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GAAP CONSOLIDATED STATEMENT OF OPERATIONS

Unaudited, in thousands except per share amounts

	FY2025				FY2026				FY2027		FY2025	FY2026
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q4 YTD	Q4 YTD
	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	9/30/26	3/31/25	3/31/26
Service revenue	172,801	175,075	173,459	171,588	176,308	179,094	179,682	180,175	185,346	187,784	692,923	715,259
Other revenue	5,346	5,923	5,423	5,455	5,053	5,001	5,368	5,071	4,824	4,217	22,147	20,493
Total revenue	**178,147**	**180,998**	**178,882**	**177,043**	**181,361**	**184,095**	**185,050**	**185,246**	**190,170**	**192,001**	**715,070**	**735,752**
Cost of service revenue	49,496	50,251	50,529	49,818	53,822	57,699	59,515	61,566	67,635	71,093	200,094	232,602
Cost of other revenue	7,691	7,572	7,268	7,173	7,099	7,056	7,319	6,627	6,164	6,344	29,704	28,101
Total cost of revenue	57,187	57,823	57,797	56,991	60,921	64,755	66,834	68,193	73,799	77,437	229,798	260,703
Gross profit	**120,960**	**123,175**	**121,085**	**120,052**	**120,440**	**119,340**	**118,216**	**117,053**	**116,371**	**114,564**	**485,272**	**475,049**
Operating expenses:												
Research and development	32,137	31,291	29,833	29,950	28,364	27,918	27,191	29,510	28,406	27,570	123,211	112,983
Sales and marketing	67,106	64,867	65,644	66,844	68,184	63,835	60,513	59,872	58,750	56,146	264,461	252,404
General and administrative	23,091	19,848	16,629	22,839	23,327	22,238	20,818	24,341	24,836	20,983	82,407	90,724
Impairment of long-lived assets	—	—	—	—	—	—	—	—	—	2,933	—	—
Total operating expenses	122,334	116,006	112,106	119,633	119,875	113,991	108,522	113,723	111,992	107,632	470,079	456,111
Income (loss) from operations	**(1,374)**	**7,169**	**8,979**	**419**	**565**	**5,349**	**9,694**	**3,330**	**4,379**	**6,932**	**15,193**	**18,938**
Interest expense	(9,956)	(7,905)	(5,842)	(5,153)	(3,968)	(4,842)	(4,587)	(4,368)	(4,179)	(4,207)	(28,856)	(17,765)
Other income (expense), net	1,716	(12,709)	793	(200)	364	468	511	1,010	(408)	1,107	(10,400)	2,353
Income (loss) before provision (benefit) for income taxes	(9,614)	(13,445)	3,930	(4,934)	(3,039)	975	5,618	(28)	(208)	3,832	(24,063)	3,526
Provision (benefit) for income taxes	676	1,098	908	467	1,276	208	528	(134)	992	444	3,149	1,878
Net income (loss)	**(10,290)**	**(14,543)**	**3,022**	**(5,401)**	**(4,315)**	**767**	**5,090**	**106**	**(1,200)**	**3,388**	**(27,212)**	**1,648**
Net income (loss) per share:												
Basic	$ (0.08)	$ (0.11)	$ 0.02	$ (0.04)	$ (0.03)	$ 0.01	$ 0.04	$ 0.00	$ (0.01)	$ 0.02	$ (0.21)	$ 0.01
Diluted	$ (0.08)	$ (0.11)	$ 0.02	$ (0.04)	$ (0.03)	$ 0.01	$ 0.04	$ 0.00	$ (0.01)	$ 0.02	$ (0.21)	$ 0.01
Weighted average number of shares:												
Basic	125,999	129,250	130,970	132,877	134,809	136,970	138,781	140,141	141,973	144,929	129,767	137,669
Diluted	125,999	129,250	135,742	132,877	134,809	141,561	142,926	145,399	141,973	146,349	129,767	142,629
Comprehensive income (loss):												
Net income (loss)	(10,290)	(14,543)	3,022	(5,401)	(4,315)	767	5,090	106	(1,200)	3,388	(27,212)	1,648
Unrealized gain (loss) on investments in securities	(5)	—	—	—	—	—	—	—	—	—	0	—
Foreign currency translation adjustment	(354)	8,363	(9,321)	3,759	6,258	(1,826)	701	(2,226)	99	(267)	2,447	2,907
Comprehensive income (loss)	(10,649)	(6,180)	(6,299)	(1,642)	1,943	(1,059)	5,791	(2,120)	(1,101)	3,121	(24,765)	4,555
% of Revenue												
Service revenue gross profit	71.4 %	71.3 %	70.9 %	71.0 %	69.5 %	67.8 %	66.9 %	65.8 %	63.5 %	62.1 %	71.1 %	67.5 %
Other revenue gross profit	(43.9)%	(27.8)%	(34.0)%	(31.5)%	(40.5)%	(41.1)%	(36.3)%	(30.7)%	(27.8)%	(50.4)%	(34.1)%	(37.1)%
Total revenue gross profit	**67.9 %**	**68.1 %**	**67.7 %**	**67.8 %**	**66.4 %**	**64.8 %**	**63.9 %**	**63.2 %**	**61.2 %**	**59.7 %**	**67.9 %**	**64.6 %**
Research and Development	18.0 %	17.3 %	16.7 %	16.9 %	15.6 %	15.2 %	14.7 %	15.9 %	14.9 %	14.4 %	17.2 %	15.4 %
Sales and Marketing	37.7 %	35.8 %	36.7 %	37.8 %	37.6 %	34.7 %	32.7 %	32.3 %	30.9 %	29.2 %	37.0 %	34.3 %
General and administrative	13.0 %	11.0 %	9.3 %	12.9 %	12.9 %	12.1 %	11.2 %	13.1 %	13.1 %	10.9 %	11.5 %	12.3 %
Total Operating Expenses	68.7 %	64.1 %	62.7 %	67.6 %	66.1 %	61.9 %	58.6 %	61.4 %	58.9 %	56.1 %	65.7 %	62.0 %
Income (loss) from operations	**(0.8)%**	**4.0 %**	**5.0 %**	**0.2 %**	**0.3 %**	**2.9 %**	**5.2 %**	**1.8 %**	**2.3 %**	**3.6 %**	**2.1 %**	**2.6 %**

