



Q3 FY2023

This presentation regarding HashiCorp, Inc., referred to as “HashiCorp,” the “company,” “we,” “us” or “our,” or in similar terms contains forward-looking statements about us and our industry that involve substantial risks and uncertainties, some of which cannot be predicted or quantified. All statements other than statements of historical fact contained in this presentation, including statements regarding our future results of operations or financial condition, business strategy, plans and related outcomes, market size and growth opportunities, and objectives of management for future operations, are forward-looking statements. In some cases, you can identify forward-looking statements because they contain words such as “anticipate,” “believe,” “contemplate,” “continue,” “could,” “estimate,” “expect,” “hope,” “intend,” “may,” “might,” “objective,” “ongoing,” “plan,” “potential,” “predict,” “project,” “should,” “target,” “will,” or “would” or the negative of these words or other similar terms or expressions.

We have based the forward-looking statements contained in this presentation primarily on our current expectations and projections about future events and trends that we believe may affect our business, financial condition, results of operations, prospects, strategy, and financial needs. The outcome of the events described in these forward-looking statements is subject to risks, uncertainties, assumptions, and other factors, including, among other things, our success in selling our products, our financial results, our ability to protect our intellectual property rights and any costs associated therewith, the future trading prices of shares of our Class A common stock, our ability to compete effectively with existing competitors and new market entrants, the effects of any existing or future claims or litigation, our ability to comply with modified or new laws and regulations applying to our business, and our operations, and the other risks, uncertainties, and assumptions. These risks, uncertainties, assumptions, and other factors are described in greater detail under the heading “Risk Factors” in our most recently filed 10-K and Form 10-Q, as well as in other documents we file from time to time with the Securities and Exchange Commission (the “SEC”). These and other important factors may cause actual results, performance, or achievements to differ materially from those expressed or implied by these forward-looking statements. Moreover, we operate in a highly competitive and rapidly changing environment. New risks and uncertainties emerge from time to time, and it is not possible for us to predict all risks and uncertainties that could have an impact on the forward-looking statements contained in this presentation. The results, events, and circumstances reflected in the forward-looking statements may not be achieved or occur, and actual results, events, or circumstances could differ materially from those described in the forward-looking statements.

In addition, statements that “we believe” and similar statements reflect our beliefs and opinions on the relevant subject. These statements are based on information available to us as of the date of this presentation. While we believe that such information provides a reasonable basis for these statements, such information may be limited or incomplete. Our statements should not be read to indicate that we have conducted an exhaustive inquiry into, or review of, all relevant information. These statements are inherently uncertain, and investors are cautioned not to unduly rely on these statements.

Except as required by law, we undertake no obligation to update publicly or otherwise any forward-looking statements for any reason after the date hereof. We may not actually achieve the plans, intentions, or expectations disclosed in our forward-looking statements, and you should not place undue reliance on our forward-looking statements.

This presentation also contains estimates and information concerning our industry, including market position, market size, and growth rates of the markets in which we participate that are based on industry publications and reports. This information involves a number of assumptions and limitations, and you are cautioned not to give undue weight to these estimates. In addition, projections, assumptions, and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk. We have not independently verified the accuracy or completeness of the data contained in these industry publications and reports.

This presentation includes certain financial measures that are not presented in accordance with generally accepted accounting principles in the United States (“GAAP”), such as, among other things, non-GAAP remaining performance obligations, non-GAAP gross profit, non-GAAP gross margin, non-GAAP cRPO, TTM non-GAAP Free Cash Flow (“FCF”) margin, non-GAAP operating loss, non-GAAP net loss per share, non-GAAP R&D expenses, non-GAAP S&M expenses, non-GAAP G&A expenses, non-GAAP operating expenses and non-GAAP operating margin to supplement financial information presented in accordance with GAAP. We are presenting these non-GAAP financial measures because we believe that, when taken collectively, they may be helpful to investors because they provide consistency and comparability with past financial performance by excluding certain items that may not be indicative of our business, results of operations, or outlook. However, non-GAAP financial measures have limitations in their usefulness to investors because they have no standardized meaning prescribed by GAAP and are not prepared under any comprehensive set of accounting rules or principles. Such measures are presented for supplemental informational purposes only and should not be considered in isolation or as a substitute for our consolidated financial statements, and should not be construed as alternatives to financial measures determined in accordance with GAAP. A reconciliation of these measures to the most directly comparable GAAP measures is included in the Appendix to this presentation.

The non-GAAP measures as defined by us may not be comparable to similarly-titled non-GAAP measures presented by other companies, and such companies may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. Our presentation of such measures, which may include adjustments to exclude unusual or non-recurring items, should not be construed as an inference that our future results will be unaffected by other unusual or non-recurring items. With respect to our guidance, we are not able to provide a quantitative reconciliation of non-GAAP operating loss and non-GAAP EPS to the corresponding comparable GAAP financial measures without unreasonable efforts. We are unable to provide meaningful estimates of the non-recurring charges and credits excluded from these non-GAAP financial measures due to the forward-looking nature of these estimates and their inherent variability and uncertainty. For the same reasons, we are unable to provide the probable significance of the unavailable information, which may be significant.

HashiCorp




Cloud Infrastructure Automation

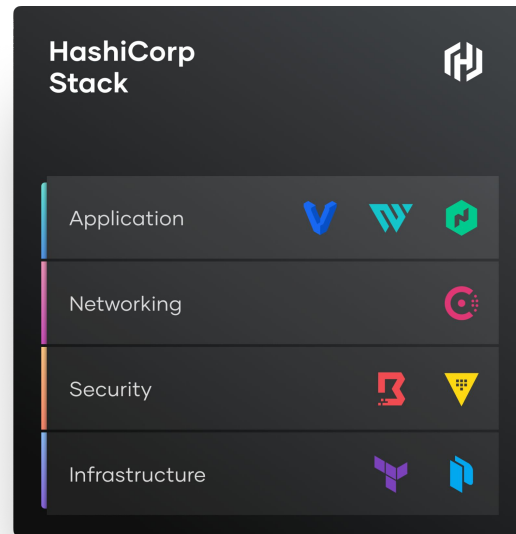
Our products represent the standard for cloud infrastructure automation workflows for teams, and a system of record for enterprise cloud programs.

Thousands of companies use HashiCorp to provision, secure, connect, and run cloud infrastructure to support their mission critical applications.

Our software are de facto standards across the ecosystem, used by DevOps practitioners around the world, and trusted by enterprises everywhere.

 **~3,900**
Customers¹

 **~760**
\$100k ARR Customers²



1. Number of customers is measured as of October 31, 2022, and is defined as the number of accounts with a unique account identifier for which we have an active contract in the period.

2. Measured as of October 31, 2022.

Generational Opportunity

HashiCorp at epicenter of shift to cloud

Big 3 Cloud Revenue¹



1. Company filings from Amazon, Microsoft and Alphabet, latest TTM - Trailing Twelve Months
2. IDC - Source: IDC, Semiannual Software Tracker, May 2022. The HashiCorp TAM presented here includes the following IDC-defined functional markets: IT Automation and Configuration Management (ITACM) Software, Network Infrastructure Software, Software-Defined Compute Software, and Information and Data Security Software. The TAM also includes Service Mesh revenue taken from IDC, Worldwide Service Mesh Forecast, 2021-2025 (Doc #US48108721), Aug 2021
3. IDC - 750 Million New Logical Applications: More Background, IDC #US48441921, Dec 2021



\$70B+ TAM
CY26²

4x Growth
In New Cloud-Native
Apps by CY25³

End-to-End Value Proposition

One Cloud
Infrastructure
Automation
Solution



**Enabling a Cloud
Operating Model**

Purchased
by a Single
Buying Center



**Targeting the
Platform Team**

Delivered as
One Product
Suite



**Consumed via Cloud
or Self-Managed**

Enabling the Cloud Operating Model

A consistent way to provision, secure, connect, and
run any infrastructure for any application

Q3 FY23 Highlights



\$125.3M

52% YoY Growth

Revenue Q3 FY23



3,899

vs. 2,392 in Q3 FY22

Total Customers



760

vs. 595 in Q3 FY22

≥\$100K ARR Customers



134%

vs. 127% in Q3 FY22

Trailing Four Quarter Average Net Dollar Retention Rate



\$553.4M

50% YoY Growth
44% YoY Non-GAAP cRPO Growth¹

Total Non-GAAP RPOs²

1. Current Remaining Performance Obligations, or cRPOs, represent the amount of contracted future revenue that has not yet been recognized, including both deferred revenue and non-cancelable contracted amounts that will be invoiced and recognized as revenue in the next twelve months. GAAP cRPOs exclude customer deposits, which are refundable prepaid amounts that are expected to be recognized as revenue in the next twelve months. Non-GAAP cRPO is calculated on a Non-GAAP basis. See appendix for reconciliation for Non-GAAP financial measures.

