



Q3 FY2024

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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

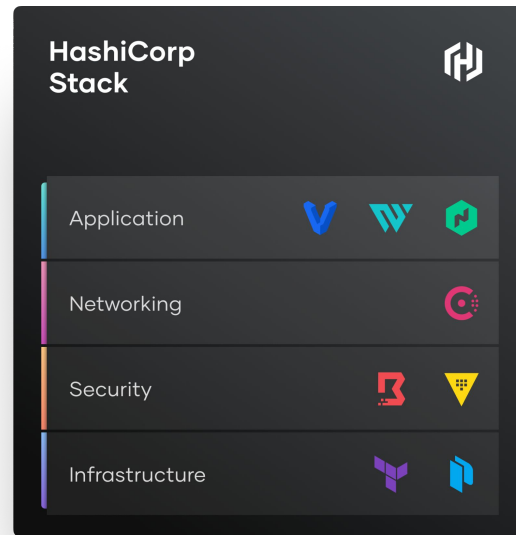
Our products represent the standard for cloud infrastructure automation workflows for teams, and a system of record for enterprise cloud programs.

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.

 **4,354**
Customers^{1,3}

 **877**
\$100k ARR Customers²



1. Number of customers is measured as of October 31, 2023, 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, 2023.

3. Subsequent to the issuance of our Form 10-K for the fiscal year ended January 31, 2023, we identified an immaterial error in the calculation of our total customers count related to our self-service, or "pay as you use," customers, which we have corrected accordingly.

Generational Opportunity

HashiCorp at epicenter of shift to cloud

Big 3 Cloud Revenue¹



1. Company filings from Amazon, Microsoft and Alphabet, as of December 31, 2022
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 FY2024 Highlights



\$146.1M

17% YoY Growth

Revenue Q3 FY2024



4,354

vs. 3,648 in Q3 FY2023

Total Customers³



877

vs. 760 in Q3 FY2023

≥\$100K ARR Customers



119%

vs. 134% in Q3 FY2023

Trailing Four Quarter Average Net Dollar Retention Rate



\$700.4M

27% YoY Growth
23% 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.

3. Subsequent to the issuance of our Form 10-K for the fiscal year ended January 31, 2023, we identified an immaterial error in the calculation of our total customers count related to our self-service, or "pay as you use," customers, which we have corrected accordingly.

HashiCorp | Q3 FY2024 Highlights



HashiCorp Updates

Held HashiConf, our global user conference, in San Francisco, with 1,200+ in-person attendees and 12,000+ attending virtually.

Welcomed technology leaders from The Home Depot and Unity during our Day 2 Keynote, and discussed how HashiCorp has supported their journey to the cloud.



HashiCorp Awards

Datadog Partner Network Integration Developer Partner of the Year Award

Debuted in the 2023 Gartner® Magic Quadrant™ for Privileged Access Management (PAM)

Fortune Best Workplaces for Women; Fortune Best Workplaces for Millenials



Continued Investments in our Product Portfolio

During the quarter, we made major product releases:

- **Terraform:** Terraform Testing Frameworks GA, Stacks Preview, Enhanced Editor Validation GA, Ephemeral Workspaces GA
- **Vault:** HCP Vault Secrets GA, Vault Enterprise Secrets Sync Beta, HCP Vault Radar Alpha
- **Consul:** Consul 1.17 Beta, HCP Consul Central GA
- **Boundary:** Boundary 0.14 GA

Q3 FY2024 In Review



We are encouraged by the adoption trends among the Global 2000 and our \$100K+ ARR customers during the third quarter and remain focused on delivering innovation that enables these customers to adopt a Cloud Operating Model.

Our focus on continued spend efficiency allowed us to achieve both positive non-GAAP EPS as well as positive Free Cash Flow for the first time.

Our non-GAAP gross margins remain strong at 86% this quarter, up from 83% last quarter and 85% a year ago.

We grew revenue 17% YoY and non-GAAP RPO at 27% YoY. We benefit from having a highly recurring business model; in Q3 FY2024, approximately 90% of our subscription revenue was recurring.

Our trailing four-quarter average Net Dollar Retention Rate was 119%.

Results

\$146.1M

Q3 FY2024 Revenue

17%

YoY Growth

+29%

TTM YoY Growth¹

Revenue Guidance

\$148-150M

Q4 FY2024 Revenue

\$576-578M

FY2024 Revenue

1. Trailing Twelve Months, or TTM, represents data from the past 12 consecutive months as of October 31, 2023

Q3 FY2024 Financial Overview & Highlights



Our key metrics from Q3 FY2024:

- Revenue grew 17% 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 117 on a trailing twelve month basis and represented 89% of revenue in Q3 FY2024
- We ended the quarter with 4,354 customers, versus 3,648 during Q3 FY2023⁴
- Our trailing four quarter average Net Dollar Retention Rate this quarter was 119%
- Current non-GAAP RPO grew 23% YoY and total non-GAAP RPO grew 27% YoY

(\$ Millions)	Q3 FY24	YoY Comparison
Total Revenue	\$146.1M	+17% YoY vs. +52% YoY in Q3 FY23
Customers ≥\$100k in ARR	877	vs. 760 in Q3 FY23
Revenue from Customers ≥\$100k in ARR	89%	vs. 89% in Q3 FY23
Trailing Four Quarter Average Net Dollar Retention Rate	119%	vs. 134% in Q3 FY23
Non-GAAP TTM FCF Margin¹	-6%	-23% in Q3 FY23
Total Customers⁴	4,354	vs. 3,648 in Q3 FY23
HashiCorp Cloud Platform Revenue²	\$19.9M	vs. \$12.9M in Q3 FY23
Total Non-GAAP RPOs⁵	\$700.4M	vs. \$553.4M in Q3 FY23
% Non-GAAP RPO Recognized Within a Year	60%	vs. 62% in Q3 FY23
% of TTM recurring revenue³	>90%	>90% in Q3 FY23

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, 2023. 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. Trailing Twelve Months, or TTM, represents data from the past 12 consecutive months as of October 31, 2023

4. Subsequent to the issuance of our Form 10-K for the fiscal year ended January 31, 2023, we identified an immaterial error in the calculation of our total customers count related to our self-service, or "pay as you use," customers, which we have corrected accordingly.

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

Q3 FY2024 Highlighted Customer Wins



Vault



Terraform



Boundary



Vault



Terraform



Consul



Nomad

Software

Land

Landed with HCP Vault, Terraform Cloud and HCP Boundary in Q3 FY2024.

This software company was using a homegrown cloud management stack wrapped around HashiCorp's Community Edition products and needed enterprise-grade solutions that could enable deployment agility and reduce risk.

As a result, this customer standardized on Terraform Cloud and HCP Vault to automate IaC and security policies for their growing customer base in AWS. This customer plans to deploy Boundary as its preferred access provider for networks.

