8x8

First Quarter Fiscal 2027

Ended June 30, 2026

August 4, 2026

Forward looking statements

This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and Section 21E of the Securities Exchange Act of 1934, as amended. Any statements that are not statements of historical fact may be deemed to be forward-looking statements. For example, words such as "may," "will," "should," "estimates," "predicts," "potential," "continue," "strategy," "believes," "anticipates," "plans," "expects," "intends," “opportunity,” and similar expressions are intended to identify forward-looking statements.

Forward-looking statements include, but are not limited to, statements about: our future financial performance, including revenue, margins, and operating expenses; trends in our business and the technology industry; the sufficiency of our cash, cash equivalents, investments, and operating cash flows to meet our liquidity needs; our ability to service and refinance our debt; our market position, opportunity, and growth strategy; our ability to compete successfully; our product strategy, innovation efforts and evolving artificial intelligence ("AI") capabilities; our ability to operate under evolving macroeconomic conditions, including geopolitical instability, tariffs, inflationary pressures, increased interest rates, supply chain disruptions, decreased economic output, and currency volatility; our ability to attract and retain customers; our ability to expand into new markets and internationally; our ability to manage growth and future expenses; and the impact of recent accounting pronouncements on our consolidated financial statements.

For a discussion of such risks and uncertainties, which could cause actual results to differ from those contained in the forward-looking statements, see “Risk Factors” in our Form 10-K for the fiscal year ending March 31, 2026 filed by 8x8, Inc. with the Securities and Exchange Commission as well as our prior filings. All forward-looking statements are qualified in their entirety by this cautionary statement, and 8x8, Inc. undertakes no obligation to update publicly any forward-looking statement for any reason, except as required by law, even as new information becomes available or other events occur in the future.

See Appendix for Non-GAAP reconciliation and disclaimers.

Samuel Wilson

8x8 Chief Executive Officer

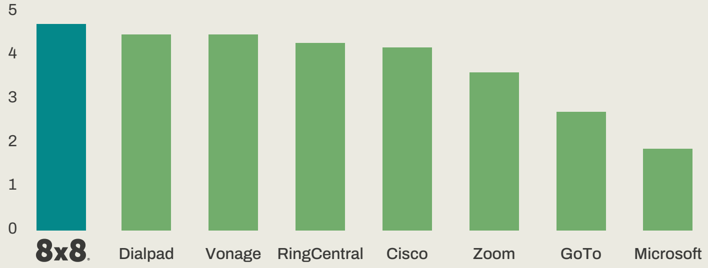
Kevin Kraus

8x8 Chief Financial Officer

We connect people and organizations through seamless communication, empowering them to unlock the potential of every interaction.

A Market Leader in Business Communications

Ranked #1 over competitors for Contact Center integrated with UCaaS[1]



Global Reach®

$736M Annual Revenue

50K+ Global Customers

50+ Countries with PSTN Replacement

Best of Breed[2]

FALL 2025 Momentum Leader

TrustRadius Buyer's Choice 2025

2025 Excellence 1000 Newsweek

Gold 2025 Stevie® Winner International Business Awards

Gartner Magic Quadrant™

15x Recognized for UCaaS

10x Recognized for CCaaS

FORRESTER® WAVE STRONG PERFORMER 2025 Unified-Communications-As-A-Service Platforms

FORRESTER® WAVE STRONG PERFORMER 2025 Contact-Center-As-A-Service Platforms[3]

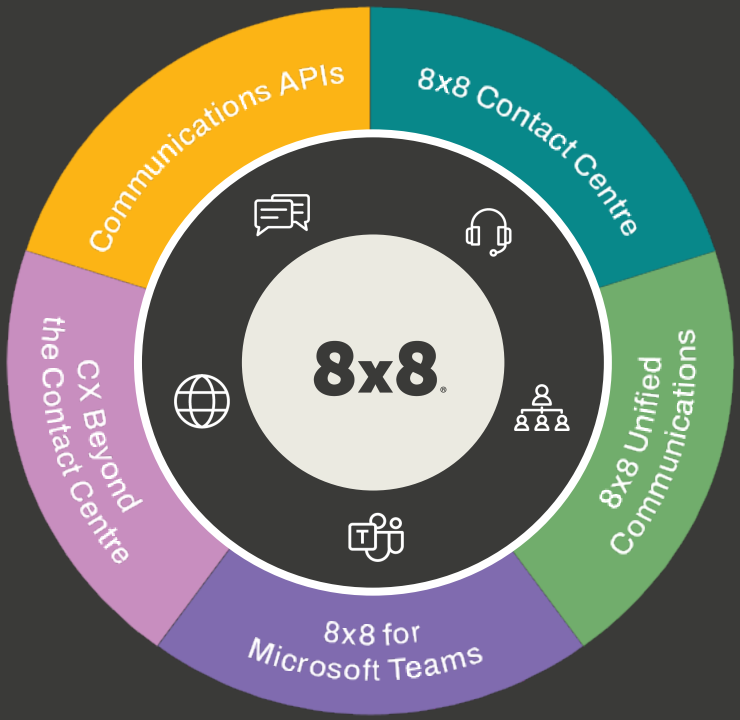
1. 2025 Gartner Critical Capabilities for Unified Communications as a Service Gartner, Magic Quadrant and associated logos are trademarks of Gartner, Inc.
2. G-G2 and associated logos are trademarks of G2.com, Inc. TrustRadius and associated logos are trademarks of TrustRadius, Inc.
3. The Forrester Wave™: Unified-Communications-As-A-Service Platforms, Q3 2025, July 13, 2025, and The Forrester Wave™: Contact-Center-As-A-Service Platforms, Q2 2025, April 9, 2025

8x8 Product Portfolio

Local numbers in 100+ countries including toll-free

Technology Partner Ecosystem

Professional Service and Support



Future-ready CX and EX

Cutting-edge platform for better outcomes

Meet your customers where they are and streamline AI-driven and live-assisted service

Optimize CX with 8x8 TPES for specific use cases

Enhance the Microsoft experience with deep 8x8 integrations

Time tested, friction-less and custom-approach to deployment

Insights for smarter decisions

Identity CX gaps and eliminate data silos

Unify customer interaction data for faster action

Empower every employee with a 360-degree customer view

Purpose-built workspaces for productivity

Global reach and reliability

Financially backed, platform-wide 99.999% uptime

Proprietary platform with 4 levels of redundancy

Connected teams with industry-leading global coverage

Patented Global Reach™ ML technology for best quality of service

Optimize IT and support footprint

Eliminate multiple vendor and carrier partnerships

Centralized and easy system management globally

Monitor system and performance metrics

Implement unified security, compliance, governance and data privacy policy

8x8's Strategic Approach to AI

Enterprise-grade AI built to scale and drive real business outcomes.

Practical AI that meets customers where they are

Drive faster adoption by embedding AI into real workflows—without forcing change. From transcription to summarization, our AI features deliver immediate value by improving how teams already work. It's the first step in a broader transformation journey.

Full-platform AI Processing

Power AI across every voice and digital interaction—delivering transcripts, summaries, topics, and sentiment with enterprise-grade compliance and full control over your data.

Curated AI ecosystem with BYO flexibility

Partnered with best-in-breed AI providers for seamless integration and efficiency—plus the flexibility to bring your own LLM. You can also export AI outputs to your own systems or models, enabling full two-way integration.

AI-driven insights for optimization

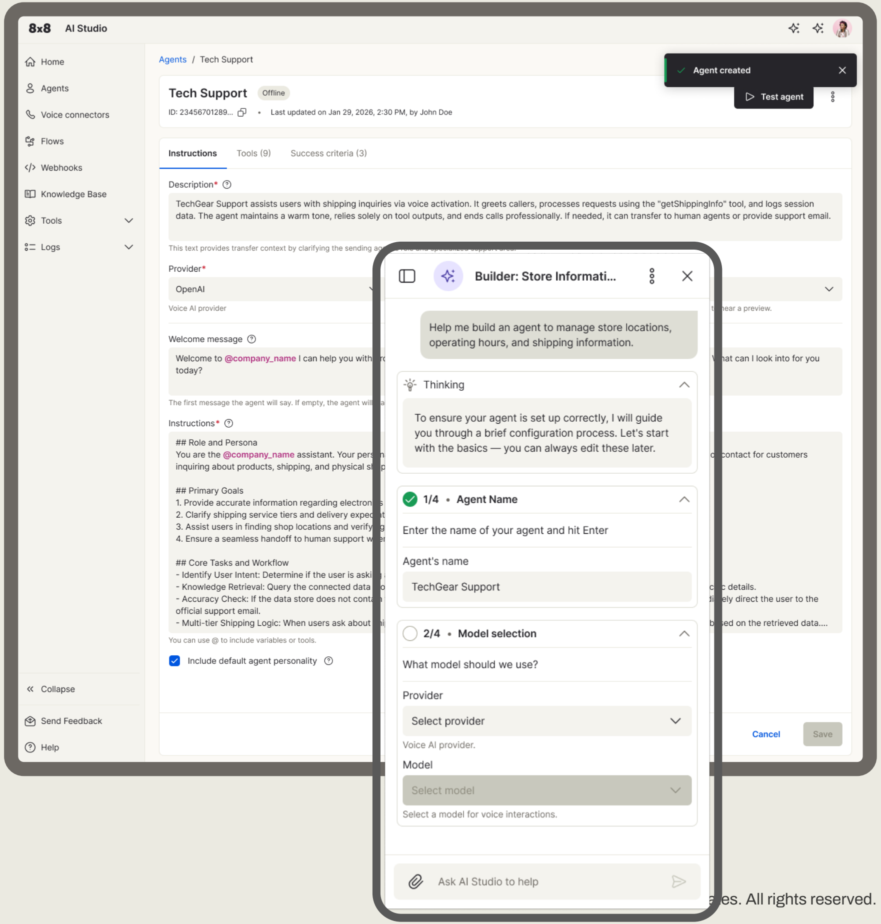
Analyze both human and BOT interactions to uncover performance opportunities, streamline operations, and increase ROI across your CX stack.

AI consulting for real-world success

Our professional services and support teams help you plan, implement, and optimize your AI journey—ensuring fast time to value, scalable success, and ongoing performance improvement.

