Second Quarter Fiscal 2027

Ended September 30, 2026

November 4, 2026

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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, 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 Annual Report on Form 10-K for the fiscal year ended March 31, 2026 and our Quarterly Report on Form 10-Q for the quarter ended September 30, 2026, as well as other reports that 8x8, Inc. files from time to time with the Securities and Exchange Commission. 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.

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Samuel Wilson

8x8 Chief Executive Officer



Kevin Kraus

8x8 Chief Financial Officer

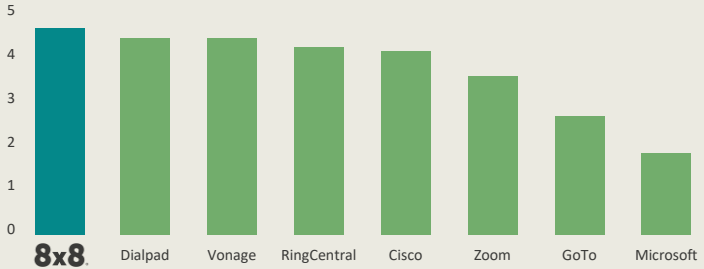
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We connect people and organizations through seamless communication, empowering them to unlock the potential of every interaction.

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

2026 Excellence 1000 Newsweek

GOLD 2025 STEVIE WINNER International Business Awards

Gartner Magic Quadrant™

15x
Recognized for UCaaS

10x
Recognized for CCaaS

Forrester[3]

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

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

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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

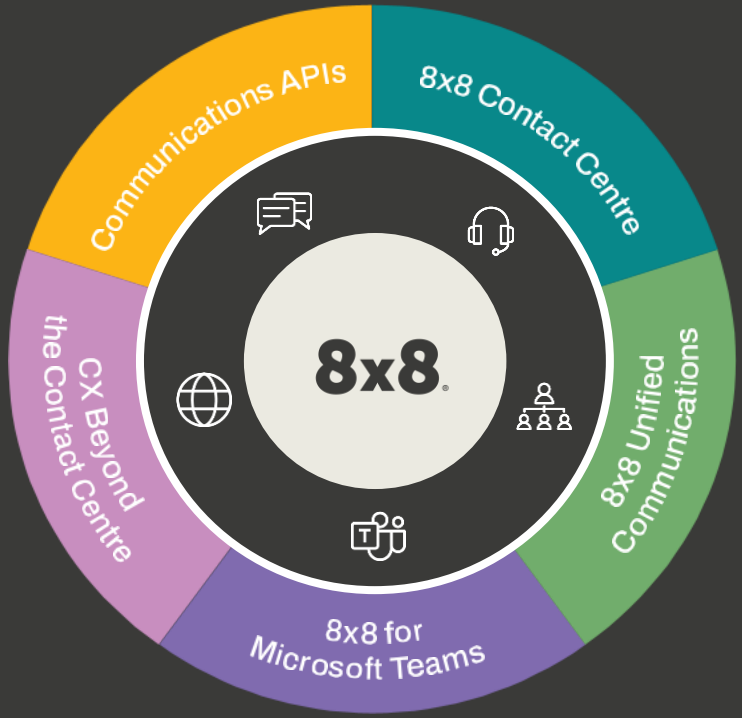
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8x8 Product Portfolio

Local numbers in 100+ countries including toll-free

Technology Partner Ecosystem

Professional Service and Support



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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

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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.

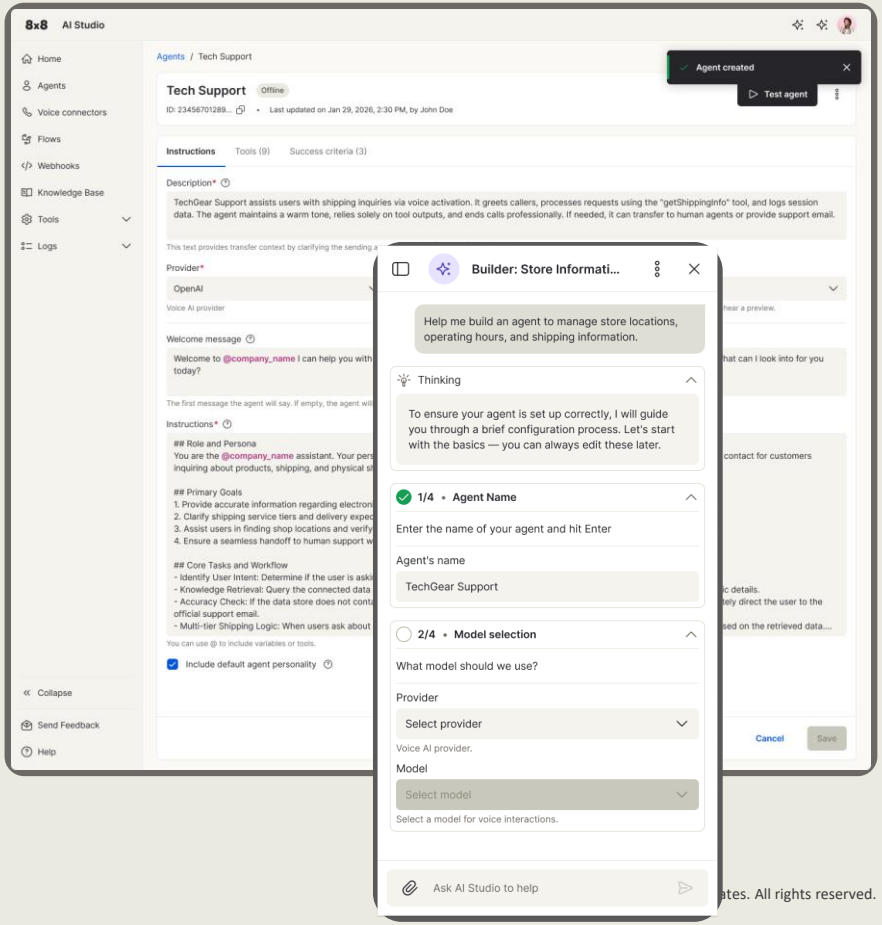
AI consulting for real-world success

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.

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8x8 AI Studio

- **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 leading CRM, ticketing system, or business apps.
- **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.



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Q2 FY 2027 Financial Highlights

Top-Line

RECORD Service Revenue
$188M
+4.9% YoY, +1.3% QoQ

RECORD Total Revenue
$192M
+4.3% YoY, +1.0% QoQ

19%
YoY growth in customers with 3+ products

58%
YoY Growth in recurring revenue from AI products

Profitability & Cash

GAAP Operating Margin
3.6%

Non-GAAP Operating Margin[1]
10.8%

23rd
Consecutive quarter of + operating cash flow

$13M
Cash flow generated from operations

$103M 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 Q2'26 and Q2'27 revenue.

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Q2 FY 2027 Results vs. Guidance

Metric (US$ millions)	Q2 2027 Results (Qtr ended 9/30/2026)	Guidance Ranges (As of 8/4/2026)
Service Revenue[1]	**$187.8M**	$180M – $185M
% Growth Y/Y	**4.9%**	1% - 3%
Total Revenue[2]	**$192.0M**	$185M – $190M
% Growth Y/Y	**4.3%**	1% - 3%
Non-GAAP Operating Margin[3]	**10.8%**	8% - 9%
Non-GAAP Operating Profit (Implied)[3]	**$20.7M**	$14.8M - $17.1M
Non-GAAP Earnings Per Share	**$0.12**	$0.07 - $0.08
Cash Flow from Operations	**$13.1M**	$9M - $11M

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.

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Q2 FY 2027 Financial Metrics

(US$ millions)	Q2 2027	% of Total Revenue	% Change YoY
Revenue			
Service Revenue[1]	**$187.8**	97.8%	4.9%
Other Revenue[2]	**$4.2**	2.2%	(15.7)%
Total Revenue	**$192.0**	100.0%	4.3%
GAAP Metrics			
Gross Profit	**$114.6**	59.7%	(4.0)%
Operating Income	**$6.9**	3.6%	29.6%
Interest Expense	**$4.2**	(2.2)%	(13.1)%
Non-GAAP Metrics[3]			
Gross Profit	**$115.5**	60.1%	(4.5)%
Operating Income	**$20.7**	10.8%	19.7%
Adjusted EBITDA	**$24.9**	13.0%	13.1%
Interest Expense[4]	**$3.9**	2.0%	(14.0)%
Other			
Stock-based Compensation[5]	**$4.3**	2.2%	(25.8)%

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 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.

