818             | 218,474             | 238,478             |
| Deferred commissions                      | 25,576            | 27,062              | 29,544              | 33,636              | 34,795              | 37,808              | 40,908              | 45,949              | 47,822              | 54,526              |
| Prepaid expenses and other current assets | 20,542            | 24,642              | 29,023              | 32,950              | 40,912              | 44,074              | 82,016              | 81,609              | 55,777              | 115,251             |
| <b>Total current assets</b>               | <b>676,929</b>    | <b>697,020</b>      | <b>1,526,600</b>    | <b>1,599,725</b>    | <b>1,633,523</b>    | <b>2,706,935</b>    | <b>2,757,539</b>    | <b>2,878,567</b>    | <b>3,012,139</b>    | <b>2,877,158</b>    |
| Property and equipment, net               | 52,189            | 51,858              | 51,730              | 53,535              | 61,914              | 63,406              | 62,405              | 62,783              | 62,515              | 61,858              |
| Operating lease right-of-use assets       | 119,916           | 116,706             | 126,746             | 125,204             | 162,763             | 157,781             | 154,699             | 149,604             | 145,462             | 146,492             |
| Deferred commissions, noncurrent          | 56,824            | 59,560              | 65,466              | 77,874              | 79,270              | 86,556              | 94,305              | 108,555             | 110,098             | 129,671             |
| Intangible assets, net                    | 28,022            | 34,712              | 33,826              | 32,529              | 31,032              | 30,031              | 28,953              | 27,009              | 24,190              | 337,786             |
| Goodwill                                  | 47,964            | 47,964              | 47,964              | 48,023              | 48,023              | 48,023              | 48,023              | 48,023              | 48,023              | 5,338,116           |
| Other assets                              | 16,698            | 18,990              | 18,445              | 18,505              | 20,482              | 22,283              | 24,355              | 24,256              | 28,020              | 41,014              |
| <b>Total assets</b>                       | <b>\$ 998,542</b> | <b>\$ 1,026,810</b> | <b>\$ 1,870,777</b> | <b>\$ 1,955,395</b> | <b>\$ 2,037,007</b> | <b>\$ 3,115,015</b> | <b>\$ 3,170,279</b> | <b>\$ 3,298,797</b> | <b>\$ 3,430,447</b> | <b>\$ 8,932,095</b> |

# Condensed Consolidated Balance Sheets - Fiscal Quarters

(in thousands, except per share data)

|   | Q1 FY20           | Q2 FY20             | Q3 FY20             | Q4 FY20             | Q1 FY21             | Q2 FY21             | Q3 FY21             | Q4 FY21             | Q1 FY22             | Q2 FY22             |
|---|-------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>Liabilities and stockholders' equity</b>       |                   |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| <b>Current liabilities:</b>                       |                   |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Accounts payable                                  | \$ 4,352          | \$ 3,492            | \$ 4,924            | \$ 3,837            | \$ 8,021            | \$ 4,726            | \$ 5,114            | \$ 8,557            | \$ 9,542            | \$ 9,414            |
| Accrued expenses and other current liabilities    | 32,412            | 31,843              | 33,288              | 36,887              | 36,601              | 54,803              | 47,330              | 53,729              | 108,727             | 80,463              |
| Accrued compensation                              | 21,463            | 21,869              | 34,212              | 40,300              | 31,447              | 39,227              | 61,600              | 71,906              | 48,244              | 85,126              |
| Convertible senior notes, net                     | 275,653           | 279,741             | 99,227              | 100,703             | 102,198             | 43,578              | 35,131              | 908,684             | 20,781              | 15,723              |
| Deferred revenue                                  | 288,033           | 283,724             | 306,743             | 365,236             | 392,121             | 391,246             | 424,765             | 502,738             | 613,167             | 721,808             |
| <b>Total current liabilities</b>                  | <b>601,913</b>    | <b>620,869</b>      | <b>478,394</b>      | <b>546,963</b>      | <b>570,388</b>      | <b>533,580</b>      | <b>573,940</b>      | <b>1,545,614</b>    | <b>800,461</b>      | <b>912,534</b>      |
| Convertible senior notes, net, noncurrent         | —                 | —                   | 828,237             | 837,002             | 845,862             | 1,689,438           | 1,709,777           | 857,387             | 1,751,326           | 1,772,511           |
| Operating lease liabilities, noncurrent           | 146,044           | 143,706             | 153,960             | 154,511             | 194,889             | 189,208             | 185,860             | 179,518             | 173,467             | 171,141             |
| Deferred revenue, noncurrent                      | 7,671             | 7,469               | 7,013               | 6,214               | 6,070               | 5,574               | 7,349               | 10,860              | 11,745              | 15,489              |
| Other liabilities, noncurrent                     | 3,470             | 4,241               | 4,779               | 5,361               | 6,702               | 12,018              | 12,705              | 11,375              | 10,670              | 18,230              |
| <b>Total liabilities</b>                          | <b>759,098</b>    | <b>776,085</b>      | <b>1,472,383</b>    | <b>1,550,051</b>    | <b>1,623,911</b>    | <b>2,429,818</b>    | <b>2,489,631</b>    | <b>2,604,754</b>    | <b>2,747,669</b>    | <b>2,889,905</b>    |
| <b>Stockholders' equity:</b>                      |                   |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| Preferred stock                                   | —                 | —                   | —                   | —                   | —                   | —                   | —                   | —                   | —                   | —                   |
| Class A common stock                              | 10                | 11                  | 11                  | 11                  | 12                  | 12                  | 12                  | 12                  | 13                  | 15                  |
| Class B common stock                              | 1                 | 1                   | 1                   | 1                   | 1                   | 1                   | 1                   | 1                   | 1                   | 1                   |
| Additional paid-in capital                        | 784,067           | 839,523             | 1,048,899           | 1,105,564           | 1,168,127           | 1,498,549           | 1,569,714           | 1,656,096           | 1,753,842           | 7,391,169           |
| Accumulated other comprehensive income (loss)     | (457)             | (1,653)             | 135                 | 892                 | 3,742               | 5,521               | 2,571               | 5,390               | 5,610               | 4,375               |
| Accumulated deficit                               | (544,177)         | (587,157)           | (650,652)           | (701,124)           | (758,788)           | (818,886)           | (891,650)           | (967,456)           | (1,076,688)         | (1,353,370)         |
| <b>Total stockholders' equity</b>                 | <b>239,444</b>    | <b>250,725</b>      | <b>398,394</b>      | <b>405,344</b>      | <b>413,096</b>      | <b>685,197</b>      | <b>680,648</b>      | <b>694,043</b>      | <b>682,778</b>      | <b>6,042,190</b>    |
| <b>Total liabilities and stockholders' equity</b> | <b>\$ 998,542</b> | <b>\$ 1,026,810</b> | <b>\$ 1,870,777</b> | <b>\$ 1,955,395</b> | <b>\$ 2,037,007</b> | <b>\$ 3,115,015</b> | <b>\$ 3,170,279</b> | <b>\$ 3,298,797</b> | <b>\$ 3,430,447</b> | <b>\$ 8,932,095</b> |