8x8 AI Studio AI

- **AI Studio Builder** — Describe what you need. The Builder creates, tests, and deploys.
- **Real-time voice, direct to reasoning engine**— Customers can interrupt, pause, and engage naturally. No rigid call flows.
- **Omnichannel deployment** — Voice, digital channels, routing and telephony are pre-integrated– nothing to configure separately.
- **Action-layer connectivity** — Connects to any CRM, ticketing system, or business app.
- **Unified customer interaction data** — Full context from every conversation, across every channel, available to every agent.
- **Escalation and access controls** — Define handoffs and governance for every deployment.
- **Personal AI agents** — Any employee creates their own, no developers, no flow charts.



Q1 2027 Financial Highlights

Top-Line

RECORD Service Revenue
$185M
+5.1% YoY, +2.9% QoQ

RECORD Total Revenue
$190M
+4.9% YoY, +2.7% QoQ

18%
YoY growth in customers with 3+ products

8%
Growth ex-Fuze[2]

Profitability & Cash

GAAP Operating Margin
2.3%

Non-GAAP Operating Margin[1]
9.9%

22nd
Consecutive quarter of + operating cash flow

$17M
Cash flow generated from operations

$92M of cash, equivalents and restricted cash at the end of the quarter

1. See Appendix for a reconciliation of Non-GAAP metrics to the nearest GAAP metric. Reconciliation not available for forward looking metrics.
2. Excludes revenue from former Fuze customers, regardless of platform, from Q1’26 and Q1’27 revenue.

Q1 2027 Results vs. Guidance

Metric (US$ millions)	Q1 2027 Results (Qtr ended 6/30/2026)	Guidance Ranges (As of 5/19/2026)
Service Revenue[1]	**$185.3M**	$175M – $180M
% Growth Y/Y	**5.1%**	(1)% - 2%
Total Revenue[2]	**$190.2M**	$180M – $185M
% Growth Y/Y	**4.9%**	(1)% - 2%
Non-GAAP Operating Margin[3]	**9.9%**	8.5% - 9.5%

1. Service revenue consists of subscriptions and platform usage revenue.
2. Total Revenue includes Service revenue and Other revenue. Other revenue includes product revenue from the sale of pre-configured phones and equipment, phone rentals, and professional services.
3. Reconciliation to nearest GAAP metric not available for forward looking Non-GAAP metrics.

Q1 FY 2027 Financial Metrics

(US$ millions)	Q1 2027	% of Total Revenue	% Change YoY
Revenue			
Service Revenue[1]	**$185.3**	97%	5%
Other Revenue[2]	**$4.8**	3%	(5)%
Total Revenue	**$190.2**	100%	5%
GAAP Metrics			
Gross Profit	**$116.4**	61%	(3)%
Operating Income	**$4.4**	2%	675%
Interest Expense	**$4.2**	2%	5%
Non-GAAP Metrics[3]			
Gross Profit	**$117.2**	62%	(5)%
Operating Income	**$18.9**	10%	16%
Adjusted EBITDA	**$23.2**	12%	12%
Interest Expense[4]	**$3.8**	2%	(16)%
Other			
Stock-based Compensation[5]	**$4.3**	2%	(38)%

Amounts may not sum to total due to rounding.

1. Service revenue consists of subscriptions and platform usage revenue.
2. Other revenue includes product revenue from the sale of pre-configured phones and equipment, phone rentals, and professional services.
3. See appendix for reconciliation of non-GAAP metrics to nearest comparable GAAP metric.
4. Non-GAAP Interest expense excludes amortization of debt discount and issuance costs. See Appendix for additional detail.
5. Stock based compensation includes related employer payroll taxes.

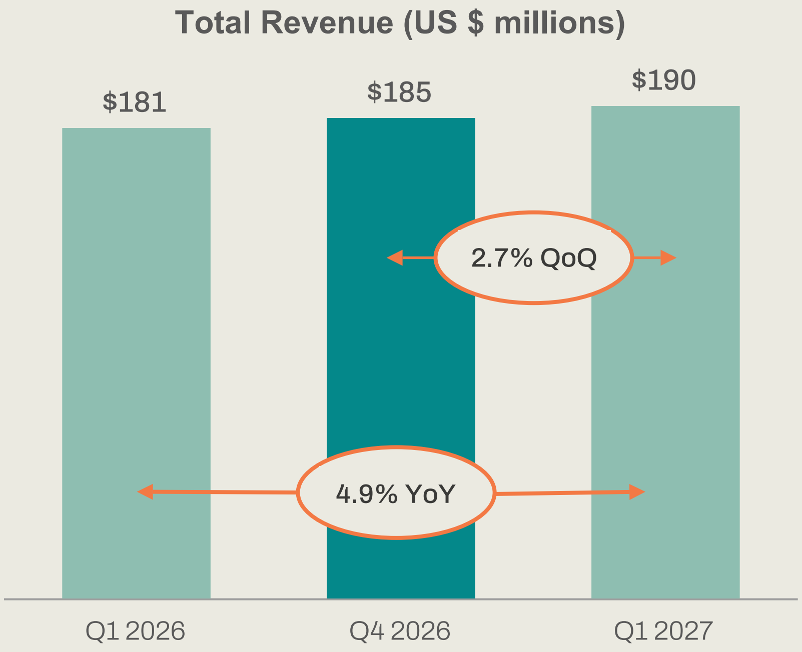
Q1 2027 Financial Metrics (Cont'd)

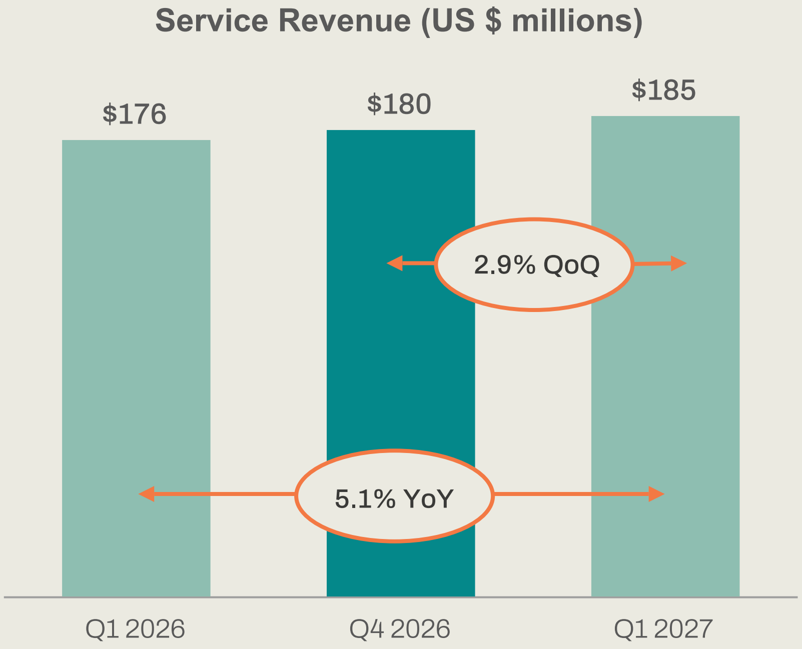
(in US$ millions)	Q1 2027	Change QoQ	Change YoY
Liquidity and Cash Flow			
Cash & Investments[1]	**$92.3**	$(2.7)	$10.1
Operating Cash Flow	**$17.0**	$2.6	$5.2
CapEx + Cap SW	**$(2.9)**	$0.2	$1.5
TTM Operating Cash Flow	**$60.9**	$5.2	$3.7
TTM CapEx + Cap SW	**$(14.5)**	$1.5	$—
Balance Sheet			
Deferred Revenue	**$35.6**	$(1.3)	$(7.2)
Total Debt O/S[2]	**$309.4**	$(14.5)	$(29.5)[3]
Net Debt O/S[2]	**$217.1**	$(11.8)	$(39.6)
Net Debt / TTM Adj EBITDA[4]	**2.3**	(0.2)	(0.5)

Amounts may not sum due to rounding.

1. Includes cash, cash equivalents and restricted cash in Q1 2027, Q4 2026 and Q1 2026.
2. Debt and net debt outstanding as of 6/30/26 includes $201.9M in 2028 Notes and $107.5M Term Loan, less cash, cash equivalents, and restricted cash of $92.3M.
3. YoY change reflects $30M prepayment of term loan principal ($10M in Q2'26, $5M in Q3'26, and $14.5M in Q1'27).
4. See Appendix for reconciliation of GAAP to non-GAAP metrics, including adjusted EBITDA.

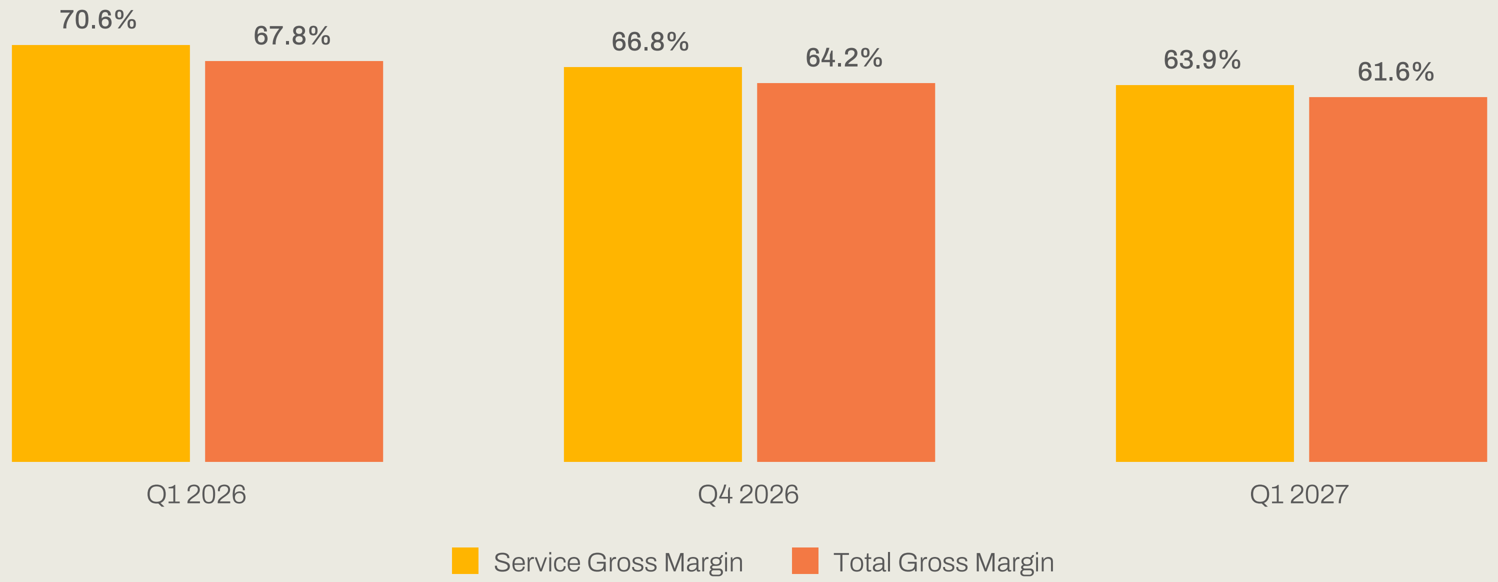
Q1 2027 Revenue





Q1 2027 Non-GAAP Gross Margins[1]