Use Case: Infrastructure-as-code, secrets management, identity-based access

Insurance

Expand

Landed with Vault in FY2019. Extended to Terraform in FY2020 and Consul in FY2021. This insurance provider expanded their Terraform and Vault subscriptions in Q3 FY2024.

This customer was using HashiCorp's Community Edition products for much of their production environment. They expanded to use modules and policy in Terraform Enterprise to cut application delivery from 2 weeks to 2 days, standardizing their approach across AWS and Azure. Added dynamic secrets management capabilities with Vault.

Use Case: Dynamic secrets management, drift detection, infrastructure automation

Communications

Extend

Landed with Terraform in FY2021, extended to Vault in FY2022, and extended to Consul and Nomad in Q3 FY2024.

This communications technology provider realized they had significantly underutilized on-premises compute, redundant tooling and manual workflows for orchestrating workloads.

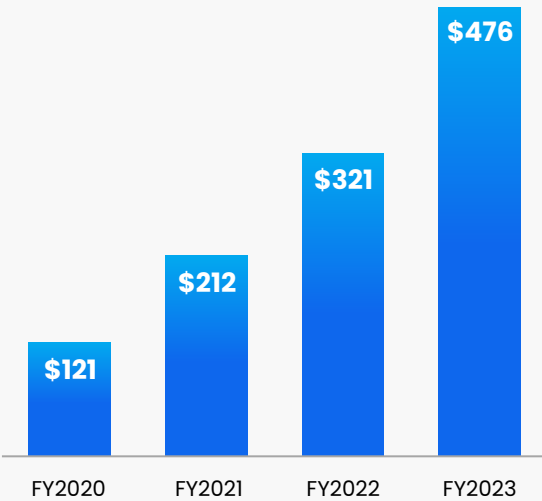
As a result, this customer standardized on Nomad and Consul to maximize their on-premises hardware compute and automate orchestration for their mission-critical, high-performance applications.

Use Case: Application orchestration, network infrastructure automation

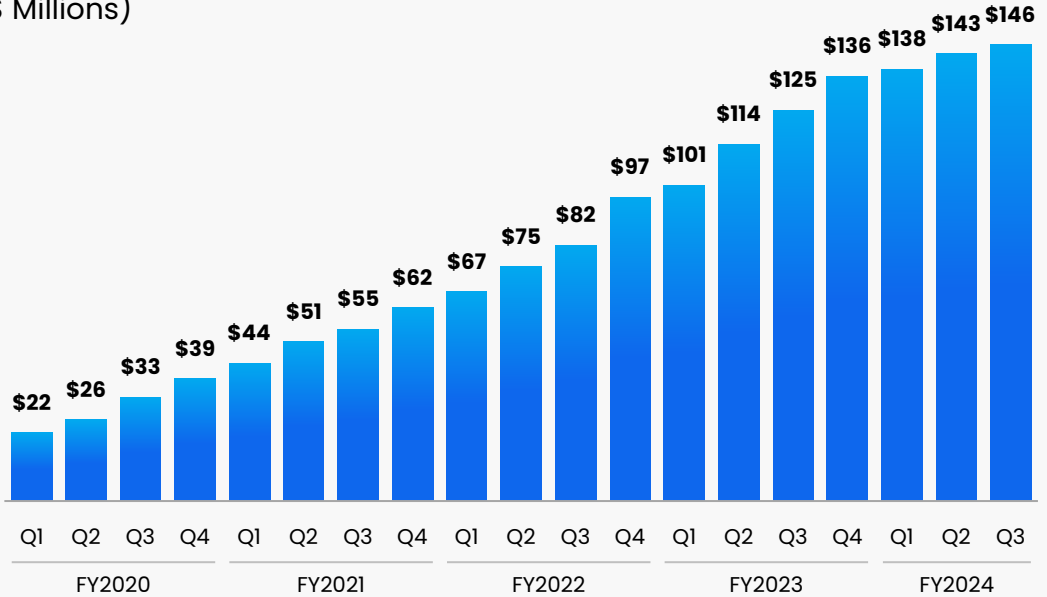
Total Revenue



Annual Revenue
(\$ Millions)



Quarterly Revenue
(\$ Millions)

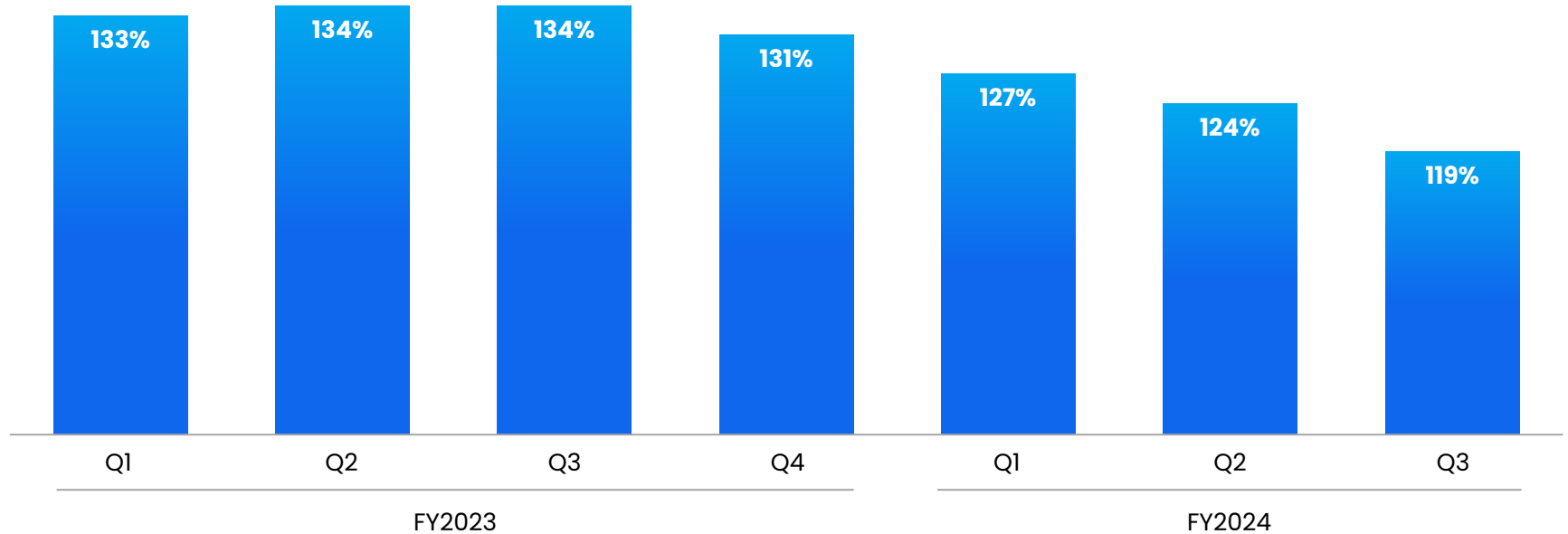


Numbers may vary due to rounding.