# Condensed Consolidated Statements of Cash Flows - Fiscal Quarters

(in thousands)

|   | Q1 FY20       | Q2 FY20        | Q3 FY20       | Q4 FY20       | FY20          | Q1 FY21       | Q2 FY21       | Q3 FY21       | Q4 FY21       | FY21           | Q1 FY22       | Q2 FY22        | FY22 YTD      |
|---|---------------|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|---------------|----------------|---------------|
| <b>Operating activities:</b>  |               |                |               |               |               |               |               |               |               |                |               |                |               |
| Net loss  | \$ (51,966)   | \$ (42,980)    | \$ (63,495)   | \$ (50,472)   | \$ (208,913)  | \$ (57,662)   | \$ (60,100)   | \$ (72,764)   | \$ (75,806)   | \$ (266,332)   | \$ (109,232)  | \$ (276,682)   | \$ (385,914)  |
| Adjustments to reconcile net loss to net cash provided by (used in) operating activities: |               |                |               |               |               |               |               |               |               |                |               |                |               |
| Stock-based compensation  | 22,685        | 31,274         | 35,732        | 38,933        | 128,624       | 37,728        | 48,378        | 53,668        | 56,407        | 196,181        | 64,112        | 187,714        | 251,826       |
| Depreciation, amortization and accretion  | 3,399         | 4,517          | 4,420         | 5,479         | 17,815        | 5,466         | 7,225         | 11,003        | 13,171        | 36,865         | 13,134        | 31,769         | 44,903        |
| Amortization of debt discount and issuance costs  | 4,025         | 4,088          | 7,540         | 10,239        | 25,892        | 10,357        | 15,973        | 20,931        | 21,163        | 68,424         | 21,331        | 21,449         | 42,780        |
| Amortization of deferred commissions  | 6,328         | 6,864          | 7,349         | 8,047         | 28,588        | 8,680         | 9,397         | 10,351        | 11,233        | 39,661         | 11,816        | 13,319         | 25,135        |
| Deferred income taxes   | (1,369)       | (1,688)        | (12)          | 816           | (2,253)       | (905)         | (1,010)       | (499)         | 1,232         | (1,182)        | (829)         | (10,677)       | (11,506)      |
| Non-cash charitable contributions   | —             | 652            | 510           | 584           | 1,746         | 536           | 1,881         | 2,245         | 4,630         | 9,292          | 2,024         | 1,639          | 3,663         |
| Loss on early extinguishment and conversion of debt                                       | —             | —              | 14,572        | —             | 14,572        | —             | 2,174         | 89            | —             | 2,263          | 136           | 43             | 179           |
| Other, net  | (100)         | 184            | —             | (95)          | (11)          | 915           | 520           | 3,080         | 1,022         | 5,537          | (3,804)       | (1,757)        | (5,561)       |
| Changes in operating assets and liabilities:  |               |                |               |               |               |               |               |               |               |                |               |                |               |
| Accounts receivable   | 9,297         | (4,838)        | (13,852)      | (28,122)      | (37,515)      | 18,250        | 376           | (29,173)      | (55,826)      | (66,373)       | (22,747)      | 7,949          | (14,798)      |
| Deferred commissions  | (9,795)       | (11,577)       | (15,269)      | (24,583)      | (61,224)      | (11,865)      | (18,467)      | (21,505)      | (29,179)      | (81,016)       | (14,861)      | (40,241)       | (55,102)      |
| Prepaid expenses and other assets   | 5,975         | (4,441)        | (3,052)       | (2,562)       | (4,080)       | (3,493)       | (4,129)       | 828           | (6,380)       | (13,174)       | (3,861)       | 4,579          | 718           |
| Operating lease right-of-use assets   | 3,066         | 3,123          | 1,662         | 5,100         | 12,951        | 4,055         | 4,917         | 5,007         | 5,074         | 19,053         | 5,072         | 5,660          | 10,732        |
| Accounts payable  | 1,640         | (272)          | 594           | (273)         | 1,689         | 3,943         | (3,133)       | 567           | 2,704         | 4,081          | 1,627         | (3,671)        | (2,044)       |
| Accrued compensation  | 4,143         | 574            | 12,635        | 5,682         | 23,034        | 2,995         | 12,050        | 22,818        | 6,294         | 44,157         | (23,837)      | 17,330         | (6,507)       |
| Accrued expenses and other liabilities  | 3,288         | (1,984)        | 2,713         | 5,955         | 9,972         | (2,773)       | (358)         | 5,573         | 3,085         | 5,527          | 10,965        | (873)          | 10,092        |
| Operating lease liabilities   | (39)          | (120)          | (3,969)       | (5,588)       | (9,716)       | (4,270)       | (3,393)       | (4,087)       | (5,400)       | (17,150)       | (6,285)       | (7,204)        | (13,489)      |
| Deferred revenue  | 20,685        | 15,490         | 22,562        | 57,695        | 116,432       | 26,740        | (1,371)       | 35,294        | 81,485        | 142,148        | 111,314       | 47,046         | 158,360       |
| <b>Net cash provided by (used in) operating activities</b>                                | <b>21,262</b> | <b>(1,134)</b> | <b>10,640</b> | <b>24,835</b> | <b>55,603</b> | <b>38,697</b> | <b>10,930</b> | <b>43,426</b> | <b>34,909</b> | <b>127,962</b> | <b>56,075</b> | <b>(2,608)</b> | <b>53,467</b> |