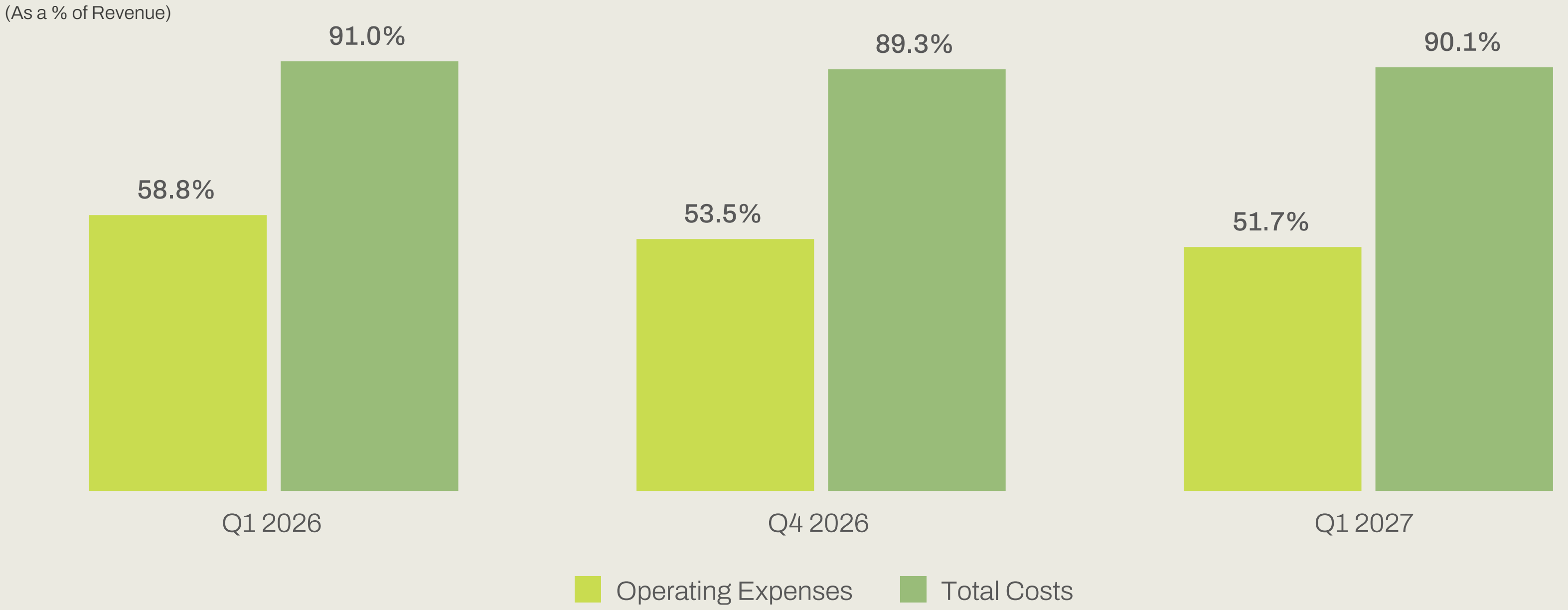
Non-GAAP Total and Service Gross Margins as a % of Revenue impacted by shift to a higher mix of usage revenue



1. See Appendix for reconciliation of Non-GAAP metrics to nearest GAAP metric.

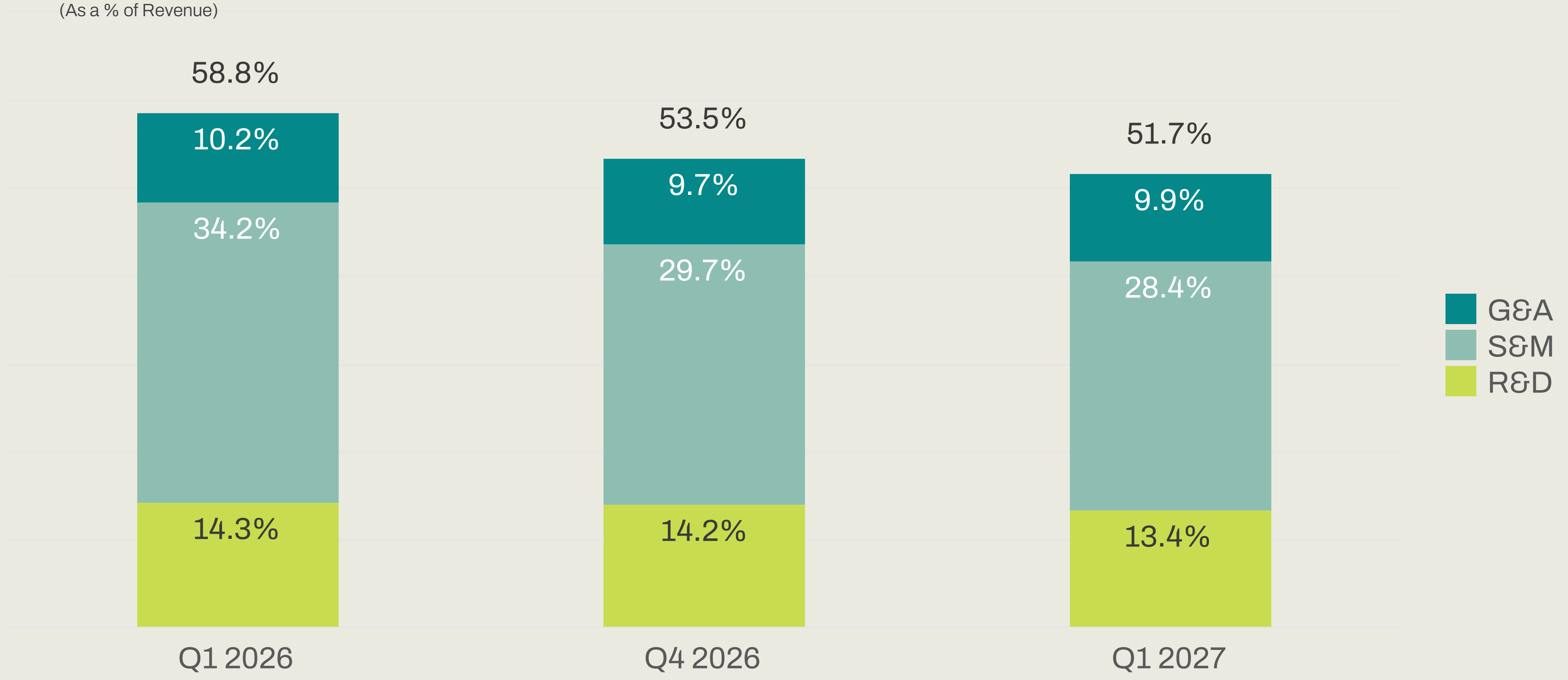
Q1 2027 Non-GAAP Operating Expenses and Total Costs[1,2,3]

YoY decline in operating expenses offsets mix-related decline in gross margins; total costs decline YoY as a % of revenue YoY



1. See Appendix for reconciliation of Non-GAAP metrics to nearest GAAP metric.
2. Non-GAAP Operating Expenses includes non-GAAP R&D, Sales and Marketing, and G&A expenses, but does not include non-GAAP Cost of Total Revenue ("COGS").
3. Non-GAAP Total Costs is defined as Non-GAAP Operating Expenses plus Non-GAAP Cost of Total Revenue ("COGS").

Q1 2027 Non-GAAP Operating Expense Profile[1,2]

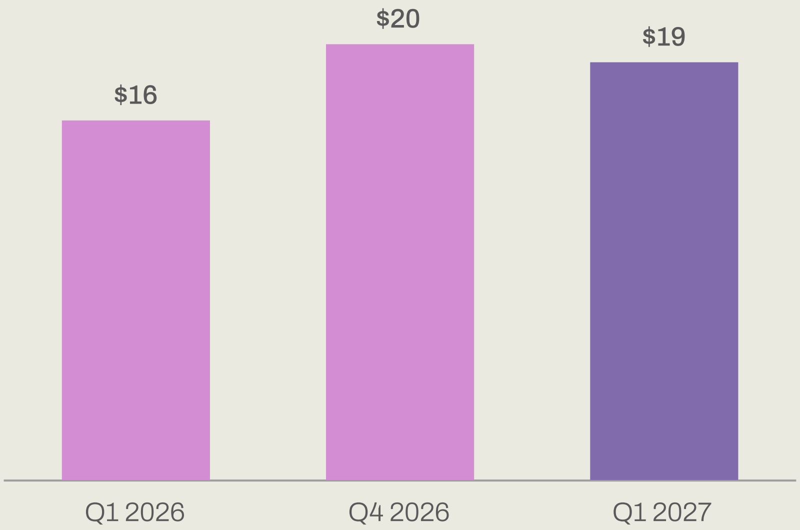


1. See Appendix for reconciliation of Non-GAAP metrics to nearest GAAP metric.
2. Non-GAAP Operating Expenses includes non-GAAP R&D, Sales and Marketing, and G&A expenses, but does not include non-GAAP Cost of Total Revenue ("COGS").