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GAAP CONSOLIDATED STATEMENT OF OPERATIONS

Unaudited, in thousands except per share amounts

(continued)

	FY2025				FY2026				FY2027		FY2025	FY2026
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q4 YTD	Q4 YTD
	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	9/30/26	3/31/25	3/31/26
Supplemental Information:												
Interest expense	(8,894)	(7,249)	(5,415)	(4,832)	(4,558)	(4,480)	(4,226)	(4,058)	(3,849)	(3,853)	(26,390)	(17,322)
Capitalized interest	—	—	—	—	926	—	—	—	—	—	—	926
Amortization of debt discount	(1,062)	(656)	(427)	(321)	(336)	(362)	(361)	(310)	(330)	(354)	(2,466)	(1,369)
Total interest expense	(9,956)	(7,905)	(5,842)	(5,153)	(3,968)	(4,842)	(4,587)	(4,368)	(4,179)	(4,207)	(28,856)	(17,765)
Loss on debt extinguishment	—	(11,996)	(216)	(113)	(81)	(46)	(20)	—	(44)	—	(12,325)	(147)
Gain (loss) on warrants remeasurement	1,747	263	(813)	1,028	209	37	357	261	71	(75)	2,225	864
Interest income	1,041	936	768	570	476	453	508	491	467	554	3,316	1,928
Loss on sale of assets	—	—	—	—	—	—	—	—	—	—	—	—
Other income (expense)	(1,072)	(1,912)	1,054	(1,685)	(240)	24	(334)	258	(902)	628	(3,616)	(292)
Other income (expense), net	1,716	(12,709)	793	(200)	364	468	511	1,010	(408)	1,107	(10,400)	2,353