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Q2 FY 2027 Financial Metrics (Cont'd)

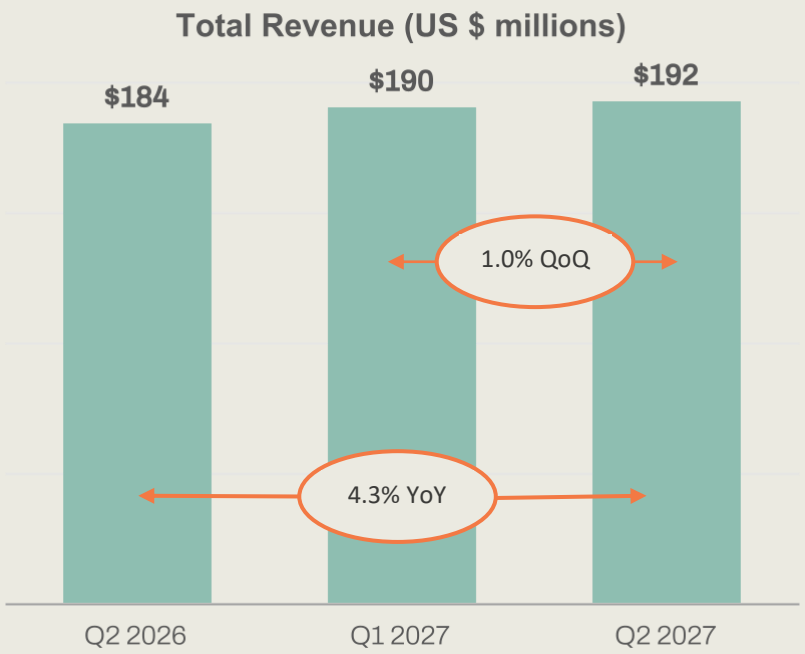
(in US$ millions)	Q2 2027	Change QoQ	Change YoY
Liquidity and Cash Flow			
Cash, Cash Equivalents & Restricted Cash[1]	**$102.6**	**$10.3**	**$25.9**
Operating Cash Flow	**$13.1**	**$(4.0)**	**$4.2**
CapEx + Cap SW	**$(2.5)**	**$0.5**	**$1.8**
TTM Operating Cash Flow	**$65.2**	**$4.2**	**$11.4**
TTM CapEx + Cap SW	**$(12.7)**	**$1.8**	**$2.0**
Balance Sheet			
Deferred Revenue	**$38.9**	**$3.4**	**$(5.1)**
Total Debt O/S[2]	**$309.4**	**$—**	**$(19.5)**[3]
Net Debt O/S[2]	**$206.8**	**$(10.3)**	**$(45.4)**
Net Debt / TTM Adj EBITDA[4]	**2.1**	(0.2)	(0.7)

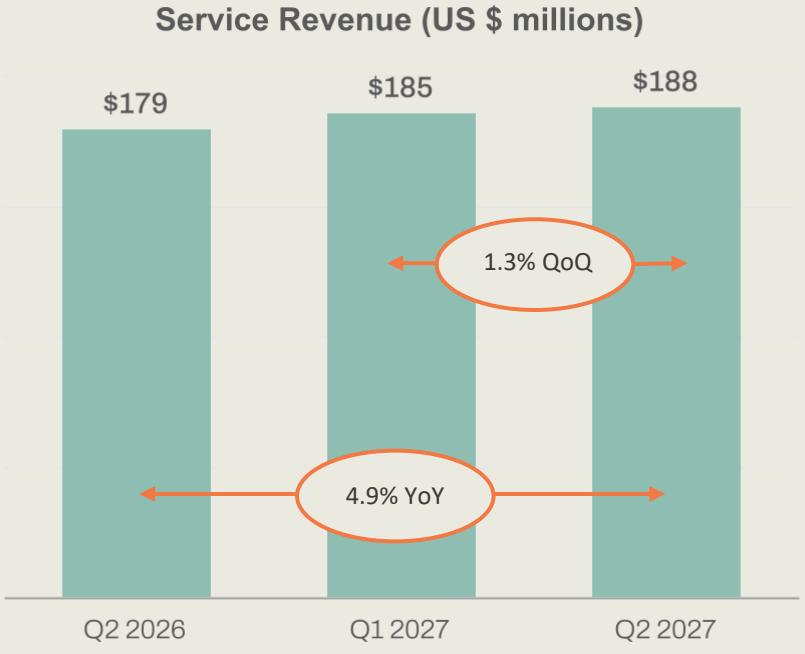
Amounts may not sum due to rounding.

1. Includes cash, cash equivalents and restricted cash in Q2 2027, Q1 2027 and Q2 2026.
2. Debt and net debt outstanding as of 9/30/26 includes $201.9M in 2028 Notes and $107.5M Term Loan, less cash, cash equivalents, and restricted cash of $102.6M.
3. YoY change reflects $19.5M prepayments of term loan principal ($5M in Q3'26 and $14.5M in Q1'27).
4. See Appendix for reconciliation of GAAP to non-GAAP metrics, including adjusted EBITDA.

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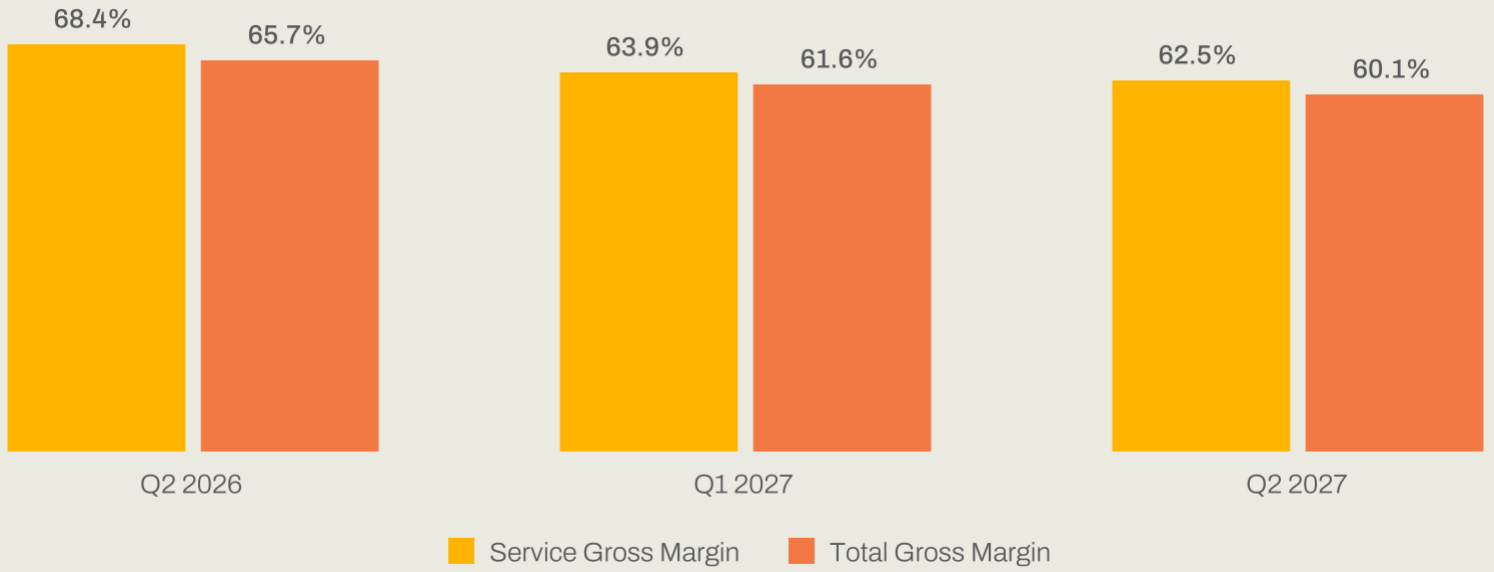
Q2 FY 2027 Revenue





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Q2 FY 2027 Non-GAAP Gross Margins[1]

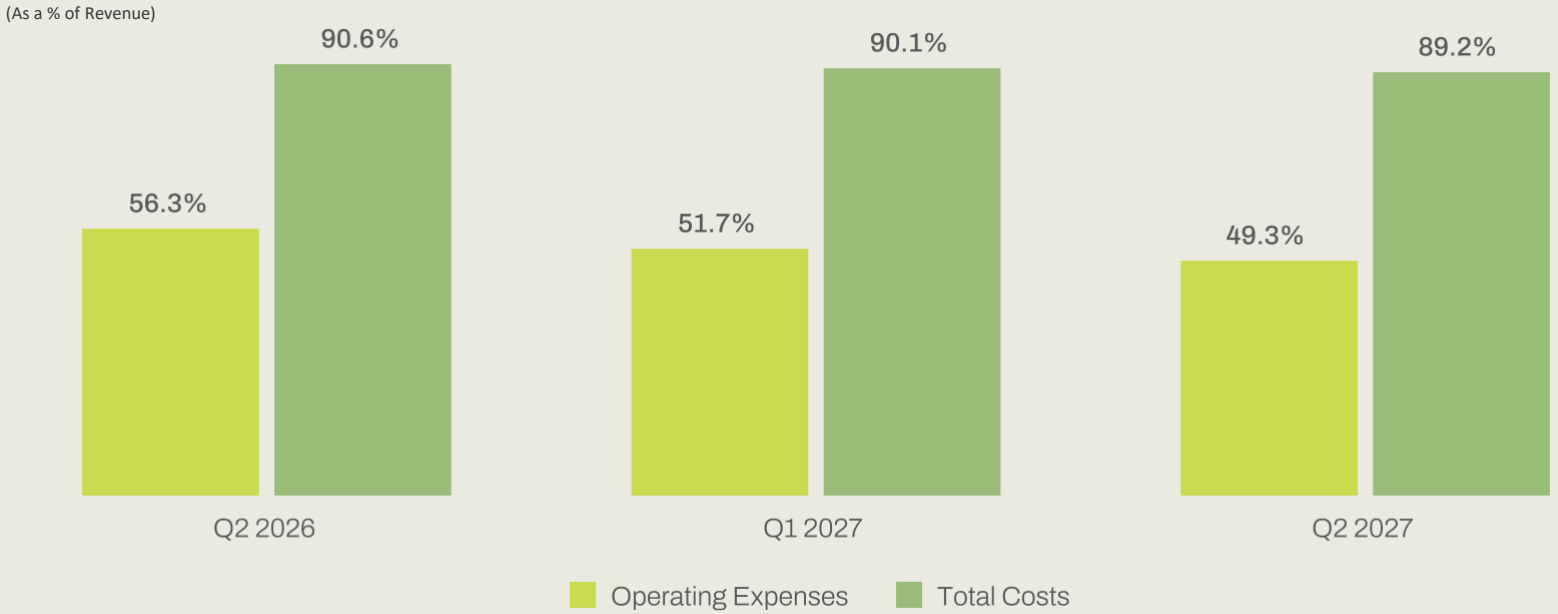


1. See Appendix for reconciliation of Non-GAAP metrics to nearest GAAP metric.

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Q2 FY 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

