8x8, Inc. CONSOLIDATED STATEMENTS OF OPERATIONS (GAAP)

	FY2023				FY2024				FY25			FISCAL YEARS			YTD	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4 YTD	Q4 YTD	Q4 YTD	Q3 YTD	Q3 YTD
	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31 Mar	31 Mar	31 Mar	31 Dec	31 Dec
	2022	2022	2022	2023	2023	2023	2023	2024	2024	2024	2024	2022	2023	2024	2023	2024
Service revenue	$179,161	$178,556	$175,765	$176,562	$175,238	$177,782	$175,069	$172,490	$172,801	$175,075	$173,459	$ 602,357	$ 710,044	$ 700,579	$528,089	$521,335
Other revenue	8,459	8,833	8,635	7,967	8,049	7,217	5,937	6,923	5,346	5,923	5,423	35,773	33,894	28,126	21,203	16,692
Total revenue	187,620	187,389	184,400	184,529	183,287	184,999	181,006	179,413	178,147	180,998	178,882	638,130	743,938	728,705	549,292	538,027
Cost of service revenue	53,547	51,038	47,335	46,951	46,276	49,144	48,983	48,557	49,496	50,251	50,529	195,909	198,871	192,960	144,403	150,276
Cost of other revenue	13,126	11,000	10,176	8,302	8,398	7,958	7,177	8,412	7,691	7,572	7,268	51,649	42,604	31,945	23,533	22,531
Total cost of revenue	66,673	62,038	57,511	55,253	54,674	57,102	56,160	56,969	57,187	57,823	57,797	247,558	241,475	224,905	167,936	172,807
Gross profit	120,947	125,351	126,889	129,276	128,613	127,897	124,846	122,444	120,960	123,175	121,085	390,572	502,463	503,800	381,356	365,220
Operating expenses:																
Research and development	34,955	36,019	35,062	36,455	35,292	34,207	32,787	33,930	32,137	31,291	29,833	112,387	142,491	136,216	102,286	93,261
Sales and marketing	83,527	80,487	79,021	68,848	68,505	68,687	66,997	67,755	67,106	64,867	65,644	314,223	311,883	271,944	204,189	197,617
General and administrative	29,219	31,411	27,158	20,213	26,226	27,586	23,419	34,978	23,091	19,848	16,629	118,103	108,001	112,209	77,231	59,568
Impairment of long-lived assets	—	2,424	3,729	227	—	—	11,034	—	—	—	—	—	6,380	11,034	11,034	—
Total operating expenses	147,701	150,341	144,970	125,743	130,023	130,480	134,237	136,663	122,334	116,006	112,106	544,713	568,755	531,403	394,740	350,446
Income (loss) from operations	(26,754)	(24,990)	(18,081)	3,533	(1,410)	(2,583)	(9,391)	(14,219)	(1,374)	7,169	8,979	(154,141)	(66,292)	(27,603)	(13,384)	14,774
Interest expense	(1,456)	(6,052)	(8,743)	(11,024)	(10,078)	(10,061)	(10,035)	(9,650)	(9,956)	(7,905)	(5,842)	(22,675)	(27,274)	(39,824)	(30,174)	(23,703)
Other income (expense), net	2,572	20,002	831	(174)	(2,395)	4,803	(1,275)	2,344	1,716	(12,709)	793	1,046	23,230	3,477	1,133	(10,200)
Loss before provision (benefit) for income taxes	(25,638)	(11,040)	(25,993)	(7,665)	(13,883)	(7,841)	(20,701)	(21,525)	(9,614)	(13,445)	3,930	(175,770)	(70,336)	(63,950)	(42,425)	(19,129)
Provision (benefit) for income taxes	405	599	37	1,766	1,444	(389)	521	2,066	676	1,098	908	(387)	2,807	3,642	1,576	2,682
Net income (loss)	$ (26,043)	$ (11,639)	$ (26,030)	$ (9,431)	$ (15,327)	$ (7,452)	$ (21,222)	$ (23,591)	$ (10,290)	$ (14,543)	$ 3,022	$(175,383)	$ (73,143)	$ (67,592)	$ (44,001)	$ (21,811)
Net income (loss) per share:																
Basic	$ (0.22)	$ (0.10)	$ (0.23)	$ (0.08)	$ (0.13)	$ (0.06)	$ (0.17)	$ (0.19)	$ (0.08)	$ (0.11)	$ 0.02	$ (1.55)	$ (0.63)	$ (0.56)	$ (0.37)	$ (0.17)
Diluted	$ (0.22)	$ (0.10)	$ (0.23)	$ (0.08)	$ (0.13)	$ (0.06)	$ (0.17)	$ (0.19)	$ (0.08)	$ (0.11)	$ 0.02	$ (1.55)	$ (0.63)	$ (0.56)	$ (0.37)	$ (0.17)
Weighted average number of shares:																
Basic	119,721	116,013	113,201	114,924	116,777	120,757	122,556	124,324	125,999	129,250	130,970	113,354	115,959	121,106	120,042	128,750
Diluted	119,721	116,013	113,201	114,924	116,777	120,757	122,556	124,324	125,999	129,250	135,742	113,354	115,959	121,106	120,042	128,750
Comprehensive loss:																
Net income (loss)	$ (26,043)	$ (11,639)	$ (26,030)	$ (9,431)	$ (15,327)	$ (7,452)	$ (21,222)	$ (23,591)	$ (10,290)	$ (14,543)	$ 3,022	$(175,383)	$ (73,143)	$ (67,592)	$ (44,001)	$ (21,811)
Unrealized gain (loss) on investments in securities	(94)	(5)	(31)	(54)	290	7	(16)	(1)	(5)	—	—	(571)	(184)	280	281	(5)
Foreign currency translation adjustment	(8,384)	(8,548)	10,244	1,858	1,441	(4,320)	5,987	(2,014)	(354)	8,363	(9,321)	(3,149)	(4,830)	1,094	3,108	(1,312)
Comprehensive loss	$ (34,521)	$ (20,192)	$ (15,817)	$ (7,627)	$ (13,596)	$ (11,765)	$ (15,251)	$ (25,606)	$ (10,649)	$ (6,180)	$ (6,299)	$(179,103)	$ (78,157)	$ (66,218)	$ (40,612)	$ (23,128)