8x8

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

	FY2025				FY2026				FY2027		Fiscal Years	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	2025	2026
	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	9/30/26	3/31/25	3/31/26
Service revenue	$172,801	$175,075	$173,459	$171,588	$176,308	$179,094	$179,682	$180,175	$185,346	$187,784	$692,923	$715,259
Other revenue	5,346	5,923	5,423	5,455	5,053	5,001	5,368	5,071	4,824	4,217	22,147	20,493
Total revenue	**178,147**	**180,998**	**178,882**	**177,043**	**181,361**	**184,095**	**185,050**	**185,246**	**190,170**	**192,001**	**715,070**	**735,752**
Cost of service revenue	45,249	46,848	47,613	48,154	51,789	56,628	58,559	59,851	66,978	70,493	187,864	226,827
Cost of other revenue	7,172	7,112	6,928	6,760	6,599	6,524	6,588	6,460	5,975	6,051	27,972	26,171
Total cost of revenue	52,421	53,960	54,541	54,914	58,388	63,152	65,147	66,311	72,953	76,544	215,836	252,998
Gross profit	**125,726**	**127,038**	**124,341**	**122,129**	**122,973**	**120,943**	**119,903**	**118,935**	**117,217**	**115,457**	**499,234**	**482,754**
Operating expenses:												
Research and development	27,441	27,530	26,429	26,094	25,994	26,622	25,526	26,245	25,480	25,233	107,494	104,387
Sales and marketing	60,741	59,191	60,456	60,621	62,057	58,725	55,764	55,038	54,060	51,792	241,009	231,584
General and administrative	17,434	18,779	18,368	17,703	18,589	18,272	16,954	17,888	18,790	17,688	72,284	71,703
Total operating expenses	105,616	105,500	105,253	104,418	106,640	103,619	98,244	99,171	98,330	94,713	420,787	407,674
Income from operations	**20,110**	**21,538**	**19,088**	**17,711**	**16,333**	**17,324**	**21,659**	**19,764**	**18,887**	**20,744**	**78,447**	**75,080**
Interest expense	(8,894)	(7,249)	(5,415)	(4,832)	(4,558)	(4,480)	(4,226)	(4,058)	(3,849)	(3,853)	(26,390)	(17,322)
Other income (expense), net	(147)	(1,092)	1,706	(1,115)	236	477	174	749	(435)	1,116	(648)	1,636
Income before provision (benefit) for income taxes	11,069	13,197	15,379	11,764	12,011	13,321	17,607	16,455	14,603	18,007	51,409	59,394
Provision (benefit) for income taxes	676	1,098	908	467	1,276	208	528	(134)	992	444	3,149	1,878
Net income	**$10,393**	**$12,099**	**$14,471**	**$11,297**	**$10,735**	**$13,113**	**$17,079**	**$16,589**	**$13,611**	**$17,563**	**$48,260,000**	**$ 57,516**
Net income per share:												
Basic	$ 0.08	$ 0.09	$ 0.11	$ 0.09	$ 0.08	$ 0.10	$ 0.12	$ 0.12	$ 0.10	$ 0.12	$ 0.37	$ 0.42
Diluted	$ 0.08	$ 0.09	$ 0.11	$ 0.08	$ 0.08	$ 0.09	$ 0.12	$ 0.11	$ 0.09	$ 0.12	$ 0.36	$ 0.40
Weighted average number of shares:												
Basic	125,999	129,250	130,970	132,877	134,809	136,970	138,781	140,141	141,973	144,929	129,767	137,669
Diluted	127,433	131,294	135,742	138,678	138,569	141,561	142,926	145,399	147,065	146,349	133,654	142,629
As a % of Revenue												
Service revenue gross profit	73.8 %	73.2 %	72.6 %	71.9 %	70.6 %	68.4 %	67.4 %	66.8 %	63.9 %	62.5 %	72.9 %	68.3 %
Other revenue gross profit	(34.2) %	(20.1) %	(27.8) %	(23.9) %	(30.6) %	(30.5) %	(22.7) %	(27.4) %	(23.9) %	(43.5) %	(26.3)%	(27.7)%
Total revenue gross profit	**70.6 %**	**70.2 %**	**69.5 %**	**69.0 %**	**67.8 %**	**65.7 %**	**64.8 %**	**64.2 %**	**61.6 %**	**60.1 %**	**69.8 %**	**65.6 %**
Research and development	15.4 %	15.2 %	14.8 %	14.7 %	14.3 %	14.5 %	13.8 %	14.2 %	13.4 %	13.1 %	15.0 %	14.2 %
Sales and marketing	34.1 %	32.7 %	33.8 %	34.2 %	34.2 %	31.9 %	30.1 %	29.7 %	28.4 %	27.0 %	33.7 %	31.5 %