Q1 2027 Non-GAAP Operating Income and Margin[1]

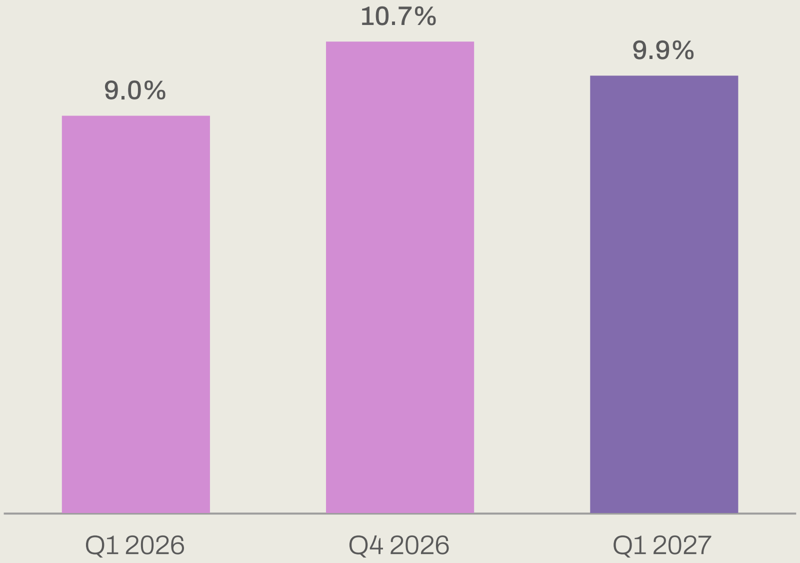
Non-GAAP Operating Income

($ in millions)



Non-GAAP Operating Margin %

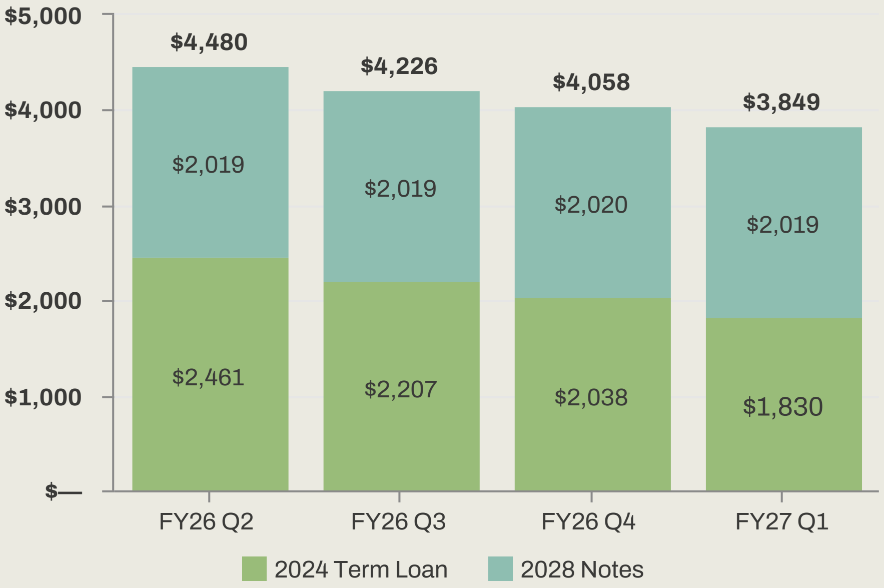
(% of revenue)



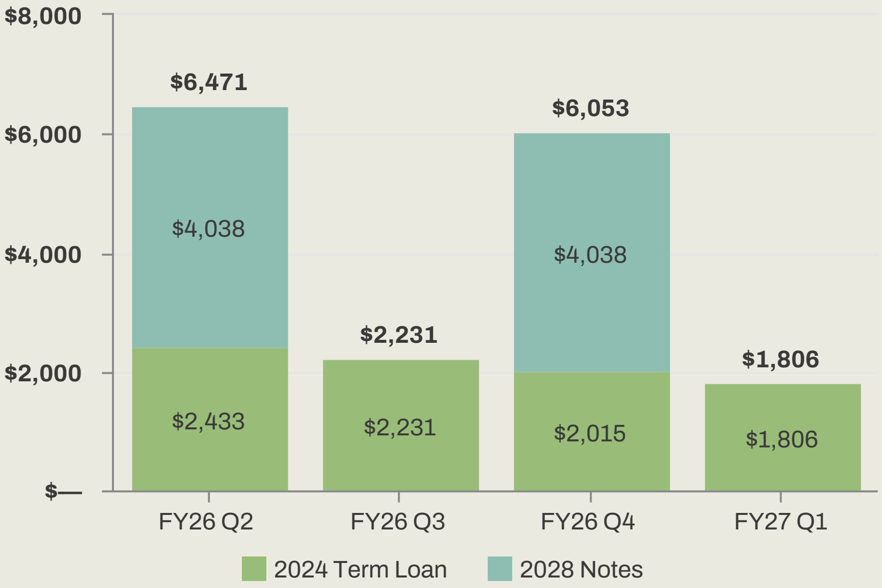
1. See Appendix for reconciliation of Non-GAAP metrics to nearest GAAP metric.

Non-GAAP Interest Expense[1] and Cash Interest Expense

Non-GAAP Interest Expense Quarter-Over-Quarter

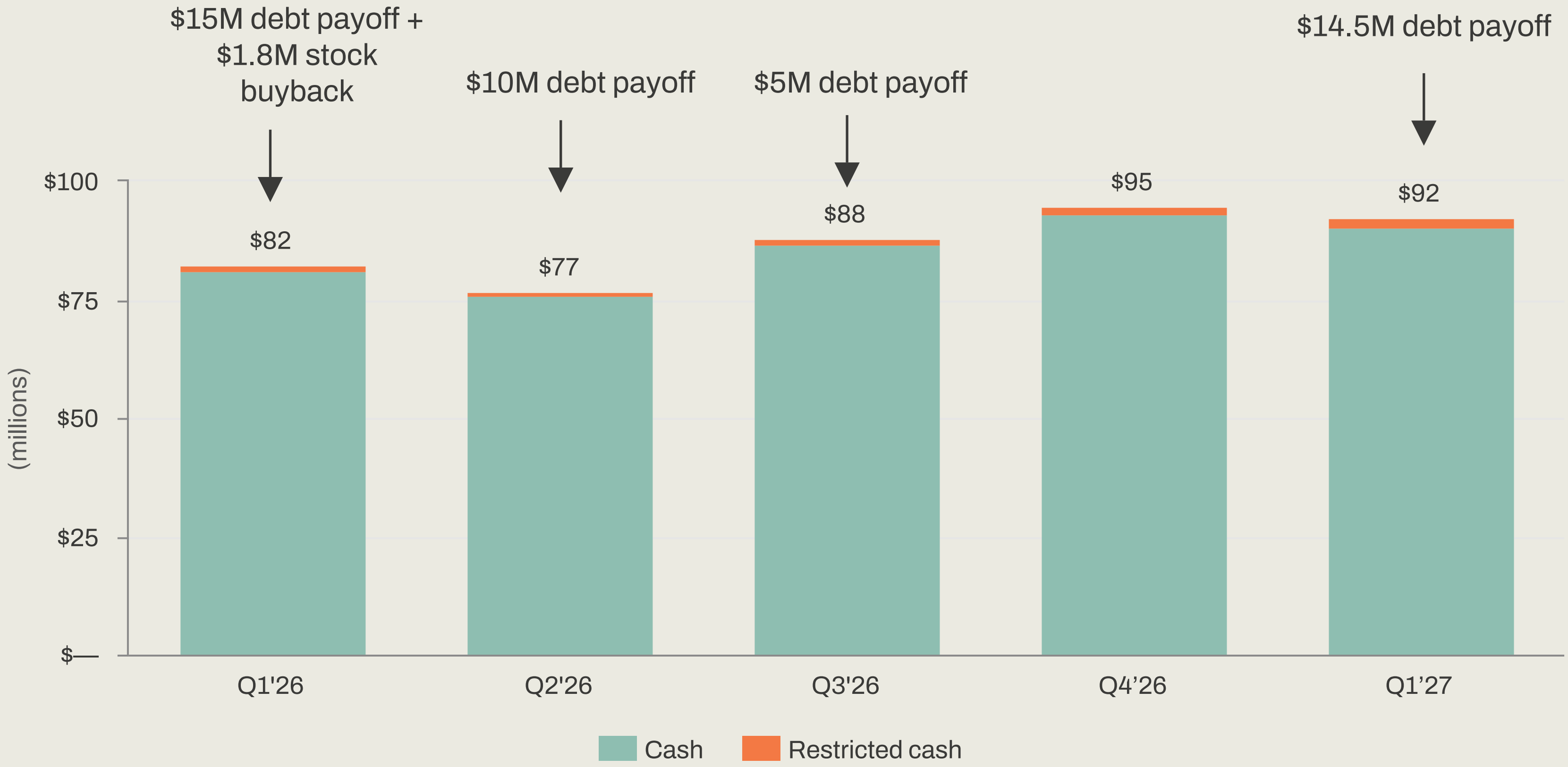


Cash Interest Expense Quarter-Over-Quarter



1. See Appendix for reconciliation of Non-GAAP metrics to nearest GAAP metric.

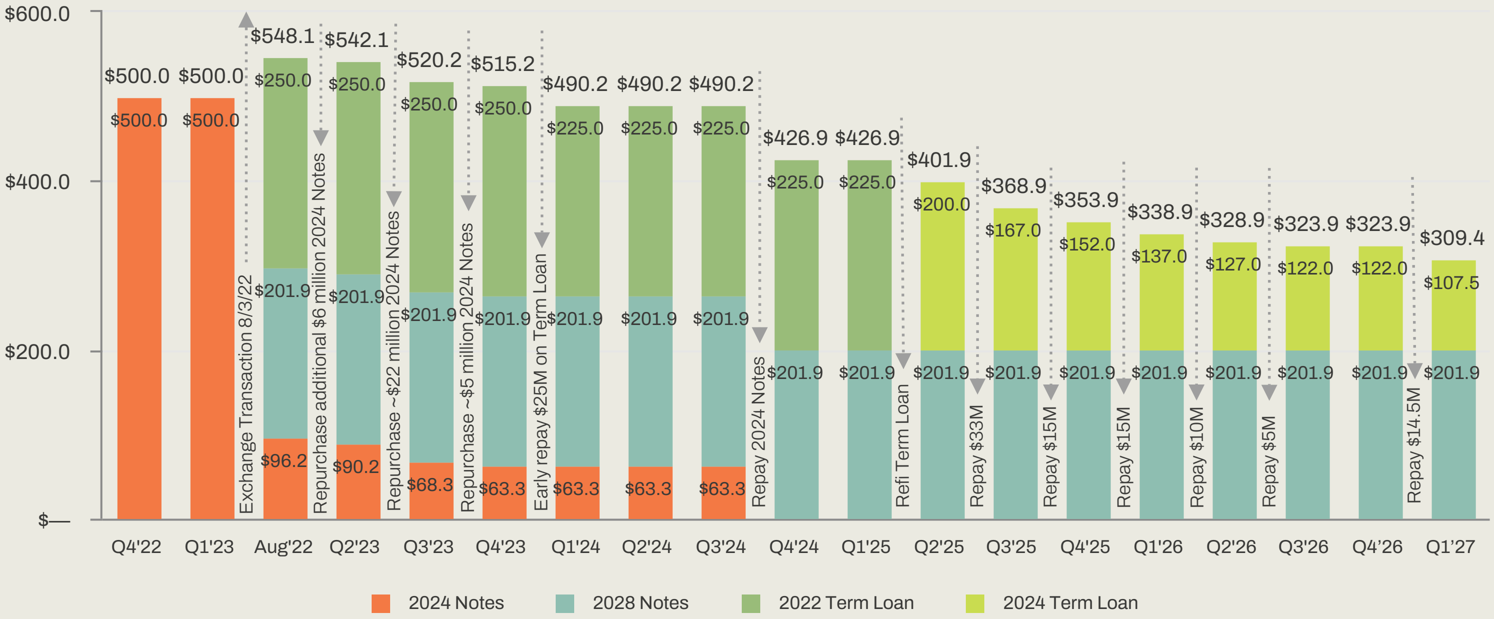
Cash & Investments Quarterly Trend



History of Reducing Debt Outstanding

Principal repayment of $14.5M FY27 Q1; Cumulative repayments of ~$239M since August 2022

Ending Principal Amount Outstanding by Quarter ($ millions)



For more detailed disclosures on the terms of the Company's convertible senior notes and Term Loan, see the Company's most recent SEC filings.