# Condensed Consolidated Statements of Cash Flows - Fiscal Quarters

(in thousands)

|  | Q1 FY20          | Q2 FY20         | Q3 FY20       | Q4 FY20          | FY20             | Q1 FY21       | Q2 FY21          | Q3 FY21          | Q4 FY21         | FY21               | Q1 FY22        | Q2 FY22          | FY22 YTD         |
|--|------------------|-----------------|---------------|------------------|------------------|---------------|------------------|------------------|-----------------|--------------------|----------------|------------------|------------------|
| <b>Investing activities:</b>   |                  |                 |               |                  |                  |               |                  |                  |                 |                    |                |                  |                  |
| Capitalization of internal-use software costs                            | (389)            | (961)           | (1,329)       | (1,229)          | (3,888)          | (1,000)       | (1,326)          | (1,204)          | (629)           | (4,159)            | (10)           | (368)            | (378)            |
| Purchases of property and equipment                                      | (7,710)          | (2,207)         | (63)          | (5,462)          | (15,442)         | (7,930)       | (2,739)          | (628)            | (1,786)         | (13,083)           | (3,259)        | (775)            | (4,034)          |
| Purchases of securities available for sale and other                     | (146,545)        | (91,148)        | (83,769)      | (677,925)        | (999,387)        | (129,079)     | (900,202)        | (816,677)        | (183,072)       | (2,029,030)        | (189,533)      | (733,974)        | (923,620)        |
| Proceeds from maturities and redemption of securities available for sale | 61,244           | 75,100          | 108,049       | 111,884          | 356,277          | 102,293       | 178,102          | 106,379          | 148,349         | 535,123            | 344,820        | 418,787          | 783,607          |
| Proceeds from sales of securities available for sale and other           | 11,996           | 5,333           | —             | 9,942            | 27,271           | 86,320        | 3,300            | 116,509          | —               | 206,129            | —              | 906              | 906              |
| Purchases of intangible assets   | —                | (8,500)         | —             | (89)             | (8,589)          | —             | —                | —                | (126)           | (126)              | (113)          | —                | —                |
| Payments for business acquisition, net of cash acquired                  | (44,223)         | —               | —             | (60)             | (44,283)         | —             | —                | —                | —               | —                  | —              | (148,042)        | (148,042)        |
| <b>Net cash provided by (used in) investing activities</b>               | <b>(125,607)</b> | <b>(22,383)</b> | <b>22,888</b> | <b>(562,939)</b> | <b>(688,041)</b> | <b>50,604</b> | <b>(722,865)</b> | <b>(595,621)</b> | <b>(37,264)</b> | <b>(1,305,146)</b> | <b>151,905</b> | <b>(463,466)</b> | <b>(311,561)</b> |

# Condensed Consolidated Statements of Cash Flows - Fiscal Quarters

(in thousands)

|   | Q1 FY20           | Q2 FY20           | Q3 FY20             | Q4 FY20           | FY20              | Q1 FY21           | Q2 FY21           | Q3 FY21           | Q4 FY21           | FY21              | Q1 FY22           | Q2 FY22           | FY22 YTD          |
|---|-------------------|-------------------|---------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Financing activities:</b>  |                   |                   |                     |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Proceeds from issuance of convertible senior notes, net of issuance costs                           | —                 | —                 | 1,040,780           | (100)             | 1,040,680         | —                 | 1,135,418         | (577)             | —                 | 1,134,841         | —                 | —                 | —                 |
| Payments for repurchases and conversions of convertible senior notes                                | —                 | —                 | (224,414)           | —                 | (224,414)         | —                 | (181)             | (266)             | 1                 | (446)             | (12)              | (3)               | (15)              |
| Proceeds from hedges related to convertible senior notes  | —                 | —                 | 405,851             | —                 | 405,851           | —                 | 195,046           | —                 | —                 | 195,046           | 1                 | 1                 | 2                 |
| 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                                 | 13,388            | 14,065            | 8,918               | 8,992             | 45,363            | 14,172            | 13,345            | 6,053             | 12,050            | 45,620            | 16,190            | 15,639            | 31,829            |
| Proceeds from shares issued in connection with employee stock purchase plan                         | —                 | 9,005             | —                   | 9,762             | 18,767            | —                 | 12,821            | —                 | 13,090            | 25,911            | —                 | 17,417            | 17,417            |
| Other, net  | (126)             | —                 | —                   | —                 | (126)             | (5)               | 5                 | —                 | —                 | —                 | —                 | —                 | —                 |
| <b>Net cash provided by financing activities</b>  | <b>13,262</b>     | <b>23,070</b>     | <b>798,399</b>      | <b>18,654</b>     | <b>853,385</b>    | <b>14,167</b>     | <b>1,047,080</b>  | <b>5,210</b>      | <b>25,141</b>     | <b>1,091,598</b>  | <b>16,179</b>     | <b>33,054</b>     | <b>49,233</b>     |
| Effects of changes in foreign currency exchange rates on cash, cash equivalents and restricted cash | (282)             | (905)             | 946                 | 32                | (209)             | (1,128)           | 1,706             | (457)             | 2,142             | 2,263             | 647               | (454)             | 193               |
| <b>Net increase (decrease) in cash, cash equivalents and restricted cash</b>                        | <b>(91,365)</b>   | <b>(1,352)</b>    | <b>832,873</b>      | <b>(519,418)</b>  | <b>220,738</b>    | <b>102,340</b>    | <b>336,851</b>    | <b>(547,442)</b>  | <b>24,928</b>     | <b>(83,323)</b>   | <b>224,806</b>    | <b>(433,474)</b>  | <b>(208,668)</b>  |
| Cash, cash equivalents and restricted cash at beginning of period                                   | 311,215           | 219,850           | 218,498             | 1,051,371         | 311,215           | 531,953           | 634,293           | 971,144           | 423,702           | 531,953           | 448,630           | 673,436           | 448,630           |
| <b>Cash, cash equivalents and restricted cash at end of period</b>                                  | <b>\$ 219,850</b> | <b>\$ 218,498</b> | <b>\$ 1,051,371</b> | <b>\$ 531,953</b> | <b>\$ 531,953</b> | <b>\$ 634,293</b> | <b>\$ 971,144</b> | <b>\$ 423,702</b> | <b>\$ 448,630</b> | <b>\$ 448,630</b> | <b>\$ 673,436</b> | <b>\$ 239,962</b> | <b>\$ 239,962</b> |