General and administrative	9.8 %	10.4 %	10.3 %	10.0 %	10.2 %	9.9 %	9.2 %	9.7 %	9.9 %	9.2 %	10.1 %	9.7 %
Operating Expenses	59.3 %	58.3 %	58.8 %	59.0 %	58.8 %	56.3 %	53.1 %	53.5 %	51.7 %	49.3 %	58.8 %	55.4 %
Operating income	**11.3 %**	**11.9 %**	**10.7 %**	**10.0 %**	**9.0 %**	**9.4 %**	**11.7 %**	**10.7 %**	**9.9 %**	**10.8 %**	**11.0 %**	**10.2 %**

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GAAP CONSOLIDATED BALANCE SHEET

Unaudited, in thousands

	FY2025				FY2026				FY2027	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
	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	9/30/26
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	$ 101,708
Restricted cash	461	462	462	462	105	812	1,318	1,702	1,707	893
Accounts receivable, net	59,205	64,567	52,312	49,680	60,514	66,889	54,740	57,004	70,428	61,956
Deferred contract acquisition costs	34,625	34,107	32,046	30,935	29,679	27,733	26,131	25,193	23,174	21,896
Other current assets	32,723	29,810	30,105	34,739	36,367	34,316	34,809	32,650	37,809	32,314
Total current assets	257,778	246,351	219,090	203,866	207,980	205,622	203,880	209,809	223,713	218,767
Property and equipment, net	51,400	50,364	49,228	47,919	47,972	47,394	46,939	45,821	44,552	42,963
Operating lease, right-of-use assets	35,933	34,825	32,777	33,508	32,260	30,424	29,634	26,672	28,184	24,329
Intangible assets, net	81,618	76,519	71,420	67,949	64,474	60,973	57,386	57,589	53,776	50,689
Goodwill	266,399	269,229	266,217	271,530	274,476	273,803	274,004	276,372	276,408	276,777
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	32,973
Other assets, non-current	13,412	14,127	14,325	13,354	14,177	13,288	12,670	11,996	11,938	11,397
Total assets	$ 755,739	$ 740,126	$ 698,211	$ 683,177	$ 684,348	$ 670,756	$ 661,522	$ 662,821	$ 672,806	$ 657,895
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	$ 31,555
Accrued and other liabilities	75,369	68,783	61,601	63,025	73,768	66,872	69,850	69,867	92,065	73,917
Operating lease liabilities, current	11,564	11,707	11,386	11,102	11,003	10,740	10,574	10,357	10,693	10,904
Deferred revenue, current	33,701	37,696	33,394	37,751	42,130	43,569	36,813	36,699	35,334	38,789
Term loan, current	—	39,393	16,524	11,593	6,648	19,173	26,700	39,218	37,277	107,326
Total current liabilities	172,361	208,840	175,977	169,244	176,439	183,661	179,941	192,855	213,490	262,491
Operating lease liabilities, non-current	55,179	52,785	49,842	49,196	47,010	44,420	41,850	39,100	39,473	37,422
Deferred revenue, non-current	7,659	6,594	5,960	706	645	477	333	181	247	149
Convertible senior notes, non-current	198,033	198,300	198,569	198,790	199,039	199,317	199,598	199,830	200,091	200,382
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	1,454
Total liabilities	651,151	630,314	585,198	560,973	556,158	537,594	518,664	516,212	524,989	501,898
Stockholders' equity:										
Common stock	128	131	131	134	136	139	139	141	144	146
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	1,046,108
Accumulated other comprehensive loss	(11,912)	(3,549)	(12,870)	(9,111)	(2,853)	(4,679)	(3,978)	(6,204)	(6,105)	(6,372)
Accumulated deficit	(870,799)	(885,342)	(882,320)	(887,721)	(892,036)	(891,269)	(886,179)	(886,073)	(887,273)	(883,885)
Total stockholders' equity	104,588	109,812	113,013	122,204	128,190	133,162	142,858	146,609	147,817	155,997
Total liabilities and stockholders' equity	$ 755,739	$ 740,126	$ 698,211	$ 683,177	$ 684,348	$ 670,756	$ 661,522	$ 662,821	$ 672,806	$ 657,895