2. Remaining performance obligations, or RPOs, represent the amount of contracted future revenue that has not yet been recognized, including both deferred revenue and non-cancelable contracted amounts that will be invoiced and recognized as revenue in future periods. GAAP RPOs exclude customer deposits, which are refundable prepaid amounts that are expected to be recognized as revenue in future periods. Non-GAAP RPO is calculated on a Non-GAAP basis. See appendix for reconciliation for Non-GAAP financial measures.

HashiCorp | Q3 FY2023 Highlights



HashiConf Global

Our global user conference in October featured over 10K in-person and virtual attendees.

We announced:

- HCP Boundary GA
- New Terraform Cloud features, including continuous validation, no-code provisioning & native OPA support
- HCP Vault on Azure (Beta)
- HCP Waypoint (Beta)
- New Consul enterprise capabilities



Continued investments in our partner ecosystem

During the quarter we were awarded the Datadog Partner Network Integration Developer Partner of the Year Award, Insight Integrated Solution Partner of the Year and Australia Reseller News Innovation Award for Software. We also announced a strategic collaboration with Intel to accelerate migrations to the cloud using Terraform.



HashiCorp Cloud Platform (HCP) continues to demonstrate solid adoption

Revenue for our cloud-based offerings grew 140% YoY¹, and during the third quarter we launched several key platform updates. Our cloud offerings reached \$12.9M in revenue, representing 10.7% of subscription revenue in the quarter.

1. Represents quarterly subscription revenue from HCP (and its predecessor cloud offerings) for the indicated periods.

Q3 FY2023 In Review



We experienced continuing demand for our products during Q3 FY2023 as more organizations globally adopt the Cloud Operating Model, underpinned by our primary products Terraform, Vault, and Consul.

Additionally, we continue to see solid practitioner and community adoption for Infrastructure-as-Code, as HashiCorp Configuration Language (“HCL”) was the fastest growing language on GitHub for CY2022.²

We grew revenue 52% YoY, while maintaining solid non-GAAP cRPO Growth rates. We benefit from being a highly recurring business model; in Q3 FY2023, over 90% of our subscription revenue was recurring.

Our trailing four-quarter average Net Dollar Retention Rate was 134%. This number represents the continued value we deliver to our existing customers. Our business follows a pattern where customers begin a multi-year journey that often lands with one or two use cases, followed by expansion and extensions across our products.

Our focus on continued spend efficiency allowed us to achieve better Non-GAAP Operating Loss than expected, while continuing to invest in the long-term growth of our business.

Results

\$125.3M
Q3 FY2023 Revenue

52%
YoY Growth

+53%
TTM YoY Growth

Revenue Guidance

\$123–125M
Q4 FY2023 Revenue

\$463–465M
Full Year FY2023 Revenue

1. Trailing Twelve Months, or TTM, represents data from the past 12 consecutive months as of October 31, 2022

2. Source: GitHub, Inc., The state of open source software, October 2022

Financial Overview & Highlights



We are encouraged by our solid financial performance during Q3 FY23, as evidenced by our key metrics:

- Revenue grew 52% YoY driven by solid execution of our adopt, land, expand, extend, and renew strategy
- Customers greater than or equal to \$100K in ARR grew by 165 on a trailing twelve month basis, versus Q3 FY22 at 144, to end at 760. This group of customers represented 89% of revenue in Q3 FY2023
- We ended the quarter with 3,899 customers, versus 2,392 during Q3 FY2022
- Our trailing four quarter average Net Dollar Retention Rate this quarter was 134%, well above our target rate of 120%+
- Current non-GAAP RPO⁴ grew 44% YoY and total non-GAAP RPO³ grew 50% YoY

(\$ Millions)	Q2 FY23	YoY Comparison
Total Revenue	\$125.3M	+52% YoY vs. +49% YoY in Q3 FY22
Customers ≥\$100k in ARR	760	vs. 595 in Q3 FY22
Revenue from Customers ≥\$100k in ARR	89%	vs. 87% in Q3 FY22
Trailing Four Quarter Average Net Dollar Retention Rate	134%	vs. 127% in Q3 FY22
Non-GAAP TTM FCF Margin¹	-23%	-22% in Q3 FY22
Total Customers	3,899	vs. 2,392 in Q3 FY22
HashiCorp Cloud Platform Revenue²	\$12.9M	vs. \$5.4M in Q3 FY22
Total Non-GAAP RPOs³	\$553.4M	vs. \$368.0M in Q3 FY22
% Non-GAAP RPO Recognized Within a Year⁴	62%	vs. 65% in Q3 FY22
% of TTM recurring revenue⁵	>90%	>90% in Q3 FY22

1. Non-GAAP Trailing Twelve Months Free Cash Flow, or Non-GAAP TTM FCF, represents net cash provided by operating activities in the period minus payments for property and equipment and minus amounts from capitalized internal-use software made in the period from the past 12 consecutive months as of October 31, 2022. Free cash flow is considered a non-GAAP financial measure under the SEC's rules. See appendix for reconciliation for Non-GAAP financial measures.

2. HCP revenue excludes several legacy SKUs that are included in the fully reported Cloud-Hosted Services revenue line.

3. Remaining performance obligations, or RPOs, represent the amount of contracted future revenue that has not yet been recognized, including both deferred revenue and non-cancelable contracted amounts that will be invoiced and recognized as revenue in future periods. GAAP RPOs exclude customer deposits, which are refundable prepaid amounts that are expected to be recognized as revenue in future periods. Non-GAAP RPO is calculated on a Non-GAAP basis. See appendix for reconciliation for Non-GAAP financial measures.

4. Current Remaining Performance Obligations, or cRPOs, represent the amount of contracted future revenue that has not yet been recognized, including both deferred revenue and non-cancelable contracted amounts that will be invoiced and recognized as revenue in the next 12 months. GAAP RPOs exclude customer deposits, which are refundable prepaid amounts that are expected to be recognized as revenue in future periods. Non-GAAP RPO is calculated on a Non-GAAP basis. See appendix for reconciliation for Non-GAAP financial measures.

5. Trailing Twelve Months, or TTM, represents data from the past 12 consecutive months as of October 31, 2022



\$10M+ ARR Customer #3

Journey from Open Source to Commercial Scale

Approximate annual recurring revenue¹

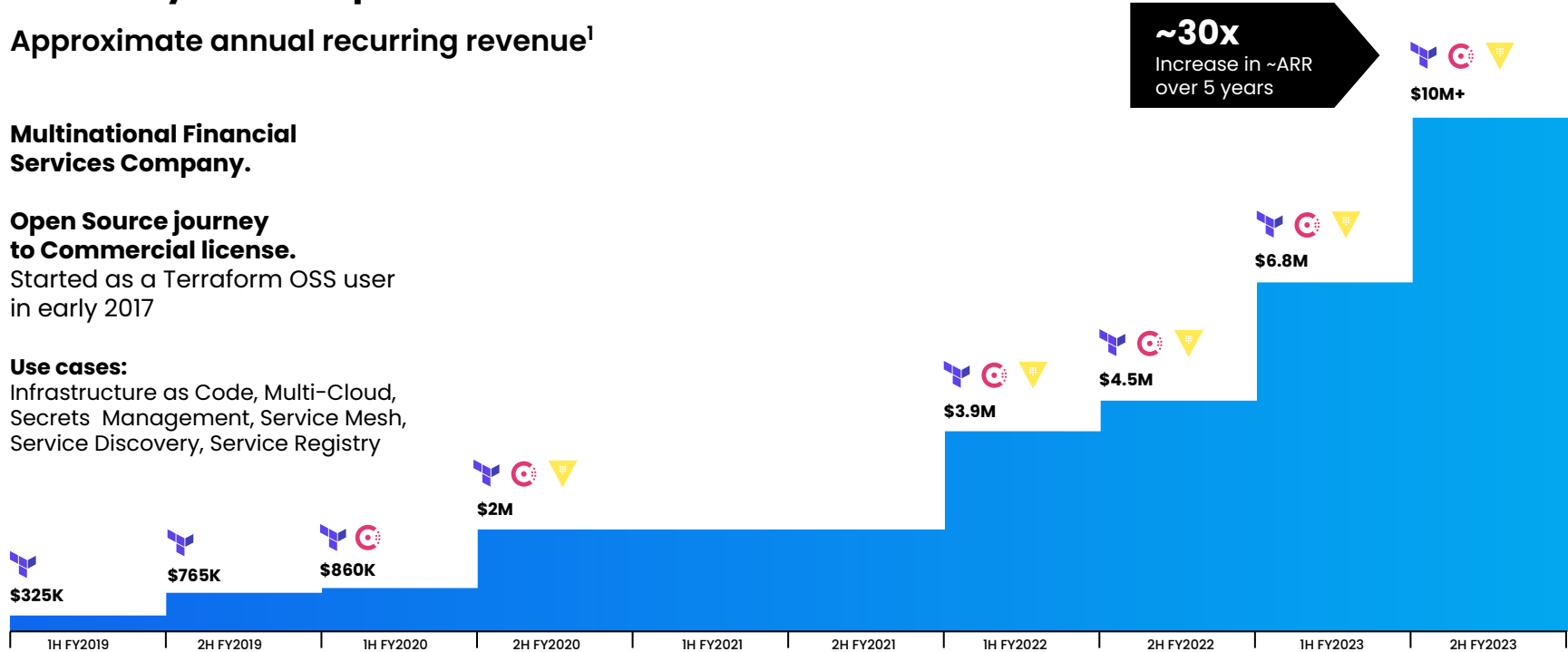
Multinational Financial Services Company.