Net Dollar Retention Rate



Trailing Four Quarter Average Net Dollar Retention Rate

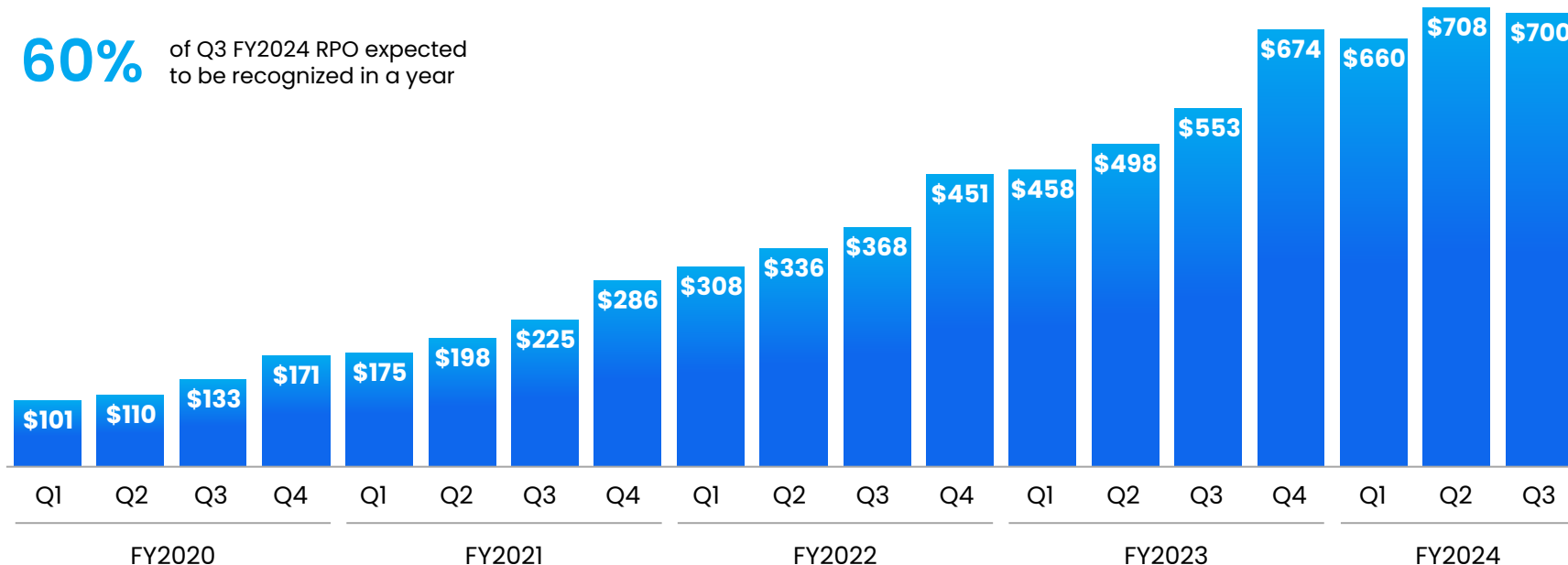


Customer Commitments



Quarterly Total Non-GAAP RPO^{1,2,3}
(\$ Millions)

60% of Q3 FY2024 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. GAAP RPOs exclude customer deposits, which are refundable prepaid amounts that are expected to be recognized as revenue in future periods.

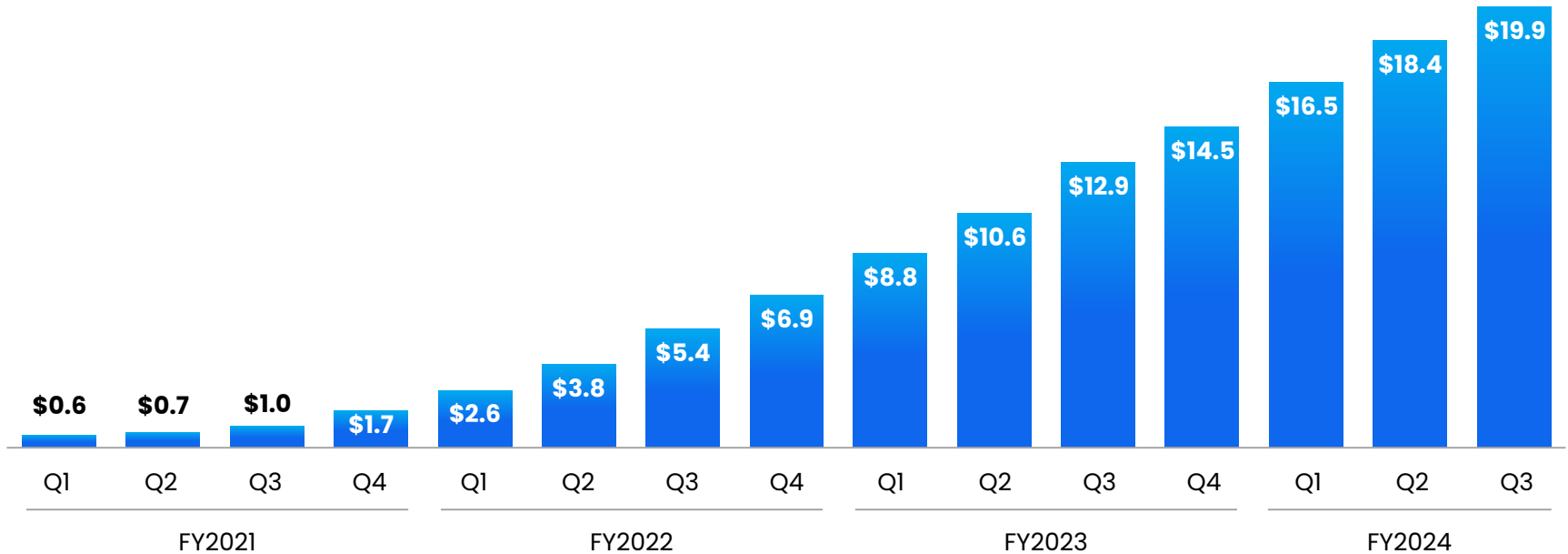
2. Non-GAAP RPO is calculated on a Non-GAAP basis. See appendix for reconciliation for Non-GAAP financial measures.