8x8

CONSOLIDATED STATEMENTS OF CASH FLOWS (in thousands)

	FY2025				FY2026				FY2027		Fiscal Years	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	FY25	FY26
	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	9/30/26	3/31/25	3/31/26
Cash flows from operating activities:												
Net income (loss)	$(10,290)	$(14,543)	$ 3,022	$ (5,401)	$ (4,315)	$ 767	$ 5,090	$ 106	$ (1,200)	$ 3,388	$(27,212)	$ 1,648
Adjustments to reconcile net income (loss) to net cash provided by operating activities:												
Depreciation	1,908	1,848	1,866	1,765	1,690	1,701	1,689	1,529	1,410	1,343	7,387	6,609
Amortization of intangible assets	5,099	5,099	5,098	3,808	3,501	3,502	3,584	3,616	3,835	3,088	19,104	14,203
Amortization of capitalized internal-use software costs	3,758	3,264	2,959	2,748	2,673	3,012	2,919	2,852	2,856	2,826	12,729	11,456
Amortization of debt discount and issuance costs	1,062	656	427	321	336	362	361	310	330	354	2,466	1,369
Amortization of deferred contract acquisition costs	9,838	9,859	9,284	8,996	8,956	8,446	7,889	7,791	7,051	6,696	37,977	33,082
Allowance for credit losses	334	935	156	418	290	85	(628)	(185)	607	(194)	1,843	(438)
Operating lease expense, net of accretion	3,165	2,873	2,869	2,724	2,854	2,675	2,715	2,624	2,595	2,436	11,631	10,868
Impairment of right-of-use assets	—	—	—	—	—	—	—	—	—	2,933	—	—
Stock-based compensation expense	12,801	9,376	9,533	8,230	6,352	5,363	4,152	4,503	4,055	4,226	39,940	20,370
Loss (gain) on debt extinguishment	—	11,996	216	113	81	46	20	—	44	—	12,325	147
Loss (gain) on remeasurement of warrants	(1,747)	(263)	813	(1,028)	(209)	(37)	(357)	(261)	(71)	75	(2,225)	(864)
Loss on sale of assets	—	—	—	—	—	—	—	—	—	—	—	—
Other	581	(4,207)	4,481	(1,201)	(368)	(34)	257	(40)	188	(509)	(346)	(185)
Changes in assets and liabilities:												
Accounts receivable, net	(732)	(4,582)	10,460	2,699	(9,503)	(6,889)	12,909	(2,288)	(14,407)	8,858	7,845	(5,771)
Deferred contract acquisition costs	(4,803)	(7,644)	(5,134)	(6,407)	(4,471)	(3,936)	(3,976)	(4,725)	(4,611)	(4,164)	(23,988)	(17,108)
Other current and non-current assets	(658)	1,508	(2,793)	(5,674)	(2,997)	1,665	(1,886)	2,768	(9,273)	4,483	(7,617)	(450)
Accounts payable and accrued liabilities	(1,413)	(7,473)	(10,295)	(5,629)	3,347	(9,400)	(7,145)	(4,159)	24,979	(26,131)	(24,810)	(17,357)
Deferred revenue	(755)	3,615	(5,746)	(609)	3,656	1,507	(6,901)	(55)	(1,354)	3,351	(3,495)	(1,793)
Net cash provided by operating activities	18,148	12,317	27,216	5,873	11,873	8,835	20,692	14,386	17,034	13,059	63,554	55,786
Cash flows from investing activities:												
Purchases of property and equipment	(382)	(1,207)	(456)	(356)	(377)	(1,142)	(1,579)	(577)	(694)	(593)	(2,401)	(3,675)
Capitalized internal-use software costs	(3,025)	(2,867)	(2,570)	(2,604)	(4,039)	(3,101)	(2,574)	(2,588)	(2,225)	(1,859)	(11,066)	(12,302)
Purchases of investments	—	—	—	—	—	—	—	—	—	—	—	—
Purchase of cost investment	(771)	—	—	—	—	—	—	—	—	—	(771)	—
Maturities of investments	1,048	—	—	—	—	—	—	—	—	—	1,048	—
Acquisition of businesses, net of cash acquired	—	—	—	(3,234)	—	—	—	(4,757)	—	—	(3,234)	(4,757)
Payments for other investing activities	—	—	—	—	—	—	—	—	(229)	—	—	—
Net cash provided by (used in) investing activities	(3,130)	(4,074)	(3,026)	(6,194)	(4,416)	(4,243)	(4,153)	(7,922)	(3,148)	(2,452)	(16,424)	(20,734)
Cash flows from financing activities:												
Proceeds from issuance of common stock under employee stock plans	—	1,682	(1)	2,011	—	1,228	—	1,601	—	1,163	3,692	2,829
Payments for repurchases of common stock	—	—	—	—	(1,848)	—	—	—	—	—	—	(1,848)
Payments for debt issuance costs	—	(1,114)	(403)	—	—	(70)	—	—	—	—	(1,517)	(70)
Repayment of principal on term loan	—	(225,000)	(33,000)	(15,000)	(15,000)	(10,000)	(5,000)	—	(14,500)	—	(273,000)	(30,000)
Gross proceeds from term loan	—	200,000	—	—	—	—	—	—	—	—	200,000	—
Repayment and exchange of convertible senior notes	—	—	—	—	—	—	—	—	—	—	—	—
Other financing activities	(352)	(352)	(557)	(3,020)	(489)	(480)	(184)	(198)	(1,684)	(1,114)	(4,281)	(1,351)
Net cash provided by (used in) financing activities	(352)	(24,784)	(33,961)	(16,009)	(17,337)	(9,322)	(5,184)	1,403	(16,184)	49	(75,106)	(30,440)
Effect of exchange rate changes on cash	(164)	3,183	(3,469)	1,027	2,788	(818)	161	(1,105)	(362)	(357)	577	1,026
Net increase (decrease) in cash and cash equivalents	14,502	(13,358)	(13,240)	(15,303)	(7,092)	(5,548)	11,516	6,762	(2,660)	10,299	(27,399)	5,638
Cash, cash equivalents and restricted cash, beginning of period	116,723	131,225	117,867	104,627	89,324	82,232	76,684	88,200	94,962	92,302	116,723	89,324
Cash, cash equivalents and restricted cash, end of year	$131,225	$117,867	$104,627	$ 89,324	$ 82,232	$ 76,684	$ 88,200	$ 94,962	$ 92,302	$102,601	$ 89,324	$ 94,962