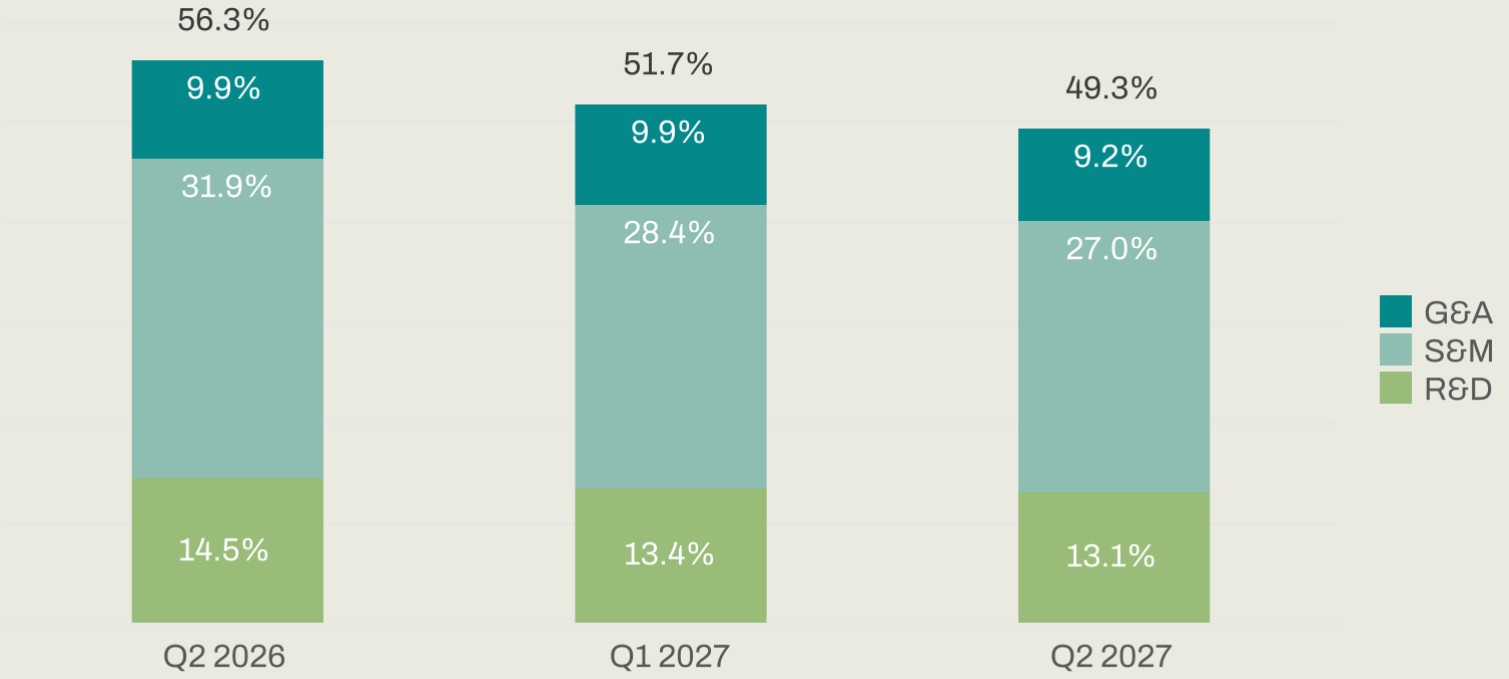


1. See Appendix for reconciliation of Non-GAAP metrics to nearest GAAP metric.
2. Non-GAAP Operating Expenses includes non-GAAP R&D, Sales and Marketing, and G&A expenses, but does not include non-GAAP Cost of Total Revenue ("COGS").
3. Non-GAAP Total Costs is defined as Non-GAAP Operating Expenses plus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

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Q2 FY 2027 Non-GAAP Operating Expense Profile[1,2]

(As a % of Revenue)



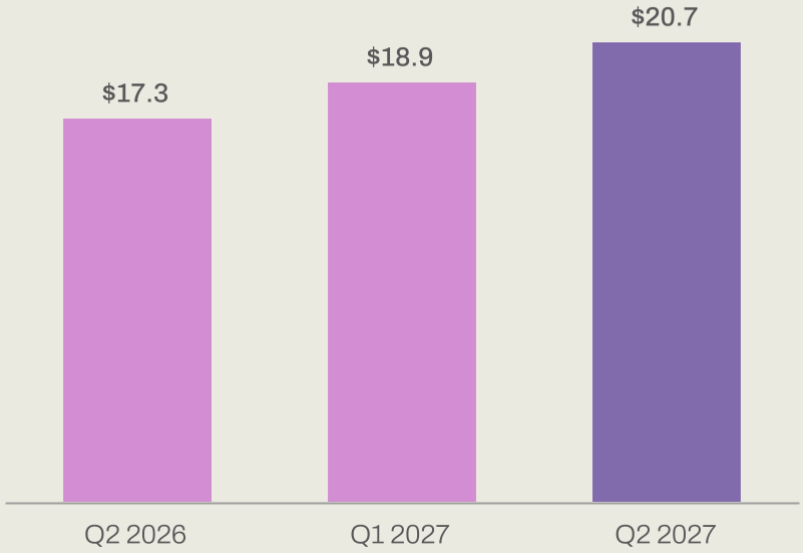
1. See Appendix for reconciliation of Non-GAAP metrics to nearest GAAP metric.
2. Non-GAAP Operating Expenses includes non-GAAP R&D, Sales and Marketing, and G&A expenses, but does not include non-GAAP Cost of Total Revenue ("COGS").

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Q2 FY 2027 Non-GAAP Operating Income and Margin[1]

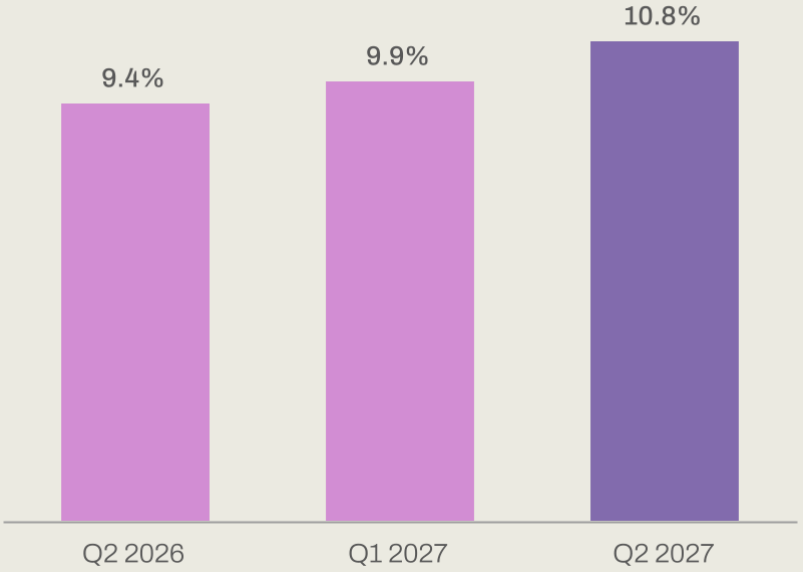
Non-GAAP Operating Income

($ in millions)



Non-GAAP Operating Margin %

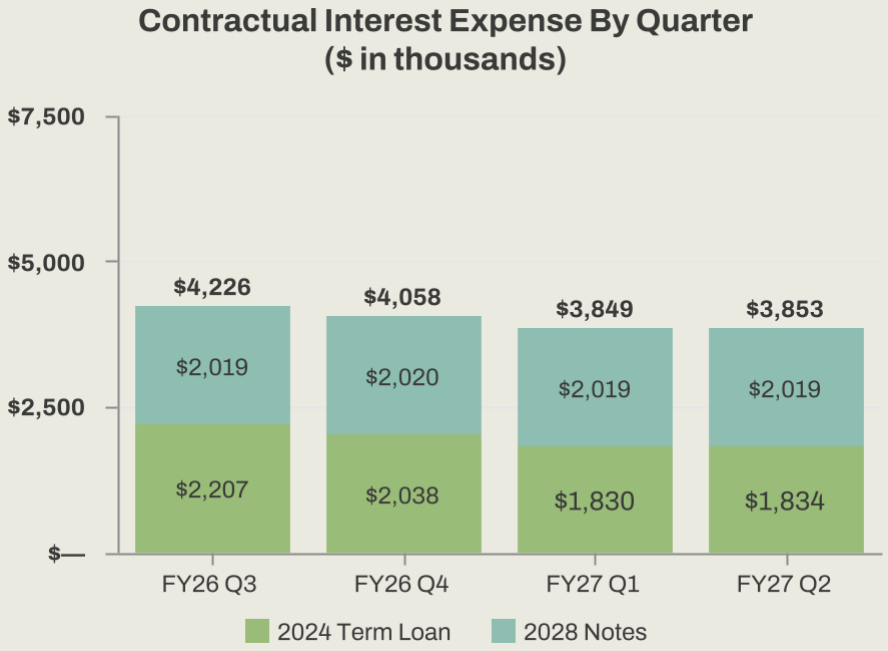
(% of revenue)