# GAAP to Non-GAAP Reconciliations - Fiscal Quarters

(in thousands, except percentages and per share data)

|  | Q1 FY20    | Q2 FY20    | Q3 FY20    | Q4 FY20    | FY20       | Q1 FY21    | Q2 FY21    | Q3 FY21    | Q4 FY21    | FY21       | Q1 FY22    | Q2 FY22    | FY22 YTD   |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| <b>GAAP subscription gross profit</b>              | \$ 92,823  | \$ 104,577 | \$ 114,393 | \$ 124,650 | \$ 436,243 | \$ 138,624 | \$ 151,188 | \$ 161,981 | \$ 176,725 | \$ 626,518 | \$ 187,860 | \$ 218,864 | \$ 406,324 |
| Stock-based compensation                           | 2,422      | 3,111      | 3,604      | 3,788      | 12,923     | 3,975      | 5,164      | 6,090      | 6,666      | 21,895     | 7,250      | 13,138     | 20,388     |
| Amortization of acquired intangibles               | 763        | 1,785      | 1,347      | 1,593      | 5,488      | 1,593      | 1,594      | 1,593      | 1,593      | 6,373      | 1,593      | 10,128     | 11,721     |
| Acquisition and integration-related expenses       | —          | —          | —          | —          | —          | —          | —          | —          | —          | —          | —          | 560        | 560        |
| <b>Non-GAAP subscription gross profit</b>          | \$ 95,808  | \$ 109,473 | \$ 119,344 | \$ 130,029 | \$ 454,854 | \$ 142,192 | \$ 157,946 | \$ 169,664 | \$ 184,984 | \$ 654,786 | \$ 196,503 | \$ 242,490 | \$ 438,993 |
| <b>Non-GAAP subscription gross margin</b>          | 81.8 %     | 82.6 %     | 82.6 %     | 82.0 %     | 82.3 %     | 81.8 %     | 82.8 %     | 82.1 %     | 82.1 %     | 82.2 %     | 81.9 %     | 80.0 %     | 80.8 %     |
| <b>GAAP professional services gross profit</b>     | \$ (2,495) | \$ (2,877) | \$ (2,180) | \$ (2,006) | \$ (9,558) | \$ (2,251) | \$ (1,889) | \$ (1,510) | \$ (3,125) | \$ (8,775) | \$ (2,777) | \$ (4,270) | \$ (7,047) |
| Stock-based compensation                           | 1,519      | 1,873      | 1,900      | 1,872      | 7,164      | 1,811      | 2,000      | 2,113      | 2,159      | 8,083      | 2,342      | 3,161      | 5,503      |
| Acquisition and integration-related expenses       | —          | —          | —          | —          | —          | —          | —          | —          | —          | —          | —          | 98         | 98         |
| <b>Non-GAAP professional services gross profit</b> | \$ (976)   | \$ (1,004) | \$ (280)   | \$ (134)   | \$ (2,394) | \$ (440)   | \$ 111     | \$ 603     | \$ (966)   | \$ (692)   | \$ (435)   | \$ (1,011) | \$ (1,446) |
| <b>Non-GAAP professional services gross margin</b> | (12.1)%    | (12.6)%    | (3.3)%     | (1.5)%     | (7.2)%     | (4.8)%     | 1.1 %      | 5.7 %      | (10.3)%    | (1.8)%     | (4.0)%     | (8.2)%     | (6.2)%     |
| <b>GAAP total gross profit</b>                     | \$ 90,128  | \$ 101,700 | \$ 112,213 | \$ 122,644 | \$ 426,885 | \$ 134,373 | \$ 149,299 | \$ 160,471 | \$ 173,600 | \$ 617,743 | \$ 184,883 | \$ 214,394 | \$ 399,277 |
| Stock-based compensation                           | 3,941      | 4,984      | 5,504      | 5,658      | 20,087     | 5,786      | 7,164      | 8,203      | 8,825      | 29,978     | 9,592      | 16,299     | 25,891     |
| Amortization of acquired intangibles               | 763        | 1,785      | 1,347      | 1,593      | 5,488      | 1,593      | 1,594      | 1,593      | 1,593      | 6,373      | 1,593      | 10,128     | 11,721     |
| Acquisition and integration-related expenses       | —          | —          | —          | —          | —          | —          | —          | —          | —          | —          | —          | 658        | 658        |
| <b>Non-GAAP total gross profit</b>                 | \$ 94,832  | \$ 108,469 | \$ 119,064 | \$ 129,895 | \$ 452,260 | \$ 141,752 | \$ 158,057 | \$ 170,267 | \$ 184,018 | \$ 654,094 | \$ 196,068 | \$ 241,479 | \$ 437,547 |
| <b>Non-GAAP total gross margin</b>                 | 75.7 %     | 77.2 %     | 77.8 %     | 77.6 %     | 77.2 %     | 77.5 %     | 78.9 %     | 78.3 %     | 78.4 %     | 78.3 %     | 78.1 %     | 76.5 %     | 77.2 %     |

# GAAP to Non-GAAP Reconciliations - Fiscal Quarters

(in thousands, except percentages and per share data)