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CONSOLIDATED STATEMENTS OF CASH FLOWS (in thousands, continued)

	FY2025				FY2026				FY2027		Fiscal Years	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	FY25	FY26
	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	9/30/26	3/31/25	3/31/26
Supplemental and non-cash disclosures:												
Interest paid	$ 6,707	$ 9,617	$ 3,193	$ 6,780	$ 2,567	$ 6,471	$ 2,231	$ 6,053	$ 1,806	$ 5,873	$ 26,297	$ 17,322
Income taxes paid	$ 479	$ 1,907	$ 708	$ 673	$ 574	$ 799	$ 757	$ 270	$ 479	$ 547	$ 3,767	$ 2,400
Payables and accruals for property and equipment	$ 3,574	$ 3,207	$ 2,861	$ 132	$ 21	$ 108	$ —	$ 16	$ 80	$ 143	$ 132	$ 16
Issuance of common stock for business combinations	$ —	$ —	$ —	$ 544	$ —	$ —	$ —	$ —	$ —	$ —	$ 544	$ —

8x8

GAAP to NON-GAAP Reconciliation

	FY2025				FY2026				FY2027		Fiscal	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	FY25	FY26
	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	9/30/26	3/31/25	3/31/26
Reconciliation of GAAP to Non-GAAP Financial Measures:												
Cost of Revenue:												
GAAP cost of service revenue	$ 49,496	$ 50,251	$ 50,529	$ 49,818	$ 53,822	$ 57,699	$ 59,515	$ 61,566	$ 67,635	$ 71,093	$200,094	$232,602
Amortization of acquired intangible assets	(2,117)	(2,118)	(2,117)	(824)	(507)	(514)	(513)	(514)	(514)	(21)	(7,176)	(2,048)
Stock-based compensation expense and related employer payroll taxes	(1,608)	(1,230)	(857)	(759)	(582)	(476)	(417)	(377)	(201)	(214)	(4,454)	(1,852)
Transaction-related costs	—	—	—	—	—	—	—	—	(33)	(21)	—	—
Legal and regulatory costs	—	—	55	—	—	—	—	—	—	—	55	—
Severance, transition and contract exit costs	(522)	(55)	3	(81)	(944)	(81)	(26)	(824)	91	(344)	(655)	(1,875)
Non-GAAP cost of service revenue	$ 45,249	$ 46,848	$ 47,613	$ 48,154	$ 51,789	$ 56,628	$ 58,559	$ 59,851	$ 66,978	$ 70,493	$187,864	$226,827
GAAP service revenue margin	$123,305	$124,824	$122,930	$121,770	$122,486	$121,395	$120,167	$118,609	$117,711	$116,691	$(199,401	$482,657
Non-GAAP service revenue margin	$127,552	$128,227	$125,846	$123,434	$124,519	$122,466	$121,123	$120,324	$118,368	$117,291	$(187,171	$488,432
GAAP cost of other revenue	$ 7,691	$ 7,572	$ 7,268	$ 7,173	$ 7,099	$ 7,056	$ 7,319	$ 6,627	$ 6,164	$ 6,344	$ 29,704	$ 28,101
Stock-based compensation expense and related employer payroll taxes	(419)	(304)	(272)	(218)	(147)	(89)	(82)	(79)	(84)	(79)	(1,213)	(397)
Legal and regulatory costs	—	—	62	—	—	—	—	—	—	—	62	—
Severance, transition and contract exit costs	(100)	(156)	(130)	(195)	(353)	(443)	(649)	(88)	(105)	(214)	(581)	(1,533)
Non-GAAP cost of other revenue	$ 7,172	$ 7,112	$ 6,928	$ 6,760	$ 6,599	$ 6,524	$ 6,588	$ 6,460	$ 5,975	$ 6,051	$ 27,972	$ 26,171
GAAP other revenue margin	$ (2,345)	$ (1,649)	$ (1,845)	$ (1,718)	$ (2,046)	$ (2,055)	$ (1,951)	$ (1,556)	$ (1,340)	$ (2,127)	$(29,682)	$ (7,608)
Non-GAAP other revenue margin	$ (1,826)	$ (1,189)	$ (1,505)	$ (1,305)	$ (1,546)	$ (1,523)	$ (1,220)	$ (1,389)	$ (1,151)	$ (1,834)	$(27,950)	$ (5,678)
GAAP gross margin	$120,960	$123,175	$121,085	$120,052	$120,440	$119,340	$118,216	$117,053	$116,371	$114,564	$(229,083	$475,049
Non-GAAP gross margin	$125,726	$127,038	$124,341	$122,129	$122,973	$120,943	$119,903	$118,935	$117,217	$115,457	$(215,121	$482,754
Operating Expenses:												
GAAP research and development	$ 32,137	$ 31,291	$ 29,833	$ 29,950	$ 28,364	$ 27,918	$ 27,191	$ 29,510	$ 28,406	$ 27,570	$123,211	$112,983
Amortization of acquired intangible assets	—	—	—	—	—	—	—	(103)	(283)	(283)	—	(103)
Stock-based compensation expense and related employer payroll taxes	(4,657)	(3,348)	(3,209)	(2,536)	(1,509)	(1,211)	(1,053)	(1,033)	(1,003)	(905)	(13,750)	(4,806)
Transaction-related costs	—	—	—	(8)	—	—	—	—	(349)	(216)	(8)	—
Legal and regulatory costs	—	—	352	—	—	—	—	(137)	—	—	352	(137)
Severance, transition and contract exit costs	(39)	(413)	(547)	(1,312)	(861)	(85)	(612)	(1,992)	(1,291)	(933)	(2,311)	(3,550)
Non-GAAP research and development	$ 27,441	$ 27,530	$ 26,429	$ 26,094	$ 25,994	$ 26,622	$ 25,526	$ 26,245	$ 25,480	$ 25,233	$107,494	$104,387
GAAP sales and marketing	$ 67,106	$ 64,867	$ 65,644	$ 66,844	$ 68,184	$ 63,835	$ 60,513	$ 59,872	$ 58,750	$ 56,146	$264,461	$252,404
Amortization of acquired intangible assets	(2,982)	(2,981)	(2,981)	(2,984)	(2,990)	(2,984)	(3,021)	(2,996)	(3,004)	(2,784)	(11,928)	(11,991)
Stock-based compensation expense and related employer payroll taxes	(3,258)	(2,305)	(2,373)	(2,145)	(2,071)	(1,823)	(945)	(1,400)	(1,261)	(1,353)	(10,081)	(6,239)
Transaction-related costs	—	—	—	—	—	—	—	—	(7)	(4)	—	—
Legal and regulatory cost	—	—	335	—	—	—	—	—	—	—	335	—
Severance, transition and contract exit costs	(125)	(390)	(169)	(1,094)	(1,066)	(303)	(783)	(438)	(418)	(213)	(1,778)	(2,590)
Non-GAAP sales and marketing	$ 60,741	$ 59,191	$ 60,456	$ 60,621	$ 62,057	$ 58,725	$ 55,764	$ 55,038	$ 54,060	$ 51,792	$241,009	$231,584

8x8

GAAP to NON-GAAP Reconciliation (continued)

