

Investor Presentation

First Quarter 2026

May 5th, 2026



Safe Harbor

This presentation contains forward-looking statements. These statements may relate to, but are not limited to, expectations of future operating results or financial performance of BlackLine, Inc. (“BlackLine” or the “Company”), the calculation of certain key financial and operating metrics, capital expenditures, introduction of new solutions or products, expansion into new markets, plans for growth and future operations, technological capabilities, and ability to execute our technology and platform initiatives and strategic relationships, including our relationship with SAP, as well as assumptions relating to the foregoing. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified. In some cases, you can identify forward-looking statements by terminology such as “may,” “will,” “should,” “could,” “expect,” “plan,” “anticipate,” “believe,” “estimate,” “predict,” “intend,” “potential,” “would,” “continue,” “ongoing” or the negative of these terms or other comparable terminology. You should not put undue reliance on any forward-looking statements. Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved, if at all.

Forward-looking statements are based on information available at the time those statements are made and/or management’s good faith beliefs and assumptions as of that time with respect to future events, and are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in or suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to risks related to the Company’s ability to attract new customers and expand sales to existing customers; the extent to which customers renew their subscription agreements or increase the number of users; the impact of current and future economic uncertainty and other unfavorable conditions in the Company’s industry or the global economy; and other risks and uncertainties described in other filings we make with the Securities and Exchange Commission (the “SEC”) from time to time, including the risks described under the heading “Risk Factors” in our Annual Report on Form 10-K and our subsequent Quarterly Reports on Form 10-Q, which are available on our website at <http://investors.blackline.com> and on the SEC’s website at www.sec.gov. In light of these risks and uncertainties, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially from those anticipated or implied in the forward-looking statements. Except as required by law, BlackLine does not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

In addition, statements that “we believe” and similar statements reflect our beliefs and opinions on the relevant subject. These statements are based upon information available to us as of the date of this presentation, and while we believe such information forms a reasonable basis for such statements, such information may be limited or incomplete, and our statements should not be read to indicate that we have conducted an exhaustive inquiry into, or review of, all potentially available relevant information. These statements are inherently uncertain, and investors are cautioned not to unduly rely upon these statements.

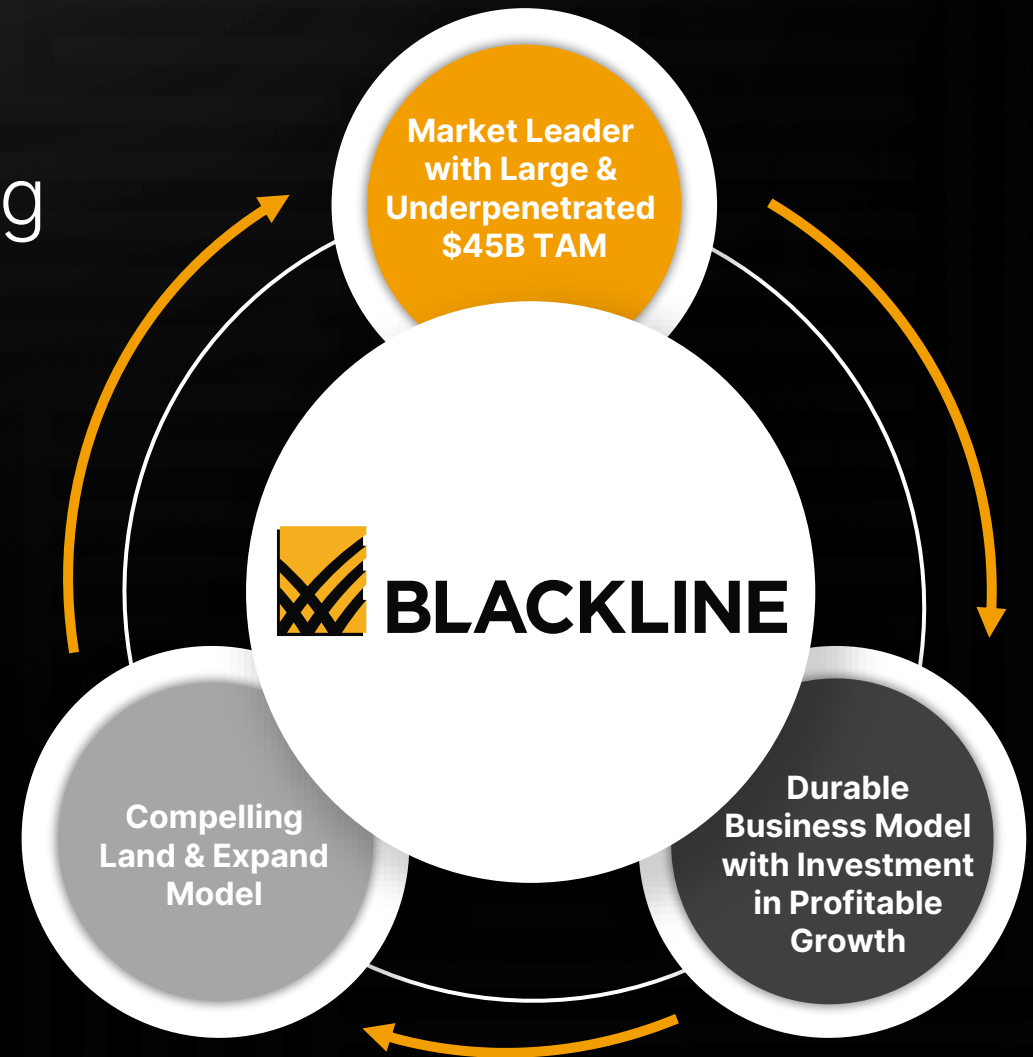
In addition to U.S. GAAP financials, this presentation includes certain non-GAAP financial measures, including non-GAAP gross profit, gross margin, free cash flow, sales and marketing expense, research and development expense, general and administrative expense, income (loss) from operations, operating margin, net income and net income margin. These non-GAAP measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. The non-GAAP financial measures we use may differ from the non-GAAP financial measures used by other companies. A reconciliation of these measures to the most directly comparable GAAP measure is included in the Appendix to this presentation.