Q2 2027 Guidance Ranges[1]

As of 8/4/2026

($ in millions)	Q2 2027
Service Revenue	$180 million – $185 million
% Growth Y/Y	0.5% – 3.3%
Total Revenue	$185 million – $190 million
% Growth Y/Y	0.5% – 3.2%
Non-GAAP Gross Margin[1]	60.5% – 61.5%
Non-GAAP Operating Margin[1]	8.0% – 9.0%
Interest Expense	$3.9 million
Cash Interest Payments	$5.9 million
Non-GAAP Earnings Per Share - Diluted	$0.07 – $0.08
Fully-diluted weighted average share count	~ 149 million
Cash Flow from Operations	$9 million – $11 million

1. Reconciliation to nearest GAAP metric not available for forward-looking Non-GAAP Financial Measures. Refer to Forward-Looking Statements for a discussion of factors that could cause actual results to differ from guidance and refer to 8x8's First Quarter Fiscal Year 2027 earnings release for a discussion of reasons why 8x8 does not reconcile non-GAAP Financial Measures guidance.

Updated FY 2027 Guidance Ranges[1]

As of 8/4/2026

($ in millions except percentages)	Updated 8/4/2026	As of 5/19/2026
Service Revenue	**$725 million – $745 million**	$707 million - $727 million
% Growth Y/Y	**1% – 4%**	(1%) - 2%
Total Revenue	**$745 million – $765 million**	$727 million - $747 million
% Growth Y/Y	**1% – 4%**	(1%) - 2%
Non-GAAP Gross Margin[1]	**60.5% – 61.5%**	62.5% - 63.5%
Non-GAAP Operating Margin[1]	**8.8% – 9.8%**	9.0% - 10.0%
Non-GAAP Earnings Per Share - Diluted	**$0.33 – $0.38**	$0.33 - $0.38
Fully-diluted weighted average share count	**~ 150 million**	~150 million
Cash Flow from Operations	**$45 million – $52 million**	$45 million - $52 million

1. Reconciliation to nearest GAAP metric not available for forward-looking Non-GAAP Financial Measures. Refer to Forward-Looking Statements for a discussion of factors that could cause actual results to differ from guidance and refer to 8x8's First Quarter Fiscal Year 2027 earnings release for a discussion of reasons why 8x8 does not reconcile non-GAAP guidance.

Thank You

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NEW!

Executive Insights

Appendix

GAAP to non-GAAP Reconciliations and Historical Financial Results

Outstanding Debt - Principal Amount

Components of convertible senior notes and term loans were as follows as of June 30, 2026 and March 31, 2026, respectively (in thousands):

	June 30, 2026			March 31, 2026		
	2024 Term Loan	2028 Notes	**Total**	2024 Term Loan	2028 Notes	**Total**
Principal	$ 107,500	$ 201,914	**$ 309,414**	$ 122,000	$ 201,914	**$ 323,914**
Unamortized debt discount and issuance costs	(238)	(1,823)	**(2,061)**	(351)	(2,084)	**(2,435)**
Net carrying amount	$ 107,262	$ 200,091	**$ 307,353**	$ 121,649	$ 199,830	**$ 321,479**
Current portion of long-term debt	37,277	—	**37,277**	39,218	—	**39,218**
Non-current portion of long-term debt	$ 69,985	$ 200,091	**$ 270,076**	$ 82,431	$ 199,830	**$ 282,261**

For more detailed disclosures on the terms of the Company's convertible senior notes and Term Loan, see the Company's most recent quarterly and annual SEC filings.

Interest Expense Detail - Senior Convertible Notes and Term Loan

Components of interest expense were as follows as of the three months ended June 30, 2026 and 2025, respectively (in thousands):

	Three Months Ended June 30, 2026			Three Months Ended June 30, 2025		
	2024 Term Loan	2028 Notes	Total	2024 Term Loan	2028 Notes	Total
Contractual interest expense	**$ 1,830**	**$ 2,019**	$ 3,849	$ 2,539	$ 2,019	$ 4,558
Amortization of debt discount and issuance costs	**69**	**261**	330	87	249	336
Total debt interest	**$ 1,899**	**$ 2,280**	$ 4,179	$ 2,626	$ 2,268	$ 4,894

1. Amounts may not sum to total due to rounding.
2. Interest is payable semi-annually on the 2028 Senior Convertible Notes in August and February. The Company has the option to pay interest monthly, quarterly, or semi-annually 2024 Term Loan.
3. Total debt interest expense excludes the impact of capitalized interest related to property, plant and equipment from general borrowing costs during the year ended March 31, 2026.

For more detailed disclosures on the terms of the Company's convertible senior notes, Term Loan and detachable warrants, see the Company's quarterly and annual SEC filings.

Non-GAAP Measures and Guidance

Non-GAAP Measures

This presentation contains certain financial information that has not been prepared in accordance with Generally Accepted Accounting Principles (GAAP). Management uses these non-GAAP financial measures internally in analyzing the Company's financial results and believes they are useful to investors, as a supplement to GAAP measures, in evaluating the Company's ongoing operational performance. This information should not be considered a substitute for any measures derived in accordance with GAAP.

Non-GAAP Guidance

The Company does not reconcile its forward-looking estimates of non-GAAP gross margin to the corresponding GAAP measure of GAAP gross margin, non-GAAP operating margins to the corresponding GAAP measures of GAAP operating margin or non-GAAP net income per share, basic and diluted, to the corresponding GAAP measure of GAAP net income (loss) per share due to the significant variability of, and difficulty in making accurate forecasts and projections with regards to, the various expenses it excludes. For example, future hiring and employee turnover may not be reasonably predictable, stock-based compensation expense depends on variables that are largely not within the control of nor predictable by management, such as the market price of 8x8 common stock, and may also be significantly impacted by events like acquisitions, the timing and nature of which are difficult to predict with accuracy. The actual amounts of these excluded items could have a significant impact on the Company's GAAP operating margins. Accordingly, management believes that reconciliations of this forward-looking non-GAAP financial measure to the corresponding GAAP measure are not available without unreasonable effort. All projections are on a non-GAAP basis.

8x8

GAAP CONSOLIDATED STATEMENT OF OPERATIONS (Unaudited, in thousands except per share amounts)

	FY2026				FY2027	FY2024	FY2025	FY2026
	Q1	Q2	Q3	Q4	Q1	Q4 YTD	Q4 YTD	Q4 YTD
	6/30/25	9/30/25	12/31/25	3/31/26	6/30/26	3/31/24	3/31/25	3/31/26
Service revenue	$ 176,308	$ 179,094	$ 179,682	$ 180,175	$ 185,346	$ 700,579	$ 692,923	$ 715,259
Other revenue	5,053	5,001	5,368	5,071	4,824	28,126	22,147	20,493
Total revenue	**181,361**	**184,095**	**185,050**	**185,246**	**190,170**	**728,705**	**715,070**	**735,752**
Cost of service revenue	53,822	57,699	59,515	61,566	67,635	192,960	200,094	232,602
Cost of other revenue	7,099	7,056	7,319	6,627	6,164	31,945	29,704	28,101
Total cost of revenue	60,921	64,755	66,834	68,193	73,799	224,905	229,798	260,703
Gross profit	**120,440**	**119,340**	**118,216**	**117,053**	**116,371**	**503,800**	**485,272**	**475,049**
Operating expenses:								
Research and development	28,364	27,918	27,191	29,510	28,406	136,216	123,211	112,983
Sales and marketing	68,184	63,835	60,513	59,872	58,750	271,944	264,461	252,404
General and administrative	23,327	22,238	20,818	24,341	24,836	112,209	82,407	90,724
Impairment of long-lived assets	—	—	—	—	—	11,034	—	—
Total operating expenses	119,875	113,991	108,522	113,723	111,992	531,403	470,079	456,111
Income (loss) from operations	**565**	**5,349**	**9,694**	**3,330**	**4,379**	**(27,603)**	**15,193**	**18,938**
Interest expense	(3,968)	(4,842)	(4,587)	(4,368)	(4,179)	(39,824)	(28,856)	(17,765)
Other income (expense), net	364	468	511	1,010	(408)	3,477	(10,400)	2,353
Income (loss) before provision (benefit) for income taxes	(3,039)	975	5,618	(28)	(208)	(63,950)	(24,063)	3,526
Provision (benefit) for income taxes	1,276	208	528	(134)	992	3,642	3,149	1,878
Net income (loss)	**$ (4,315)**	**$ 767**	**$ 5,090**	**$ 106**	**$ (1,200)**	**$ (67,592)**	**$ (27,212)**	**$ 1,648**
Net income (loss) per share:								
Basic	$ (0.03)	$ 0.01	$ 0.04	$ 0.00	$ (0.01)	$ (0.56)	$ (0.21)	$ 0.01
Diluted	$ (0.03)	$ 0.01	$ 0.04	$ 0.00	$ (0.01)	$ (0.56)	$ (0.21)	$ 0.01
Weighted average number of shares:								
Basic	134,809	136,970	138,781	140,141	141,973	121,106	129,767	137,669
Diluted	134,809	141,561	142,926	145,399	141,973	121,106	129,767	142,629
Comprehensive income (loss):								
Net income (loss)	$ (4,315)	$ 767	$ 5,090	$ 106	$ (1,200)	$ (67,592)	$ (27,212)	$ 1,648
Unrealized gain (loss) on investments in securities	—	—	—	—	—	280	(5)	—
Foreign currency translation adjustment	6,258	(1,826)	701	(2,226)	99	1,094	2,447	2,907
Comprehensive income (loss)	$ 1,943	$ (1,059)	$ 5,791	$ (2,120)	$ (1,101)	$ (66,218)	$ (24,770)	$ 4,555
% of Revenue								
Service revenue gross profit	69.5 %	67.8 %	66.9 %	65.8 %	63.5 %	72.5 %	71.1 %	67.5 %
Other revenue gross profit	(40.5)%	(41.1)%	(36.3)%	(30.7)%	(27.8)%	(13.6)%	(34.1)%	(37.1)%
Total revenue gross profit	**66.4 %**	**64.8 %**	**63.9 %**	**63.2 %**	**61.2 %**	**69.1 %**	**67.9 %**	**64.6 %**
Research and Development	15.6 %	15.2 %	14.7 %	15.9 %	14.9 %	18.7 %	17.2 %	15.4 %
Sales and Marketing	37.6 %	34.7 %	32.7 %	32.3 %	30.9 %	37.3 %	37.0 %	34.3 %
General and administrative	12.9 %	12.1 %	11.2 %	13.1 %	13.1 %	15.4 %	11.5 %	12.3 %
Total Operating Expenses	66.1 %	61.9 %	58.6 %	61.4 %	58.9 %	72.9 %	65.7 %	62.0 %
Income (loss) from operations	**0.3 %**	**2.9 %**	**5.2 %**	**1.8 %**	**2.3 %**	**(3.8)%**	**2.1 %**	**2.6 %**