3. Numbers may vary due to rounding.

Total Cloud Revenue



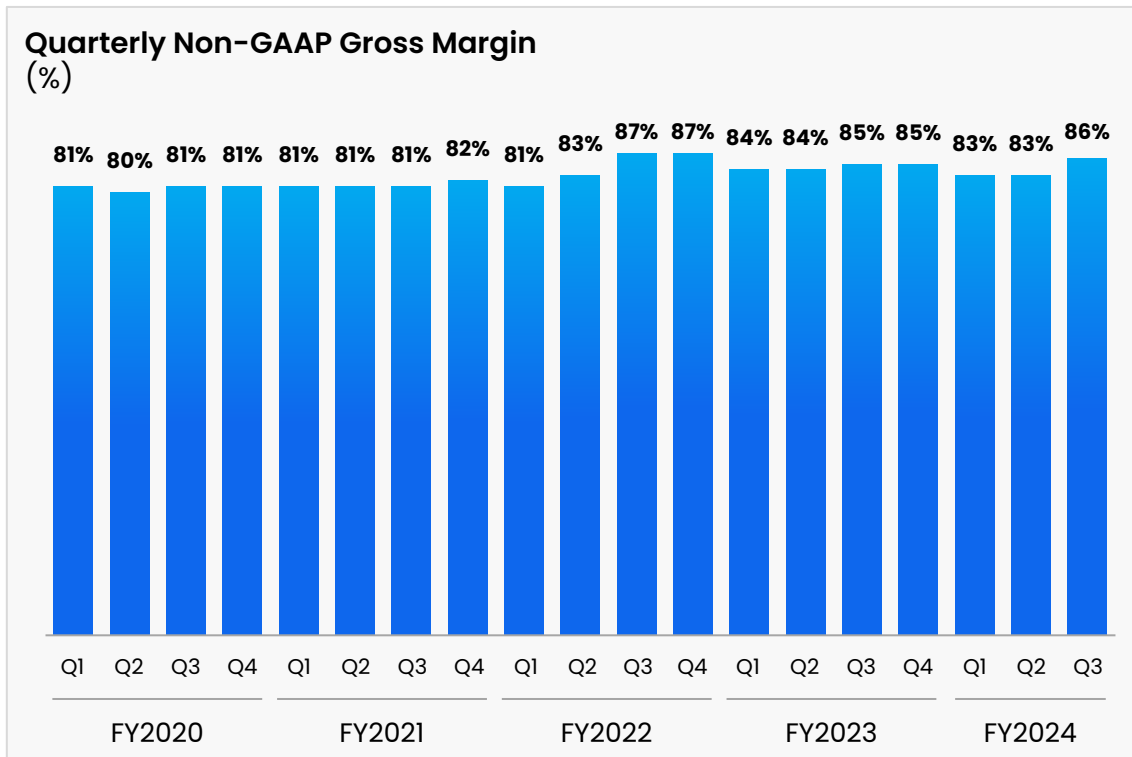
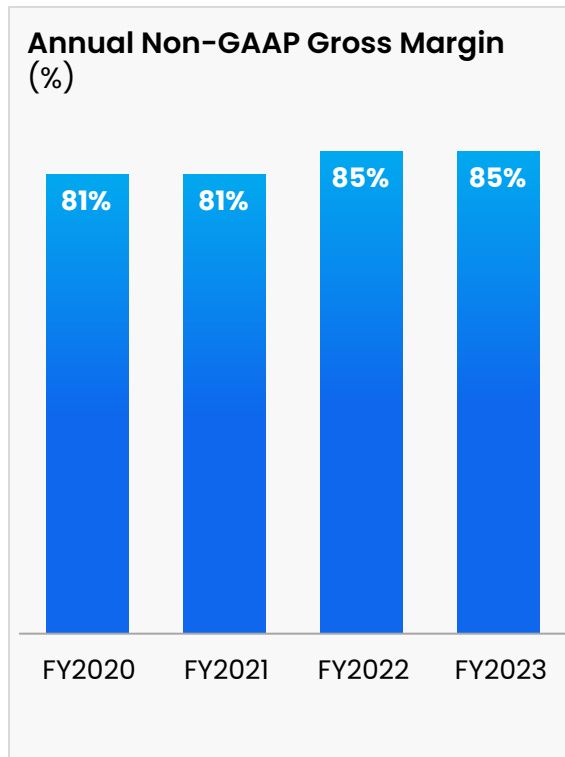
Quarterly Cloud Revenue^{1,2}
(\$ Millions)



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

2. Numbers may vary due to rounding.

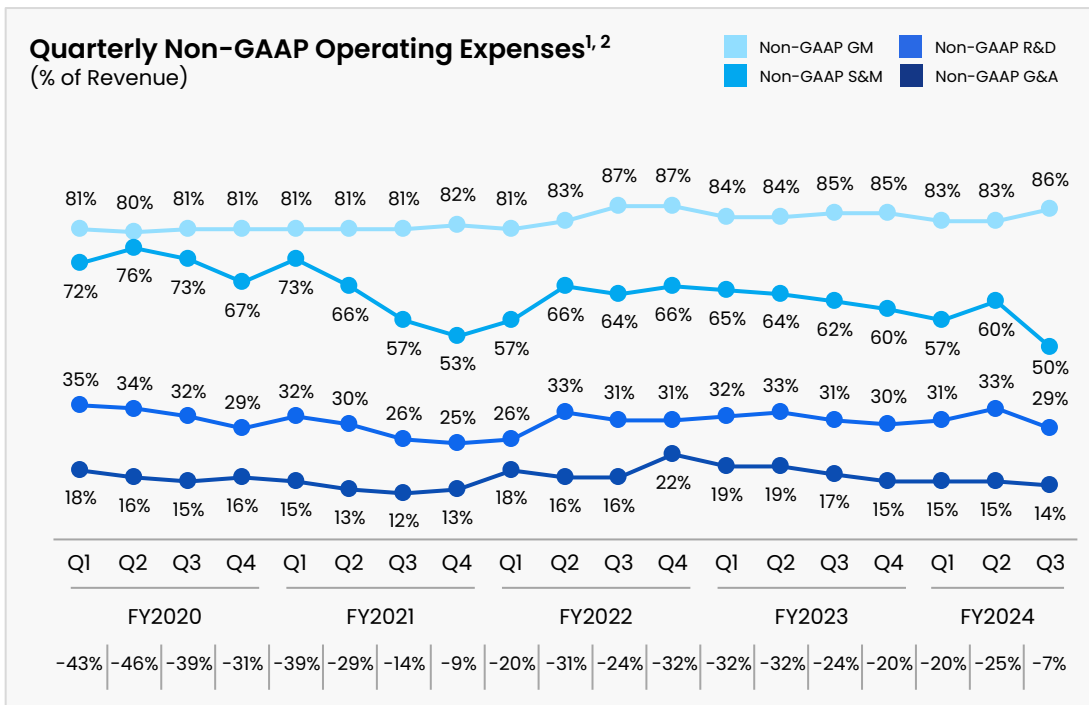
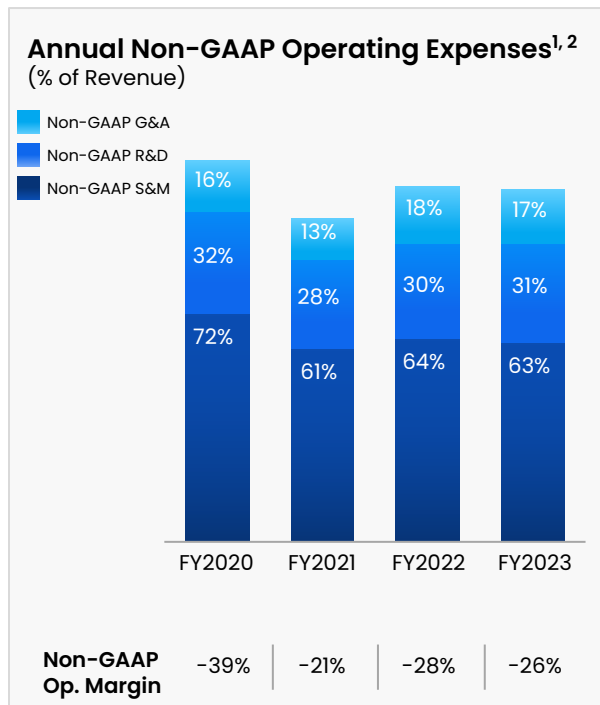
Non-GAAP Gross Margin Profile^{1, 2}