Open Source journey to Commercial license.

Started as a Terraform OSS user in early 2017

Use cases:

Infrastructure as Code, Multi-Cloud, Secrets Management, Service Mesh, Service Discovery, Service Registry



¹. Our approximation of annual recurring revenue is calculated by a simple average of annual contract values from the indicated 2H FY and the prior 2HFY.

Q3 FY2023 Highlighted Customer Wins



Vault

Oil & Gas

Land

Landed as a Vault Enterprise customer in Q3 FY2023.

This APJ-based oil and gas company standardized on Vault to help secure its monolithic applications, centralize identity and policy management, and improve system reliability.

Vault Enterprise has enabled this customer to secure applications with minimal change through Vault's agent capabilities, and expedite its transition to passwordless initiatives.

Use Case: Secrets Management, Certificate Authentication, Replication



Vault



Terraform



Consul

Manufacturing

Expand

Landed with Terraform and Vault in FY2019. This customer extended to Consul in the latter half of FY2019, and expanded its Vault and Consul deployments in Q3 FY2023 to support the rollout of a multi-cloud strategy across Azure, AWS, Google Cloud, and Alibaba for its next-generation smart-building control services.

HashiCorp has enabled a consistent approach for its development teams, and provides a single control plane for both service networking and secrets management.

Use Case: Global Multi-Cloud Service Discovery, Secrets Management



Vault



Terraform



Consul



Boundary

Financial Services

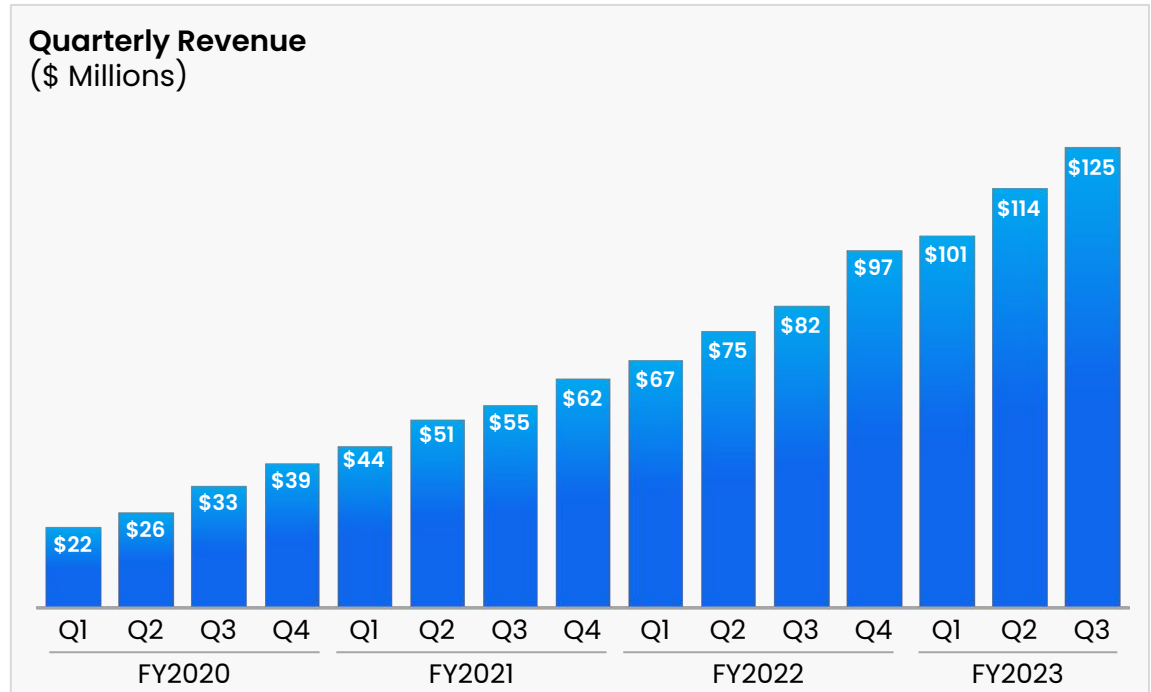
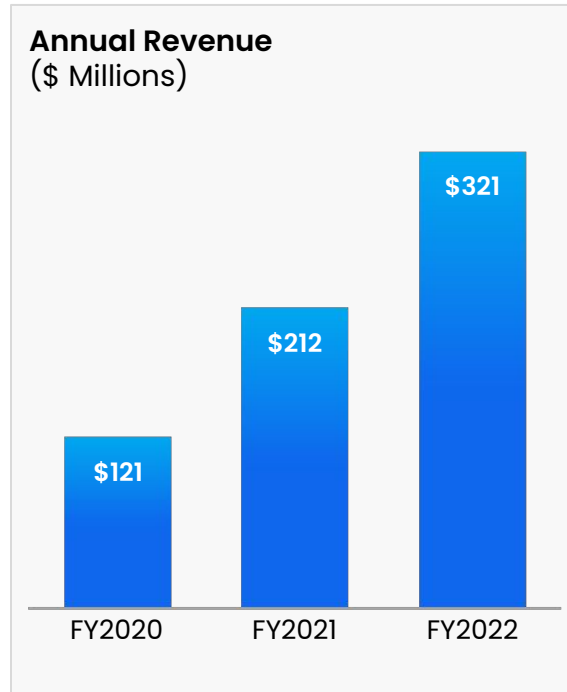
Extend

Landed with Vault in FY2019. Subsequently expanded to Terraform and Consul in FY2020 and FY2022 respectively, and extended to HCP Boundary in Q3 FY2023.

Boundary, combined with the entire HashiCorp Cloud Platform, will provide this customer with a unified management platform to simplify, streamline, and automate common developer tasks and workflows to access remote systems and applications. This will enable a massive data center migration to AWS.

Use Case: Secure Access Management, Zero Trust Security

Total Revenue

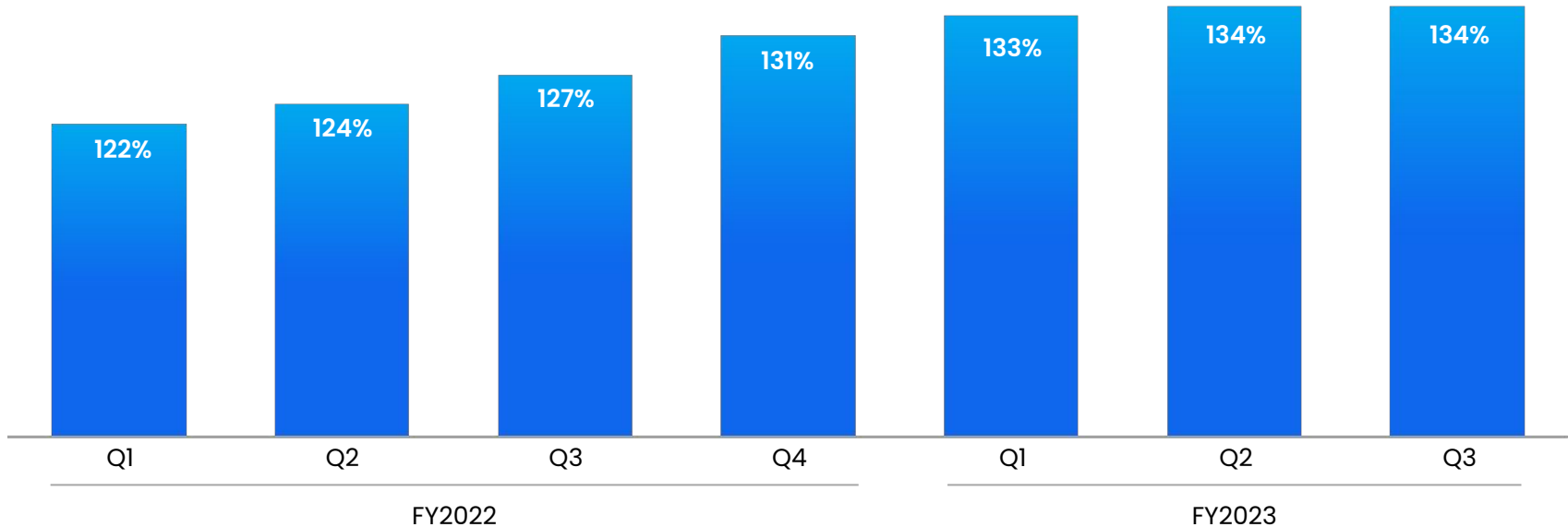


Numbers may vary due to rounding.