8x8

GAAP CONSOLIDATED STATEMENT OF OPERATIONS (Unaudited, in thousands except per share amounts, continued))

	FY2026				FY2027	FY2024	FY2025	FY2026
	Q1	Q2	Q3	Q4	Q1	Q4 YTD	Q4 YTD	Q4 YTD
	6/30/25	9/30/25	12/31/25	3/31/26	6/30/26	3/31/24	3/31/25	3/31/26
Supplemental Information:								
Interest expense	$ (4,558)	$ (4,480)	$ (4,226)	$ (4,058)	$ (3,849)	$ (35,352)	$ (26,390)	$ (17,322)
Amortization of debt discount	(336)	(362)	(361)	(310)	(330)	(4,472)	(2,466)	(1,369)
Capitalized interest	926	—	—	—	—	—	—	926
Total interest expense	**$ (3,968)**	**$ (4,842)**	**$ (4,587)**	**$ (4,368)**	**$ (4,179)**	**$ (39,824)**	**$ (28,856)**	**$ (17,765)**
Loss on debt extinguishment	(81)	(46)	(20)	—	(44)	(1,766)	(12,325)	(147)
Gain (loss) on warrants remeasurement	209	37	357	261	71	2,176	2,225	864
Interest income	476	453	508	491	467	3,977	3,315	1,928
Loss on sale of assets	—	—	—	—	—	(179)	—	—
Other income (expense)	(240)	24	(334)	258	(902)	(731)	(3,615)	(292)
Other income (expense), net	**$ 364**	**$ 468**	**$ 511**	**$ 1,010**	**$ (408)**	**$ 3,477**	**$ (10,400)**	**$ 2,353**

8x8

NON-GAAP CONSOLIDATED STATEMENT OF OPERATIONS (Unaudited, in thousands except per share amounts)

	FY2026 Q1 6/30/25	FY2026 Q2 9/30/25	FY2026 Q3 12/31/25	FY2026 Q4 3/31/26	FY2027 Q1 6/30/26	FY2024 Q4 YTD 3/31/24	FY2025 Q4 YTD 3/31/25	FY2026 Q4 YTD 3/31/26
Service revenue	$ 176,308	$ 179,094	$ 179,682	$ 180,175	$ 185,346	$ 700,579	$ 692,923	$ 715,259
Other revenue	5,053	5,001	5,368	5,071	4,824	28,126	22,147	20,493
Total revenue	**181,361**	**184,095**	**185,050**	**185,246**	**190,170**	**728,705**	**715,070**	**735,752**
Cost of service revenue	51,789	56,628	58,559	59,851	66,978	176,151	187,864	226,827
Cost of other revenue	6,599	6,524	6,588	6,460	5,975	29,770	27,972	26,171
Total cost of revenue	58,388	63,152	65,147	66,311	72,953	205,921	215,836	252,998
Gross profit	**122,973**	**120,943**	**119,903**	**118,935**	**117,217**	**522,784**	**499,234**	**482,754**
Operating expenses:								
Research and development	25,994	26,622	25,526	26,245	25,480	110,565	107,494	104,387
Sales and marketing	62,057	58,725	55,764	55,038	54,060	240,829	241,009	231,584
General and administrative	18,589	18,272	16,954	17,888	18,790	76,664	72,284	71,703
Total operating expenses	106,640	103,619	98,244	99,171	98,330	428,058	420,787	407,674
Income from operations	**16,333**	**17,324**	**21,659**	**19,764**	**18,887**	**94,726**	**78,447**	**75,080**
Interest expense	(4,558)	(4,480)	(4,226)	(4,058)	(3,849)	(35,352)	(26,390)	(17,322)
Other income (expense), net	236	477	174	749	(435)	2,232	(648)	1,636
Income before provision (benefit) for income taxes	12,011	13,321	17,607	16,455	14,603	61,606	51,409	59,394
Provision (benefit) for income taxes	1,276	208	528	(134)	992	3,642	3,149	1,878
Net income	**$ 10,735**	**$ 13,113**	**$ 17,079**	**$ 16,589**	**$ 13,611**	**$ 57,964**	**$ 48,260**	**$ 57,516**
Net income per share:								
Basic	$ 0.08	$ 0.10	$ 0.12	$ 0.12	$ 0.10	$ 0.48	$ 0.37	$ 0.42
Diluted	$ 0.08	$ 0.09	$ 0.12	$ 0.11	$ 0.09	$ 0.47	$ 0.36	$ 0.40
Weighted average number of shares:								
Basic	134,809	136,970	138,781	140,141	141,973	121,106	129,767	137,669
Diluted	138,569	141,561	142,926	145,399	147,065	122,560	133,654	142,629
% of Revenue								
Service revenue gross profit	70.6 %	68.4 %	67.4 %	66.8 %	63.9 %	74.9 %	72.9 %	68.3 %
Other revenue gross profit	(30.6)%	(30.5)%	(22.7)%	(27.4)%	(23.9)%	(5.8)%	(26.3)%	(27.7)%
Total revenue gross profit	**67.8 %**	**65.7 %**	**64.8 %**	**64.2 %**	**61.6 %**	**71.7 %**	**69.8 %**	**65.6 %**
Research and development	14.3 %	14.5 %	13.8 %	14.2 %	13.4 %	15.2 %	15.0 %	14.2 %
Sales and marketing	34.2 %	31.9 %	30.1 %	29.7 %	28.4 %	33.0 %	33.7 %	31.5 %
General and administrative	10.2 %	9.9 %	9.2 %	9.7 %	9.9 %	10.5 %	10.1 %	9.7 %
Total operating expenses	58.8 %	56.3 %	53.1 %	53.5 %	51.7 %	58.7 %	58.8 %	55.4 %
Income from operations	**9.0 %**	**9.4 %**	**11.7 %**	**10.7 %**	**9.9 %**	**13.0 %**	**11.0 %**	**10.2 %**

8x8

GAAP CONSOLIDATED BALANCE SHEET (Unaudited, in thousands)

	FY2025				FY2026				FY2027
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
	6/30/24	9/30/24	12/31/24	3/31/25	6/30/25	9/30/25	12/31/25	3/31/26	6/30/26
ASSETS									
Current assets:									
Cash and cash equivalents	$ 130,764	$ 117,405	$ 104,165	$ 88,050	$ 81,315	$ 75,872	$ 86,882	$ 93,260	$ 90,595
Restricted cash	461	462	462	462	105	812	1,318	1,702	1,707
Short-term investments	—	—	—	—	—	—	—	—	—
Accounts receivable, net	59,205	64,567	52,312	49,680	60,514	66,889	54,740	57,004	70,428
Deferred contract acquisition costs	34,625	34,107	32,046	30,935	29,679	27,733	26,131	25,193	23,174
Other current assets	32,723	29,810	30,105	34,739	36,367	34,316	34,809	32,650	37,809
Total current assets	257,778	246,351	219,090	203,866	207,980	205,622	203,880	209,809	223,713
Property and equipment, net	51,400	50,364	49,228	47,919	47,972	47,394	46,939	45,821	44,552
Operating lease, right-of-use assets	35,933	34,825	32,777	33,508	32,260	30,424	29,634	26,672	28,184
Intangible assets, net	81,618	76,519	71,420	67,949	64,474	60,973	57,386	57,589	53,776
Goodwill	266,399	269,229	266,217	271,530	274,476	273,803	274,004	276,372	276,408
Restricted cash, non-current	—	—	—	812	812	—	—	—	—
Deferred contract acquisition costs, non-current	49,199	48,711	45,154	44,239	42,197	39,252	37,009	34,562	34,235
Other assets, non-current	13,412	14,127	14,325	13,354	14,177	13,288	12,670	11,996	11,938
Total assets	$ 755,739	$ 740,126	$ 698,211	$ 683,177	$ 684,348	$ 670,756	$ 661,522	$ 662,821	$ 672,806
LIABILITIES AND STOCKHOLDERS' EQUITY									
Current liabilities:									
Accounts payable	$ 51,727	$ 51,261	$ 53,072	$ 45,773	$ 42,890	$ 43,307	$ 36,004	$ 36,714	$ 38,121
Accrued and other liabilities	75,369	68,783	61,601	63,025	73,768	66,872	69,850	69,867	92,065
Operating lease liabilities	11,564	11,707	11,386	11,102	11,003	10,740	10,574	10,357	10,693
Deferred revenue	33,701	37,696	33,394	37,751	42,130	43,569	36,813	36,699	35,334
Convertible senior notes, current	—	—	—	—	—	—	—	—	—
Term loan, current	—	39,393	16,524	11,593	6,648	19,173	26,700	39,218	37,277
Total current liabilities	172,361	208,840	175,977	169,244	176,439	183,661	179,941	192,855	213,490
Operating lease liabilities, non-current	55,179	52,785	49,842	49,196	47,010	44,420	41,850	39,100	39,473
Deferred revenue, non-current	7,659	6,594	5,960	706	645	477	333	181	247
Convertible senior notes, non-current	198,033	198,300	198,569	198,790	199,039	199,317	199,598	199,830	200,091
Term loan	212,718	159,194	149,437	139,581	129,695	107,299	94,872	82,431	69,985
Other liabilities, non-current	5,201	4,601	5,413	3,456	3,330	2,420	2,070	1,815	1,703
Total liabilities	651,151	630,314	585,198	560,973	556,158	537,594	518,664	516,212	524,989
Stockholders' equity:									
Common stock:	128	131	131	134	136	139	139	141	144
Additional paid-in capital	987,171	998,572	1,008,072	1,018,902	1,022,943	1,028,971	1,032,876	1,038,745	1,041,051
Accumulated other comprehensive loss	(11,912)	(3,549)	(12,870)	(9,111)	(2,853)	(4,679)	(3,978)	(6,204)	(6,105)
Accumulated deficit	(870,799)	(885,342)	(882,320)	(887,721)	(892,036)	(891,269)	(886,179)	(886,073)	(887,273)
Total stockholders' equity	104,588	109,812	113,013	122,204	128,190	133,162	142,858	146,609	147,817
Total liabilities and stockholders' equity	$ 755,739	$ 740,126	$ 698,211	$ 683,177	$ 684,348	$ 670,756	$ 661,522	$ 662,821	$ 672,806