WHO WE ARE

Champions of strategic accounting and finance transformation

OUR WINNING ASPIRATION

To inspire, power, and guide digital finance transformation



BlackLine

At a Glance

\$45B

Total Market Opportunity

\$712M

9% YoY Growth

Q1'26 Annual Recurring Revenue¹

22%

Q1'26 Non-GAAP Operating Margin²

\$138M

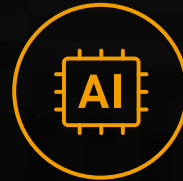
19% Margin

LTM Free Cash Flow²



Indispensable Platform for the CFO

End-to-End Record-to-Report and Invoice-to-Cash Automation



AI-Powered Innovation

BlackLine's data unification and analytics capabilities make it an ideal platform for building a trusted AI foundation



4,300+ Global Customers

Trusted by the world's leading companies across a diverse range of industries and geographies



Trusted by ~70% of the Fortune 100

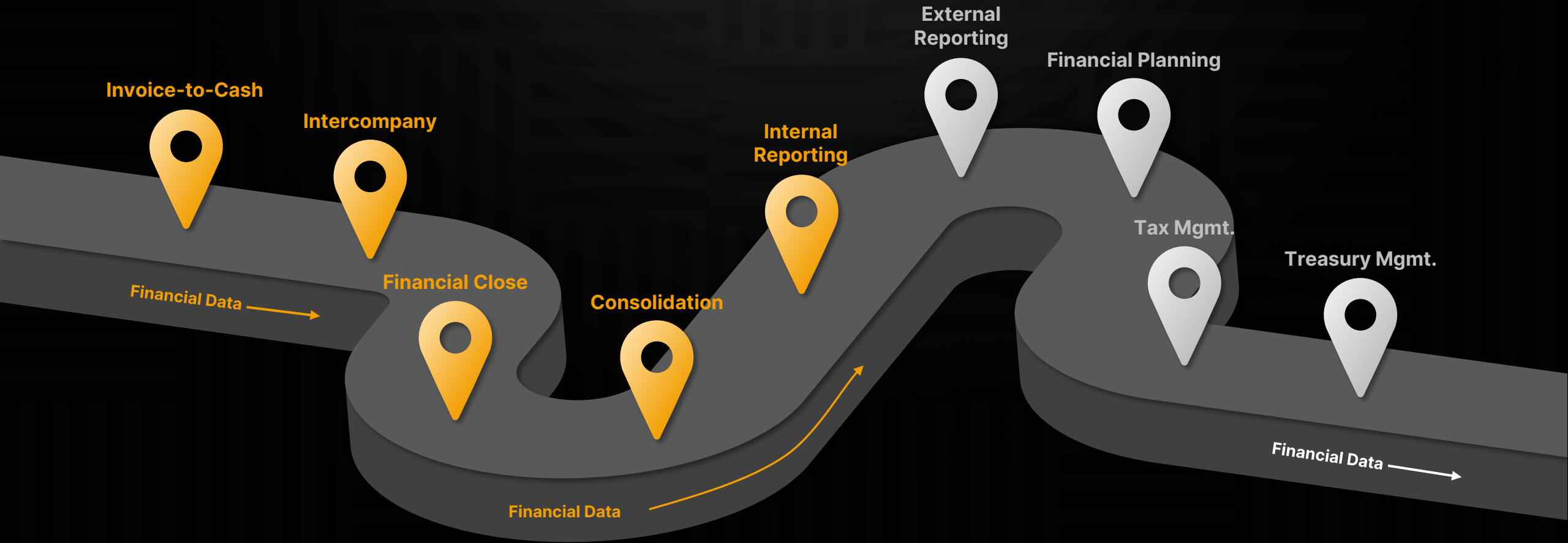
Powering the digital finance transformation behind over \$54T in global market capitalization