Net Dollar Retention Rate



Trailing Four Quarter Average Net Dollar Retention Rate

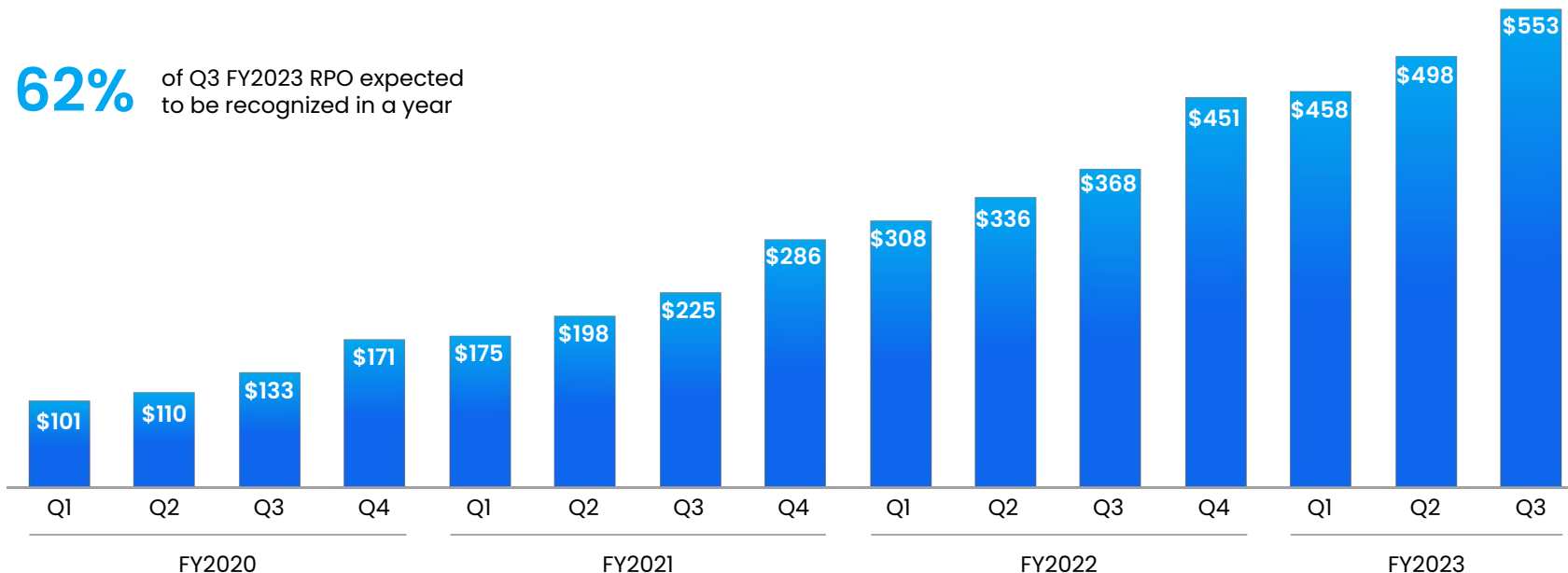


Customer Commitments



Quarterly Total Non-GAAP RPO (\$ Millions)

62% of Q3 FY2023 RPO expected to be recognized in a year



1. Remaining performance obligations, or RPOs, represent the amount of contracted future revenue that has not yet been recognized, including both deferred revenue and non-cancelable contracted amounts that will be invoiced and recognized as revenue in future periods. RPOs exclude customer deposits, which are refundable prepaid amounts that are expected to be recognized as revenue in future periods.

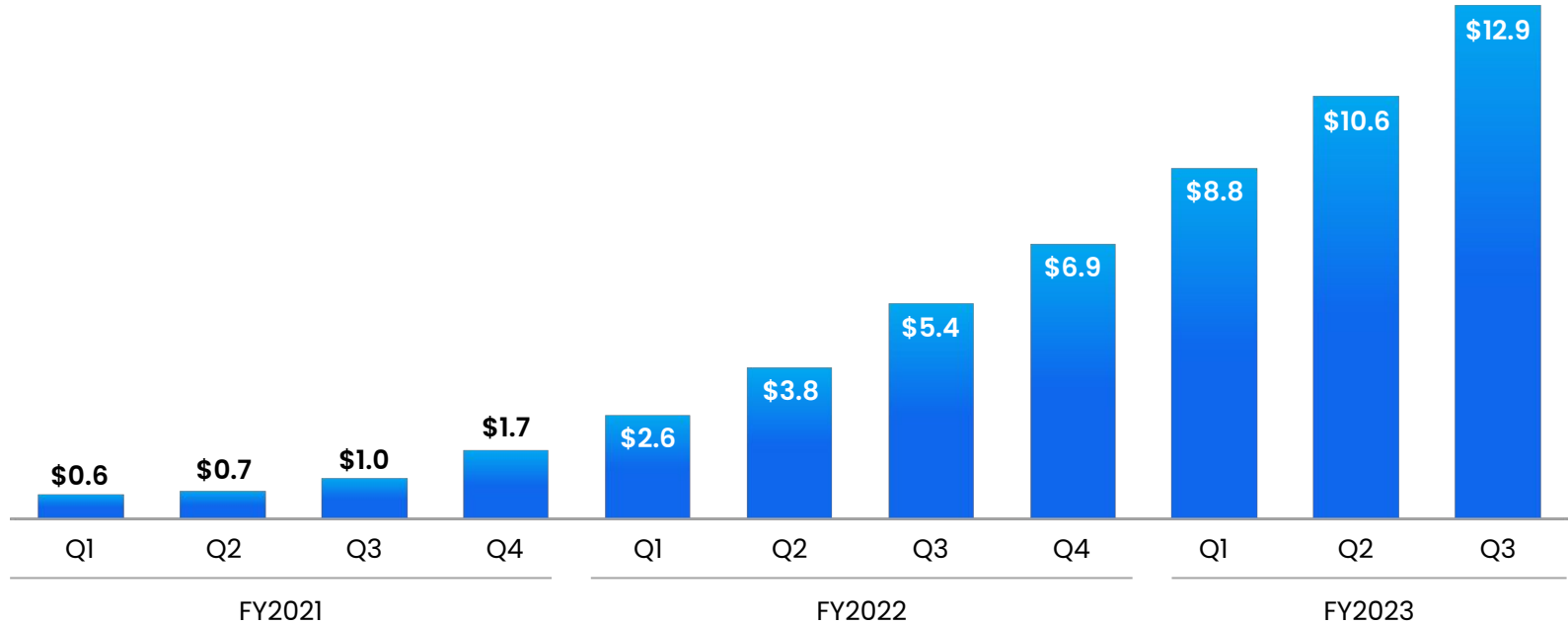
2. Non-GAAP RPO is calculated on a Non-GAAP basis. See appendix for reconciliation for Non-GAAP financial measures.