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



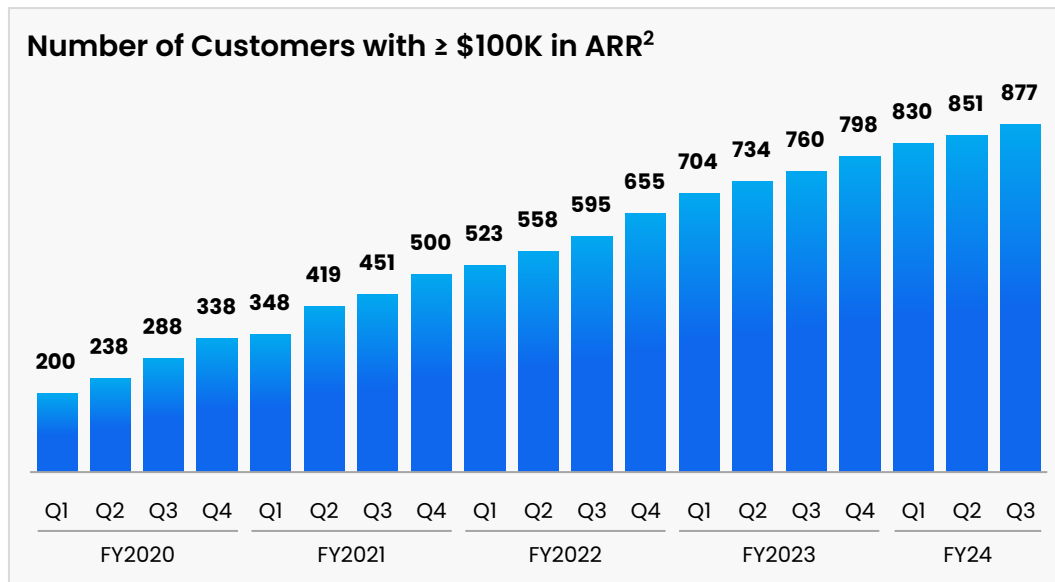
1. Non-GAAP metrics are calculated on a Non-GAAP basis. See appendix for a reconciliation of Non-GAAP financial measures.

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 $\geq \$100K$



	Q3 FY23	Q3 FY24
Total Customers^{1,6}	3,648	4,354
Customers $\geq \\$100K$ in ARR²	760	877
Avg. Quarterly Revenue Per Customer $\geq \\$100K$ in ARR^{3,5}	\$156K	\$155K
TTM Revenue Per Customer⁴ $\geq \\$100K$ in ARR^{3,5}	\$542K	\$598K
% of Revenue from Customers $\geq \\$100K$ in ARR^{3,5}	89%	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.
- 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.
- Subsequent to the issuance of our Form 10-K for the fiscal year ended January 31, 2023, we identified an immaterial error in the calculation of our total customers count related to our self-service, or "pay as you use," customers, which we have corrected accordingly.

Guidance



The team performed well under difficult circumstances, with continued new large customer wins despite sustained deal scrutiny that's a result of the broader macroeconomic environment.

With our continued focus on operating efficiency, we came in ahead of guidance on Non-GAAP Operating Loss and non-GAAP 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.

Additional guidance metrics

We are expecting approximately -5% Non-GAAP Free Cash Flow Margin for FY2024.

As noted in the table, with positive non-GAAP net income expected for Q4 FY24 non-GAAP EPS, we are assuming a share count of 205 million and for FY2024 non-GAAP EPS, we are assuming a share count 193 million.

<i>(in millions, except EPS)</i>	Q4 FY2024¹	FY2024¹
Revenue	\$148 - \$150	\$576 - \$578
Non-GAAP Operating Loss	\$(16) - \$(13)	\$(89) - \$(86)
Non-GAAP Net (Loss) / Income Per Share	\$0.00 - 0.02	\$(0.14) - \$(0.12)
Weighted-average basic and diluted shares used in computing Non-GAAP net loss per share	205	193
Shares to Calculate Enterprise Value	217.0	

1. With respect to our third quarter and fiscal year 2024 guidance, we are not able to provide a quantitative reconciliation of non-GAAP operating loss, non-GAAP net loss per share and non-GAAP free cash flow margin 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



	FY2021				FY2022				FY2023				FY2024		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Total Revenue	\$ 44.3	\$ 50.5	\$ 55.2	\$ 61.8	\$ 66.9	\$ 75.1	\$ 82.2	\$ 96.6	\$ 100.9	\$ 113.9	\$ 125.3	\$ 135.8	\$ 138.0	\$ 143.2	\$ 146.1
Non-GAAP gross profit ¹	\$ 35.8	\$ 40.9	\$ 45.0	\$ 50.5	\$ 54.4	\$ 62.3	\$ 71.3	\$ 83.7	\$ 85.0	\$ 96.1	\$ 106.7	\$ 115.9	\$ 115.0	\$ 118.9	\$ 125.4
Non-GAAP gross margin	81.0%	81.0%	81.0%	82.0%	81.0%	83.0%	87.0%	87.0%	84.2%	84.4%	85.1%	85.3%	83.3%	83.0%	85.7%
Non-GAAP S&M expense ¹	\$ 32.2	\$ 33.6	\$ 31.3	\$ 32.6	\$ 38.2	\$ 49.5	\$ 53.0	\$ 63.9	\$ 65.9	\$ 73.3	\$ 77.5	\$ 81.0	\$ 78.6	\$ 85.6	\$ 73.3
Non-GAAP R&D expense ¹	\$ 14.4	\$ 15.1	\$ 14.6	\$ 15.4	\$ 17.7	\$ 24.5	\$ 25.3	\$ 29.7	\$ 32.4	\$ 37.4	\$ 38.9	\$ 40.4	\$ 42.5	\$ 47.1	\$ 41.7
Non-GAAP G&A expense ¹	\$ 6.6	\$ 6.8	\$ 6.7	\$ 7.9	\$ 12.2	\$ 11.9	\$ 13.1	\$ 21.1	\$ 18.7	\$ 21.5	\$ 20.7	\$ 21.2	\$ 21.3	\$ 21.3	\$ 21.0
Non-GAAP operating loss ¹	\$ (17.2)	\$ (14.5)	\$ (7.6)	\$ (5.5)	\$ (13.7)	\$ (23.6)	\$ (20.0)	\$ (31.1)	\$ (32.0)	\$ (36.0)	\$ (30.4)	\$ (26.8)	\$ (27.3)	\$ (35.1)	\$ (10.5)
Non-GAAP operating margin ¹	-39.0%	-29.0%	-14.0%	-9.0%	-20.0%	-31.0%	-24.0%	-32.0%	-31.7%	-31.6%	-24.2%	-19.7%	-19.8%	-24.5%	-7.3%