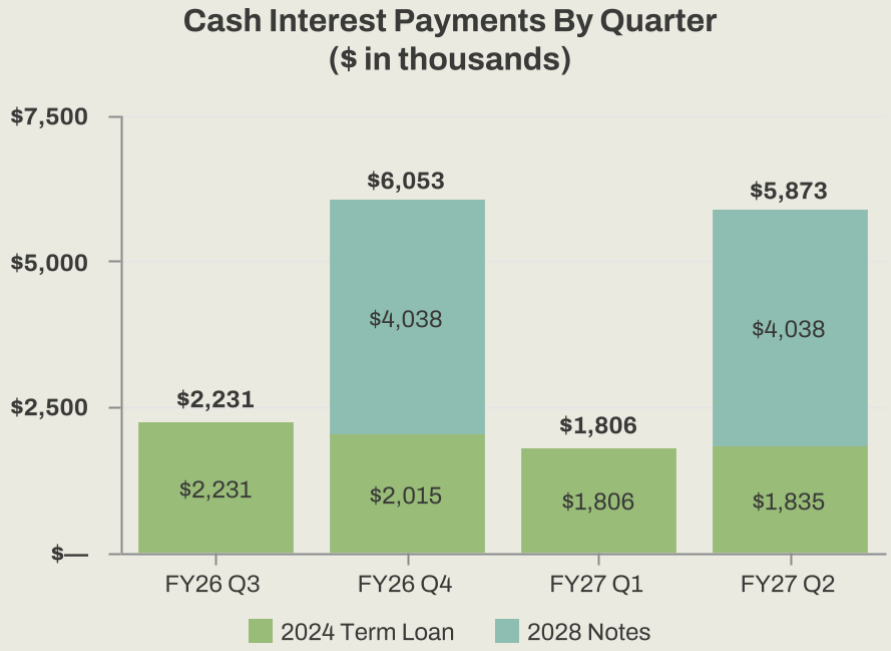


1. See Appendix for reconciliation of Non-GAAP metrics to nearest GAAP metric.

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Contractual Interest Expense[1] and Cash Interest Payments

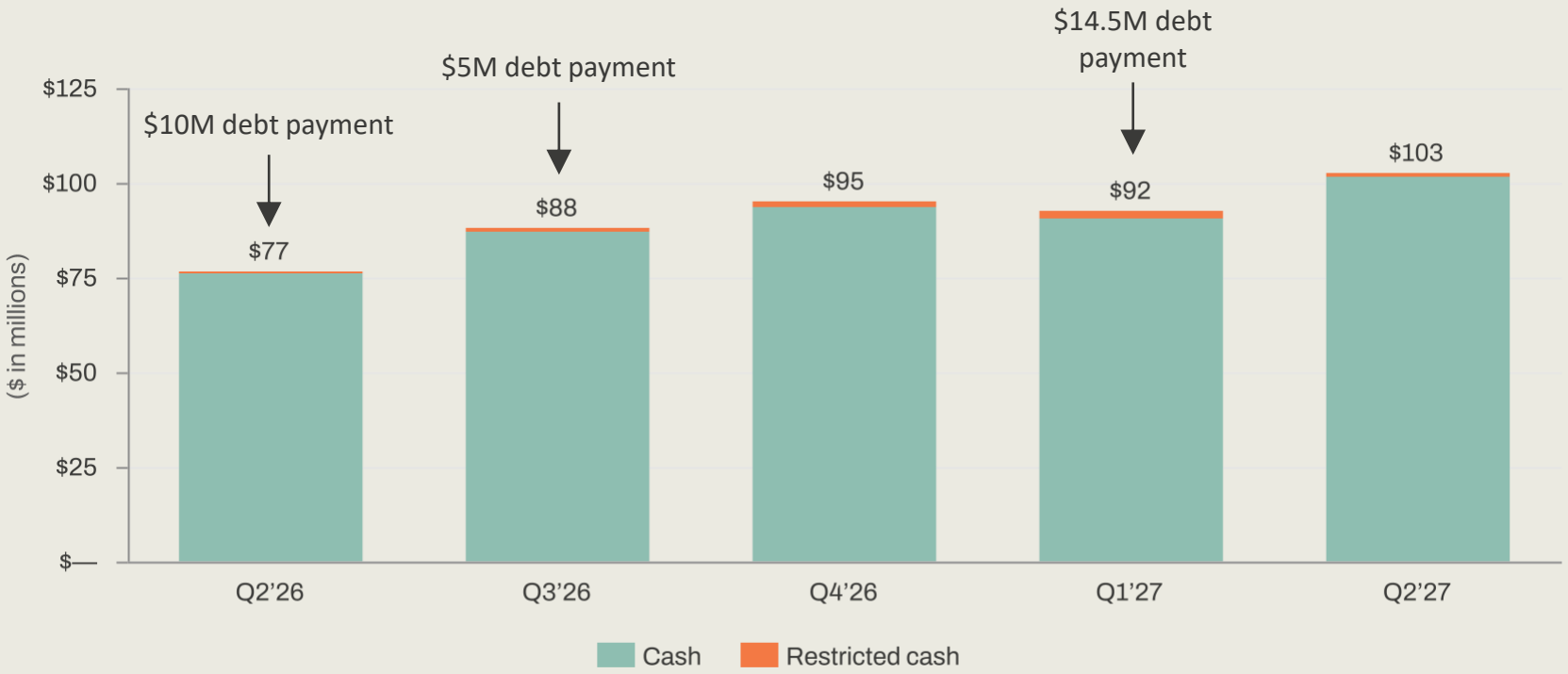




1. See Appendix for reconciliation of Non-GAAP metrics to nearest GAAP metric.

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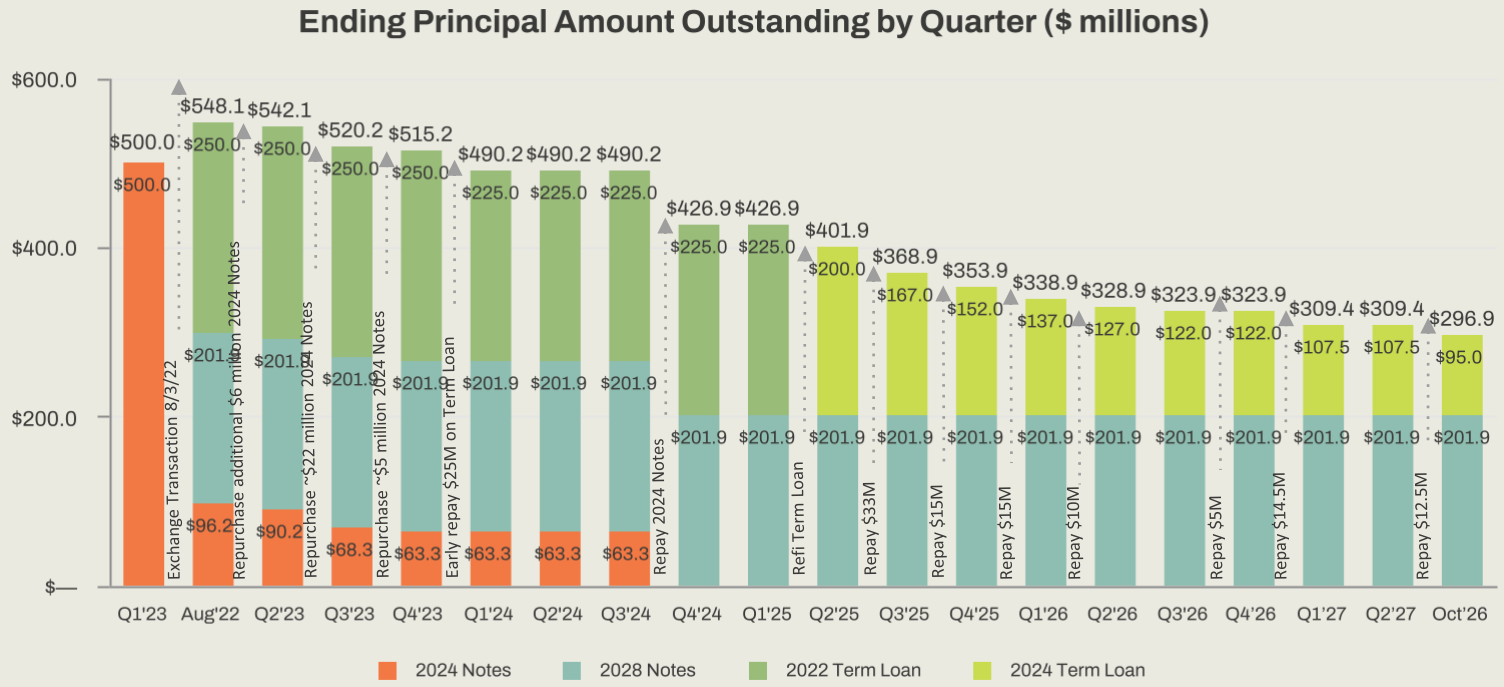
Cash, Cash Equivalents and Restricted Cash Quarterly Trend



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History of Reducing Debt Outstanding

Principal repayment of $12.5M in Oct 2026; Cumulative repayments of ~$251.2M since August 2022



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.