3. Numbers may vary due to rounding.

Total Cloud Revenue

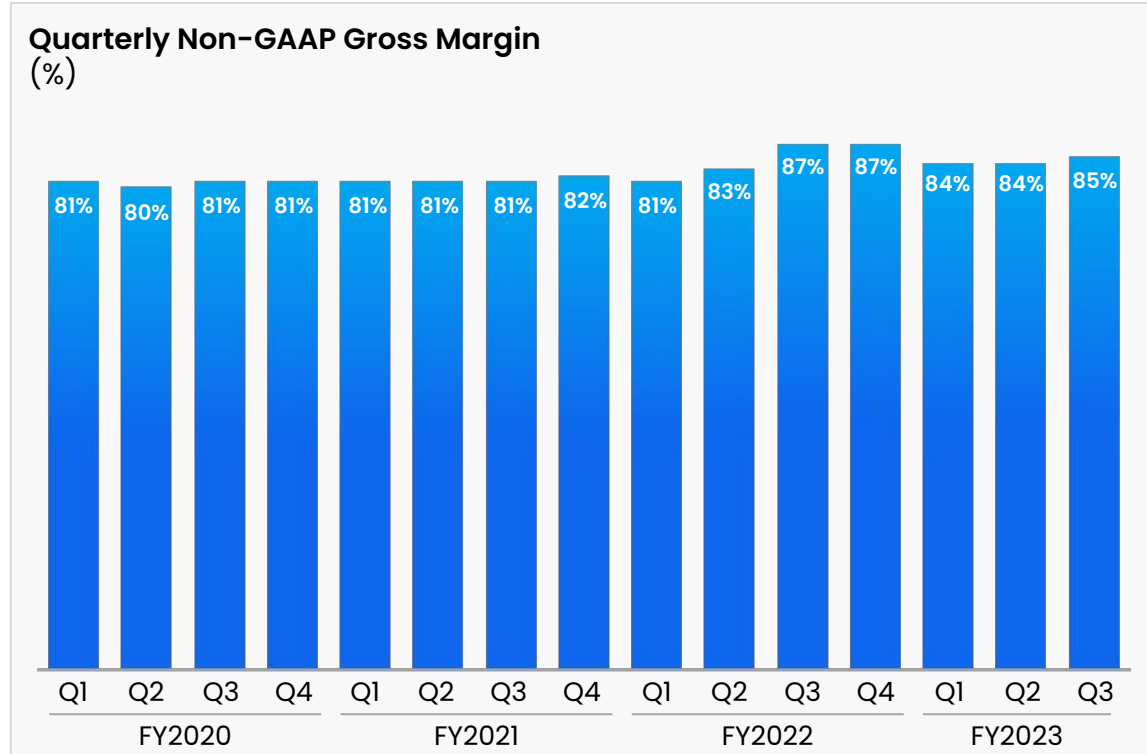
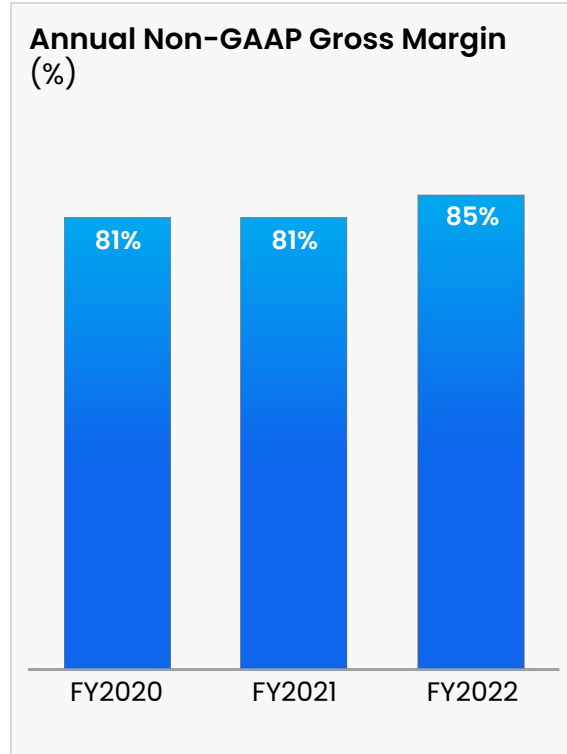


Quarterly Cloud Revenue^{1,2}
(\$ Millions)



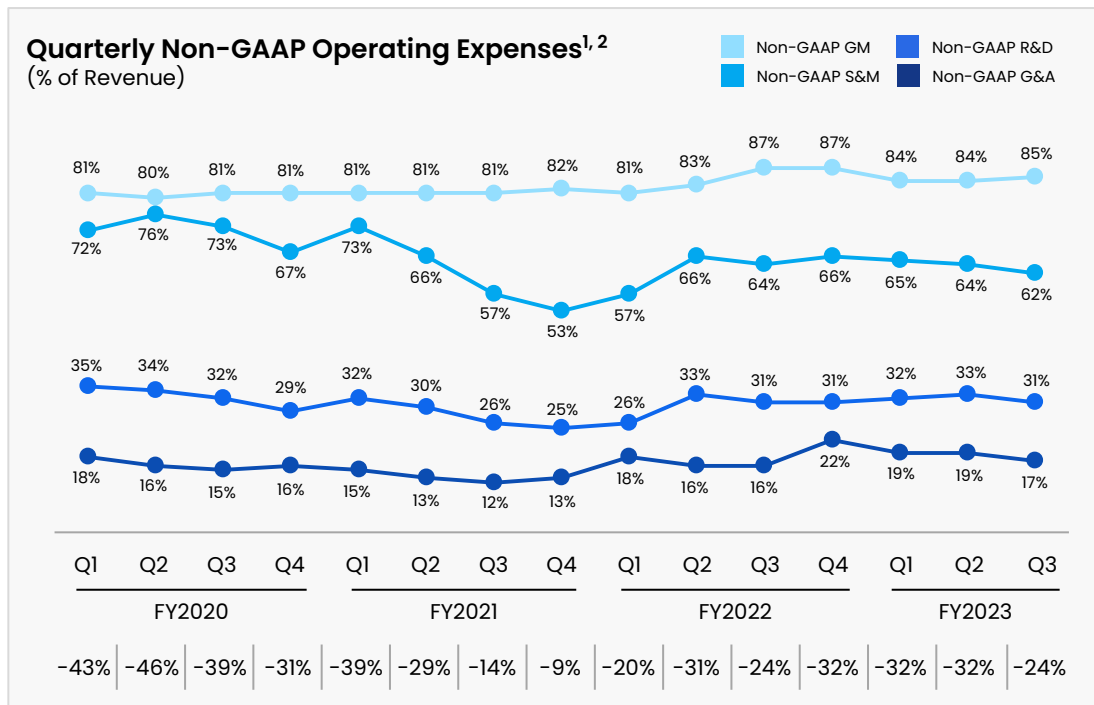
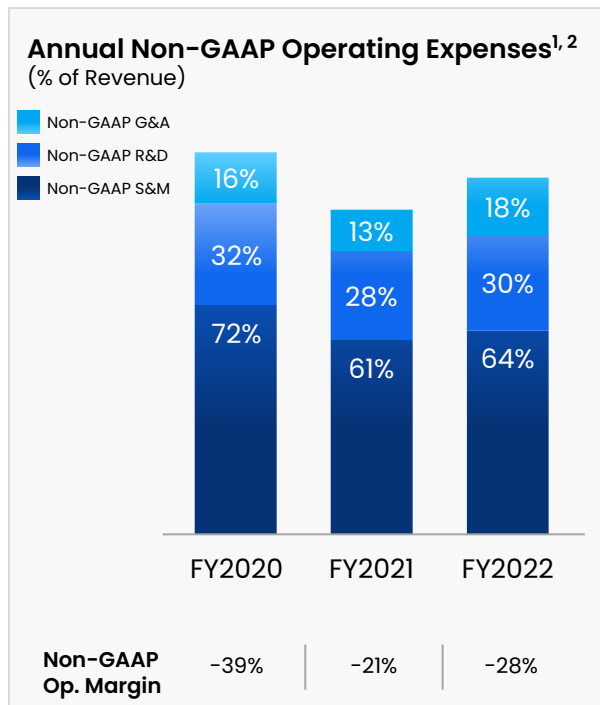
1. Represents quarterly subscription revenue from HCP (and its predecessor cloud offerings) for the indicated periods.
2. Numbers may vary due to rounding.

Non-GAAP Gross Margin Profile¹



1. Non-GAAP Gross Margin is calculated on a Non-GAAP basis. See appendix for a reconciliation of Non-GAAP financial measures.
2. Numbers may vary due to rounding

Non-GAAP Operating Expenses



1. Non-GAAP metrics are calculated on a Non-GAAP basis. See appendix for a reconciliation of Non-GAAP financial measures.

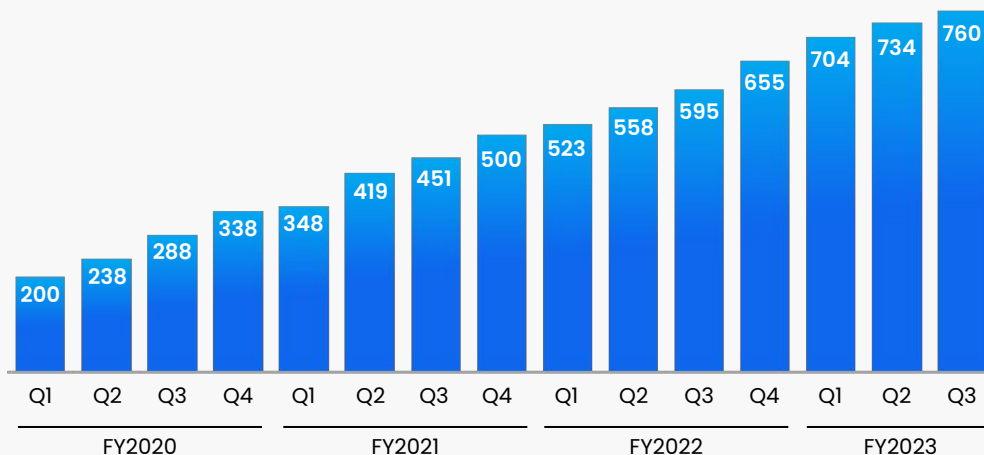
2. Numbers may vary due to rounding.