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

	FY2021				FY2021	FY2022				FY2022	FY2023				FY2023	FY2024		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3
Total Revenue	\$ 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	\$ 135.8	\$ 475.9	\$ 138.0	\$ 143.2	\$ 146.1
Sales and marketing (S&M) expense on a GAAP basis	\$ 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	\$ 95.0	\$ 355.9	\$ 90.6	\$ 101.1	\$ 87.3
Less: Stock-based compensation expense	\$ 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	\$ 14.0	\$ 58.2	\$ (12.0)	\$ (15.4)	\$ (14.0)
Less: Amortization of acquired intangibles	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (0.1)	\$ -
Non-GAAP S&M expense	\$ 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	\$ 81.0	\$ 297.7	\$ 78.6	\$ 85.6	\$ 73.3
Non-GAAP S&M expense as a % of total revenue	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%	59.6%	62.5%	57.0%	59.8%	50.1%
Research and development (R&D) expense on a GAAP basis	\$ 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	\$ 46.4	\$ 195.4	\$ 54.2	\$ 60.0	\$ 54.3
Less: Stock-based compensation expense ¹	\$ 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	\$ 6.0	\$ 46.2	\$ (11.8)	\$ (12.9)	\$ (12.6)
Non-GAAP R&D expense	\$ 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	\$ 40.4	\$ 149.1	\$ 42.5	\$ 47.1	\$ 41.7
Non-GAAP R&D expense as a % of total revenue	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%	29.8%	31.3%	30.8%	32.9%	28.5%
General and Administrative (G&A) expense on a GAAP basis	\$ 7.3	\$ 25.5	\$ 7.3	\$ 8.5	\$ 48.5	\$ 12.6	\$ 12.4	\$ 13.5	\$ 73.8	\$ 112.1	\$ 32.5	\$ 35.4	\$ 33.4	\$ 33.7	\$ 135.0	\$ 34.3	\$ 35.4	\$ 34.4
Less: Stock-based compensation expense ¹	\$ 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	\$ 12.5	\$ 52.9	\$ (13.0)	\$ (13.7)	\$ (13.4)
Less: Acquisition-related expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (0.5)	\$ -
Non-GAAP G&A expense	\$ 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	\$ 21.2	\$ 82.1	\$ 21.3	\$ 21.2	\$ 21.0
Non-GAAP G&A expense as a % of total revenue	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%	15.6%	17.3%	15.4%	14.8%	14.4%

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

	FY2021				FY2021	FY2022				FY2022	FY2023				FY2023	FY2024		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3
GAAP gross profit of license revenue	\$ 6.7	\$ 8.3	\$ 9.2	\$ 11.5	\$ 35.7	\$ 10.1	\$ 11.8	\$ 9.9	\$ 15.6	\$ 47.3	\$ 10.0	\$ 15.0	\$ 17.4	\$ 20.2	\$ 62.5	\$ 14.6	\$ 16.2	\$ 15.7
Add: Amortization of stock-based compensation of capitalized internal-use software	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Add: Stock-based compensation expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Non-GAAP gross profit of license revenue	\$ 6.7	\$ 8.3	\$ 9.2	\$ 11.5	\$ 35.7	\$ 10.1	\$ 11.8	\$ 9.9	\$ 15.6	\$ 47.3	\$ 10.0	\$ 15.0	\$ 17.4	\$ 20.2	\$ 62.5	\$ 14.6	\$ 16.2	\$ 15.7
Non-GAAP gross margin of license revenue	98.5%	98.3%	98.3%	98.8%	98.5%	99.2%	99.6%	99.6%	99.7%	99.5%	96.2%	97.7%	97.8%	97.1%	97.3%	96.1%	97.0%	98.1%
GAAP gross profit of support revenue	\$ 29.5	\$ 32.7	\$ 36.3	\$ 39.9	\$ 138.4	\$ 44.3	\$ 49.9	\$ 58.0	\$ 57.3	\$ 209.5	\$ 68.4	\$ 72.0	\$ 77.4	\$ 84.0	\$ 301.7	\$ 87.1	\$ 87.7	\$ 92.7
Add: Amortization of stock-based compensation of capitalized internal-use software	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Add: Stock-based compensation expense	\$ 0.1	\$ 0.8	\$ 0.1	\$ 0.1	\$ 1.1	\$ 0.1	\$ 0.1	\$ 0.2	\$ 7.7	\$ 8.1	\$ 2.0	\$ 2.2	\$ 2.2	\$ 2.2	\$ 8.5	\$ 2.3	\$ 2.8	\$ 2.4
Non-GAAP gross profit of support revenue	\$ 29.6	\$ 33.4	\$ 36.4	\$ 40.0	\$ 139.5	\$ 44.4	\$ 50.0	\$ 58.2	\$ 65.0	\$ 217.6	\$ 70.3	\$ 74.2	\$ 79.5	\$ 86.2	\$ 310.2	\$ 89.4	\$ 90.5	\$ 95.1
Non-GAAP gross margin of support revenue	83.2%	83.5%	85.0%	84.9%	84.2%	84.2%	86.0%	89.7%	90.5%	87.9%	88.8%	88.1%	88.8%	89.0%	88.7%	87.7%	87.0%	89.6%
GAAP gross profit of Cloud-hosted services revenue	\$ 0.1	\$ 0.0	\$ (0.7)	\$ (0.2)	\$ (0.7)	\$ 0.0	\$ 1.1	\$ 2.8	\$ 0.6	\$ 4.6	\$ 4.0	\$ 4.9	\$ 7.0	\$ 8.3	\$ 24.3	\$ 9.5	\$ 10.8	\$ 12.1
Add: Amortization of stock-based compensation of capitalized internal-use software	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.4	\$ 0.4	\$ 0.2	\$ 0.2	\$ 0.3	\$ 0.3	\$ 1.0	\$ 0.4	\$ 0.4	\$ 0.5
Add: Stock-based compensation expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.0	\$ 0.0	\$ 0.0	\$ 2.5	\$ 2.5	\$ 0.6	\$ 0.7	\$ 0.8	\$ 0.6	\$ 2.8	\$ 0.6	\$ 0.6	\$ 0.6
Add: Amortization of acquired intangibles	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.4	\$ 0.6
Non-GAAP gross profit of Cloud-hosted services revenue	\$ 0.1	\$ 0.0	\$ (0.7)	\$ (0.2)	\$ (0.7)	\$ 0.0	\$ 1.1	\$ 2.8	\$ 3.5	\$ 7.4	\$ 4.8	\$ 5.8	\$ 8.1	\$ 9.3	\$ 28.0	\$ 10.5	\$ 12.2	\$ 13.8
Non-GAAP gross margin of Cloud-hosted services revenue	22.0%	5.2%	-71.9%	-9.5%	-17.6%	0.5%	30.2%	52.9%	49.9%	39.9%	54.5%	55.0%	62.8%	63.9%	59.8%	63.6%	66.3%	69.3%