|   | Q1 FY20   | Q2 FY20   | Q3 FY20   | Q4 FY20   | FY20       | Q1 FY21    | Q2 FY21   | Q3 FY21    | Q4 FY21    | FY21       | Q1 FY22    | Q2 FY22    | FY22 YTD   |
|---|-----------|-----------|-----------|-----------|------------|------------|-----------|------------|------------|------------|------------|------------|------------|
| <b>GAAP research and development expense</b>                                  | \$ 34,032 | \$ 40,045 | \$ 41,832 | \$ 43,360 | \$ 159,269 | \$ 48,494  | \$ 53,866 | \$ 58,150  | \$ 62,316  | \$ 222,826 | \$ 68,863  | \$ 122,407 | \$ 191,270 |
| Stock-based compensation  | 6,346     | 9,082     | 10,894    | 11,361    | 37,683     | 11,935     | 14,953    | 17,546     | 18,836     | 63,270     | 20,093     | 53,332     | 73,425     |
| Acquisition and integration-related expenses                                  | —         | —         | —         | —         | —          | —          | —         | —          | —          | —          | —          | 347        | 347        |
| <b>Non-GAAP research and development</b>                                      | \$ 27,686 | \$ 30,963 | \$ 30,938 | \$ 31,999 | \$ 121,586 | \$ 36,559  | \$ 38,913 | \$ 40,604  | \$ 43,480  | \$ 159,556 | \$ 48,770  | \$ 68,728  | \$ 117,498 |
| <i>Non-GAAP research and development expense as a percentage of revenue</i>   | 22.1 %    | 22.0 %    | 20.2 %    | 19.1 %    | 20.7 %     | 20.0 %     | 19.4 %    | 18.7 %     | 18.5 %     | 19.1 %     | 19.4 %     | 21.8 %     | 20.7 %     |
| <b>GAAP sales and marketing expense</b>                                       | \$ 82,112 | \$ 78,385 | \$ 87,224 | \$ 92,635 | \$ 340,356 | \$ 104,043 | \$ 98,322 | \$ 109,812 | \$ 115,173 | \$ 427,350 | \$ 146,521 | \$ 198,350 | \$ 344,871 |
| Stock-based compensation  | 6,786     | 9,236     | 10,937    | 11,118    | 38,077     | 11,160     | 13,165    | 14,368     | 15,109     | 53,802     | 21,066     | 41,288     | 62,354     |
| Amortization of acquired intangibles  | —         | —         | —         | —         | —          | —          | —         | —          | —          | —          | —          | 9,870      | 9,870      |
| Acquisition and integration-related expenses                                  | —         | —         | —         | —         | —          | —          | —         | —          | —          | —          | —          | 834        | 834        |
| <b>Non-GAAP sales and marketing expense</b>                                   | \$ 75,326 | \$ 69,149 | \$ 76,287 | \$ 81,517 | \$ 302,279 | \$ 92,883  | \$ 85,157 | \$ 95,444  | \$ 100,064 | \$ 373,548 | \$ 125,455 | \$ 146,358 | \$ 271,813 |
| <i>Non-GAAP sales and marketing expense as a percentage of revenue</i>        | 60.2 %    | 49.2 %    | 49.8 %    | 48.7 %    | 51.6 %     | 50.8 %     | 42.5 %    | 43.9 %     | 42.6 %     | 44.7 %     | 50.0 %     | 46.4 %     | 48.0 %     |
| <b>GAAP general and administrative expense</b>                                | \$ 25,766 | \$ 26,887 | \$ 28,887 | \$ 31,352 | \$ 112,892 | \$ 34,035  | \$ 42,499 | \$ 44,485  | \$ 50,707  | \$ 171,726 | \$ 60,180  | \$ 157,077 | \$ 217,257 |
| Stock-based compensation  | 5,612     | 7,972     | 8,400     | 8,793     | 30,777     | 8,847      | 13,112    | 13,535     | 13,637     | 49,131     | 13,361     | 76,795     | 90,156     |
| Non-cash charitable contributions   | —         | 652       | 510       | 584       | 1,746      | 536        | 1,881     | 2,245      | 4,630      | 9,292      | 2,024      | 1,639      | 3,663      |
| Acquisition and integration-related expenses                                  | 3,449     | —         | —         | —         | 3,449      | —          | —         | —          | —          | —          | 7,054      | 27,711     | 34,765     |
| <b>Non-GAAP general and administrative</b>                                    | \$ 16,705 | \$ 18,263 | \$ 19,977 | \$ 21,975 | \$ 76,920  | \$ 24,652  | \$ 27,506 | \$ 28,705  | \$ 32,440  | \$ 113,303 | \$ 37,741  | \$ 50,932  | \$ 88,673  |
| <i>Non-GAAP general and administrative expense as a percentage of revenue</i> | 13.3 %    | 13.0 %    | 13.1 %    | 13.1 %    | 13.1 %     | 13.5 %     | 13.7 %    | 13.2 %     | 13.8 %     | 13.6 %     | 15.0 %     | 16.1 %     | 15.7 %     |

# GAAP to Non-GAAP Reconciliations - Fiscal Quarters

(in thousands, except percentages and per share data)

|   | Q1 FY20     | Q2 FY20     | Q3 FY20     | Q4 FY20     | FY20         | Q1 FY21     | Q2 FY21     | Q3 FY21     | Q4 FY21     | FY21         | Q1 FY22     | Q2 FY22      | FY22 YTD     |
|---|-------------|-------------|-------------|-------------|--------------|-------------|-------------|-------------|-------------|--------------|-------------|--------------|--------------|
| <b>GAAP total operating expenses</b>                                | \$ 141,910  | \$ 145,317  | \$ 157,943  | \$ 167,347  | \$ 612,517   | \$ 186,572  | \$ 194,687  | \$ 212,447  | \$ 228,196  | \$ 821,902   | \$ 275,564  | \$ 477,834   | \$ 753,398   |
| Stock-based compensation  | 18,744      | 26,290      | 30,231      | 31,272      | 106,537      | 31,942      | 41,230      | 45,449      | 47,582      | 166,203      | 54,520      | 171,415      | 225,935      |
| Non-cash charitable contributions                                   | —           | 652         | 510         | 584         | 1,746        | 536         | 1,881       | 2,245       | 4,630       | 9,292        | 2,024       | 1,839        | 3,663        |
| Amortization of acquired intangibles                                | —           | —           | —           | —           | —            | —           | —           | —           | —           | —            | —           | 9,870        | 9,870        |
| Acquisition and integration-related                                 | 3,449       | —           | —           | —           | 3,449        | —           | —           | —           | —           | —            | 7,054       | 28,892       | 35,946       |
| <b>Non-GAAP total operating expenses</b>                            | \$ 119,717  | \$ 118,375  | \$ 127,202  | \$ 135,491  | \$ 500,785   | \$ 154,094  | \$ 151,576  | \$ 164,753  | \$ 175,984  | \$ 646,407   | \$ 211,966  | \$ 266,018   | \$ 477,984   |
| <b>Non-GAAP total operating expenses as a percentage of revenue</b> | 95.6 %      | 84.3 %      | 83.1 %      | 81.0 %      | 85.4 %       | 84.3 %      | 75.6 %      | 75.8 %      | 75.0 %      | 77.4 %       | 84.4 %      | 84.3 %       | 84.4 %       |
| <b>GAAP operating loss</b>  | \$ (51,782) | \$ (43,817) | \$ (45,730) | \$ (44,703) | \$ (185,832) | \$ (52,199) | \$ (45,388) | \$ (51,976) | \$ (54,596) | \$ (204,159) | \$ (90,681) | \$ (263,440) | \$ (354,121) |
| Stock-based compensation  | 22,685      | 31,274      | 35,735      | 36,930      | 126,624      | 37,728      | 48,394      | 53,652      | 56,407      | 196,181      | 64,112      | 187,714      | 251,826      |
| Non-cash charitable contributions                                   | —           | 652         | 510         | 584         | 1,746        | 536         | 1,881       | 2,245       | 4,630       | 9,292        | 2,024       | 1,839        | 3,663        |
| Amortization of acquired intangibles                                | 763         | 1,785       | 1,347       | 1,593       | 5,488        | 1,593       | 1,594       | 1,593       | 1,593       | 6,373        | 1,593       | 19,998       | 21,591       |
| Acquisition and integration-related                                 | 3,449       | —           | —           | —           | 3,449        | —           | —           | —           | —           | —            | 7,054       | 29,550       | 36,604       |
| <b>Non-GAAP operating income (loss)</b>                             | \$ (24,885) | \$ (9,906)  | \$ (8,138)  | \$ (5,596)  | \$ (48,525)  | \$ (12,342) | \$ 6,481    | \$ 5,514    | \$ 8,034    | \$ 7,887     | \$ (15,898) | \$ (24,539)  | \$ (40,437)  |
| <b>Non-GAAP operating margin</b>                                    | (19.9)%     | (7.1)%      | (5.3)%      | (3.3)%      | (8.3)%       | (6.7)%      | 3.2 %       | 2.5 %       | 3.4 %       | 0.9 %        | (6.3)%      | (7.8)%       | (7.1)%       |
| <b>Interest and other, net</b>                                      | (1,341)     | (840)       | (17,416)    | (4,903)     | (24,500)     | (5,865)     | (15,145)    | (20,579)    | (20,443)    | (62,032)     | (18,541)    | (20,704)     | (39,245)     |
| Amortization of debt discount and debt issuance costs               | 4,025       | 4,088       | 7,540       | 10,239      | 25,892       | 10,357      | 15,973      | 20,931      | 21,163      | 68,424       | 21,331      | 21,449       | 42,780       |
| Loss on early extinguishment and conversion of debt                 | —           | —           | 14,572      | —           | 14,572       | —           | 2,174       | 89          | —           | 2,263        | 136         | 43           | 179          |
| <b>Non-GAAP interest and other, net</b>                             | \$ 2,684    | \$ 3,248    | \$ 4,696    | \$ 5,336    | \$ 15,964    | \$ 4,492    | \$ 3,002    | \$ 441      | \$ 720      | \$ 8,655     | \$ 2,926    | \$ 788       | \$ 3,714     |