% of Revenue	FY2023 Q1	FY2023 Q2	FY2023 Q3	FY2023 Q4	FY2024 Q1	FY2024 Q2	FY2024 Q3	FY2024 Q4	FY25 Q1	FY25 Q2	FY25 Q3	Q4 YTD 31 Mar 2022	Q4 YTD 31 Mar 2023	Q4 YTD 31 Mar 2024	Q3 YTD 31 Dec 2023	Q3 YTD 31 Dec 2024
Cost of service revenue (% of service revenue)	29.9%	28.6%	26.9%	26.6%	26.4%	27.6%	28.0%	28.2%	28.6%	28.7%	29.1%	32.5%	28.0%	27.5%	27.3%	28.8%
Service revenue gross profit	70.1%	71.4%	73.1%	73.4%	73.6%	72.4%	72.0%	71.8%	71.4%	71.3%	70.9%	67.5%	72.0%	72.5%	72.7%	71.2%
Cost of other revenue (% of other revenue)	155.2%	124.5%	117.8%	104.2%	104.3%	110.3%	120.9%	121.5%	143.9%	127.8%	134.0%	144.4%	125.7%	113.6%	111.0%	135.0%
Other revenue gross profit	-55.2%	-24.5%	-17.8%	-4.2%	-4.3%	-10.3%	-20.9%	-21.5%	-43.9%	-27.8%	-34.0%	-44.4%	-25.7%	-13.6%	-11.0%	-35.0%
Cost of total revenue	35.5%	33.1%	31.2%	29.9%	29.8%	30.9%	31.0%	31.8%	32.1%	31.9%	32.3%	38.8%	32.5%	30.9%	30.6%	32.1%
Total revenue gross profit (% of total revenue)	64.5%	66.9%	68.8%	70.1%	70.2%	69.1%	69.0%	68.2%	67.9%	68.1%	67.7%	61.2%	67.5%	69.1%	69.4%	67.9%
Operating Expenses:																
Research and development	18.6%	19.2%	19.0%	19.8%	19.3%	18.5%	18.1%	18.9%	18.0%	17.3%	16.7%	17.6%	19.2%	18.7%	18.6%	17.3%
Sales and marketing	44.5%	43.0%	42.9%	37.3%	37.4%	37.1%	37.0%	37.8%	37.7%	35.8%	36.7%	49.2%	41.9%	37.3%	37.2%	36.7%
General and Administrative	15.6%	16.8%	14.7%	11.0%	14.3%	14.9%	12.9%	19.5%	13.0%	11.0%	9.3%	18.5%	14.5%	15.4%	14.1%	11.1%
Impairment of long-lived assets	-	1.3%	2.0%	0.1%	-	-	6.1%	-	-	-	-	-	0.9%	1.5%	2.0%	0.0%
Operating Expenses	78.7%	80.2%	78.6%	68.1%	70.9%	70.5%	74.2%	76.2%	68.7%	64.1%	62.7%	85.4%	76.5%	72.9%	71.9%	65.1%
Income (loss) from Operations	-14.3%	-13.3%	-9.8%	1.9%	-0.8%	-1.4%	-5.2%	-7.9%	-0.8%	4.0%	5.0%	-24.2%	-8.9%	-3.8%	-2.4%	2.7%

8x8, Inc. CONSOLIDATED STATEMENTS OF OPERATIONS (GAAP)

	FY2023				FY2024				FY25			FISCAL YEARS			YTD	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4 YTD	Q4 YTD	Q4 YTD	Q3 YTD	Q3 YTD
	30-Jun 2022	30-Sep 2022	31-Dec 2022	31-Mar 2023	30-Jun 2023	30-Sep 2023	31-Dec 2023	31-Mar 2024	30-Jun 2024	30-Sep 2024	31-Dec 2024	31 Mar 2022	31 Mar 2023	31 Mar 2024	31 Dec 2023	31 Dec 2024
Supplemental Information																
Interest expense	$ (625)	$ (4,883)	$ (7,607)	$ (9,906)	$ (8,970)	$ (8,929)	$ (8,878)	$ (8,575)	$ (8,894)	$ (7,249)	$ (5,415)	$ (2,271)	$ (23,020)	$ (35,352)	$ (26,777)	$ (21,558)
Amortization of debt discount	(831)	(1,169)	(1,136)	(1,118)	(1,108)	(1,132)	(1,157)	(1,075)	(1,062)	(656)	(427)	(20,404)	(4,254)	(4,472)	(3,397)	(2,145)
Total interest expense	$ (1,456)	$ (6,052)	$ (8,743)	$ (11,024)	$ (10,078)	$ (10,061)	$ (10,035)	$ (9,650)	$ (9,956)	$ (7,905)	$ (5,842)	$ (22,675)	$ (27,274)	$ (39,824)	$ (30,174)	$ (23,703)
Gain (loss) on debt extinguishment	$ —	$ 16,106	$ 2,144	$ 296	$ (1,766)	$ —	$ —	$ —	$ —	$ (11,996)	$ (216)	$ —	$ 18,545	$ (1,766)	$ (1,766)	$ (12,212)
Gain (loss) on warrants remeasurement	—	1,293	(771)	(104)	(250)	2,781	(1,297)	942	1,747	263	(813)	—	417	2,176	1,234	1,197
Interest income	619	374	360	593	635	603	1,382	1,357	1,041	936	768	806	1,946	3,977	2,620	2,746
Gain (loss) on sale of assets	—	—	1,757	(5)	—	—	—	(179)	—	—	—	(68)	1,821	(179)	—	—
Other income (expense)	1,953	2,229	(2,659)	(954)	(1,014)	1,419	(1,360)	224	(1,072)	(1,912)	1,054	308	501	(731)	(955)	(1,931)
Other income (expense), net	$ 2,572	$ 20,002	$ 831	$ (174)	$ (2,395)	$ 4,803	$ (1,275)	$ 2,344	$ 1,716	$ (12,709)	$ 793	$ 1,046	$ 23,230	$ 3,477	$ 1,133	$ (10,200)