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

	FY2021				FY2021	FY2022				FY2022	FY2023				FY2023	FY2024		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3
GAAP gross profit of Total subscription revenue	\$ 36.3	\$ 40.9	\$ 44.8	\$ 51.3	\$ 173.4	\$ 54.4	\$ 62.8	\$ 70.7	\$ 73.5	\$ 261.4	\$ 82.3	\$ 91.9	\$ 101.8	\$ 112.5	\$ 388.5	\$ 111.2	\$ 114.7	\$ 120.5
Add: Amortization of stock-based compensation of capitalized internal-use software	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.4	\$ 0.4	\$ 0.2	\$ 0.2	\$ 0.3	\$ 0.3	\$ 1.0	\$ 0.4	\$ 0.4	\$ 0.5
Add: Stock-based compensation expense	\$ 0.1	\$ 0.8	\$ 0.1	\$ 0.1	\$ 1.1	\$ 0.1	\$ 0.1	\$ 0.2	\$ 10.2	\$ 10.6	\$ 2.6	\$ 2.9	\$ 2.9	\$ 2.8	\$ 11.2	\$ 2.9	\$ 3.4	\$ 3.0
Add: Amortization of acquired intangibles	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.4	\$ 0.6
Non-GAAP gross profit of Total subscription revenue	\$ 36.5	\$ 41.7	\$ 44.9	\$ 51.4	\$ 174.4	\$ 54.5	\$ 62.9	\$ 70.9	\$ 84.0	\$ 272.3	\$ 85.1	\$ 95.0	\$ 105.0	\$ 115.6	\$ 400.8	\$ 114.5	\$ 118.9	\$ 124.6
Non-GAAP gross margin of Total subscription revenue	84.7%	84.9%	84.4%	84.9%	84.7%	83.2%	85.3%	88.5%	89.0%	96.8%	86.5%	86.2%	87.4%	87.5%	86.9%	85.7%	85.5%	87.7%
GAAP gross profit of Professional services and other	\$ (0.7)	\$ (1.0)	\$ 0.1	\$ (0.9)	\$ (2.6)	\$ (0.1)	\$ (0.6)	\$ 0.4	\$ (3.7)	\$ (4.0)	\$ (0.8)	\$ 0.4	\$ 1.0	\$ (0.2)	\$ 0.4	\$ -	\$ (0.8)	\$ -
Add: Amortization of stock-based compensation of capitalized internal-use software	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Add: Stock-based compensation expense	\$ 0.0	\$ 0.2	\$ 0.0	\$ 0.0	\$ 0.3	\$ 0.0	\$ 0.0	\$ 0.0	\$ 3.3	\$ 3.4	\$ 0.7	\$ 0.7	\$ 0.7	\$ 0.5	\$ 2.6	\$ 0.5	\$ 0.7	\$ 0.7
Non-GAAP gross profit of Professional services and other	\$ (0.7)	\$ (0.8)	\$ 0.1	\$ (0.9)	\$ (2.3)	\$ (0.1)	\$ (0.6)	\$ 0.4	\$ (0.3)	\$ (0.7)	\$ (0.1)	\$ 1.1	\$ 1.7	\$ 0.2	\$ 2.9	\$ 0.5	\$ (0.1)	\$ 0.7
Non-GAAP gross margin of Professional services and other	-54.5%	-56.3%	3.9%	-66.7%	-37.9%	-8.6%	-42.9%	19.2%	-15.2%	-9.2%	-3.5%	29.6%	33.2%	6.8%	19.7%	11.4%	-2.4%	16.7%

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

	FY2021				FY2021	FY2022				FY2022	FY2023				FY2023	FY2024		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3
Total GAAP Operating Expenses	\$ 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	\$ 175.2	\$ 686.2	\$ 179.0	\$ 196.5	\$ 176.1
Less: Stock-based compensation expense ¹	\$ 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	\$ 32.5	\$ 157.2	\$ 36.8	\$ 42.0	\$ 40.0
Less: Amortization of acquired intangibles																\$ -	\$ 0.1	\$ -
Less: Acquisition-related expenses																\$ -	\$ 0.5	\$ -
Total non-GAAP Operating Expenses	\$ 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	\$ 142.7	\$ 528.9	\$ 142.2	\$ 153.9	\$ 136.1

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

	FY2021				FY2021	FY2022				FY2022	FY2023				FY2023	FY2024		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3
Total net loss per share on a GAAP basis	\$ (0.31)	\$ (0.78)	\$ (0.14)	\$ (0.11)	\$ (1.32)	\$ (0.24)	\$ (0.37)	\$ (0.33)	\$ (1.70)	\$ (3.48)	\$ (0.4)	\$ (0.4)	\$ (0.38)	\$ (0.26)	\$ (1.47)	\$ (0.28)	\$ (0.34)	\$ (0.20)
Add: Amortization of stock-based compensation capitalized in software development costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.01	\$ -	\$ -	\$ -
Add: Stock-based compensation expense ¹	\$ 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	\$ 0.19	\$ 0.92	\$ (0.42)	\$ 0.24	\$ 0.22
Add: Adjustment to total fully diluted earnings per share ²	\$ -	\$ 0.01	\$ (0.01)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (0.01)	\$ -	\$ 0.01	\$ -	\$ -	\$ -	\$ (0.01)	\$ -	\$ -	\$ -
Add: Amortization of acquired intangibles	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.01
Add: Acquisition-related expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Non-GAAP net loss per share, basic	\$ (0.28)	\$ (0.23)	\$ (0.12)	\$ (0.08)	\$ (0.70)	\$ (0.21)	\$ (0.35)	\$ (0.31)	\$ (0.24)	\$ (1.07)	\$ (0.17)	\$ (0.17)	\$ (0.13)	\$ (0.07)	\$ (0.55)	\$ (0.70)	\$ (0.10)	\$ 0.03
Non-GAAP net loss per share, diluted	\$ (0.28)	\$ (0.23)	\$ (0.12)	\$ (0.08)	\$ (0.70)	\$ (0.21)	\$ (0.35)	\$ (0.31)	\$ (0.24)	\$ (1.07)	\$ (0.17)	\$ (0.17)	\$ (0.13)	\$ (0.07)	\$ (0.55)	\$ (0.70)	\$ (0.10)	\$ 0.03
Weighted average shares, basic	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	188.8	186.0	190.8	192.6	194.6
Weighted average shares, diluted	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	188.8	186.0	190.8	192.6	203.9