8x8

GAAP CONSOLIDATED STATEMENT OF CASH FLOWS (Unaudited, in thousands)

	FY2026				FY2027	FY2024	FY2025	FY2026
	Q1	Q2	Q3	Q4	Q1	Q4 YTD	Q4 YTD	Q4 YTD
	6/30/25	9/30/25	12/31/25	3/31/26	6/30/26	3/31/24	3/31/25	3/31/26
Cash flows from operating activities:								
Net income (loss)	$ (4,315)	$ 767	$ 5,090	$ 106	$ (1,200)	$ (67,592)	$ (27,212)	$ 1,648
Adjustments to reconcile net income (loss) to net cash provided by operating activities:								
Depreciation	1,690	1,701	1,689	1,529	1,410	8,301	7,387	6,609
Amortization of intangible assets	3,501	3,502	3,584	3,616	3,835	20,395	19,104	14,203
Amortization of capitalized internal-use software costs	2,673	3,012	2,919	2,852	2,856	18,486	12,729	11,456
Amortization of debt discount and issuance costs	336	362	361	310	330	4,472	2,466	1,369
Amortization of deferred contract acquisition costs	8,956	8,446	7,889	7,791	7,051	40,181	37,977	33,082
Allowance for credit losses	290	85	(628)	(185)	607	2,236	1,843	(438)
Operating lease expense, net of accretion	2,854	2,675	2,715	2,624	2,595	10,934	11,631	10,868
Impairment of right-of-use assets	—	—	—	—	—	11,034	—	—
Stock-based compensation expense	6,352	5,363	4,152	4,503	4,055	61,910	39,940	20,370
Loss (gain) on debt extinguishment	81	46	20	—	44	1,766	12,325	147
Loss (gain) on remeasurement of warrants	(209)	(37)	(357)	(261)	(71)	(2,176)	(2,225)	(864)
Loss on sale of assets	—	—	—	—	—	179	—	—
Other	(368)	(34)	257	(40)	188	680	(346)	(185)
Changes in assets and liabilities:						—	—	—
Accounts receivable, net	(9,503)	(6,889)	12,909	(2,288)	(14,407)	753	7,845	(5,771)
Deferred contract acquisition costs	(4,471)	(3,936)	(3,976)	(4,725)	(4,611)	(22,879)	(23,988)	(17,108)
Other current and non-current assets	(2,997)	1,665	(1,886)	2,768	(9,273)	(2,348)	(7,617)	(450)
Accounts payable and accrued liabilities	3,347	(9,400)	(7,145)	(4,159)	24,979	(4,182)	(24,810)	(17,357)
Deferred revenue	3,656	1,507	(6,901)	(55)	(1,354)	(3,165)	(3,495)	(1,793)
Net cash provided by operating activities	11,873	8,835	20,692	14,386	17,034	78,985	63,554	55,786

GAAP CONSOLIDATED STATEMENT OF CASH FLOWS (Unaudited, in thousands, continued)

	FY2026				FY2027	FY2024	FY2025	FY2026
	Q1 6/30/25	Q2 9/30/25	Q3 12/31/25	Q4 3/31/26	Q1 6/30/26	Q4 YTD 3/31/24	Q4 YTD 3/31/25	Q4 YTD 3/31/26
Cash flows from investing activities:								
Purchases of property and equipment	(377)	(1,142)	(1,579)	(577)	(694)	(2,650)	(2,401)	(3,675)
Capitalized internal-use software costs	(4,039)	(3,101)	(2,574)	(2,588)	(2,225)	(14,289)	(11,066)	(12,302)
Purchases of investments	—	—	—	—	—	(6,174)	—	—
Purchase of cost investment	—	—	—	—	—	—	(771)	—
Maturities of investments	—	—	—	—	—	31,659	1,048	—
Acquisition of businesses, net of cash acquired	—	—	—	(4,757)	—	—	(3,234)	(4,757)
Payments for other investing activities	—	—	—	—	(229)	—	—	—
Net cash provided by (used in) investing activities	(4,416)	(4,243)	(4,153)	(7,922)	(3,148)	8,546	(16,424)	(20,734)
Cash flows from financing activities:								
Proceeds from issuance of common stock under employee stock plans	—	1,228	—	1,601	—	4,884	3,692	2,829
Payments for repurchases of common stock	(1,848)	—	—	—	—	—	—	(1,848)
Payments for debt issuance costs	—	(70)	—	—	—	—	(1,517)	(70)
Repayment of principal on term loan	(15,000)	(10,000)	(5,000)	—	(14,500)	(25,000)	(273,000)	(30,000)
Gross proceeds from term loan	—	—	—	—	—	—	200,000	—
Repayment and exchange of convertible senior notes	—	—	—	—	—	(63,295)	—	—
Other financing activities	(489)	(480)	(184)	(198)	(1,684)	—	(4,281)	(1,351)
Net cash provided by (used in) financing activities	(17,337)	(9,322)	(5,184)	1,403	(16,184)	(83,411)	(75,106)	(30,440)
Effect of exchange rate changes on cash	2,788	(818)	161	(1,105)	(362)	(126)	577	1,026
Net increase (decrease) in cash and cash equivalents	(7,092)	(5,548)	11,516	6,762	(2,660)	3,994	(27,399)	5,638
Cash, cash equivalents and restricted cash, beginning of period	89,324	82,232	76,684	88,200	94,962	112,729	116,723	89,324
Cash, cash equivalents and restricted cash, end of period	$ 82,232	$ 76,684	$ 88,200	$ 94,962	$ 92,302	$ 116,723	$ 89,324	$ 94,962
Supplemental and non-cash disclosures:								
Interest paid	$ 2,567	$ 6,471	$ 2,231	$ 6,053	$ 1,806	$ 35,574	$ 26,297	$ 17,322
Income taxes paid	$ 574	$ 799	$ 757	$ 270	$ 479	$ 5,974	$ 3,767	$ 2,400
Payables and accruals for property and equipment	$ 21	$ 108	$ —	$ 16	$ 80	$ 7,766	$ 9,774	$ 145
Issuance of common stock for business combinations	$ —	$ —	$ —	$ —	$ —	$ —	$ 544	$ —

8x8

GAAP to NON-GAAP RECONCILIATION (Unaudited, in thousands except per share amounts)

	FY2026				FY2027	FY2024	FY2025	FY2026
	Q1	Q2	Q3	Q4	Q1	Q4 YTD	Q4 YTD	Q4 YTD
	6/30/25	9/30/25	12/31/25	3/31/26	6/30/26	3/31/24	3/31/25	3/31/26
Reconciliation of GAAP to Non-GAAP Financial Measures:								
Cost of Revenue:								
GAAP cost of service revenue	$ 53,822	$ 57,699	$ 59,515	$ 61,566	$ 67,635	$ 192,960	$ 200,094	$ 232,602
Amortization of acquired intangible assets	(507)	(514)	(513)	(514)	(514)	(8,469)	(7,176)	(2,048)
Stock-based compensation expense and related employer payroll taxes	(582)	(476)	(417)	(377)	(201)	(7,428)	(4,454)	(1,852)
Transaction-related costs	—	—	—	—	(33)	—	—	—
Legal and regulatory costs	—	—	—	—	—	—	55	—
Severance, transition and contract exit costs	(944)	(81)	(26)	(824)	91	(912)	(655)	(1,875)
Non-GAAP cost of service revenue	$ 51,789	$ 56,628	$ 58,559	$ 59,851	$ 66,978	$ 176,151	$ 187,864	$ 226,827
GAAP service revenue margin	$ 122,486	$ 121,395	$ 120,167	$ 118,609	$ 117,711	$ 507,619	$ 492,829	$ 482,657
Non-GAAP service revenue margin	$ 124,519	$ 122,466	$ 121,123	$ 120,324	$ 118,368	$ 524,428	$ 505,059	$ 488,432
GAAP cost of other revenue	$ 7,099	$ 7,056	$ 7,319	$ 6,627	$ 6,164	$ 31,945	$ 29,704	$ 28,101
Stock-based compensation expense and related employer payroll taxes	(147)	(89)	(82)	(79)	(84)	(2,020)	(1,213)	(397)
Legal and regulatory costs	—	—	—	—	—	—	62	—
Severance, transition and contract exit costs	(353)	(443)	(649)	(88)	(105)	(155)	(581)	(1,533)
Non-GAAP cost of other revenue	$ 6,599	$ 6,524	$ 6,588	$ 6,460	$ 5,975	$ 29,770	$ 27,972	$ 26,171
GAAP other revenue margin	$ (2,046)	$ (2,055)	$ (1,951)	$ (1,556)	$ (1,340)	$ (3,819)	$ (7,557)	$ (7,608)
Non-GAAP other revenue margin	$ (1,546)	$ (1,523)	$ (1,220)	$ (1,389)	$ (1,151)	$ (1,644)	$ (5,825)	$ (5,678)
GAAP gross margin	$ 120,440	$ 119,340	$ 118,216	$ 117,053	$ 116,371	$ 503,800	$ 485,272	$ 475,049
Non-GAAP gross margin	$ 122,973	$ 120,943	$ 119,903	$ 118,935	$ 117,217	$ 522,784	$ 499,234	$ 482,754
Operating Expenses:								
GAAP research and development	$ 28,364	$ 27,918	$ 27,191	$ 29,510	$ 28,406	$ 136,216	$ 123,211	$ 112,983
Amortization of acquired intangible assets	—	—	—	(103)	(283)	—	—	(103)
Stock-based compensation expense and related employer payroll taxes	(1,509)	(1,211)	(1,053)	(1,033)	(1,003)	(23,442)	(13,750)	(4,806)
Transaction-related costs	—	—	—	—	(349)	(98)	(8)	—
Legal and regulatory costs	—	—	—	(137)	—	—	352	(137)
Severance, transition and contract exit costs	(861)	(85)	(612)	(1,992)	(1,291)	(2,111)	(2,311)	(3,550)
Non-GAAP research and development	$ 25,994	$ 26,622	$ 25,526	$ 26,245	$ 25,480	$ 110,565	$ 107,494	$ 104,387
GAAP sales and marketing	$ 68,184	$ 63,835	$ 60,513	$ 59,872	$ 58,750	$ 271,944	$ 264,461	$ 252,404
Amortization of acquired intangible assets	(2,990)	(2,984)	(3,021)	(2,996)	(3,004)	(11,926)	(11,928)	(11,991)
Stock-based compensation expense and related employer payroll taxes	(2,071)	(1,823)	(945)	(1,400)	(1,261)	(16,724)	(10,081)	(6,239)
Transaction-related costs	—	—	—	—	(7)	—	—	—
Legal and regulatory cost	—	—	—	—	—	—	335	—
Severance, transition and contract exit costs	(1,066)	(303)	(783)	(438)	(418)	(2,465)	(1,778)	(2,590)
Non-GAAP sales and marketing	$ 62,057	$ 58,725	$ 55,764	$ 55,038	$ 54,060	$ 240,829	$ 241,009	$ 231,584