# GAAP to Non-GAAP Reconciliations - Fiscal Quarters

(in thousands, except percentages and per share data)

|  | Q1 FY20            | Q2 FY20           | Q3 FY20           | Q4 FY20           | FY20               | Q1 FY21           | Q2 FY21          | Q3 FY21          | Q4 FY21          | FY21             | Q1 FY22            | Q2 FY22            | FY22 YTD           |
|--|--------------------|-------------------|-------------------|-------------------|--------------------|-------------------|------------------|------------------|------------------|------------------|--------------------|--------------------|--------------------|
| <b>GAAP net loss</b>   | \$ (51,986)        | \$ (42,980)       | \$ (63,495)       | \$ (50,472)       | \$ (208,913)       | \$ (57,662)       | \$ (60,100)      | \$ (72,764)      | \$ (75,806)      | \$ (266,332)     | \$ (109,232)       | \$ (276,682)       | \$ (385,914)       |
| Stock-based compensation   | 22,685             | 31,274            | 35,735            | 36,930            | 126,624            | 37,728            | 48,394           | 53,652           | 56,407           | 196,181          | 64,112             | 187,714            | 251,826            |
| Amortization of debt discount and debt issuance costs  | 4,025              | 4,088             | 7,540             | 10,239            | 25,892             | 10,357            | 15,973           | 20,931           | 21,163           | 68,424           | 21,331             | 21,449             | 42,780             |
| Non-cash charitable contributions  | —                  | 652               | 510               | 584               | 1,746              | 536               | 1,881            | 2,245            | 4,630            | 9,292            | 2,024              | 1,639              | 3,663              |
| Amortization of acquired intangibles   | 763                | 1,785             | 1,347             | 1,593             | 5,488              | 1,593             | 1,594            | 1,593            | 1,593            | 6,373            | 1,593              | 19,998             | 21,591             |
| Acquisition and integration-related  | 3,449              | —                 | —                 | —                 | 3,449              | —                 | —                | —                | —                | —                | 7,054              | 29,550             | 36,604             |
| Loss on early extinguishment and conversion of debt  | —                  | —                 | 14,572            | —                 | 14,572             | —                 | 2,174            | 89               | —                | 2,263            | 136                | 43                 | 179                |
| <b>Non-GAAP net income (loss)</b>  | <b>\$ (21,044)</b> | <b>\$ (5,181)</b> | <b>\$ (3,791)</b> | <b>\$ (1,126)</b> | <b>\$ (31,142)</b> | <b>\$ (7,448)</b> | <b>\$ 9,916</b>  | <b>\$ 5,746</b>  | <b>\$ 7,987</b>  | <b>\$ 16,201</b> | <b>\$ (12,982)</b> | <b>\$ (16,289)</b> | <b>\$ (29,271)</b> |
| <b>GAAP net loss per share, basic</b>  | <b>\$ (0.46)</b>   | <b>\$ (0.37)</b>  | <b>\$ (0.53)</b>  | <b>\$ (0.42)</b>  | <b>\$ (1.78)</b>   | <b>\$ (0.47)</b>  | <b>\$ (0.48)</b> | <b>\$ (0.56)</b> | <b>\$ (0.58)</b> | <b>\$ (2.09)</b> | <b>\$ (0.83)</b>   | <b>\$ (1.83)</b>   | <b>\$ (2.72)</b>   |
| Stock-based compensation   | 0.20               | 0.27              | 0.30              | 0.31              | 1.08               | 0.31              | 0.38             | 0.42             | 0.43             | 1.38             | 0.49               | 1.24               | 1.78               |
| Amortization of debt discount and debt issuance costs  | 0.03               | 0.03              | 0.07              | 0.08              | 0.22               | 0.09              | 0.13             | 0.16             | 0.16             | 0.48             | 0.16               | 0.14               | 0.30               |
| Non-cash charitable contributions  | —                  | 0.01              | —                 | 0.01              | 0.01               | —                 | 0.02             | 0.01             | 0.04             | 0.07             | 0.02               | 0.01               | 0.03               |
| Amortization of acquired intangibles   | 0.01               | 0.01              | 0.01              | 0.01              | 0.05               | 0.01              | 0.01             | 0.01             | 0.01             | 0.04             | 0.01               | 0.13               | 0.15               |
| Acquisition and integration-related  | 0.03               | —                 | —                 | —                 | 0.03               | —                 | —                | —                | —                | —                | 0.05               | 0.20               | 0.25               |
| Loss on early extinguishment and conversion of debt  | —                  | —                 | 0.12              | —                 | 0.12               | —                 | 0.02             | —                | —                | 0.02             | —                  | —                  | —                  |
| <b>Non-GAAP net income (loss) per share, basic</b>   | <b>\$ (0.19)</b>   | <b>\$ (0.05)</b>  | <b>\$ (0.03)</b>  | <b>\$ (0.01)</b>  | <b>\$ (0.27)</b>   | <b>\$ (0.06)</b>  | <b>\$ 0.08</b>   | <b>\$ 0.04</b>   | <b>\$ 0.06</b>   | <b>\$ (0.10)</b> | <b>\$ (0.10)</b>   | <b>\$ (0.11)</b>   | <b>\$ (0.21)</b>   |
| <b>Weighted-average shares outstanding used to compute non-GAAP net income (loss) per share, basic</b> | <b>112,682</b>     | <b>115,033</b>    | <b>118,976</b>    | <b>121,562</b>    | <b>117,221</b>     | <b>123,494</b>    | <b>126,319</b>   | <b>128,813</b>   | <b>130,138</b>   | <b>141,720</b>   | <b>131,777</b>     | <b>151,357</b>     | <b>141,720</b>     |