8x8 Inc. CONSOLIDATED BALANCE SHEETS

	FY2023				FY2024				FY2025		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	June 30, 2022	September 30, 2022	December 31, 2022	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024	December 31, 2024
ASSETS											
Current assets:											
Cash and cash equivalents	$ 92,686	$ 100,512	$ 92,960	$ 111,400	$ 122,229	$ 144,030	$ 168,513	$ 116,262	$ 130,764	$ 117,405	$ 104,165
Restricted cash	590	511	511	511	165	521	356	356	461	462	462
Short-term investments	48,945	30,411	37,445	26,228	15,946	4,744	1,035	1,048	—	—	—
Accounts receivable, net	55,441	58,345	53,811	62,307	64,951	61,063	63,042	58,979	59,205	64,567	52,312
Deferred sales commission costs	36,510	36,350	37,401	38,048	38,247	37,610	36,996	35,933	34,625	34,107	32,046
Other current assets	38,545	37,537	32,449	34,630	32,930	33,967	32,528	35,258	32,723	29,810	30,105
Total current assets	272,717	263,666	254,577	273,124	274,468	281,935	302,470	247,836	257,778	246,351	219,090
Property and equipment, net	73,876	68,717	60,915	57,871	54,538	53,508	55,661	53,181	51,400	50,364	49,228
Operating lease, right-of-use assets	59,859	54,201	55,269	52,444	50,438	50,396	38,546	35,924	35,933	34,825	32,777
Intangible assets, net	122,737	117,490	112,236	107,112	102,013	96,914	91,816	86,717	81,618	76,519	71,420
Goodwill	265,029	262,393	265,578	266,863	266,386	265,732	267,453	266,574	266,399	269,229	266,217
Restricted cash, non-current	818	818	818	818	818	462	462	105	—	—	—
Long-term investments	—	—	—	—	—	—	—	—	—	—	—
Deferred sales commission costs, non-current	76,083	71,647	70,530	67,644	64,699	60,440	56,317	52,859	49,199	48,711	45,154
Other assets, non-current	18,028	17,009	16,184	15,934	15,103	14,336	13,993	12,783	13,412	14,127	14,325
Total assets	$ 889,147	$ 855,941	$ 836,107	$ 841,810	$ 828,463	$ 823,723	$ 826,718	$ 755,979	$ 755,739	$ 740,126	$ 698,211
LIABILITIES AND STOCKHOLDERS' EQUITY											
Current liabilities:											
Accounts payable	$ 42,584	$ 43,844	$ 40,632	$ 46,802	$ 42,537	$ 49,391	$ 49,493	$ 48,862	$ 51,727	$ 51,261	$ 53,072
Accrued and other liabilities	84,344	81,633	77,393	73,740	78,862	71,700	73,232	78,102	75,369	68,783	61,601
Operating lease liabilities, current	14,424	12,648	12,537	11,504	11,469	11,623	11,763	11,295	11,564	11,707	11,386
Deferred revenue, current	34,064	30,860	34,207	34,909	40,410	33,223	32,778	34,325	33,701	37,696	33,394
Convertible senior notes, current	—	—	—	62,932	63,039	63,153	63,260	—	—	—	—
Term loan, current	—	—	—	—	—	—	—	—	—	39,393	16,524
Total current liabilities	175,416	168,985	164,769	229,887	236,317	229,090	230,526	172,584	172,361	208,840	175,977
Operating lease liabilities, non-current	71,806	68,437	68,358	65,623	62,850	61,926	59,417	56,647	55,179	52,785	49,842
Deferred revenue, non-current	11,023	10,465	10,480	10,615	10,618	10,231	10,128	7,810	7,659	6,594	5,960
Convertible senior notes, non-current	494,444	286,682	264,443	196,821	197,048	197,303	197,561	197,796	198,033	198,300	198,569
Term loan	—	230,049	231,202	231,993	209,534	210,303	211,092	211,894	212,718	159,194	149,437
Other liabilities, non-current	2,936	6,541	6,828	6,965	7,227	4,460	8,322	7,290	5,201	4,601	5,413
Total liabilities	755,625	771,159	746,080	741,904	723,594	713,313	717,046	654,021	651,151	630,314	585,198
Commitments and contingencies											
Stockholders' equity:											
Preferred stock	—	—	—	—	—	—	—	—	—	—	—
Common stock	120	111	113	115	119	122	123	125	128	131	131
Additional paid-in capital	895,602	867,063	888,123	905,635	924,190	941,493	956,005	973,895	987,171	998,572	1,008,072
Accumulated other comprehensive loss	(16,391)	(24,944)	(14,731)	(12,927)	(11,196)	(15,509)	(9,538)	(11,553)	(11,912)	(3,549)	(12,870)
Accumulated deficit	(745,809)	(757,448)	(783,478)	(792,917)	(808,244)	(815,696)	(836,918)	(860,509)	(870,799)	(885,342)	(882,320)
Total stockholders' equity	133,522	84,782	90,027	99,906	104,869	110,410	109,672	101,958	104,588	109,812	113,013
Total liabilities and stockholders' equity	$ 889,147	$ 855,941	$ 836,107	$ 841,810	$ 828,463	$ 823,723	$ 826,718	$ 755,979	$ 755,739	$ 740,126	$ 698,211