	FY2021				FY2021	FY2022				FY2022	FY2023				FY2023	FY2024		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3
Total net loss on a GAAP basis	\$ (18.9)	\$ (48.5)	\$ (9.3)	\$ (6.9)	\$ (83.6)	\$ (15.6)	\$ (24.9)	\$ (22.0)	\$ (227.7)	\$ (290.2)	\$ (78.2)	\$ (74.8)	\$ (72.0)	\$ (49.4)	\$ (274.4)	\$ (53.3)	\$ (66.3)	\$ (39.4)
Add: Amortization of stock-based compensation capitalized in software development costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.4	\$ 0.40	\$ 0.2	\$ 0.2	\$ 0.3	\$ 0.3	\$ 1.0	\$ 0.4	\$ 0.4	\$ 0.5
Add: Stock-based compensation expense ¹	\$ 1.9	\$ 33.9	\$ 1.7	\$ 1.7	\$ 39.2	\$ 1.7	\$ 1.5	\$ 1.5	\$ 195.7	\$ 200.40	\$ 46.2	\$ 42.4	\$ 46.7	\$ 35.7	\$ 171.0	\$ 40.2	\$ 46.2	\$ 43.7
Add: Amortization of acquired intangibles	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.5	\$ 0.7
Add: Acquisition-related expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.5	\$ -
Non-GAAP net loss	\$ (17.0)	\$ (14.6)	\$ (7.6)	\$ (5.2)	\$ (44.4)	\$ (13.9)	\$ (23.4)	\$ (20.5)	\$ (31.6)	\$ (89.4)	\$ (31.8)	\$ (32.2)	\$ (25.0)	\$ (13.4)	\$ (102.4)	\$ (12.7)	\$ (16.8)	\$ 5.5

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.

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 income per share.

GAAP to Non-GAAP Reconciliations



(\$'s in Millions)¹

	FY2021				FY2022				FY2023				FY2024		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
GAAP RPOs															
GAAP short-term RPOs ("cRPO")	\$ 100.6	\$ 116.2	\$ 131.6	\$ 165.8	\$ 178.7	\$ 198.6	\$ 220.7	\$ 268.9	\$ 284.3	\$ 304.2	\$ 322.4	\$ 375.1	\$ 373.5	\$ 398.9	\$ 402.1
GAAP long-term RPOs	\$ 54.8	\$ 62.3	\$ 74.3	\$ 98.1	\$ 109.2	\$ 118.8	\$ 128.3	\$ 159.9	\$ 149.6	\$ 171.8	\$ 209.4	\$ 272.0	\$ 261.8	\$ 283.5	\$ 276.2
Total GAAP RPOs	\$ 155.4	\$ 178.5	\$ 206.0	\$ 263.9	\$ 287.9	\$ 317.4	\$ 349.0	\$ 428.8	\$ 433.9	\$ 476.0	\$ 531.8	\$ 647.1	\$ 635.3	\$ 682.4	\$ 678.3
Customer Deposits															
Customer deposits expected to be recognized within the next 12 months	\$ 17.3	\$ 18.1	\$ 17.5	\$ 20.4	\$ 18.3	\$ 17.1	\$ 16.9	\$ 20.3	\$ 20.9	\$ 20.1	\$ 19.1	\$ 22.7	\$ 21.1	\$ 21.4	\$ 18.7
Customer deposits expected to be recognized after the next 12 months	\$ 2.5	\$ 1.9	\$ 1.3	\$ 1.8	\$ 1.4	\$ 1.3	\$ 2.0	\$ 3.1	\$ 2.8	\$ 2.3	\$ 2.5	\$ 4.0	\$ 3.8	\$ 4.2	\$ 3.4
Total customer deposits	\$ 19.8	\$ 20.0	\$ 18.8	\$ 22.2	\$ 19.8	\$ 18.4	\$ 19.0	\$ 23.4	\$ 23.7	\$ 22.4	\$ 21.6	\$ 26.7	\$ 24.9	\$ 25.6	\$ 22.1
Total Non-GAAP RPOs	\$ 175.2	\$ 198.5	\$ 224.8	\$ 286.1	\$ 307.7	\$ 335.8	\$ 368.0	\$ 452.2	\$ 457.6	\$ 498.4	\$ 553.4	\$ 673.7	\$ 660.2	\$ 708.0	\$ 700.4
Total Non-GAAP short-term RPOs ("cRPO")	\$ 117.9	\$ 134.3	\$ 149.1	\$ 186.2	\$ 197.1	\$ 215.7	\$ 237.7	\$ 289.2	\$ 305.3	\$ 324.3	\$ 341.5	\$ 397.7	\$ 394.6	\$ 420.3	\$ 420.8
Total Non-GAAP long-term RPOs	\$ 57.3	\$ 64.2	\$ 75.7	\$ 99.9	\$ 110.6	\$ 120.1	\$ 130.3	\$ 163.0	\$ 152.3	\$ 174.1	\$ 211.9	\$ 276.0	\$ 265.6	\$ 287.7	\$ 279.6

GAAP to Non-GAAP Reconciliations



(\$'s in Millions)¹

	FY2021				FY2021	FY2022				FY2022	FY2023				FY2023	FY2024		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3
Total TTM GAAP net cash from operating activities	\$ (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)	\$ (84.5)	\$ (84.5)	\$ (66.9)	\$ (43.4)	\$ (19.6)
Add: Purchases of property and equipment	\$ (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)	\$ (0.3)	\$ (0.3)	\$ (0.4)	\$ -	\$ (0.5)
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)	\$ (8.7)	\$ (8.7)	\$ (2.7)	\$ (2.9)	\$ (11.1)
Non-GAAP TTM Free Cash Flow	\$ (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)	\$ (93.5)	\$ (93.5)	\$ (70.0)	\$ (46.3)	\$ (31.2)
Non-GAAP TTM Free Cash Flow Margin	-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%	-19.6%	-19.6%	-13.6%	-8.5%	-5.5%