# GAAP to Non-GAAP Reconciliations - Fiscal Quarters

(in thousands, except percentages and per share data)

|  | Q1 FY20   | Q2 FY20   | Q3 FY20   | Q4 FY20   | FY20      | Q1 FY21   | Q2 FY21   | Q3 FY21   | Q4 FY21   | FY21      | Q1 FY22   | Q2 FY22   | FY22 YTD  |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>GAAP net loss per share, diluted</b>  | \$ (0.46) | \$ (0.37) | \$ (0.53) | \$ (0.42) | \$ (1.78) | \$ (0.47) | \$ (0.48) | \$ (0.56) | \$ (0.58) | \$ (2.09) | \$ (0.83) | \$ (1.83) | \$ (2.72) |
| Adjustments for difference in weighted-average shares outstanding  | —         | —         | —         | —         | —         | —         | 0.08      | 0.05      | 0.06      | 0.21      | —         | —         | —         |
| Stock-based compensation   | 0.20      | 0.27      | 0.30      | 0.31      | 1.08      | 0.31      | 0.34      | 0.37      | 0.39      | 1.38      | 0.49      | 1.24      | 1.78      |
| Amortization of debt discount and debt issuance costs  | 0.03      | 0.03      | 0.07      | 0.08      | 0.22      | 0.09      | 0.11      | 0.15      | 0.15      | 0.48      | 0.16      | 0.14      | 0.30      |
| Non-cash charitable contributions  | —         | 0.01      | —         | 0.01      | 0.01      | —         | 0.01      | 0.02      | 0.03      | 0.07      | 0.02      | 0.01      | 0.03      |
| Amortization of acquired intangibles   | 0.01      | 0.01      | 0.01      | 0.01      | 0.05      | 0.01      | 0.01      | 0.01      | 0.01      | 0.04      | 0.01      | 0.13      | 0.15      |
| Acquisition and integration-related  | 0.03      | —         | —         | —         | 0.03      | —         | —         | —         | —         | —         | 0.05      | 0.20      | 0.25      |
| Loss on early extinguishment and conversion of debt  | —         | —         | 0.12      | —         | 0.12      | —         | 0.02      | —         | —         | 0.02      | —         | —         | —         |
| <b>Non-GAAP net income (loss) per share, diluted</b>   | \$ (0.19) | \$ (0.05) | \$ (0.03) | \$ (0.01) | \$ (0.27) | \$ (0.06) | \$ 0.07   | \$ 0.04   | \$ 0.06   | \$ 0.11   | \$ (0.10) | \$ (0.11) | \$ (0.21) |
| <b>Weighted-average shares outstanding used to compute non-GAAP net income (loss) per share, diluted</b> | 112,682   | 115,033   | 118,976   | 121,562   | 117,221   | 123,494   | 142,255   | 143,392   | 143,679   | 141,720   | 131,777   | 151,357   | 141,720   |

# Calculations of Key and Other Selected Metrics - Fiscal Quarters

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

|   | Q1 FY20           | Q2 FY20           | Q3 FY20           | Q4 FY20           | FY20              | Q1 FY21           | Q2 FY21           | Q3 FY21           | Q4 FY21           | FY21              | Q1 FY22             | Q2 FY22             | FY22 YTD            |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------|---------------------|---------------------|
| <b>Calculated Billings</b>                          |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                     |                     |                     |
| Total revenue                                       | \$ 125,223        | \$ 140,480        | \$ 153,037        | \$ 167,327        | \$ 586,067        | \$ 182,859        | \$ 200,446        | \$ 217,379        | \$ 234,740        | \$ 835,424        | \$ 251,006          | \$ 315,500          | \$ 566,506          |
| <b>Add:</b>   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                     |                     |                     |
| Unbilled receivables, current (beginning of period) | 1,457             | 799               | 1,004             | 1,028             | 1,457             | 1,026             | 1,121             | 2,113             | 2,427             | 1,026             | 2,604               | 894                 | 2,604               |
| Acquired unbilled receivables, current              | —                 | —                 | —                 | —                 | —                 | —                 | —                 | —                 | —                 | —                 | —                   | 2,327               | 2,327               |
| Deferred revenue, current (end of period)           | 268,033           | 283,724           | 306,743           | 365,236           | 365,236           | 392,121           | 391,246           | 424,765           | 502,738           | 502,738           | 613,167             | 721,808             | 721,808             |
| <b>Less:</b>  |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                     |                     |                     |
| Unbilled receivables, current (end of period)       | (799)             | (1,004)           | (1,028)           | (1,026)           | (1,026)           | (1,121)           | (2,113)           | (2,427)           | (2,604)           | (2,604)           | (894)               | (3,409)             | (3,409)             |
| Deferred revenue, current (beginning of period)     | (245,622)         | (268,033)         | (283,724)         | (306,743)         | (245,622)         | (365,236)         | (392,121)         | (391,246)         | (424,765)         | (365,236)         | (502,738)           | (613,167)           | (502,738)           |
| Acquired deferred revenue, current                  | —                 | —                 | —                 | —                 | —                 | —                 | —                 | —                 | —                 | —                 | —                   | (60,522)            | (60,522)            |
| <b>Current calculated billings</b>                  | <b>148,292</b>    | <b>155,986</b>    | <b>176,032</b>    | <b>225,822</b>    | <b>706,112</b>    | <b>209,649</b>    | <b>198,579</b>    | <b>250,584</b>    | <b>312,538</b>    | <b>971,348</b>    | <b>363,145</b>      | <b>363,431</b>      | <b>726,576</b>      |
| <b>Add:</b>   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                     |                     |                     |
| Deferred revenue, noncurrent (end of period)        | 7,671             | 7,489             | 7,013             | 6,214             | 6,214             | 6,070             | 5,574             | 7,349             | 10,860            | 10,860            | 11,745              | 15,489              | 15,489              |
| <b>Less:</b>  |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                     |                     |                     |
| Deferred revenue, noncurrent (beginning of period)  | (8,768)           | (7,671)           | (7,469)           | (7,013)           | (8,768)           | (6,214)           | (6,070)           | (5,574)           | (7,349)           | (6,214)           | (10,860)            | (11,745)            | (10,860)            |
| Acquired deferred revenue, noncurrent               | —                 | —                 | —                 | —                 | —                 | —                 | —                 | —                 | —                 | —                 | —                   | (4,817)             | (4,817)             |
| <b>Calculated billings</b>                          | <b>\$ 147,195</b> | <b>\$ 155,764</b> | <b>\$ 175,576</b> | <b>\$ 225,023</b> | <b>\$ 703,558</b> | <b>\$ 209,505</b> | <b>\$ 198,083</b> | <b>\$ 252,359</b> | <b>\$ 316,047</b> | <b>\$ 975,994</b> | <b>\$ 364,030</b>   | <b>\$ 362,358</b>   | <b>\$ 726,388</b>   |
| <i>y-y growth - current calculated billings</i>     | 54 %              | 44 %              | 41 %              | 46 %              | 46 %              | 41 %              | 27 %              | 42 %              | 38 %              | 38 %              | 73 %                | 83 %                | 78 %                |
| <i>y-y growth - calculated billings</i>             | 53 %              | 42 %              | 42 %              | 42 %              | 44 %              | 42 %              | 27 %              | 44 %              | 40 %              | 39 %              | 74 %                | 83 %                | 78 %                |
| <b>Trailing 12 months calculated billings</b>       | <b>\$ 539,486</b> | <b>\$ 585,859</b> | <b>\$ 637,397</b> | <b>\$ 703,558</b> | <b>\$ 703,558</b> | <b>\$ 765,868</b> | <b>\$ 808,187</b> | <b>\$ 884,970</b> | <b>\$ 975,994</b> | <b>\$ 975,994</b> | <b>\$ 1,130,519</b> | <b>\$ 1,294,794</b> | <b>\$ 1,294,794</b> |
| <i>y-y growth</i>                                   | 54 %              | 51 %              | 47 %              | 44 %              | 44 %              | 42 %              | 38 %              | 39 %              | 39 %              | 39 %              | 48 %                | 60 %                | 60 %                |