Durable Growth: \$100K + Customers



Revenue Model: Number of $\geq \$100K$ Customers * TTM Revenue per $\geq \$100K$ Customers / % of Revenue from Customers $\geq \$100K$

Number of Customers with $\geq \$100K$ in ARR²



	Q3 FY22	Q3 FY23
Total Customers¹	2,392	3,899
Customers $\geq \\$100K$ in ARR²	595	760
Avg. Quarterly Revenue Per Customer $\geq \\$100K$ in ARR⁽³⁾⁽⁵⁾	\$131K	\$156K
TTM Revenue Per Customer⁴ $\geq \\$100K$ in ARR⁽³⁾⁽⁵⁾	\$458K	\$542K
% of Revenue from Customers $\geq \\$100K$ in ARR⁽³⁾⁽⁵⁾	87%	89%

- Number of customers is measured at the end of each fiscal quarter and is defined as the number of accounts with a unique account identifier for which we have an active contract in the period.
- Annual Recurring Revenue (ARR) is defined as the annualized value of all recurring subscription contracts with active entitlements as of the end of the applicable period, and in the case of our monthly, or consumption-based customers, the annual value of their last month's spend.
- Revenue attributable to Customers equal to or greater than \$100K in ARR divided by the number of such customers in the relevant period.
- Trailing Twelve Month Revenue attributable to Customers equal to or greater than \$100K in ARR is equal to the sum of the last four quarters of revenue from this cohort divided by the average customers for the period.
- Numbers may vary due to rounding.

Guidance



Q3 FY2023 was another solid quarter and we remain on track with our long-term plan of delivering durable revenue CAGR. With our continued focus on operating efficiency, we came in ahead of expectations on Operating Margins and EPS.

HashiCorp remains focused on spend efficiency while investing appropriately in order to grow the functionality of our products, support our customers, and continue to acquire greater than or equal to \$100K ARR customers at a solid pace.

- FY2023 Non-GAAP Gross Margin assumes that continued growth in HCP will drive margin improvement, as economies of scale will enable more efficient resource allocation.
- FY2023 Non-GAAP Operating Margin is trending positively compared to last quarter guidance as we drove more efficiency in our business compared to plan.

<i>(in millions, except EPS)</i>	Q4 FY2023	FY2023 ¹
Revenue	\$123 - \$125	\$463 - \$465
Non-GAAP Operating Loss	\$(54) - \$(51)	\$(152) - \$(149)
Non-GAAP Net Loss Per Share	\$(0.23) - (0.21)	\$(0.71) - \$(0.69)
Weighted-average basic and diluted shares used in computing Non-GAAP net loss per share	189.1	186.2
Shares to Calculate Enterprise Value	210.1	

1. With respect to our fourth quarter and fiscal year 2023 guidance, we are not able to provide a quantitative reconciliation of non-GAAP operating loss and non-GAAP net loss per share to the corresponding comparable GAAP financial measures without unreasonable efforts. We are unable to provide meaningful estimates of the non-recurring charges and credits excluded from these non-GAAP financial measures due to the forward-looking nature of these estimates and their inherent variability and uncertainty. For the same reasons, we are unable to provide the probable significance of the unavailable information which may be material.

Financial Summary

(\$'s in Millions)¹



	FY2020				FY2021				FY2022				FY2023		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Total Revenue	\$ 22.2	\$ 26.4	\$ 33.5	\$ 39.2	\$ 44.3	\$ 50.5	\$ 55.2	\$ 61.8	\$ 66.9	\$ 75.1	\$ 82.2	\$ 96.6	\$ 100.9	\$ 113.9	\$ 125.3
Non-GAAP gross profit ¹	\$ 18.0	\$ 21.0	\$ 27.2	\$ 31.6	\$ 35.8	\$ 40.9	\$ 45.0	\$ 50.5	\$ 54.4	\$ 62.3	\$ 71.3	\$ 83.7	\$ 85.0	\$ 96.1	\$ 106.7
Non-GAAP gross margin	81.0%	80.0%	81.0%	81.0%	81.0%	81.0%	81.0%	82.0%	81.0%	83.0%	87.0%	87.0%	84.2%	84.4%	85.1%
Non-GAAP S&M expense ¹	\$ 16.1	\$ 20.0	\$ 24.6	\$ 26.2	\$ 32.2	\$ 33.6	\$ 31.3	\$ 32.6	\$ 38.2	\$ 49.5	\$ 53.0	\$ 63.9	\$ 65.9	\$ 73.3	\$ 77.5
Non-GAAP R&D expense ¹	\$ 7.7	\$ 8.9	\$ 10.7	\$ 11.3	\$ 14.4	\$ 15.1	\$ 14.6	\$ 15.4	\$ 17.7	\$ 24.5	\$ 25.3	\$ 29.7	\$ 32.4	\$ 37.4	\$ 38.9
Non-GAAP G&A expense ¹	\$ 3.9	\$ 4.1	\$ 4.9	\$ 6.2	\$ 6.6	\$ 6.8	\$ 6.7	\$ 7.9	\$ 12.2	\$ 11.9	\$ 13.1	\$ 21.1	\$ 18.7	\$ 21.5	\$ 20.7
Non-GAAP operating loss ¹	\$ (9.6)	\$ (12.0)	\$ (13.0)	\$ (12.1)	\$ (17.2)	\$ (14.5)	\$ (7.6)	\$ (5.5)	\$ (13.7)	\$ (23.6)	\$ (20.0)	\$ (31.1)	\$ (32.0)	\$ (36.0)	\$ (30.4)
Non-GAAP operating margin ¹	-43.0%	-46.0%	-39.0%	-31.0%	-39.0%	-29.0%	-14.0%	-9.0%	-20.0%	-31.0%	-24.0%	-32.0%	-31.7%	-31.6%	-24.2%

1. Non-GAAP metrics are calculated on a Non-GAAP basis. See appendix for a reconciliation of Non-GAAP financial measures.