8x8 Inc. CONSOLIDATED STATEMENT OF CASH FLOWS

	FY2024				FY2025			Fiscal Years			YTD	
	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar	31-Mar	31-Mar	31-Dec	31-Dec
	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 YTD FY22	Q4 YTD FY23	Q4 YTD FY24	Q3 YTD FY24	Q3 YTD FY25
	2023	2023	2023	2024	2024	2024	2024	2022	2023	2024	2023	2024
Cash flows from operating activities:												
Net loss	$ (15,327)	$ (7,452)	$ (21,222)	$ (23,591)	$ (10,290)	$ (14,543)	$ 3,022	$ (175,383)	$ (73,143)	$ (67,592)	$ (44,001)	$ (21,811)
Adjustments to reconcile net loss to net cash provided by operating activities:												
Depreciation	2,126	1,964	2,043	2,168	1,908	1,848	1,866	11,374	10,464	8,301	6,133	5,622
Amortization of intangible assets	5,099	5,099	5,098	5,099	5,099	5,099	5,098	8,317	21,078	20,395	15,296	15,296
Amortization of capitalized internal-use software costs	5,282	4,779	4,357	4,068	3,758	3,264	2,959	28,863	20,739	18,486	14,418	9,981
Impairment of capitalized software	—	—	—	—	—	—	—	—	3,729	—	—	—
Amortization of debt discount and issuance costs	1,109	1,131	1,157	1,075	1,062	656	427	20,404	4,254	4,472	3,397	2,145
Amortization of deferred sales commission costs	10,019	10,080	10,051	10,031	9,838	9,859	9,284	34,701	38,195	40,181	30,150	28,981
Allowance for credit losses	490	503	670	573	334	935	156	1,974	1,892	2,236	1,663	1,425
Operating lease expense, net of accretion	2,507	2,602	2,948	2,877	3,165	2,873	2,869	13,482	12,030	10,934	8,057	8,907
Impairment of right-of-use assets	—	—	11,034	—	—	—	—	—	2,651	11,034	11,034	—
Stock-based compensation expense	18,195	14,522	14,118	15,075	12,801	9,376	9,533	133,331	89,536	61,910	46,835	31,710
Loss (gain) on debt extinguishment	1,766	—	—	—	—	11,996	216	—	(18,545)	1,766	1,766	12,212
Loss (gain) on remeasurement of warrants	250	(2,781)	1,297	(942)	(1,747)	(263)	813	—	(417)	(2,176)	(1,234)	(1,197)
Gain on sale of assets	—	—	—	179	—	—	—	—	(1,821)	179	—	—
Other	(184)	236	(622)	1,250	581	(4,207)	4,481	3,726	101	680	(570)	855
Changes in assets and liabilities:												
Accounts receivable, net	(3,397)	3,696	(2,487)	2,941	(732)	(4,582)	10,460	6,867	(8,450)	753	(2,188)	5,146
Deferred sales commission costs	(7,209)	(4,859)	(5,027)	(5,784)	(4,803)	(7,644)	(5,134)	(44,224)	(31,086)	(22,879)	(17,095)	(17,581)
Other current and non-current assets	2,327	(3,633)	720	(1,762)	(658)	1,508	(2,793)	(4,022)	2,150	(2,348)	(586)	(1,943)
Accounts payable and accruals	(2,084)	(850)	(1,537)	289	(1,413)	(7,473)	(10,295)	(8,740)	(24,403)	(4,182)	(4,471)	(19,181)
Deferred revenue	5,504	(7,574)	(202)	(893)	(755)	3,615	(5,746)	4,010	(168)	(3,165)	(2,272)	(2,886)
Net cash provided by operating activities	26,473	17,463	22,396	12,653	18,148	12,317	27,216	34,680	48,786	78,985	66,332	57,681
Cash flows from investing activities:												
Purchases of property and equipment	(186)	(1,372)	(783)	(309)	(382)	(1,207)	(456)	(4,137)	(2,991)	(2,650)	(2,341)	(2,045)
Proceeds from sale of intangible assets	—	—	—	—	—	—	—	—	1,000	—	—	—
Capitalized internal-use software costs	(3,488)	(3,954)	(3,471)	(3,376)	(3,025)	(2,867)	(2,570)	(20,370)	(11,896)	(14,289)	(10,913)	(8,462)
Purchases of investments	(3,093)	(3,081)	—	—	—	—	—	(83,383)	(53,308)	(6,174)	(6,174)	—
Purchase of cost investment	—	—	—	—	(771)	—	—	—	—	—	—	(771)
Sales of investments	—	—	—	—	—	—	—	13,299	8,296	—	—	—
Maturities of investments	13,559	14,350	3,750	—	1,048	—	—	60,023	66,199	31,659	31,659	1,048
Acquisition of businesses, net of cash acquired	—	—	—	—	—	—	—	(125,410)	(1,250)	—	—	—
Net cash provided by (used in) investing activities	6,792	5,943	(504)	(3,685)	(3,130)	(4,074)	(3,026)	(159,978)	6,050	8,546	12,231	(10,230)
Cash flows from financing activities:												
Finance lease payments	—	—	—	—	—	—	—	(15)	—	—	—	—
Tax-related withholding of common stock	—	—	—	—	—	—	—	(310)	—	—	—	—
Proceeds from issuance of common stock under employee stock plans	—	2,365	—	2,519	—	1,682	(1)	16,107	4,679	4,884	2,365	1,681
Repurchase of capped calls	—	—	—	—	—	—	—	—	244	—	—	—
Payments for debt issuance costs	—	—	—	—	—	(1,114)	(403)	—	—	—	—	(1,517)
Repayment of principal on term loan	(25,000)	—	—	—	—	(225,000)	(33,000)	—	—	(25,000)	(25,000)	(258,000)
Net proceeds from term loan	—	—	—	—	—	200,000	—	—	234,806	—	—	200,000
Repayment and exchange of convertible senior notes	—	—	—	(63,295)	—	—	—	—	(217,299)	(63,295)	—	—
Proceeds from issuance of convertible notes	—	—	—	—	—	—	—	134,619	—	—	—	—
Repurchase of common stock	—	—	—	—	—	—	—	(44,976)	(60,214)	—	—	—
Other financing activities	—	—	—	—	(352)	(352)	(557)	—	—	—	—	(1,261)
Net cash provided by (used in) financing activities	(25,000)	2,365	—	(60,776)	(352)	(24,784)	(33,961)	105,425	(37,784)	(83,411)	(22,635)	(59,097)
Effect of exchange rate changes on cash	2,218	(3,970)	2,426	(800)	(164)	3,183	(3,469)	(585)	(5,037)	(126)	674	(450)
Net increase (decrease) in cash and cash equivalents	10,483	21,801	24,318	(52,608)	14,502	(13,358)	(13,240)	(20,458)	12,015	3,994	56,602	(12,096)
Cash, cash equivalents and restricted cash, beginning of period	112,729	123,212	145,013	169,331	116,723	131,225	117,867	121,172	100,714	112,729	112,729	116,723
Cash, cash equivalents and restricted cash, end of year	$ 123,212	$ 145,013	$ 169,331	$ 116,723	$ 131,225	$ 117,867	$ 104,627	$ 100,714	$ 112,729	$ 116,723	$ 169,331	$ 104,627

8x8 Inc. CONSOLIDATED STATEMENT OF CASH FLOWS

	FY2024				FY2025			Fiscal Years			YTD	
	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar	31-Mar	31-Mar	31-Dec	31-Dec
	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 YTD FY22	Q4 YTD FY23	Q4 YTD FY24	Q3 YTD FY24	Q3 YTD FY25
	2023	2023	2023	2024	2024	2024	2024	2022	2023	2024	2023	2024
Supplemental and non-cash disclosures:												
Interest paid	$ 4,919	$ 12,880	$ 6,864	$ 10,911	$ 6,707	$ 9,617	$ 3,193	$ 2,156	$ 22,162	$ 35,574	$ 24,663	$ 19,517
Income taxes paid	$ 336	$ 2,782	$ 2,326	$ 530	$ 479	$ 1,907	$ 708	$ 1,320	$ 1,530	$ 5,974	$ 5,444	$ 3,094
Payables and accruals for property and equipment	$ 37	$ —	$ 3,861	$ 3,868	$ 3,574	$ 3,207	$ 2,861	$ 88	$ 38	$ 3,868	$ 3,861	$ 2,861
Warrants issued in connection with term loan	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ 5,915	$ —	$ —	$ —
Shares issued in connection with term loan and convertible senior notes	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ 5,084	$ —	$ —	$ —
Issuance of 2028 convertible senior notes in exchange of 2024 convertible senior notes	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ 201,914	$ —	$ —	$ —
Right-of-use assets acquired in connection with Fuse acquisition	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ 7,261	$ —	$ —	$ —	$ —
Shares consideration in connection with Fuze acquisition	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ 80,856	$ —	$ —	$ —	$ —