	FY2025				FY2026				FY2027		Fiscal Years	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	FY25	FY26
	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	9/30/26	3/31/25	3/31/26
GAAP general and administrative	$ 23,091	$ 19,848	$ 16,629	$ 22,839	$ 23,327	$ 22,238	$ 20,818	$ 24,341	$ 24,836	$ 20,983	$ 82,407	$ 90,724
Amortization of acquired intangible assets	—	—	—	—	(4)	(4)	(50)	(3)	(34)	—	—	(61)
Stock-based compensation expense and related employer payroll taxes	(3,651)	(2,658)	(3,058)	(2,957)	(2,600)	(2,163)	(1,966)	(2,014)	(1,756)	(1,727)	(12,324)	(8,743)
Transaction-related costs	(123)	(193)	(244)	(533)	—	—	(196)	(3,249)	(2,128)	418	(1,093)	(3,445)
Legal and regulatory cost	(548)	3,166	6,045	(102)	(835)	(717)	(927)	(511)	(566)	(501)	8,561	(2,990)
Severance, transition and related exit costs	(1,335)	(1,384)	(1,004)	(1,544)	(1,299)	(1,082)	(725)	(676)	(1,562)	(1,485)	(5,267)	(3,782)
Non-GAAP general and administrative	$ 17,434	$ 18,779	$ 18,368	$ 17,703	$ 18,589	$ 18,272	$ 16,954	$ 17,888	$ 18,790	$ 17,688	$ 72,284	$ 71,703
GAAP Operating Expenses	$122,334	$116,006	$112,106	$119,633	$119,875	$113,991	$108,522	$113,723	$111,992	$107,632	$470,079	$456,111
Amortization of acquired intangible assets	(2,982)	(2,981)	(2,981)	(2,984)	(2,994)	(2,988)	(3,071)	(3,102)	(3,321)	(3,067)	(11,928)	(12,155)
Stock-based compensation expense and related employer payroll taxes	(11,566)	(8,311)	(8,640)	(7,638)	(6,180)	(5,197)	(3,964)	(4,447)	(4,020)	(3,985)	(36,155)	(19,788)
Transaction-related costs	(123)	(193)	(244)	(541)	—	—	(196)	(3,249)	(2,484)	198	(1,101)	(3,445)
Legal and regulatory cost	(548)	3,166	6,732	(102)	(835)	(717)	(927)	(648)	(566)	(501)	9,248	(3,127)
Severance, transition and contract exit costs	(1,499)	(2,187)	(1,720)	(3,950)	(3,226)	(1,470)	(2,120)	(3,106)	(3,271)	(2,631)	(9,356)	(9,922)
Impairment of long-lived assets	—	—	—	—	—	—	—	—	—	(2,933)	—	—
Non-GAAP Operating Expenses	$105,616	$105,500	$105,253	$104,418	$106,640	$103,619	$ 98,244	$ 99,171	$ 98,330	$ 94,713	$420,787	$407,674
Operating Profit (Loss):												
GAAP income (loss) from operations	$ (1,374)	$ 7,169	$ 8,979	$ 419	$ 565	$ 5,349	$ 9,694	$ 3,330	$ 4,379	$ 6,932	$ 15,193	$ 18,938
Amortization of acquired intangible assets	5,099	5,099	5,098	3,808	3,501	3,502	3,584	3,616	3,835	3,088	19,104	14,203
Stock-based compensation expense and related employer payroll taxes	13,593	9,845	9,769	8,615	6,909	5,762	4,463	4,903	4,305	4,278	41,822	22,037
Transaction-related costs	123	193	244	541	—	—	196	3,249	2,517	(177)	1,101	3,445
Legal and regulatory costs	548	(3,166)	(6,849)	102	835	717	927	648	566	501	(9,365)	3,127
Severance, transition and contract exit costs	2,121	2,398	1,847	4,226	4,523	1,994	2,795	4,018	3,285	3,189	10,592	13,330
Impairment of long-lived assets	—	—	—	—	—	—	—	—	—	2,933	—	—
Non-GAAP operating profit	$ 20,110	$ 21,538	$ 19,088	$ 17,711	$ 16,333	$ 17,324	$ 21,659	$ 19,764	$ 18,887	$ 20,744	$ 78,447	$ 75,080
Interest Expense:												
GAAP interest expense	$ (9,956)	$ (7,905)	$ (5,842)	$ (5,153)	$ (3,968)	$ (4,842)	$ (4,587)	$ (4,368)	$ (4,179)	$ (4,207)	$(28,856)	$(17,765)
Amortization of debt discount and issuance cost	1,062	656	427	321	336	362	361	310	330	354	2,466	1,369
Capitalized interest	—	—	—	—	(926)	—	—	—	—	—	—	(926)
Non-GAAP interest expense	$ (8,894)	$ (7,249)	$ (5,415)	$ (4,832)	$ (4,558)	$ (4,480)	$ (4,226)	$ (4,058)	$ (3,849)	$ (3,853)	$(26,390)	$(17,322)
Other Income (Expenses):												
GAAP other income (expense), net	$ 1,716	$(12,709)	$ 793	$ (200)	$ 364	$ 468	$ 511	$ 1,010	$ (408)	$ 1,107	$(10,400)	$ 2,353
Legal and regulatory costs	—	—	—	—	—	—	—	—	—	—	—	—
(Gain) loss on debt extinguishment	—	11,996	216	113	81	46	20	—	44	—	12,325	147
(Gain) loss on warrants remeasurement	(1,747)	(263)	813	(1,028)	(209)	(37)	(357)	(261)	(71)	75	(2,225)	(864)
(Loss) gain on sale of assets	—	—	—	—	—	—	—	—	—	(66)	—	—
Other income	(116)	(116)	(116)	—	—	—	—	—	—	—	(348)	—
Non-GAAP other income and expense	$ (147)	$ (1,092)	$ 1,706	$ (1,115)	$ 236	$ 477	$ 174	$ 749	$ (435)	$ 1,116	$ (648)	$ 1,636