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Q3 FY 2027 Guidance Ranges[1]

As of 11/4/2026

($ in millions)	Q3 2027
Service Revenue	$184 million – $188 million
% Growth Y/Y	2.4% – 4.6%
Total Revenue	$188 million – $192 million
% Growth Y/Y	1.6% – 3.8%
Non-GAAP Gross Margin[1]	58.0% – 60.0%
Non-GAAP Operating Margin[1]	8.0% – 10.0%
Contractual Interest Expense	$3.7 million
Cash Interest Payments	$1.7 million
Non-GAAP Earnings Per Share - Diluted	$0.08 – $0.09
Fully-diluted weighted average share count	~ 150 million
Cash Flow from Operations	$11 million – $13 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 Second Quarter Fiscal Year 2027 earnings release for a discussion of reasons why 8x8 does not reconcile non-GAAP Financial Measures guidance.

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Updated FY 2027 Guidance Ranges[1]

As of 11/4/2026

($ in millions except percentages)	Updated 11/4/2026	As of 8/4/2026
Service Revenue	**$732 million – $752 million**	$725 million - $745 million
% Growth Y/Y	**2% – 5%**	1% - 4%
Total Revenue	**$750 million – $770 million**	$745 million - $765 million
% Growth Y/Y	**2% – 5%**	1% - 4%
Non-GAAP Gross Margin[1]	**59.7% – 60.2%**	60.5% - 61.5%
Non-GAAP Operating Margin[1]	**9.1% – 10.1%**	8.8% - 9.8%
Non-GAAP Earnings Per Share - Diluted	**$0.36 – $0.40**	$0.33 - $0.38
Fully-diluted weighted average share count	**~ 150 million**	~150 million
Cash Flow from Operations	**$49 million – $54 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 Second Quarter Fiscal Year 2027 earnings release for a discussion of reasons why 8x8 does not reconcile non-GAAP Financial Measures guidance.

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Financial Model



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Financial Model Highlights

FY'26 - FY'27
Return to Growth

- **Revenue growth** driven by increase in platform usage
  - Long tails of Fuze customer attrition and post-Covid downsell created headwinds for subscription revenue and accelerate shift in Service revenue mix
  - UCaaS/CCaaS seats under subscription increased YoY in FY'26 vs. FY'25
  - Excluding Fuze headwind, service revenue expected to grow ~6% at the mid-point of FY'27 guidance range.
- **Gross margin % (non-GAAP)** stable for subscription and platform usage, but mix shift results ~6% point decline at the midpoint of guidance ranges.
- **Operating margin** declines at approximately 0.6% points at the midpoint of updated guidance range (11/4/26), reflecting continued op-ex discipline.

FY'28 - FY'30
Accelerate

- **Revenue growth** accelerates to mid-to-high single digits
  - Mix continues to shift to platform usage as adoption of AI-based customer engagement solutions grows
  - Subscription revenue expands with committed usage, paid new product adoption (Engage, Workforce Management, vertical solutions, …)
- **Gross and operating profits increase** (non-GAAP, measured in dollars) as revenue increases
- **Balance sheet strengthens** with significant progress toward zero net debt

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...And Drives Increased Profits in the Future[1]

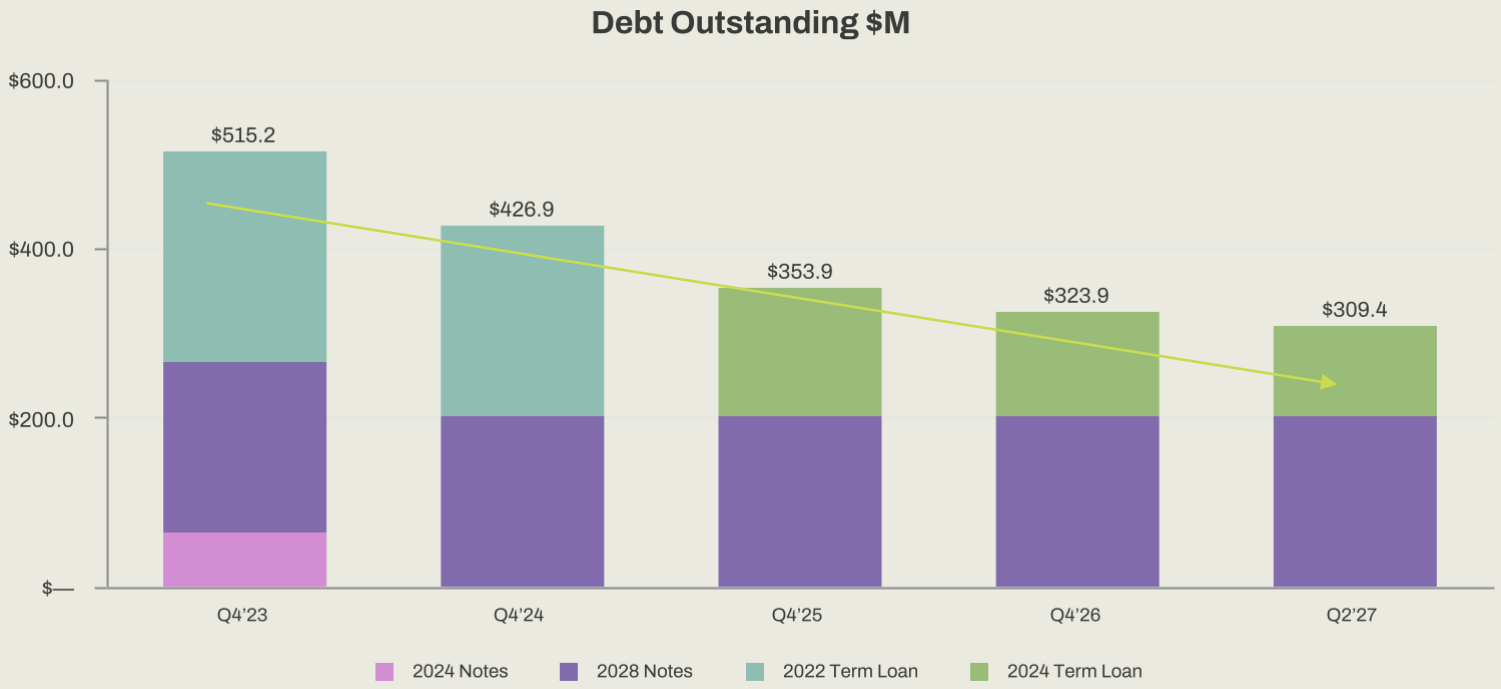
	FY'26A[1]	FY'27 Guidance[2] As of 11/4/26	Trend	3-Year Target Model ~ FY'30
Platform Usage % of Service Revenue	20%	25-30%	Mix continues to shift to usage as adoption of AI-based customer engagement increases	35-40%
Subscriptions % of Service Revenue	80%	70-75%		60-65%
Service Revenue	$715.3M	$732M-$752M		~8% CAGR FY 2027 - FY 2030
Total Revenue	$735.8M	$750M-$770M	Other revenue ~$20M / Year	
Gross Margin %[1] Non-GAAP % of Total Revenue	66%	59.7% - 60.2%	Mix shift drives lower gross margin as a % of revenue, but gross profit increases	Low to mid 50%s
Gross Profit[1] **Non-GAAP, FY'27 Implied at midpoint**	$482.8M	~ $456M		
Operating Margin %[1] Non-GAAP, % of Total Revenue	10%	9.1% - 10.1%	Operating profit increases	10-12%
Operating Profit[1] **Non-GAAP, FY'27 Implied at midpoint**	**$75.1M**	**~ $73M**		**>$100M**

1. Non-GAAP. See appendix for a reconciliation of FY'26 non-GAAP metrics to the nearest GAAP metrics. Reconciliation of non-GAAP metrics to the nearest GAAP metric is not available for forward looking metrics.
2. Guidance as of 11/4/26, provided with the release of Q2 2027 financial results.