8x8 Inc. NON-GAAP INCOME STATEMENT

	FY2023				FY2024				FY2025			Fiscal Years			YTD	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	YTD	YTD	YTD	Q3 YTD	Q3 YTD
	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar	31-Mar	31-Mar	31 Dec	31-Dec
	2022	2022	2022	2023	2023	2023	2023	2024	2024	2024	2024	2022	2023	2024	2023	2024
Non-GAAP Income Statement																
Service revenue	$ 179,161	$ 178,556	$ 175,765	$ 176,562	$ 175,238	$ 177,782	$ 175,069	$ 172,490	$ 172,801	$ 175,075	$ 173,459	$ 602,357	$ 710,044	$ 700,579	$ 528,089	$ 521,335
Other revenue	8,459	8,833	8,635	7,967	8,049	7,217	5,937	6,923	5,346	5,923	5,423	35,773	33,894	28,126	21,203	16,692
Total revenue	187,620	187,389	184,400	184,529	183,287	184,999	181,006	179,413	178,147	180,998	178,882	638,130	743,938	728,705	549,292	538,027
Cost of service revenue	47,585	46,160	42,629	43,538	41,728	45,201	44,727	44,495	45,249	46,848	47,613	180,008	179,912	176,151	131,656	139,710
Cost of other revenue	11,446	9,819	8,757	7,279	7,725	7,462	6,644	7,939	7,172	7,112	6,928	45,605	37,301	29,770	21,831	21,212
Total cost of revenue	59,031	55,979	51,386	50,817	49,453	52,663	51,371	52,434	52,421	53,960	54,541	225,613	217,213	205,921	153,487	160,922
Gross profit	128,589	131,410	133,014	133,712	133,834	132,336	129,635	126,979	125,726	127,038	124,341	412,517	526,725	522,784	395,805	377,105
Operating expenses:																
Research and development	26,725	28,139	26,712	28,356	27,330	28,075	27,012	28,148	27,441	27,530	26,429	77,220	109,932	110,565	82,417	81,400
Sales and marketing	71,750	70,167	66,911	59,436	60,100	61,295	59,779	59,655	60,741	59,191	60,456	258,658	268,264	240,829	181,174	180,388
General and administrative	19,979	24,031	21,062	21,100	19,974	19,202	18,588	18,900	17,434	18,779	18,368	66,051	86,172	76,664	57,764	54,581
Impairment of long-lived assets	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Total operating expenses	118,454	122,337	114,685	108,892	107,404	108,572	105,379	106,703	105,616	105,500	105,253	401,929	464,368	428,058	321,355	316,369
Income from operations	10,135	9,073	18,329	24,820	26,430	23,764	24,256	20,276	20,110	21,538	19,088	10,588	62,357	94,726	74,450	60,736
Interest expense	(625)	(4,883)	(7,607)	(9,906)	(8,970)	(8,929)	(8,878)	(8,575)	(8,894)	(7,249)	(5,415)	(2,271)	(23,020)	(35,352)	(26,776)	(21,558)
Other expense, net	2,456	2,487	(2,415)	(475)	(496)	1,905	(98)	921	(147)	(1,092)	1,706	659	1,983	2,232	1,314	467
Income before provision (benefit) for income taxes	11,966	6,677	8,307	14,439	16,964	16,740	15,280	12,622	11,069	13,197	15,379	8,976	41,320	61,606	48,988	39,645
Provision (benefit) for income taxes	405	599	37	1,766	1,444	(389)	521	2,066	676	1,098	908	(387)	2,807	3,642	1,576	2,682
Net income	$ 11,561	$ 6,078	$ 8,270	$ 12,673	$ 15,520	$ 17,129	$ 14,759	$ 10,556	$ 10,393	$ 12,099	$ 14,471	$ 9,363	$ 38,513	$ 57,964	$ 47,412	$ 36,963
Shares used in computing net loss per share amounts:																
Basic	119,721	116,013	113,201	114,924	116,777	120,757	122,556	124,324	125,999	129,250	130,970	113,354	115,959	121,106	120,042	128,750
Diluted	121,756	116,186	113,711	117,442	118,445	122,624	124,253	125,962	127,433	131,294	135,742	116,982	117,443	122,560	121,874	131,744
Non-GAAP net income per share - Basic	0.10	0.05	0.07	0.11	0.13	0.14	0.12	0.08	0.08	0.09	0.11	0.08	0.33	0.48	0.39	0.29
Non-GAAP net income per share - Diluted	0.09	0.05	0.07	0.11	0.13	0.14	0.12	0.08	0.08	0.09	0.11	0.08	0.33	0.47	0.39	0.28

% of Revenue

Cost of service revenue (% of service revenue)	26.6%	25.9%	24.3%	24.7%	23.8%	25.4%	25.5%	25.8%	26.2%	26.8%	27.4%	29.9%	25.3%	25.1%	24.9%	26.8%
Service revenue gross profit	73.4%	74.1%	75.7%	75.3%	76.2%	74.6%	74.5%	74.2%	73.8%	73.2%	72.6%	70.1%	74.7%	74.9%	75.1%	73.2%
Cost of other revenue (% of other revenue)	135.3%	111.2%	101.4%	91.4%	96.0%	103.4%	111.9%	114.7%	134.2%	120.1%	127.8%	127.5%	110.1%	105.8%	103.0%	127.1%
Other revenue gross profit	-35.3%	-11.2%	-1.4%	8.6%	4.0%	-3.4%	-11.9%	-14.7%	-34.2%	-20.1%	-27.8%	-27.5%	-10.1%	-5.8%	-3.0%	-27.1%
Cost of total revenue	31.5%	29.9%	27.9%	27.5%	27.0%	28.5%	28.4%	29.2%	29.4%	29.8%	30.5%	35.4%	29.2%	28.3%	27.9%	29.9%
Total revenue gross profit (% of total revenue)	68.5%	70.1%	72.1%	72.5%	73.0%	71.5%	71.6%	70.8%	70.6%	70.2%	69.5%	64.6%	70.8%	71.7%	72.1%	70.1%
Operating Expenses:																
Research and development	14.2%	15.0%	14.5%	15.4%	14.9%	15.2%	14.9%	15.7%	15.4%	15.2%	14.8%	12.1%	14.8%	15.2%	15.0%	15.1%
Sales and marketing	38.2%	37.4%	36.3%	32.2%	32.8%	33.1%	33.0%	33.3%	34.1%	32.7%	33.8%	40.5%	36.1%	33.0%	33.0%	33.5%
General and Administrative	10.6%	12.8%	11.4%	11.4%	10.9%	10.4%	10.3%	10.5%	9.8%	10.4%	10.3%	10.4%	11.6%	10.5%	10.5%	10.1%
Operating Expenses	63.1%	65.3%	62.2%	59.0%	58.6%	58.7%	58.2%	59.5%	59.3%	58.3%	58.8%	63.0%	62.4%	58.7%	58.5%	58.8%
Income from operations	5.4%	4.8%	9.9%	13.5%	14.4%	12.8%	13.4%	11.3%	11.3%	11.9%	10.7%	1.7%	8.4%	13.0%	13.6%	11.3%