8x8

GAAP to NON-GAAP Reconciliation (continued)

	FY2025				FY2026				FY2027		Fiscal Years	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	FY25	FY26
	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	9/30/26	3/31/25	3/31/26
Net Income (Loss):												
GAAP net income (loss)	$ (10,290)	$ (14,543)	$ 3,022	$ (5,401)	$ (4,315)	$ 767	$ 5,090	$ 106	$ (1,200)	$ 3,388	$ (27,212)	$ 1,648
Amortization of acquired intangible assets	5,099	5,099	5,098	3,808	3,501	3,502	3,584	3,616	3,835	3,088	19,104	14,203
Stock-based compensation expense and related employer payroll taxes	13,593	9,845	9,769	8,615	6,909	5,762	4,463	4,903	4,305	4,278	41,822	22,037
Transaction-related costs	123	193	244	541	—	—	196	3,249	2,517	(177)	1,101	3,445
Legal and regulatory costs	548	(3,166)	(6,849)	102	835	717	927	648	566	501	(9,365)	3,127
Severance, transition and contract exit costs	2,121	2,398	1,847	4,226	4,523	1,994	2,795	4,018	3,285	3,189	10,592	13,330
Impairment of long-lived assets	—	—	—	—	—	—	—	—	—	2,933	—	—
Amortization of debt discount and issuance cost	1,062	656	427	321	336	362	361	310	330	354	2,466	1,369
(Gain) loss on debt extinguishment	—	11,996	216	113	81	46	20	—	44	—	12,325	147
(Gain) loss on warrants remeasurement	(1,747)	(263)	813	(1,028)	(209)	(37)	(357)	(261)	(71)	75	(2,225)	(864)
(Loss) gain on sale of assets	—	—	—	—	—	—	—	—	—	(66)	—	—
Other income	(116)	(116)	(116)	—	(926)	—	—	—	—	—	(348)	(926)
Income tax expense effects, net	—	—	—	—	—	—	—	—	—	—	—	—
Non-GAAP net income	$ 10,393	$ 12,099	$ 14,471	$ 11,297	$ 10,735	$ 13,113	$ 17,079	$ 16,589	$ 13,611	$ 17,563	$ 48,260	$ 57,516
Interest expense	8,894	7,249	5,415	4,832	4,558	4,480	4,226	4,058	3,849	3,853	26,390	17,322
Provision (benefit) for income taxes	676	1,098	908	467	1,276	208	528	(134)	992	444	3,149	1,878
Depreciation	1,908	1,848	1,866	1,765	1,690	1,701	1,689	1,529	1,410	1,343	7,387	6,609
Amortization of capitalized internal-use software costs	3,758	3,264	2,959	2,748	2,673	3,012	2,919	2,852	2,856	2,826	12,729	11,456
Other expense (income), net	147	1,092	(1,706)	1,115	(236)	(477)	(174)	(749)	435	(1,116)	648	(1,636)
Adjusted EBITDA	$ 25,776	$ 26,650	$ 23,913	$ 22,224	$ 20,696	$ 22,037	$ 26,267	$ 24,145	$ 23,153	$ 24,913	$ 98,563	$ 93,145
Shares used in computing net income (loss) per share amounts:												
Basic	125,999	129,250	130,970	132,877	134,809	136,970	138,781	140,141	141,973	144,929	129,767	137,669
Diluted	127,433	131,294	135,742	138,678	138,569	141,561	142,926	145,399	147,065	146,349	133,654	142,629
GAAP net income (loss) per share - Basic	$ (0.08)	$ (0.11)	$ 0.02	$ (0.04)	$ (0.03)	$ 0.01	$ 0.04	$ 0.00	$ (0.01)	$ 0.02	$ (0.21)	$ 0.01
GAAP net income (loss) per share - Diluted	$ (0.08)	$ (0.11)	$ 0.02	$ (0.04)	$ (0.03)	$ 0.01	$ 0.04	$ 0.00	$ (0.01)	$ 0.02	$ (0.21)	$ 0.01
Non-GAAP net income per share - Basic	$ 0.08	$ 0.09	$ 0.11	$ 0.09	$ 0.08	$ 0.10	$ 0.12	$ 0.12	$ 0.10	$ 0.12	$ 0.37	$ 0.42
Non-GAAP net income per share - Diluted	$ 0.08	$ 0.09	$ 0.11	$ 0.08	$ 0.08	$ 0.09	$ 0.12	$ 0.11	$ 0.09	$ 0.12	$ 0.36	$ 0.40