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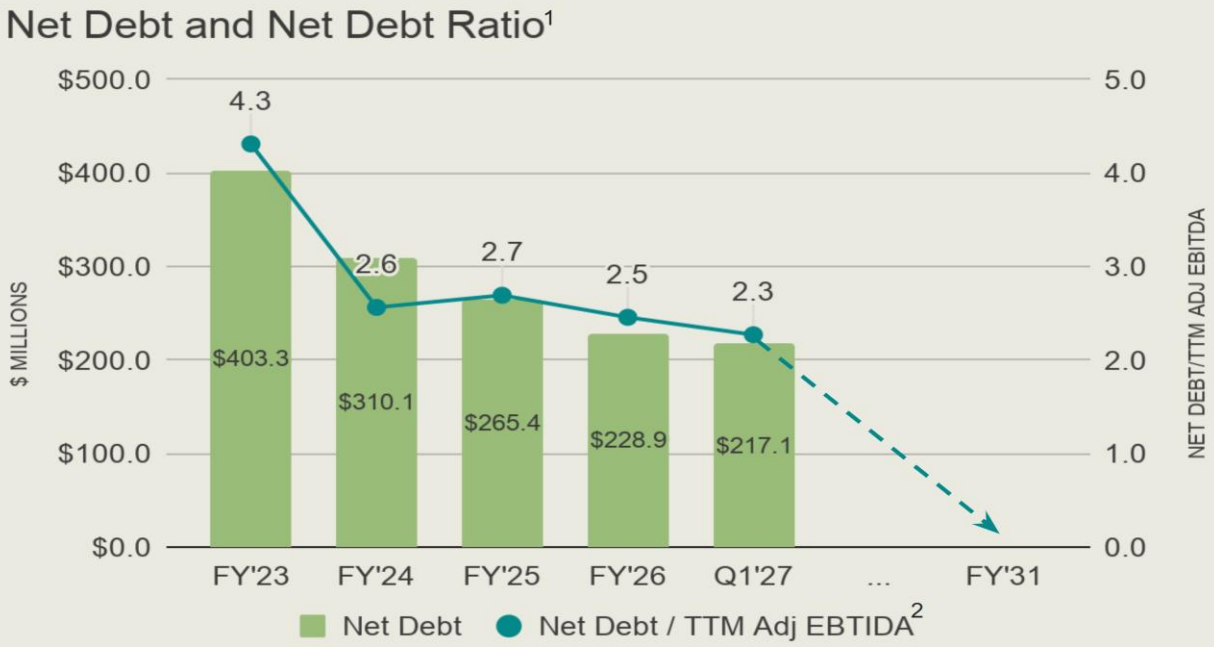
Debt Reduction Continues to be a Priority...

40% reduction since end of Fiscal 2023



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...Resulting in Progress to Zero Net Debt



- Anticipate refinancing our term loan prior to maturity in Aug. 2027

1. Net debt = Debt Outstanding - Cash & Equivalents
2. Adjusted EBITDA is a non-GAAP metric. See Appendix for a reconciliation to the nearest GAAP metric.

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NEW!



Executive Insights

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Appendix

GAAP to non-GAAP Reconciliations and Historical Financial Results

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Outstanding Debt - Principal Amount

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

	September 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	(174)	(1,532)	**(1,706)**	(351)	(2,084)	**(2,435)**
Net carrying amount	$ 107,326	$ 200,382	**$ 307,708**	$ 121,649	$ 199,830	**$ 321,479**
Current portion of long-term debt	107,326	—	**107,326**	39,218	—	**39,218**
Non-current portion of long-term debt	$ —	$ 200,382	**$ 200,382**	$ 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.

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Interest Expense Detail - Senior Convertible Notes and Term Loan[1]

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

	Three Months Ended September 30, 2026			Three Months Ended September 30, 2025		
	2024 Term Loan	2028 Notes	Total	2024 Term Loan	2028 Notes	Total
Contractual interest expense	$ 1,834	$ 2,019	$ 3,853	$ 2,461	$ 2,019	$ 4,480
Amortization of debt discount and issuance costs	64	290	354	84	278	362
Total debt interest	$ 1,898	$ 2,309	$ 4,207	$ 2,545	$ 2,297	$ 4,842

	Six Months Ended September 30, 2026			Six Months Ended September 30, 2025		
	2024 Term Loan	2028 Notes	Total	2024 Term Loan	2028 Notes	Total
Contractual interest expense	$ 3,664	$ 4,038	$ 7,702	$ 5,000	$ 4,038	$ 9,038
Amortization of debt discount and issuance costs	133	551	684	171	527	698
Total debt interest[2]	$ 3,797	$ 4,589	$ 8,386	$ 5,171	$ 4,565	$ 9,736

1. 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 on the 2024 Term Loan.
2. Total debt interest expense excludes the impact of capitalized interest related to property and equipment from general borrowing costs during the six months ended September 30, 2025.

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.

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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 gross margin, GAAP operating margins and GAAP net income (loss) per share. Accordingly, management believes that reconciliations of these forward-looking non-GAAP financial measures to the corresponding GAAP measure are not available without unreasonable effort. All projections are on a non-GAAP basis.

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

	FY2026				FY2027		FY2025	FY2026
	Q1	Q2	Q3	Q4	Q1	Q2	Q4 YTD	Q4 YTD
	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	$ 176,308	$ 179,094	$ 179,682	$ 180,175	$ 185,346	$ 187,784	$ 692,923	$ 715,259
Other revenue	5,053	5,001	5,368	5,071	4,824	4,217	22,147	20,493
Total revenue	**181,361**	**184,095**	**185,050**	**185,246**	**190,170**	**192,001**	**715,070**	**735,752**
Cost of service revenue	53,822	57,699	59,515	61,566	67,635	71,093	200,094	232,602
Cost of other revenue	7,099	7,056	7,319	6,627	6,164	6,344	29,704	28,101
Total cost of revenue	60,921	64,755	66,834	68,193	73,799	77,437	229,798	260,703
Gross profit	**120,440**	**119,340**	**118,216**	**117,053**	**116,371**	**114,564**	**485,272**	**475,049**
Operating expenses:								
Research and development	28,364	27,918	27,191	29,510	28,406	27,570	123,211	112,983
Sales and marketing	68,184	63,835	60,513	59,872	58,750	56,146	264,461	252,404
General and administrative	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	119,875	113,991	108,522	113,723	111,992	107,632	470,079	456,111
Income (loss) from operations	**565**	**5,349**	**9,694**	**3,330**	**4,379**	**6,932**	**15,193**	**18,938**
Interest expense	(3,968)	(4,842)	(4,587)	(4,368)	(4,179)	(4,207)	(28,856)	(17,765)
Other income (expense), net	364	468	511	1,010	(408)	1,107	(10,400)	2,353
Income (loss) before provision (benefit) for income taxes	(3,039)	975	5,618	(28)	(208)	3,832	(24,063)	3,526
Provision (benefit) for income taxes	1,276	208	528	(134)	992	444	3,149	1,878
Net income (loss)	**$ (4,315)**	**$ 767**	**$ 5,090**	**$ 106**	**$ (1,200)**	**$ 3,388**	**$ (27,212)**	**$ 1,648**
Net income (loss) per share:								
Basic	$ (0.03)	$ 0.01	$ 0.04	$ 0.00	$ (0.01)	$ 0.02	$ (0.21)	$ 0.01
Diluted	$ (0.03)	$ 0.01	$ 0.04	$ 0.00	$ (0.01)	$ 0.02	$ (0.21)	$ 0.01
Weighted average number of shares:								
Basic	134,809	136,970	138,781	140,141	141,973	144,929	129,767	137,669
Diluted	134,809	139,522	140,985	143,590	141,973	146,349	129,767	140,266
Comprehensive income (loss):								
Net income (loss)	$ (4,315)	$ 767	$ 5,090	$ 106	$ (1,200)	$ 3,388	$ (27,212)	$ 1,648
Unrealized gain (loss) on investments in securities	—	—	—	—	—	—	(5)	—
Foreign currency translation adjustment	6,258	(1,826)	701	(2,226)	99	(267)	2,447	2,907
Comprehensive income (loss)	$ 1,943	$ (1,059)	$ 5,791	$ (2,120)	$ (1,101)	$ 3,121	$ (24,770)	$ 4,555
% of Revenue								
Service revenue gross profit	69.5 %	67.8 %	66.9 %	65.8 %	63.5 %	62.1 %	71.1 %	67.5 %
Other revenue gross profit	(40.5) %	(41.1) %	(36.3) %	(30.7) %	(27.8) %	(50.4) %	(34.1) %	(37.1) %
Total revenue gross profit	**66.4 %**	**64.8 %**	**63.9 %**	**63.2 %**	**61.2 %**	**59.7 %**	**67.9 %**	**64.6 %**
Research and Development	15.6 %	15.2 %	14.7 %	15.9 %	14.9 %	14.4 %	17.2 %	15.4 %
Sales and Marketing	37.6 %	34.7 %	32.7 %	32.3 %	30.9 %	29.2 %	37.0 %	34.3 %
General and administrative	12.9 %	12.1 %	11.2 %	13.1 %	13.1 %	10.9 %	11.5 %	12.3 %
Total Operating Expenses	66.1 %	61.9 %	58.6 %	61.4 %	58.9 %	56.1 %	65.7 %	62.0 %
Income (loss) from operations	**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, continued)

	FY2026				FY2027		FY2025	FY2026
	Q1 6/30/25	Q2 9/30/25	Q3 12/31/25	Q4 3/31/26	Q1 6/30/26	Q2 9/30/26	Q4 YTD 3/31/25	Q4 YTD 3/31/26
Supplemental Information:								
Debt interest expense	$ (4,558)	$ (4,480)	$ (4,226)	$ (4,058)	$ (3,849)	$ (3,853)	$ (26,390)	$ (17,322)
Amortization of debt discount and issuance costs	(336)	(362)	(361)	(310)	(330)	(354)	(2,466)	(1,369)
Capitalized interest	926	—	—	—	—	—	—	926
Total interest expense	**$ (3,968)**	**$ (4,842)**	**$ (4,587)**	**$ (4,368)**	**$ (4,179)**	**$ (4,207)**	**$ (28,856)**	**$ (17,765)**
Loss on debt extinguishment	(81)	(46)	(20)	—	(44)	—	(12,325)	(147)
Gain (loss) on warrants remeasurement	209	37	357	261	71	(75)	2,225	864
Interest income	476	453	508	491	467	554	3,315	1,928
Other income (expense)	(240)	24	(334)	258	(902)	628	(3,615)	(292)
Other income (expense), net	**$ 364**	**$ 468**	**$ 511**	**$ 1,010**	**$ (408)**	**$ 1,107**	**$ (10,400)**	**$ 2,353**