8x8, Inc. GAAP to NON-GAAP RECONCILIATIONS

	FY2023				FY2024				FY2025			Fiscal Years			YTD	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	YTD	YTD	YTD	Q3 YTD	Q3 YTD
	30-Jun 2022	30-Sep 2022	31-Dec 2022	31-Mar 2023	30-Jun 2023	30-Sep 2023	31-Dec 2023	31-Mar 2024	30-Jun 2024	30-Sep 2024	31-Dec 2024	31-Mar 2022	31-Mar 2023	31-Mar 2024	31-Dec 2023	31-Dec 2024
Reconcilation of GAAP to Non-GAAP Financial Measures:																
Cost of Revenue:																
GAAP cost of service revenue	$ 53,547	$ 51,038	$ 47,335	$ 46,951	$ 46,276	$ 49,144	$ 48,983	$ 48,557	$ 49,496	$ 50,251	$ 50,529	$ 195,909	$ 198,871	$ 192,960	$ 144,403	$ 150,276
Amortization of acquired intangible assets	(2,369)	(2,140)	(2,125)	(2,118)	(2,118)	(2,118)	(2,118)	(2,115)	(2,117)	(2,118)	(2,117)	(5,127)	(8,752)	(8,469)	(6,354)	(6,352)
Stock-based compensation expense and related employer payroll taxes	(2,696)	(2,457)	(2,148)	(2,031)	(2,224)	(1,743)	(1,694)	(1,767)	(1,608)	(1,230)	(857)	(9,163)	(9,332)	(7,428)	(5,661)	(3,695)
Acquisition and integration costs	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Legal and regulatory costs	—	—	(85)	—	—	—	—	—	—	—	55	—	(85)	—	—	55
Severance, transition and contract exit costs	(897)	(281)	(348)	736	(206)	(82)	(444)	(180)	(522)	(55)	3	(1,611)	(790)	(912)	(732)	(574)
Non-GAAP cost of service revenue	$ 47,585	$ 46,160	$ 42,629	$ 43,538	$ 41,728	$ 45,201	$ 44,727	$ 44,495	$ 45,249	$ 46,848	$ 47,613	$ 180,008	$ 179,912	$ 176,151	$ 131,656	$ 139,710
GAAP service revenue margin	$ 125,614	$ 127,518	$ 128,430	$ 129,611	$ 128,962	$ 128,638	$ 126,086	$ 123,933	$ 123,305	$ 124,824	$ 122,930	$ 406,448	$ 511,173	$ 507,619	$ 383,686	$ 371,059
Non-GAAP service revenue margin	$ 131,576	$ 132,396	$ 133,136	$ 133,024	$ 133,510	$ 132,581	$ 130,342	$ 127,995	$ 127,552	$ 128,227	$ 125,846	$ 422,349	$ 530,132	$ 524,428	$ 396,433	$ 381,625
GAAP cost of other revenue	$ 13,126	$ 11,000	$ 10,176	$ 8,302	$ 8,398	$ 7,958	$ 7,177	$ 8,412	$ 7,691	$ 7,572	$ 7,268	$ 51,649	$ 42,604	$ 31,945	$ 23,533	$ 22,531
Stock-based compensation expense and related employer payroll taxes	(1,147)	(937)	(902)	(634)	(651)	(468)	(459)	(442)	(419)	(304)	(272)	(5,046)	(3,620)	(2,020)	(1,578)	(995)
Acquisition and integration costs	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Legal and regulatory costs	—	—	—	—	—	—	—	—	—	—	62	—	—	—	—	62
Severance, transition and contract exit costs	(533)	(244)	(517)	(389)	(22)	(28)	(74)	(31)	(100)	(156)	(130)	(998)	(1,683)	(155)	(124)	(386)
Non-GAAP cost of other revenue	$ 11,446	$ 9,819	$ 8,757	$ 7,279	$ 7,725	$ 7,462	$ 6,644	$ 7,939	$ 7,172	$ 7,112	$ 6,928	$ 45,605	$ 37,301	$ 29,770	$ 21,831	$ 21,212
GAAP other revenue margin	$ (4,667)	$ (2,167)	$ (1,541)	$ (335)	$ (349)	$ (741)	$ (1,240)	$ (1,489)	$ (2,345)	$ (1,649)	$ (1,845)	$ (15,876)	$ (8,710)	$ (3,819)	$ (2,330)	$ (5,839)
Non-GAAP other revenue margin	$ (2,987)	$ (986)	$ (122)	$ 688	$ 324	$ (245)	$ (707)	$ (1,016)	$ (1,826)	$ (1,189)	$ (1,505)	$ (9,832)	$ (3,407)	$ (1,644)	$ (628)	$ (4,520)
GAAP gross margin	$ 120,947	$ 125,351	$ 126,889	$ 129,276	$ 128,613	$ 127,897	$ 124,846	$ 122,444	$ 120,960	$ 123,175	$ 121,085	$ 390,572	$ 502,463	$ 503,800	$ 381,356	$ 365,220
Non-GAAP gross margin	$ 128,589	$ 131,410	$ 133,014	$ 133,712	$ 133,834	$ 132,336	$ 129,635	$ 126,979	$ 125,726	$ 127,038	$ 124,341	$ 412,517	$ 526,725	$ 522,784	$ 395,805	$ 377,105
Operating Expenses:																
GAAP research and development	$ 34,955	$ 36,019	$ 35,062	$ 36,455	$ 35,292	$ 34,207	$ 32,787	$ 33,930	$ 32,137	$ 31,291	$ 29,833	$ 112,387	$ 142,491	$ 136,216	$ 102,286	$ 93,261