8x8

GAAP to NON-GAAP RECONCILIATION (Unaudited, in thousands except per share amounts, continued)

	FY2026 Q1 6/30/25	FY2026 Q2 9/30/25	FY2026 Q3 12/31/25	FY2026 Q4 3/31/26	FY2027 Q1 6/30/26	FY2024 Q4 YTD 3/31/24	FY2025 Q4 YTD 3/31/25	FY2026 Q4 YTD 3/31/26
GAAP general and administrative	$ 23,327	$ 22,238	$ 20,818	$ 24,341	$ 24,836	$ 112,209	$ 82,407	$ 90,724
Amortization of acquired intangible assets	(4)	(4)	(50)	(3)	(34)	—	—	(61)
Stock-based compensation expense and related employer payroll taxes	(2,600)	(2,163)	(1,966)	(2,014)	(1,756)	(16,243)	(12,324)	(8,743)
Transaction-related costs	—	—	(196)	(3,249)	(2,128)	(799)	(1,093)	(3,445)
Legal and regulatory cost	(835)	(717)	(927)	(511)	(566)	(15,517)	8,561	(2,990)
Severance, transition and related exit costs	(1,299)	(1,082)	(725)	(676)	(1,562)	(2,986)	(5,267)	(3,782)
Non-GAAP general and administrative	$ 18,589	$ 18,272	$ 16,954	$ 17,888	$ 18,790	$ 76,664	$ 72,284	$ 71,703
GAAP Operating Expenses	$ 119,875	$ 113,991	$ 108,522	$ 113,723	$ 111,992	$ 520,369	$ 470,079	$ 456,111
Amortization of acquired intangible assets	(2,994)	(2,988)	(3,071)	(3,102)	(3,321)	(11,926)	(11,928)	(12,155)
Stock-based compensation expense and related employer payroll taxes	(6,180)	(5,197)	(3,964)	(4,447)	(4,020)	(56,409)	(36,155)	(19,788)
Transaction-related costs	—	—	(196)	(3,249)	(2,484)	(897)	(1,101)	(3,445)
Legal and regulatory cost	(835)	(717)	(927)	(648)	(566)	(15,517)	9,248	(3,127)
Severance, transition and contract exit costs	(3,226)	(1,470)	(2,120)	(3,106)	(3,271)	(7,562)	(9,356)	(9,922)
Non-GAAP Operating Expenses	$ 106,640	$ 103,619	$ 98,244	$ 99,171	$ 98,330	$ 428,058	$ 420,787	$ 407,674
Operating Profit (Loss):								
GAAP income (loss) from operations	$ 565	$ 5,349	$ 9,694	$ 3,330	$ 4,379	$ (27,603)	$ 15,193	$ 18,938
Amortization of acquired intangible assets	3,501	3,502	3,584	3,616	3,835	20,395	19,104	14,203
Stock-based compensation expense and related employer payroll taxes	6,909	5,762	4,463	4,903	4,305	65,857	41,822	22,037
Transaction-related costs	—	—	196	3,249	2,517	897	1,101	3,445
Legal and regulatory costs	835	717	927	648	566	15,517	(9,365)	3,127
Severance, transition and contract exit costs	4,523	1,994	2,795	4,018	3,285	8,629	10,592	13,330
Impairment of long-lived assets	—	—	—	—	—	11,034	—	—
Non-GAAP operating profit	16,333	17,324	21,659	19,764	18,887	94,726	78,447	75,080
Interest Expense:								
GAAP interest expense	$ (3,968)	$ (4,842)	$ (4,587)	$ (4,368)	$ (4,179)	$ (39,824)	$ (28,856)	$ (17,765)
Amortization of debt discount and issuance cost	336	362	361	310	330	4,472	2,466	1,369
Capitalized interest	(926)	—	—	—	—	—	—	(926)
Non-GAAP interest expense	$ (4,558)	$ (4,480)	$ (4,226)	$ (4,058)	$ (3,849)	$ (35,352)	$ (26,390)	$ (17,322)

GAAP to NON-GAAP RECONCILIATION (Unaudited, in thousands except per share amounts, continued)

	FY2026				FY2027	FY2024	FY2025	FY2026
	Q1	Q2	Q3	Q4	Q1	Q4 YTD	Q4 YTD	Q4 YTD
	6/30/25	9/30/25	12/31/25	3/31/26	6/30/26	3/31/24	3/31/25	3/31/26
Other Income (Expenses):								
GAAP other income (expense), net	$ 364	$ 468	$ 511	$ 1,010	$ (408)	$ 3,477	$ (10,400)	$ 2,353
Legal and regulatory costs	—	—	—	—	—	(550)	—	—
Loss on debt extinguishment	81	46	20	—	44	1,766	12,325	147
(Gain) loss on warrants remeasurement	(209)	(37)	(357)	(261)	(71)	(2,176)	(2,225)	(864)
Loss on sale of assets	—	—	—	—	—	179	—	—
Other income	—	—	—	—	—	(464)	(348)	—
Non-GAAP other income and expense	$ 236	$ 477	$ 174	$ 749	$ (435)	$ 2,232	$ (648)	$ 1,636
Net Income (Loss):								
GAAP net income (loss)	$ (4,315)	$ 767	$ 5,090	$ 106	$ (1,200)	$ (67,592)	$ (27,212)	$ 1,648
Amortization of acquired intangible assets	3,501	3,502	3,584	3,616	3,835	20,395	19,104	14,203
Stock-based compensation expense and related employer payroll taxes	6,909	5,762	4,463	4,903	4,305	65,857	41,822	22,037
Transaction-related costs	—	—	196	3,249	2,517	897	1,101	3,445
Legal and regulatory costs	835	717	927	648	566	14,967	(9,365)	3,127
Severance, transition and contract exit costs	4,523	1,994	2,795	4,018	3,285	8,629	10,592	13,330
Impairment of long-lived assets	—	—	—	—	—	11,034	—	—
Amortization of debt discount and issuance cost	336	362	361	310	330	4,472	2,466	1,369
Loss on debt extinguishment	81	46	20	—	44	1,766	12,325	147
(Gain) loss on warrants remeasurement	(209)	(37)	(357)	(261)	(71)	(2,176)	(2,225)	(864)
Loss on sale of assets	—	—	—	—	—	179	—	—
Other income	(926)	—	—	—	—	(464)	(348)	(926)
Non-GAAP net income	$ 10,735	$ 13,113	$ 17,079	$ 16,589	$ 13,611	$ 57,964	$ 48,260	$ 57,516
Interest expense	4,558	4,480	4,226	4,058	3,849	35,352	26,390	17,322
Provision (benefit) for income taxes	1,276	208	528	(134)	992	3,642	3,149	1,878
Depreciation	1,690	1,701	1,689	1,529	1,410	8,301	7,387	6,609
Amortization of capitalized internal-use software costs	2,673	3,012	2,919	2,852	2,856	18,486	12,729	11,456
Other expense (income), net	(236)	(477)	(174)	(749)	435	(2,782)	648	(1,636)
Adjusted EBITDA	$ 20,696	$ 22,037	$ 26,267	$ 24,145	$ 23,153	$ 120,963	$ 98,563	$ 93,145
Shares used in computing net income (loss) per share amounts:								
Basic	134,809	136,970	138,781	140,141	141,973	121,106	129,767	137,669
Diluted	138,569	141,561	142,926	145,399	147,065	122,560	133,654	142,629
GAAP net income (loss) per share - Basic	$ (0.03)	$ 0.01	$ 0.04	$ 0.00	$ (0.01)	$ (0.56)	$ (0.21)	$ 0.01
GAAP net income (loss) per share - Diluted	$ (0.03)	$ 0.01	$ 0.04	$ 0.00	$ (0.01)	$ (0.55)	$ (0.21)	$ 0.01
Non-GAAP net income per share - Basic	$ 0.08	$ 0.10	$ 0.12	$ 0.12	$ 0.10	$ 0.48	$ 0.37	$ 0.42
Non-GAAP net income per share - Diluted	$ 0.08	$ 0.09	$ 0.12	$ 0.11	$ 0.09	$ 0.47	$ 0.36	$ 0.40