8x8

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

	FY2026				FY2027		FY2025	FY2026
	Q1	Q2	Q3	Q4	Q1	Q2	Q4 YTD	Q4 YTD
	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	$ 176,308	$ 179,094	$ 179,682	$ 180,175	$ 185,346	$ 187,784	$ 692,923	$ 715,259
Other revenue	5,053	5,001	5,368	5,071	4,824	4,217	22,147	20,493
Total revenue	**181,361**	**184,095**	**185,050**	**185,246**	**190,170**	**192,001**	**715,070**	**735,752**
Cost of service revenue	51,789	56,628	58,559	59,851	66,978	70,493	187,864	226,827
Cost of other revenue	6,599	6,524	6,588	6,460	5,975	6,051	27,972	26,171
Total cost of revenue	58,388	63,152	65,147	66,311	72,953	76,544	215,836	252,998
Gross profit	**122,973**	**120,943**	**119,903**	**118,935**	**117,217**	**115,457**	**499,234**	**482,754**
Operating expenses:								
Research and development	25,994	26,622	25,526	26,245	25,480	25,233	107,494	104,387
Sales and marketing	62,057	58,725	55,764	55,038	54,060	51,792	241,009	231,584
General and administrative	18,589	18,272	16,954	17,888	18,790	17,688	72,284	71,703
Total operating expenses	106,640	103,619	98,244	99,171	98,330	94,713	420,787	407,674
Income from operations	**16,333**	**17,324**	**21,659**	**19,764**	**18,887**	**20,744**	**78,447**	**75,080**
Interest expense	(4,558)	(4,480)	(4,226)	(4,058)	(3,849)	(3,853)	(26,390)	(17,322)
Other income (expense), net	236	477	174	749	(435)	1,116	(648)	1,636
Income before provision (benefit) for income taxes	12,011	13,321	17,607	16,455	14,603	18,007	51,409	59,394
Provision (benefit) for income taxes	1,276	208	528	(134)	992	444	3,149	1,878
Net income	**$ 10,735**	**$ 13,113**	**$ 17,079**	**$ 16,589**	**$ 13,611**	**$ 17,563**	**$ 48,260**	**$ 57,516**
Net income per share:								
Basic	$ 0.08	$ 0.10	$ 0.12	$ 0.12	$ 0.10	$ 0.12	$ 0.37	$ 0.42
Diluted	$ 0.08	$ 0.09	$ 0.12	$ 0.12	$ 0.09	$ 0.12	$ 0.37	$ 0.41
Weighted average number of shares:								
Basic	134,809	136,970	138,781	140,141	141,973	144,929	129,767	137,669
Diluted	137,005	139,522	140,985	143,590	145,563	146,349	131,950	140,266
% of Revenue								
Service revenue gross profit	70.6 %	68.4 %	67.4 %	66.8 %	63.9 %	62.5 %	72.9 %	68.3 %
Other revenue gross profit	(30.6) %	(30.5) %	(22.7) %	(27.4) %	(23.9) %	(43.5) %	(26.3) %	(27.7) %
Total revenue gross profit	**67.8 %**	**65.7 %**	**64.8 %**	**64.2 %**	**61.6 %**	**60.1 %**	**69.8 %**	**65.6 %**
Research and development	14.3 %	14.5 %	13.8 %	14.2 %	13.4 %	13.1 %	15.0 %	14.2 %
Sales and marketing	34.2 %	31.9 %	30.1 %	29.7 %	28.4 %	27.0 %	33.7 %	31.5 %
General and administrative	10.2 %	9.9 %	9.2 %	9.7 %	9.9 %	9.2 %	10.1 %	9.7 %
Total operating expenses	58.8 %	56.3 %	53.1 %	53.5 %	51.7 %	49.3 %	58.8 %	55.4 %
Income from operations	**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 6/30/24	Q2 9/30/24	Q3 12/31/24	Q4 3/31/25	Q1 6/30/25	Q2 9/30/25	Q3 12/31/25	Q4 3/31/26	Q1 6/30/26	Q2 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	11,564	11,707	11,386	11,102	11,003	10,740	10,574	10,357	10,693	10,904
Deferred revenue	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

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

	FY2026				FY2027		FY2025	FY2026
	Q1	Q2	Q3	Q4	Q1	Q2	Q4 YTD	Q4 YTD
	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)	$ (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	1,690	1,701	1,689	1,529	1,410	1,343	7,387	6,609
Amortization of intangible assets	3,501	3,502	3,584	3,616	3,835	3,088	19,104	14,203
Amortization of capitalized internal-use software costs	2,673	3,012	2,919	2,852	2,856	2,826	12,729	11,456
Amortization of debt discount and issuance costs	336	362	361	310	330	354	2,466	1,369
Amortization of deferred contract acquisition costs	8,956	8,446	7,889	7,791	7,051	6,696	37,977	33,082
Allowance for credit losses	290	85	(628)	(185)	607	(194)	1,843	(438)
Operating lease expense, net of accretion	2,854	2,675	2,715	2,624	2,595	2,436	11,631	10,868
Impairment of long-lived assets	—	—	—	—	—	2,933	—	—
Stock-based compensation expense	6,352	5,363	4,152	4,503	4,055	4,226	39,940	20,370
Loss on debt extinguishment	81	46	20	—	44	—	12,325	147
Loss (gain) on remeasurement of warrants	(209)	(37)	(357)	(261)	(71)	75	(2,225)	(864)
Other	(368)	(34)	257	(40)	188	(509)	(346)	(185)
Changes in assets and liabilities:								
Accounts receivable, net	(9,503)	(6,889)	12,909	(2,288)	(14,407)	8,858	7,845	(5,771)
Deferred contract acquisition costs	(4,471)	(3,936)	(3,976)	(4,725)	(4,611)	(4,164)	(23,988)	(17,108)
Other current and non-current assets	(2,997)	1,665	(1,886)	2,768	(9,273)	4,483	(7,617)	(450)
Accounts payable and accrued liabilities	3,347	(9,400)	(7,145)	(4,159)	24,979	(26,131)	(24,810)	(17,357)
Deferred revenue	3,656	1,507	(6,901)	(55)	(1,354)	3,351	(3,495)	(1,793)
Net cash provided by operating activities	11,873	8,835	20,692	14,386	17,034	13,059	63,554	55,786