Stock-based compensation expense and related employer payroll taxes	(8,193)	(7,773)	(7,183)	(6,789)	(7,438)	(5,345)	(5,190)	(5,469)	(4,657)	(3,348)	(3,209)	(34,113)	(29,938)	(23,442)	(17,973)	(11,214)
Acquisition and integration costs	—	—	—	—	(213)	115	—	—	—	—	—	—	—	(98)	(98)	—
Legal and regulatory costs	—	—	—	—	—	—	—	—	—	—	352	—	—	—	—	352
Severance, transition and contract exit costs	(37)	(107)	(1,167)	(1,310)	(311)	(902)	(585)	(313)	(39)	(413)	(547)	(1,054)	(2,621)	(2,111)	(1,798)	(999)
Non-GAAP research and development	$ 26,725	$ 28,139	$ 26,712	$ 28,356	$ 27,330	$ 28,075	$ 27,012	$ 28,148	$ 27,441	$ 27,530	$ 26,429	$ 77,220	$ 109,932	$ 110,565	$ 82,417	$ 81,400
GAAP sales and marketing	$ 83,527	$ 80,487	$ 79,021	$ 68,848	$ 68,505	$ 68,687	$ 66,997	$ 67,755	$ 67,106	$ 64,867	$ 65,644	$ 314,223	$ 311,883	$ 271,944	$ 204,189	$ 197,617
Amortization of acquired intangible assets	(3,106)	(3,107)	(3,106)	(3,007)	(2,982)	(2,982)	(2,982)	(2,980)	(2,982)	(2,981)	(2,981)	(3,190)	(12,326)	(11,926)	(8,946)	(8,944)
Stock-based compensation expense and related employer payroll taxes	(8,280)	(6,883)	(6,653)	(3,536)	(5,254)	(4,176)	(3,894)	(3,400)	(3,258)	(2,305)	(2,373)	(49,060)	(25,352)	(16,724)	(13,324)	(7,936)
Acquisition and integration costs	—	—	—	1,105	—	—	—	—	—	—	—	—	1,105	—	—	—
Legal and regulatory cost	—	—	—	—	—	—	—	—	—	—	335	—	—	—	—	335
Severance, transition and contract exit costs	(391)	(330)	(2,351)	(3,974)	(169)	(234)	(342)	(1,720)	(125)	(390)	(169)	(3,315)	(7,046)	(2,465)	(745)	(684)
Non-GAAP sales and marketing	$ 71,750	$ 70,167	$ 66,911	$ 59,436	$ 60,100	$ 61,295	$ 59,779	$ 59,655	$ 60,741	$ 59,191	$ 60,456	$ 258,658	$ 268,264	$ 240,829	$ 181,174	$ 180,388
GAAP general and administrative	$ 29,219	$ 31,411	$ 27,158	$ 20,213	$ 26,226	$ 27,586	$ 23,419	$ 34,978	$ 23,091	$ 19,848	$ 16,629	$ 118,103	$ 108,001	$ 112,209	$ 77,231	$ 59,568
Stock-based compensation expense and related employer payroll taxes	(7,923)	(6,763)	(4,354)	(3,352)	(4,108)	(3,695)	(3,653)	(4,787)	(3,651)	(2,658)	(3,058)	(40,844)	(22,392)	(16,243)	(11,456)	(9,367)
Acquisition and integration costs	(624)	(1,554)	(555)	6,181	(130)	(422)	(102)	(145)	(123)	(193)	(244)	(9,717)	3,448	(799)	(654)	(560)
Legal and regulatory cost	62	207	(57)	(898)	(1,468)	(3,879)	(98)	(10,072)	(548)	3,166	6,045	2,722	(686)	(15,517)	(5,445)	8,663
Severance, transition and related exit costs	(755)	730	(1,130)	(1,044)	(546)	(388)	(978)	(1,074)	(1,335)	(1,384)	(1,004)	(4,213)	(2,199)	(2,986)	(1,912)	(3,723)
Non-GAAP general and administrative	$ 19,979	$ 24,031	$ 21,062	$ 21,100	$ 19,974	$ 19,202	$ 18,588	$ 18,900	$ 17,434	$ 18,779	$ 18,368	$ 66,051	$ 86,172	$ 76,664	$ 57,764	$ 54,581
GAAP Operating Expenses	$ 147,701	$ 147,917	$ 141,241	$ 125,516	$ 130,023	$ 130,480	$ 123,203	$ 136,663	$ 122,334	$ 116,006	$ 112,106	$ 544,713	$ 562,375	$ 520,369	$ 383,706	$ 350,446
Amortization of acquired intangible assets	(3,106)	(3,107)	(3,106)	(3,007)	(2,982)	(2,982)	(2,982)	(2,980)	(2,982)	(2,981)	(2,981)	(3,190)	(12,326)	(11,926)	(8,946)	(8,944)
Stock-based compensation expense and related employer payroll taxes	(24,396)	(21,419)	(18,190)	(13,677)	(16,800)	(13,216)	(12,737)	(13,656)	(11,566)	(8,311)	(8,640)	(124,017)	(77,682)	(56,409)	(42,753)	(28,517)
Acquisition and integration costs	(624)	(1,554)	(555)	7,286	(343)	(307)	(102)	(145)	(123)	(193)	(244)	(9,717)	4,553	(897)	(752)	(560)
Legal and regulatory cost	62	207	(57)	(898)	(1,468)	(3,879)	(98)	(10,072)	(548)	3,166	6,732	2,722	(686)	(15,517)	(5,445)	9,350
Severance, transition and contract exit costs	(1,183)	293	(4,648)	(6,328)	(1,026)	(1,524)	(1,905)	(3,107)	(1,499)	(2,187)	(1,720)	(8,582)	(11,866)	(7,562)	(4,455)	(5,406)