GAAP to Non-GAAP Reconciliations



(\$'s in Millions)¹

	FY2020				FY2020	FY2021				FY2021	FY2022				FY2022	FY2023		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3
Total Revenue	\$ 22.2	\$ 26.4	\$ 33.5	\$ 39.2	\$ 121.3	\$ 44.3	\$ 50.5	\$ 55.2	\$ 61.8	\$ 211.9	\$ 66.9	\$ 75.1	\$ 82.2	\$ 96.6	\$ 320.8	\$ 100.9	\$ 113.9	\$ 125.3
Sales and marketing (S&M) expense on a GAAP basis	\$ 16.6	\$ 20.8	\$ 25.2	\$ 26.8	\$ 89.3	\$ 32.9	\$ 43.1	\$ 31.9	\$ 33.2	\$ 141.0	\$ 38.9	\$ 50.0	\$ 53.5	\$ 127.1	\$ 269.5	\$ 80.3	\$ 87.7	\$ 92.9
Less: Stock-based compensation expense ¹	\$ 0.5	\$ 0.8	\$ 0.6	\$ 0.6	\$ 2.5	\$ 0.6	\$ 9.5	\$ 0.6	\$ 0.6	\$ 11.3	\$ 0.7	\$ 0.5	\$ 0.5	\$ 63.2	\$ 64.9	\$ 14.4	\$ 14.4	\$ 15.4
Non-GAAP S&M expense	\$ 16.1	\$ 20.0	\$ 24.6	\$ 26.2	\$ 86.8	\$ 32.2	\$ 33.6	\$ 31.3	\$ 32.6	\$ 129.7	\$ 38.2	\$ 49.5	\$ 53.0	\$ 63.9	\$ 204.6	\$ 65.9	\$ 73.3	\$ 77.5
Non-GAAP S&M expense as a % of total revenue	72.0%	76.0%	73.0%	67.0%	72.0%	73.0%	66.0%	57.0%	53.0%	61.0%	57.0%	66.0%	64.0%	66.0%	64.0%	65.3%	64.4%	61.9%
Research and development (R&D) expense on a GAAP basis	\$ 8.0	\$ 9.3	\$ 11.1	\$ 11.7	\$ 40.1	\$ 14.5	\$ 19.8	\$ 15.1	\$ 15.9	\$ 65.2	\$ 18.1	\$ 24.9	\$ 25.7	\$ 96.3	\$ 165.0	\$ 47.2	\$ 47.9	\$ 53.9
Less: Stock-based compensation expense ¹	\$ 0.3	\$ 0.3	\$ 0.4	\$ 0.4	\$ 1.5	\$ 0.4	\$ 4.7	\$ 0.4	\$ 0.4	\$ 6.0	\$ 0.4	\$ 0.4	\$ 0.4	\$ 66.6	\$ 67.9	\$ 14.7	\$ 10.5	\$ 15.0
Non-GAAP R&D expense	\$ 7.7	\$ 8.9	\$ 10.7	\$ 11.3	\$ 38.6	\$ 14.1	\$ 15.1	\$ 14.6	\$ 15.4	\$ 59.3	\$ 17.7	\$ 24.5	\$ 25.3	\$ 29.7	\$ 97.1	\$ 32.4	\$ 37.4	\$ 38.9
Non-GAAP R&D expense as a % of total revenue	35.0%	34.0%	32.0%	29.0%	32.0%	32.0%	30.0%	26.0%	25.0%	28.0%	26.0%	33.0%	31.0%	31.0%	30.0%	32.2%	32.8%	31.0%
General and Administrative (G&A) expense on a GAAP basis	\$ 6.0	\$ 5.1	\$ 5.9	\$ 7.2	\$ 24.1	\$ 7.3	\$ 25.5	\$ 7.3	\$ 8.5	\$ 48.5	\$ 12.6	\$ 12.4	\$ 13.5	\$ 73.6	\$ 112.1	\$ 32.5	\$ 35.4	\$ 33.4
Less: Stock-based compensation expense ¹	\$ 2.1	\$ 0.9	\$ 1.0	\$ 1.0	\$ 5.0	\$ 0.7	\$ 18.7	\$ 0.6	\$ 0.5	\$ 20.6	\$ 0.5	\$ 0.5	\$ 0.4	\$ 52.5	\$ 53.8	\$ 13.8	\$ 13.9	\$ 12.7
Non-GAAP G&A expense	\$ 3.9	\$ 4.1	\$ 4.9	\$ 6.2	\$ 19.1	\$ 6.6	\$ 6.8	\$ 6.7	\$ 7.9	\$ 27.9	\$ 12.2	\$ 11.9	\$ 13.1	\$ 21.1	\$ 58.3	\$ 18.7	\$ 21.5	\$ 20.7
Non-GAAP G&A expense as a % of total revenue	18.0%	16.0%	15.0%	16.0%	16.0%	15.0%	13.0%	12.0%	13.0%	13.0%	18.0%	16.0%	16.0%	22.0%	18.0%	18.6%	18.8%	16.5%

1. In connection with tender offers and secondary sales of our common stock, stock-based compensation expense for fiscal 2020 and fiscal 2021, included \$1.5 million and \$32.1 million of expense, respectively, related to the amount paid in excess of the estimated fair value of common stock as of the date of the transactions.

GAAP to Non-GAAP Reconciliations



(\$'s in Millions)¹

	FY2020				FY2020	FY2021				FY2021	FY2022				FY2022	FY2023		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3
Total GAAP Operating Expenses	\$ 30.6	\$ 35.1	\$ 42.1	\$ 45.7	\$ 153.6	\$ 54.7	\$ 88.4	\$ 54.2	\$ 57.5	\$ 254.8	\$ 69.7	\$ 87.3	\$ 92.6	\$ 297.0	\$ 546.6	\$ 160.0	\$ 170.9	\$ 180.1
Less: Stock-based compensation expense ¹	\$ 2.9	\$ 2.0	\$ 2.0	\$ 2.0	\$ 9.0	\$ 1.8	\$ 32.9	\$ 1.6	\$ 1.6	\$ 37.9	\$ 1.6	\$ 1.4	\$ 1.3	\$ 182.2	\$ 186.6	\$ 42.9	\$ 38.8	\$ 43.0
Total non-GAAP Operating Expenses	\$ 27.7	\$ 33.1	\$ 40.2	\$ 43.7	\$ 144.6	\$ 53.0	\$ 55.5	\$ 52.6	\$ 55.9	\$ 217.0	\$ 68.0	\$ 85.9	\$ 91.3	\$ 114.8	\$ 360.0	\$ 117.0	\$ 132.1	\$ 137.1

1. In connection with tender offers and secondary sales of our common stock, stock-based compensation expense for fiscal 2020 and fiscal 2021, included \$1.5 million and \$32.1 million of expense, respectively, related to the amount paid in excess of the estimated fair value of common stock as of the date of the transactions.

GAAP to Non-GAAP Reconciliations



(\$'s in Millions)¹

	FY2020				FY2020	FY2021				FY2021	FY2022				FY2022	FY2023		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3
Total net loss per share on a GAAP basis	\$ (0.20)	\$ (0.23)	\$ (0.24)	\$ (0.23)	\$ (0.90)	\$ (0.31)	\$ (0.78)	\$ (0.14)	\$ (0.11)	\$ (1.32)	\$ (0.24)	\$ (0.37)	\$ (0.33)	\$ (1.70)	\$ (3.48)	\$ (0.4)	\$ (0.4)	\$ (0.38)
Add: Stock-based compensation expense ¹	\$ 0.05	\$ 0.04	\$ 0.04	\$ 0.04	\$ 0.16	\$ 0.03	\$ 0.54	\$ 0.03	\$ 0.03	\$ 0.62	\$ 0.03	\$ 0.02	\$ 0.02	\$ 1.47	\$ 2.41	\$ 0.25	\$ 0.23	\$ 0.25
Add: Adjustment to total fully diluted earnings per share ²	\$ -	\$ -	\$ (0.01)	\$ (0.01)	\$ -	\$ -	\$ 0.01	\$ (0.01)	\$ -	\$ -	\$ -	\$ -	\$ (0.01)	\$ -	\$ -	\$ 0.01	\$ -	\$ -
Non-GAAP net loss per share	\$ (0.15)	\$ (0.19)	\$ (0.21)	\$ (0.20)	\$ (0.74)	\$ (0.28)	\$ (0.23)	\$ (0.12)	\$ (0.08)	\$ (0.70)	\$ (0.21)	\$ (0.35)	\$ (0.31)	\$ (0.24)	\$ (1.07)	\$ (0.2)	\$ (0.2)	\$ (0.13)
Weighted average shares, basic and diluted	56.1	58.8	59.4	60.2	59.2	61.1	62.2	64.9	65.2	63.4	65.7	66.5	66.8	133.6	83.3	182.9	185.2	187.1

1. In connection with tender offers and secondary sales of our common stock, stock-based compensation expense for fiscal 2020 and fiscal 2021, included \$1.5 million and \$32.1 million of expense, respectively, related to the amount paid in excess of the estimated fair value of common stock as of the date of the transactions.

2. The sum of the fully diluted earnings per share impact of individual reconciling items may not total to fully diluted Non-GAAP net loss per share due to the weighted-average shares used in computing the GAAP net loss per share differs from the weighted-average shares used in computing the Non-GAAP net loss per share and due to rounding of the individual reconciling items. The GAAP net loss per share calculation uses a lower share count as it excludes potentially dilutive shares, which are included in calculating the non-GAAP loss per share.