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

	FY2026				FY2027		FY2025	FY2026
	Q1 6/30/25	Q2 9/30/25	Q3 12/31/25	Q4 3/31/26	Q1 6/30/26	Q2 9/30/26	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)	(593)	(2,401)	(3,675)
Capitalized internal-use software costs	(4,039)	(3,101)	(2,574)	(2,588)	(2,225)	(1,859)	(11,066)	(12,302)
Purchase of cost investment	—	—	—	—	—	—	(771)	—
Maturities of investments	—	—	—	—	—	—	1,048	—
Acquisition of businesses, net of cash acquired	—	—	—	(4,757)	—	—	(3,234)	(4,757)
Payments for other investing activities	—	—	—	—	(229)	—	—	—
Net cash used in investing activities	(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	—	1,228	—	1,601	—	1,163	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)	—	(273,000)	(30,000)
Gross proceeds from term loan	—	—	—	—	—	—	200,000	—
Other financing activities	(489)	(480)	(184)	(198)	(1,684)	(1,114)	(4,281)	(1,351)
Net cash provided by (used in) financing activities	(17,337)	(9,322)	(5,184)	1,403	(16,184)	49	(75,106)	(30,440)
Effect of exchange rate changes on cash	2,788	(818)	161	(1,105)	(362)	(357)	577	1,026
Net increase (decrease) in cash, cash equivalents and restricted cash	(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	89,324	82,232	76,684	88,200	94,962	92,302	116,723	89,324
Cash, cash equivalents and restricted cash, end of period	$ 82,232	$ 76,684	$ 88,200	$ 94,962	$ 92,302	$ 102,601	$ 89,324	$ 94,962
Supplemental and non-cash disclosures:								
Interest paid	$ 2,567	$ 6,471	$ 2,231	$ 6,053	$ 1,806	$ 5,873	$ 26,297	$ 17,322
Income taxes paid	$ 574	$ 799	$ 757	$ 270	$ 479	$ 547	$ 3,767	$ 2,400
Payables and accruals for property and equipment	$ 21	$ 108	$ —	$ 16	$ 80	$ 143	$ 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		FY2025	FY2026
	Q1 6/30/25	Q2 9/30/25	Q3 12/31/25	Q4 3/31/26	Q1 6/30/26	Q2 9/30/26	Q4 YTD 3/31/25	Q4 YTD 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	$ 71,093	$ 200,094	$ 232,602
Amortization of intangible assets	(507)	(514)	(513)	(514)	(514)	(21)	(7,176)	(2,048)
Stock-based compensation expense and related employer payroll taxes	(582)	(476)	(417)	(377)	(201)	(214)	(4,454)	(1,852)
Transaction-related costs	—	—	—	—	(33)	(21)	—	—
Legal and regulatory costs	—	—	—	—	—	—	55	—
Severance, transition and contract exit costs	(944)	(81)	(26)	(824)	91	(344)	(655)	(1,875)
Non-GAAP cost of service revenue	$ 51,789	$ 56,628	$ 58,559	$ 59,851	$ 66,978	$ 70,493	$ 187,864	$ 226,827
GAAP service revenue margin	$ 122,486	$ 121,395	$ 120,167	$ 118,609	$ 117,711	$ 116,691	$ 492,829	$ 482,657
Non-GAAP service revenue margin	$ 124,519	$ 122,466	$ 121,123	$ 120,324	$ 118,368	$ 117,291	$ 505,059	$ 488,432
GAAP cost of other revenue	$ 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	(147)	(89)	(82)	(79)	(84)	(79)	(1,213)	(397)
Legal and regulatory costs	—	—	—	—	—	—	62	—
Severance, transition and contract exit costs	(353)	(443)	(649)	(88)	(105)	(214)	(581)	(1,533)
Non-GAAP cost of other revenue	$ 6,599	$ 6,524	$ 6,588	$ 6,460	$ 5,975	$ 6,051	$ 27,972	$ 26,171
GAAP other revenue margin	$ (2,046)	$ (2,055)	$ (1,951)	$ (1,556)	$ (1,340)	$ (2,127)	$ (7,557)	$ (7,608)
Non-GAAP other revenue margin	$ (1,546)	$ (1,523)	$ (1,220)	$ (1,389)	$ (1,151)	$ (1,834)	$ (5,825)	$ (5,678)
GAAP gross margin	$ 120,440	$ 119,340	$ 118,216	$ 117,053	$ 116,371	$ 114,564	$ 485,272	$ 475,049
Non-GAAP gross margin	$ 122,973	$ 120,943	$ 119,903	$ 118,935	$ 117,217	$ 115,457	$ 499,234	$ 482,754
Operating Expenses:								
GAAP research and development	$ 28,364	$ 27,918	$ 27,191	$ 29,510	$ 28,406	$ 27,570	$ 123,211	$ 112,983
Amortization of intangible assets	—	—	—	(103)	(283)	(283)	—	(103)
Stock-based compensation expense and related employer payroll taxes	(1,509)	(1,211)	(1,053)	(1,033)	(1,003)	(905)	(13,750)	(4,806)
Transaction-related costs	—	—	—	—	(349)	(216)	(8)	—
Legal and regulatory costs	—	—	—	(137)	—	—	352	(137)
Severance, transition and contract exit costs	(861)	(85)	(612)	(1,992)	(1,291)	(933)	(2,311)	(3,550)
Non-GAAP research and development	$ 25,994	$ 26,622	$ 25,526	$ 26,245	$ 25,480	$ 25,233	$ 107,494	$ 104,387
GAAP sales and marketing	$ 68,184	$ 63,835	$ 60,513	$ 59,872	$ 58,750	$ 56,146	$ 264,461	$ 252,404
Amortization of intangible assets	(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	(2,071)	(1,823)	(945)	(1,400)	(1,261)	(1,353)	(10,081)	(6,239)
Transaction-related costs	—	—	—	—	(7)	(4)	—	—
Legal and regulatory costs	—	—	—	—	—	—	335	—
Severance, transition and contract exit costs	(1,066)	(303)	(783)	(438)	(418)	(213)	(1,778)	(2,590)
Non-GAAP sales and marketing	$ 62,057	$ 58,725	$ 55,764	$ 55,038	$ 54,060	$ 51,792	$ 241,009	$ 231,584

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

	FY2026				FY2027		FY2025	FY2026
	Q1	Q2	Q3	Q4	Q1	Q2	Q4 YTD	Q4 YTD
	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	$ 23,327	$ 22,238	$ 20,818	$ 24,341	$ 24,836	$ 20,983	$ 82,407	$ 90,724
Amortization of 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)	(1,727)	(12,324)	(8,743)
Transaction-related costs	—	—	(196)	(3,249)	(2,128)	418	(1,093)	(3,445)
Legal and regulatory costs	(835)	(717)	(927)	(511)	(566)	(501)	8,561	(2,990)
Severance, transition and contract exit costs	(1,299)	(1,082)	(725)	(676)	(1,562)	(1,485)	(5,267)	(3,782)
Non-GAAP general and administrative	$ 18,589	$ 18,272	$ 16,954	$ 17,888	$ 18,790	$ 17,688	$ 72,284	$ 71,703
GAAP Operating Expenses	$ 119,875	$ 113,991	$ 108,522	$ 113,723	$ 111,992	$ 107,632	$ 470,079	$ 456,111
Amortization of intangible assets	(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	(6,180)	(5,197)	(3,964)	(4,447)	(4,020)	(3,985)	(36,155)	(19,788)
Transaction-related costs	—	—	(196)	(3,249)	(2,484)	198	(1,101)	(3,445)
Legal and regulatory costs	(835)	(717)	(927)	(648)	(566)	(501)	9,248	(3,127)
Severance, transition and contract exit costs	(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	$ 106,640	$ 103,619	$ 98,244	$ 99,171	$ 98,330	$ 94,713	$ 420,787	$ 407,674
Operating Profit (Loss):								
GAAP income from operations	$ 565	$ 5,349	$ 9,694	$ 3,330	$ 4,379	$ 6,932	$ 15,193	$ 18,938
Amortization of intangible assets	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	6,909	5,762	4,463	4,903	4,305	4,278	41,822	22,037
Transaction-related costs	—	—	196	3,249	2,517	(177)	1,101	3,445
Legal and regulatory costs	835	717	927	648	566	501	(9,365)	3,127
Severance, transition and contract exit costs	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 income from operations	16,333	17,324	21,659	19,764	18,887	20,744	78,447	75,080
Interest Expense:								
GAAP interest expense	$ (3,968)	$ (4,842)	$ (4,587)	$ (4,368)	$ (4,179)	$ (4,207)	$ (28,856)	$ (17,765)
Amortization of debt discount and issuance costs	336	362	361	310	330	354	2,466	1,369
Capitalized interest	(926)	—	—	—	—	—	—	(926)
Non-GAAP interest expense	$ (4,558)	$ (4,480)	$ (4,226)	$ (4,058)	$ (3,849)	$ (3,853)	$ (26,390)	$ (17,322)

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

	FY2026				FY2027		FY2025	FY2026
	Q1 6/30/25	Q2 9/30/25	Q3 12/31/25	Q4 3/31/26	Q1 6/30/26	Q2 9/30/26	Q4 YTD 3/31/25	Q4 YTD 3/31/26
Other Income (Expenses):								
GAAP other income (expense), net	$ 364	$ 468	$ 511	$ 1,010	$ (408)	$ 1,107	$ (10,400)	$ 2,353
Loss on debt extinguishment	81	46	20	—	44	—	12,325	147
(Gain) loss on warrants remeasurement	(209)	(37)	(357)	(261)	(71)	75	(2,225)	(864)
Gain on sale of assets	—	—	—	—	—	(66)	—	—
Other income	—	—	—	—	—	—	(348)	—
Non-GAAP other income and expense	$ 236	$ 477	$ 174	$ 749	$ (435)	$ 1,116	$ (648)	$ 1,636
Net Income (Loss):								
GAAP net income (loss)	$ (4,315)	$ 767	$ 5,090	$ 106	$ (1,200)	$ 3,388	$ (27,212)	$ 1,648
Amortization of intangible assets	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	6,909	5,762	4,463	4,903	4,305	4,278	41,822	22,037
Transaction-related costs	—	—	196	3,249	2,517	(177)	1,101	3,445
Legal and regulatory costs	835	717	927	648	566	501	(9,365)	3,127
Severance, transition and contract exit costs	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 costs	336	362	361	310	330	354	2,466	1,369
Loss on debt extinguishment	81	46	20	—	44	—	12,325	147
(Gain) loss on warrants remeasurement	(209)	(37)	(357)	(261)	(71)	75	(2,225)	(864)
Gain on sale of assets	—	—	—	—	—	(66)	—	—
Other income	(926)	—	—	—	—	—	(348)	(926)
Non-GAAP net income	$ 10,735	$ 13,113	$ 17,079	$ 16,589	$ 13,611	$ 17,563	$ 48,260	$ 57,516
Interest expense	4,558	4,480	4,226	4,058	3,849	3,853	26,390	17,322
Provision (benefit) for income taxes	1,276	208	528	(134)	992	444	3,149	1,878
Depreciation	1,690	1,701	1,689	1,529	1,410	1,343	7,387	6,609
Amortization of capitalized internal-use software costs	2,673	3,012	2,919	2,852	2,856	2,826	12,729	11,456
Other expense (income), net	(236)	(477)	(174)	(749)	435	(1,116)	648	(1,636)
Adjusted EBITDA	$ 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	134,809	136,970	138,781	140,141	141,973	144,929	129,767	137,669
Diluted	137,005	139,522	140,985	143,590	145,563	146,349	131,950	140,266
GAAP net income (loss) per share - Basic	$ (0.03)	$ 0.01	$ 0.04	$ 0.00	$ (0.01)	$ 0.02	$ (0.21)	$ 0.01
GAAP net income (loss) per share - Diluted	$ (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	$ 0.10	$ 0.12	$ 0.12	$ 0.10	$ 0.12	$ 0.37	$ 0.42
Non-GAAP net income per share - Diluted	$ 0.08	$ 0.09	$ 0.12	$ 0.12	$ 0.09	$ 0.12	$ 0.37	$ 0.41