8x8, Inc. GAAP to NON-GAAP RECONCILIATIONS

	FY2023				FY2024				FY2025			Fiscal Years			YTD	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	YTD	YTD	YTD	Q3 YTD	Q3 YTD
	30-Jun 2022	30-Sep 2022	31-Dec 2022	31-Mar 2023	30-Jun 2023	30-Sep 2023	31-Dec 2023	31-Mar 2024	30-Jun 2024	30-Sep 2024	31-Dec 2024	31-Mar 2022	31-Mar 2023	31-Mar 2024	31-Dec 2023	31-Dec 2024
Operating Profit (Loss):																
GAAP income (loss) from operations	$ (26,754)	$ (24,990)	$ (18,081)	$ 3,533	$ (1,410)	$ (2,583)	$ (9,391)	$ (14,219)	$ (1,374)	$ 7,169	$ 8,979	$ (154,141)	$ (66,292)	$ (27,603)	$ (13,384)	$ 14,774
Amortization of acquired intangible assets	5,475	5,247	5,231	5,125	5,100	5,100	5,100	5,095	5,099	5,099	5,098	8,317	21,078	20,395	15,300	15,296
Stock-based compensation expense and related employer payroll taxes	28,239	24,813	21,240	16,342	19,675	15,427	14,890	15,865	13,593	9,845	9,769	138,226	90,634	65,857	49,992	33,207
Acquisition and integration costs	624	1,554	555	(7,286)	343	307	102	145	123	193	244	9,717	(4,553)	897	752	560
Legal and regulatory costs	(62)	(207)	142	898	1,468	3,879	98	10,072	548	(3,166)	(6,849)	(2,722)	771	15,517	5,445	(9,467)
Severance, transition and contract exit costs	2,613	232	5,513	5,981	1,254	1,634	2,423	3,318	2,121	2,398	1,847	11,191	14,339	8,629	5,311	6,366
Impairment of long-lived assets	—	2,424	3,729	227	—	—	11,034	—	—	—	—	—	6,380	11,034	11,034	—
Non-GAAP operating profit	$ 10,135	$ 9,073	$ 18,329	$ 24,820	$ 26,430	$ 23,764	$ 24,256	$ 20,276	$ 20,110	$ 21,538	$ 19,088	$ 10,588	$ 62,357	$ 94,726	$ 74,450	$ 60,736
Interest Expense:																
GAAP interest expense	$ (1,456)	$ (6,052)	$ (8,743)	$ (11,024)	$ (10,078)	$ (10,061)	$ (10,035)	$ (9,650)	$ (9,956)	$ (7,905)	$ (5,842)	$ (22,675)	$ (27,274)	$ (39,824)	$ (30,174)	$ (23,703)
Amortization of debt discount and issuance cost	831	1,169	1,136	1,118	1,108	1,132	1,157	1,075	1,062	656	427	20,404	4,254	4,472	3,398	2,145
Non-GAAP interest expense	$ (625)	$ (4,883)	$ (7,607)	$ (9,906)	$ (8,970)	$ (8,929)	$ (8,878)	$ (8,575)	$ (8,894)	$ (7,249)	$ (5,415)	$ (2,271)	$ (23,020)	$ (35,352)	$ (26,776)	$ (21,558)
Other Income (Expenses):																
GAAP other income (expense), net	$ 2,572	$ 20,002	$ 831	$ (174)	$ (2,395)	$ 4,803	$ (1,275)	$ 2,344	$ 1,716	$ (12,709)	$ 793	$ 1,046	$ 23,230	$ 3,477	$ 1,133	$ (10,200)
Legal and regulatory costs	—	—	—	—	—	—	—	(550)	—	—	—	—	—	(550)	—	—
(Gain) loss on debt extinguishment	—	(16,106)	(2,144)	(295)	1,766	—	—	—	—	11,996	216	—	(18,545)	1,766	1,766	12,212
(Gain) loss on warrants remeasurement	—	(1,293)	771	105	250	(2,781)	1,297	(942)	(1,747)	(263)	813	—	(417)	(2,176)	(1,234)	(1,197)
(Loss) gain on sale of assets	—	—	(1,757)	5	—	—	—	179	—	—	—	—	(1,821)	179	—	—
Other income	(116)	(116)	(116)	(116)	(117)	(117)	(120)	(110)	(116)	(116)	(116)	(387)	(464)	(464)	(351)	(348)
Non-GAAP other income and expense	$ 2,456	$ 2,487	$ (2,415)	$ (475)	$ (496)	$ 1,905	$ (98)	$ 921	$ (147)	$ (1,092)	$ 1,706	$ 659	$ 1,983	$ 2,232	$ 1,314	$ 467
Net Income (Loss):																
GAAP net loss (as a percentage of total revenue)	$ (26,043)	$ (11,639)	$ (26,030)	$ (9,431)	$ (15,327)	$ (7,452)	$ (21,222)	$ (23,591)	$ (10,290)	$ (14,543)	$ 3,022	$ (175,383)	$ (73,143)	$ (67,592)	$ (44,001)	$ (21,811)
Amortization of acquired intangible assets	5,475	5,247	5,231	5,125	5,100	5,100	5,100	5,095	5,099	5,099	5,098	8,317	21,078	20,395	15,300	15,296
Stock-based compensation expense and related employer payroll taxes	28,239	24,813	21,240	16,342	19,675	15,427	14,890	15,865	13,593	9,845	9,769	138,226	90,634	65,857	49,992	33,207
Acquisition and integration costs	624	1,554	555	(7,286)	343	307	102	145	123	193	244	9,717	(4,553)	897	752	560
Legal and regulatory costs	(62)	(207)	142	898	1,468	3,879	98	9,522	548	(3,166)	(6,849)	(2,722)	771	14,967	5,445	(9,467)
Severance, transition and contract exit costs	2,613	232	5,513	5,981	1,254	1,634	2,423	3,318	2,121	2,398	1,847	11,191	14,339	8,629	5,311	6,366
Impairment of long-lived assets	—	2,424	3,729	227	—	—	11,034	—	—	—	—	—	6,380	11,034	11,034	—
Amortization of debt discount and issuance cost	831	1,169	1,136	1,118	1,108	1,132	1,157	1,075	1,062	656	427	20,404	4,254	4,472	3,398	2,145
(Gain) loss on debt extinguishment	—	(16,106)	(2,144)	(295)	1,766	—	—	—	—	11,996	216	—	(18,545)	1,766	1,766	12,212
(Gain) loss on warrants remeasurement	—	(1,293)	771	105	250	(2,781)	1,297	(942)	(1,747)	(263)	813	—	(417)	(2,176)	(1,234)	(1,197)
(Loss) gain on sale of assets	—	—	(1,757)	5	—	—	—	179	—	—	—	—	(1,821)	179	—	—
Other income	(116)	(116)	(116)	(116)	(117)	(117)	(120)	(110)	(116)	(116)	(116)	(387)	(464)	(464)	(351)	(348)
Income tax expense effects, net	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Non-GAAP net income	$ 11,561	$ 6,078	$ 8,270	$ 12,673	$ 15,520	$ 17,129	$ 14,759	$ 10,556	$ 10,393	$ 12,099	$ 14,471	$ 9,363	$ 38,513	$ 57,964	$ 47,412	$ 36,963
Interest expense	625	4,883	7,607	9,906	8,970	8,929	8,878	8,575	8,894	7,249	5,415	2,271	23,020	35,352	26,777	21,558
Provision for income taxes	405	599	37	1,766	1,444	(389)	521	2,066	676	1,098	908	(387)	2,807	3,642	1,576	2,682
Depreciation	2,789	2,834	2,432	2,409	2,126	1,964	2,043	2,168	1,908	1,848	1,866	11,374	10,464	8,301	6,132	5,622
Amortization of capitalized internal-use software costs	5,964	5,529	4,904	4,341	5,282	4,779	4,358	4,067	3,758	3,264	2,959	28,863	20,739	18,486	14,418	9,981
Other expense (income), net	(2,456)	(2,487)	2,415	477	496	(1,905)	98	(1,471)	147	1,092	(1,706)	(727)	(1,983)	(2,782)	(1,314)	(467)
Adjusted EBITDA	$ 18,888	$ 17,436	$ 25,665	$ 31,572	$ 33,838	$ 30,507	$ 30,657	$ 25,961	$ 25,776	$ 26,650	$ 23,913	$ 50,757	$ 93,560	$ 120,963	$ 95,001	$ 76,339
Shares used in computing net loss per share amounts:																
Basic	119,721	116,013	113,201	114,924	116,777	120,757	122,556	124,324	125,999	129,250	130,970	113,354	115,959	121,106	120,042	128,750
Diluted	121,756	116,186	113,711	117,442	118,445	122,624	124,253	125,962	127,433	131,294	135,742	116,982	117,443	122,560	121,874	131,744
GAAP net income (loss) per share - Basic	(0.22)	(0.10)	(0.23)	(0.08)	(0.13)	(0.06)	(0.17)	(0.19)	(0.08)	(0.11)	0.02	(1.55)	(0.63)	(0.56)	(0.37)	(0.17)
GAAP net income (loss) per share - Diluted	(0.22)	(0.10)	(0.23)	(0.08)	(0.13)	(0.06)	(0.17)	(0.19)	(0.08)	(0.11)	0.02	(1.55)	(0.63)	(0.56)	(0.37)	(0.17)
Non-GAAP net income per share - Basic	0.10	0.05	0.07	0.11	0.13	0.14	0.12	0.08	0.08	0.09	0.11	0.08	0.33	0.48	0.39	0.29