# Calculations of Key and Other Selected Metrics - Fiscal Quarters

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

|   | Q1 FY20          | Q2 FY20           | Q3 FY20         | Q4 FY20          | FY20             | Q1 FY21          | Q2 FY21         | Q3 FY21          | Q4 FY21          | FY21              | Q1 FY22          | Q2 FY22           | FY22 YTD         |
|---|------------------|-------------------|-----------------|------------------|------------------|------------------|-----------------|------------------|------------------|-------------------|------------------|-------------------|------------------|
| <b>Free Cash Flow and Margin</b>                    |                  |                   |                 |                  |                  |                  |                 |                  |                  |                   |                  |                   |                  |
| Net cash provided by (used in) operating activities | \$ 21,262        | \$ (1,134)        | \$ 10,640       | \$ 24,835        | \$ 55,603        | \$ 38,697        | \$ 10,930       | \$ 43,426        | \$ 34,909        | \$ 127,962        | \$ 56,075        | \$ (2,608)        | \$ 53,467        |
| <b>Less:</b>  |                  |                   |                 |                  |                  |                  |                 |                  |                  |                   |                  |                   |                  |
| Purchases of property and equipment                 | (7,710)          | (2,207)           | (63)            | (5,462)          | (15,442)         | (7,930)          | (2,739)         | (628)            | (1,786)          | (13,083)          | (3,259)          | (775)             | (4,034)          |
| Capitalization of internal-use software             | (369)            | (961)             | (1,329)         | (1,229)          | (3,888)          | (1,000)          | (1,326)         | (1,204)          | (629)            | (4,159)           | (10)             | (368)             | (378)            |
| <b>Free cash flow</b>                               | <b>\$ 13,183</b> | <b>\$ (4,302)</b> | <b>\$ 9,248</b> | <b>\$ 18,144</b> | <b>\$ 36,273</b> | <b>\$ 29,767</b> | <b>\$ 8,865</b> | <b>\$ 41,594</b> | <b>\$ 32,494</b> | <b>\$ 110,720</b> | <b>\$ 52,808</b> | <b>\$ (3,751)</b> | <b>\$ 49,055</b> |
| Free cash flow margin                               | 10.5 %           | (3.1)%            | 6.0 %           | 10.8 %           | 6.2 %            | 16.3 %           | 3.4 %           | 19.1 %           | 13.8 %           | 13.3 %            | 21.0 %           | (1.2)%            | 8.7 %            |

|                        | Q1 FY20      | Q2 FY20      | Q3 FY20      | Q4 FY20      | FY20         | Q1 FY21      | Q2 FY21      | Q3 FY21      | Q4 FY21      | FY21         | Q1 FY22      | Q2 FY22      | FY22 YTD     |
|------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Headcount</b>       |              |              |              |              |              |              |              |              |              |              |              |              |              |
| <b>Total headcount</b> | <b>1,770</b> | <b>1,943</b> | <b>2,116</b> | <b>2,248</b> | <b>2,248</b> | <b>2,379</b> | <b>2,489</b> | <b>2,604</b> | <b>2,808</b> | <b>2,808</b> | <b>3,056</b> | <b>4,176</b> | <b>4,176</b> |
| <i>y-y growth</i>      | 40 %         | 40 %         | 44 %         | 44 %         | 44 %         | 34 %         | 28 %         | 23 %         | 25 %         | 25 %         | 28 %         | 68 %         | 68 %         |

|                            |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
|----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Revenue by Location</b> |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| United States              | \$ 105,403        | \$ 118,605        | \$ 129,934        | \$ 140,587        | \$ 494,529        | \$ 153,787        | \$ 168,239        | \$ 182,564        | \$ 197,045        | \$ 701,635        | \$ 209,562        | \$ 250,120        | \$ 459,682        |
| International              | 19,820            | 21,875            | 23,103            | 26,740            | 91,538            | 29,072            | 32,207            | 34,815            | 37,695            | 133,789           | 41,444            | 65,380            | 106,824           |
| <b>Total</b>               | <b>\$ 125,223</b> | <b>\$ 140,480</b> | <b>\$ 153,037</b> | <b>\$ 167,327</b> | <b>\$ 586,067</b> | <b>\$ 182,859</b> | <b>\$ 200,446</b> | <b>\$ 217,379</b> | <b>\$ 234,740</b> | <b>\$ 835,424</b> | <b>\$ 251,006</b> | <b>\$ 315,500</b> | <b>\$ 566,506</b> |

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