GAAP to Non-GAAP Reconciliations



(\$'s in Millions)¹

	FY2020				FY2020	FY2021				FY2021	FY2022				FY2022	FY2023		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q2
Total Revenue	\$ 22.2	\$ 26.4	\$ 33.5	\$ 39.2	\$ 121.3	\$ 44.3	\$ 50.5	\$ 55.2	\$ 61.8	\$ 211.9	\$ 66.9	\$ 75.1	\$ 82.2	\$ 96.6	\$ 320.8	\$ 100.9	\$ 113.9	\$ 125.3
Total gross profit on a GAAP basis	\$ 17.9	\$ 20.9	\$ 27.1	\$ 31.5	\$ 97.3	\$ 35.6	\$ 39.9	\$ 44.9	\$ 50.4	\$ 170.8	\$ 54.2	\$ 62.2	\$ 71.1	\$ 69.8	\$ 257.3	\$ 81.5	\$ 92.3	\$ 102.8
Add: Amortization of stock-based compensation of capitalized internal-use software	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.4	\$ 0.4	\$ 0.2	\$ 0.2	\$ 0.3
Add: Stock-based compensation expense in cost of revenue ¹	\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.5	\$ 0.1	\$ 1.0	\$ 0.1	\$ 0.1	\$ 1.4	\$ 0.1	\$ 0.1	\$ 0.2	\$ 13.5	\$ 13.9	\$ 3.3	\$ 3.6	\$ 3.7
Non-GAAP gross profit	\$ 18.0	\$ 21.0	\$ 27.2	\$ 31.6	\$ 97.8	\$ 35.8	\$ 40.9	\$ 45.0	\$ 50.5	\$ 172.2	\$ 54.4	\$ 62.3	\$ 71.3	\$ 83.7	\$ 271.6	\$ 85.0	\$ 96.1	\$ 106.7
Non-GAAP gross margin	81.0%	80.0%	81.0%	81.0%	81.0%	81.0%	81.0%	81.0%	82.0%	81.0%	81.0%	83.0%	87.0%	87.0%	85.0%	84.2%	84.4%	85.2%
	FY2020				FY2020	FY2021				FY2021	FY2022				FY2022	FY2023		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q2
Total Revenue	\$ 22.2	\$ 26.4	\$ 33.5	\$ 39.2	\$ 121.3	\$ 44.3	\$ 50.5	\$ 55.2	\$ 61.8	\$ 211.9	\$ 66.9	\$ 75.1	\$ 82.2	\$ 96.5	\$ 320.8	\$ 100.9	\$ 113.9	\$ 125.3
Operating Loss	\$ (12.7)	\$ (14.2)	\$ (15.1)	\$ (14.3)	\$ (56.2)	\$ (19.1)	\$ (48.4)	\$ (9.3)	\$ (7.1)	\$ (84.0)	\$ (15.4)	\$ (25.1)	\$ (21.5)	\$ (227.2)	\$ (289.2)	\$ (78.4)	\$ (78.6)	\$ (77.3)
Add: Amortization of stock-based compensation of capitalized internal-use software	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.4	\$ 0.4	\$ 0.2	\$ 0.2	\$ 0.3
Add: Stock-based compensation expense ¹	\$ 3.0	\$ 2.2	\$ 2.1	\$ 2.1	\$ 9.5	\$ 1.9	\$ 33.9	\$ 1.7	\$ 1.7	\$ 39.2	\$ 1.7	\$ 1.5	\$ 1.5	\$ 195.7	\$ 200.4	\$ 46.3	\$ 42.4	\$ 46.7
Non-GAAP operating loss	\$ (9.6)	\$ (12.0)	\$ (13.0)	\$ (12.1)	\$ (46.8)	\$ (17.2)	\$ (14.5)	\$ (7.6)	\$ (5.5)	\$ (44.8)	\$ (13.7)	\$ (23.6)	\$ (20.0)	\$ (31.1)	\$ (88.4)	\$ (32.0)	\$ (36.0)	\$ (30.4)
Non-GAAP operating margin	-43.0%	-46.0%	-39.0%	-31.0%	-39.0%	-39.0%	-29.0%	-14.0%	-9.0%	-21.0%	-20.0%	-31.0%	-24.0%	-32.0%	-28.0%	-31.7%	-31.6%	-24.2%

1. In connection with tender offers and secondary sales of our common stock, stock-based compensation expense for fiscal 2020 and fiscal 2021, included \$1.5 million and \$32.1 million of expense, respectively, related to the amount paid in excess of the estimated fair value of common stock as of the date of the transactions.

GAAP to Non-GAAP Reconciliations



(\$'s in Millions)¹

	FY2020				FY2021				FY2022				FY2023		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
GAAP RPOs															
GAAP short-term RPOs ("cRPO")	\$ 59.8	\$ 68.0	\$ 80.4	\$ 97.4	\$ 100.6	\$ 116.2	\$ 131.6	\$ 165.8	\$ 178.7	\$ 198.6	\$ 220.7	\$ 268.9	\$ 284.3	\$ 304.2	\$ 322.4
GAAP long-term RPOs	\$ 26.2	\$ 25.4	\$ 34.6	\$ 54.7	\$ 54.8	\$ 62.3	\$ 74.3	\$ 98.1	\$ 109.2	\$ 118.8	\$ 128.3	\$ 159.9	\$ 149.6	\$ 171.8	\$ 209.4
Total GAAP RPOs	\$ 86.0	\$ 93.4	\$ 115.0	\$ 152.1	\$ 155.4	\$ 178.5	\$ 206.0	\$ 263.9	\$ 287.9	\$ 317.4	\$ 349.0	\$ 428.8	\$ 433.9	\$ 476.0	\$ 531.8
Customer Deposits															
Customer deposits expected to be recognized within the next 12 months	\$ 11.6	\$ 13.6	\$ 14.4	\$ 16.0	\$ 17.3	\$ 18.1	\$ 17.5	\$ 20.4	\$ 18.3	\$ 17.1	\$ 16.9	\$ 20.3	\$ 20.9	\$ 20.1	\$ 19.1
Customer deposits expected to be recognized after the next 12 months	\$ 3.9	\$ 3.5	\$ 3.3	\$ 2.9	\$ 2.5	\$ 1.9	\$ 1.3	\$ 1.8	\$ 1.4	\$ 1.3	\$ 2.0	\$ 3.1	\$ 2.8	\$ 2.3	\$ 2.5
Total customer deposits	\$ 15.5	\$ 17.1	\$ 17.6	\$ 18.9	\$ 19.8	\$ 20.0	\$ 18.8	\$ 22.2	\$ 19.8	\$ 18.4	\$ 19.0	\$ 23.4	\$ 23.7	\$ 22.4	\$ 21.6
Total Non-GAAP RPOs	\$ 101.5	\$ 110.5	\$ 132.6	\$ 171.0	\$ 175.2	\$ 198.5	\$ 224.8	\$ 286.1	\$ 307.7	\$ 335.8	\$ 368.0	\$ 452.2	\$ 457.6	\$ 498.4	\$ 553.4
Total Non-GAAP short-term RPOs ("cRPO")	\$ 71.4	\$ 81.6	\$ 94.7	\$ 113.4	\$ 117.9	\$ 134.3	\$ 149.1	\$ 186.2	\$ 197.1	\$ 215.7	\$ 237.7	\$ 289.2	\$ 305.3	\$ 324.3	\$ 341.5
Total Non-GAAP long-term RPOs	\$ 30.1	\$ 28.8	\$ 37.9	\$ 57.6	\$ 57.3	\$ 64.2	\$ 75.7	\$ 99.9	\$ 110.6	\$ 120.1	\$ 130.3	\$ 163.0	\$ 152.3	\$ 174.1	\$ 211.9

GAAP to Non-GAAP Reconciliations



(\$'s in Millions)¹

	FY2020				FY2020	FY2021				FY2021	FY2022				FY2022	FY2023		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3
Total TTM GAAP net cash from operating activities	\$ 10.6	\$ (0.3)	\$ 2.3	\$ (28.4)	\$ (28.4)	\$ (45.1)	\$ (39.6)	\$ (48.7)	\$ (39.6)	\$ (39.6)	\$ (20.5)	\$ (40.7)	\$ (55.8)	\$ (56.2)	\$ (56.2)	\$ (72.3)	\$ (100.9)	\$ (93.0)
Add: Purchases of property and equipment	\$ (0.4)	\$ 0.1	\$ (0.3)	\$ (1.0)	\$ (1.0)	\$ (4.0)	\$ (4.6)	\$ (5.1)	\$ (4.3)	\$ (4.3)	\$ (1.3)	\$ (0.7)	\$ (0.2)	\$ (0.2)	\$ (0.2)	\$ (0.2)	\$ (0.2)	\$ (0.3)
Add: Capitalized internal-use software	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (0.4)	\$ (1.0)	\$ (1.9)	\$ (2.9)	\$ (2.9)	\$ (3.9)	\$ (4.7)	\$ (5.7)	\$ (6.4)	\$ (6.4)	\$ (6.6)	\$ (7.1)	\$ (7.9)
Non-GAAP TTM Free Cash Flow	\$ 10.2	\$ (0.2)	\$ 2.0	\$ (29.4)	\$ (29.4)	\$ (49.5)	\$ (45.2)	\$ (55.6)	\$ (46.8)	\$ (46.8)	\$ (25.7)	\$ (46.2)	\$ (61.6)	\$ (62.8)	\$ (62.8)	\$ (79.1)	\$ (108.2)	\$ (101.2)
Non-GAAP TTM Free Cash Flow Margin	-	-	-	-	-24.0%	-35.0%	-27.0%	-29.0%	-22.0%	-22.0%	-11.0%	-18.0%	-22.0%	-20.0%	-20.0%	-22.3%	-27.5%	-23.2%