Strong Global Partner Ecosystem

Strategic SAP reseller partnership supported by global consulting alliances, C-suite influence, and robust enablement

The Office of the CFO



By being positioned upstream within the Office of the CFO, BlackLine is uniquely able to ensure comprehensive **control**, enhanced **visibility**, and seamless data **integrity**—offering the most **integrated** and **interconnected** financial processes.

Market Leader with Large & Underpenetrated TAM

BlackLine's core finance and accounting process area – Record-to-Report and Invoice-to-Cash – constitute a large, underpenetrated, and strategic addressable market.

Record-to-Report

\$34B

Financial Close
Intercompany
Consolidation

Invoice-to-Cash

\$11B

Invoice-to-Cash

\$45B

Total Addressable Market

Comprised of over 160,000 companies across BlackLine's target markets in North America, Europe, and Asia-Pacific

The Future-Ready Platform for the Office of the CFO

AI-powered solutions enable future-ready financial operations that are accurate, efficient, and intelligent.

Business Processes

Record-to-Report

Invoice-to-Cash

Audit & Compliance

Hire-to-Retire

Acquire-to-Retire

& more...



Record-to-Report

Intercompany

Financial Close & Consolidation

Invoice-to-Cash

Verity

Create

Account Analysis/Reconciliations

Journal Entry

eInvoicing & Payments

Balance & Resolve

Transaction Matching

Journals Risk Analyser

Cash Application

Net & Settle

Reporting & Analysis

Accruals

AR Management

Integrate

Orchestrate

Visualize

Blueprint

Control



Data Sources

Excel, Databases & Other Files



Banking & Financial Systems



ERP Systems Landscape



AI as a Competitive Advantage

BlackLine delivers a governed and auditable AI platform, making it a structurally indispensable and differentiated solution for the Office of the CFO.



Agency & Trust

We are the trusted leader for global enterprises requiring scalable, controlled, and secure finance and accounting platforms



Domain Expertise & Context

Two decades of operational, context-aware data and processing knowledge across ~4,300 customers' matching patterns, historical exception handling, and auditor interactions



Unified Control Plane

A neutral, event-driven orchestration layer between ERPs, EPMs and other systems that bridges the structural gap between recording & planning required to deliver continuous, intelligent financial operations



Time-to-Value & Cost of Ownership

Best-in-class out-of-the-box capabilities, blueprints, and agentic solutions deliver faster, durable ROI



AI Innovation & Future Readiness

Innovative and expanding portfolio of pre-governed financial actions provides a foundation for our partners and customers to build, deploy and manage their agentic workflows

Unique, Human-Enriched Operational Data

Human Judgment Data

Matching Pattern Data

Exception & Resolution Data

Intercompany Flow Data

Invoice-to-Cash Data

+ additional data sources

Delivering Autonomous Finance with Verity™

BlackLine's AI strategy combines AI and automation to unlock unprecedented value for finance and accounting teams, delivering accurate, efficient, and intelligent financial operations.

Verity™



Agentic Experiences

Deploy a 'digital workforce' of AI agents to autonomously manage complex, end-to-end workflows like account reconciliations, accruals, and cash collections.

🔄 VerityCollect 🔄 VerityPrepare 🔄 VerityAccruals



Proactive Analysis

Move teams beyond historical reporting by proactively analyzing data to forecast trends and mitigate financial risk before issues escalate.

🔄 VerityFlag 🔄 VerityForecast



Intelligent Insights

Provide immediate, accurate insights across all your financial data, reducing the need for manual investigation and ad-hoc reporting.

🔄 VerityInsights 🔄 VerityFlux 🔄 VerityAssist



Next-Generation Process Automation

Enhance BlackLine's core solutions with a new layer of intelligence, mastering high-volume, complex processes with greater speed and accuracy.

🔄 VerityMatch 🔄 VerityRemit

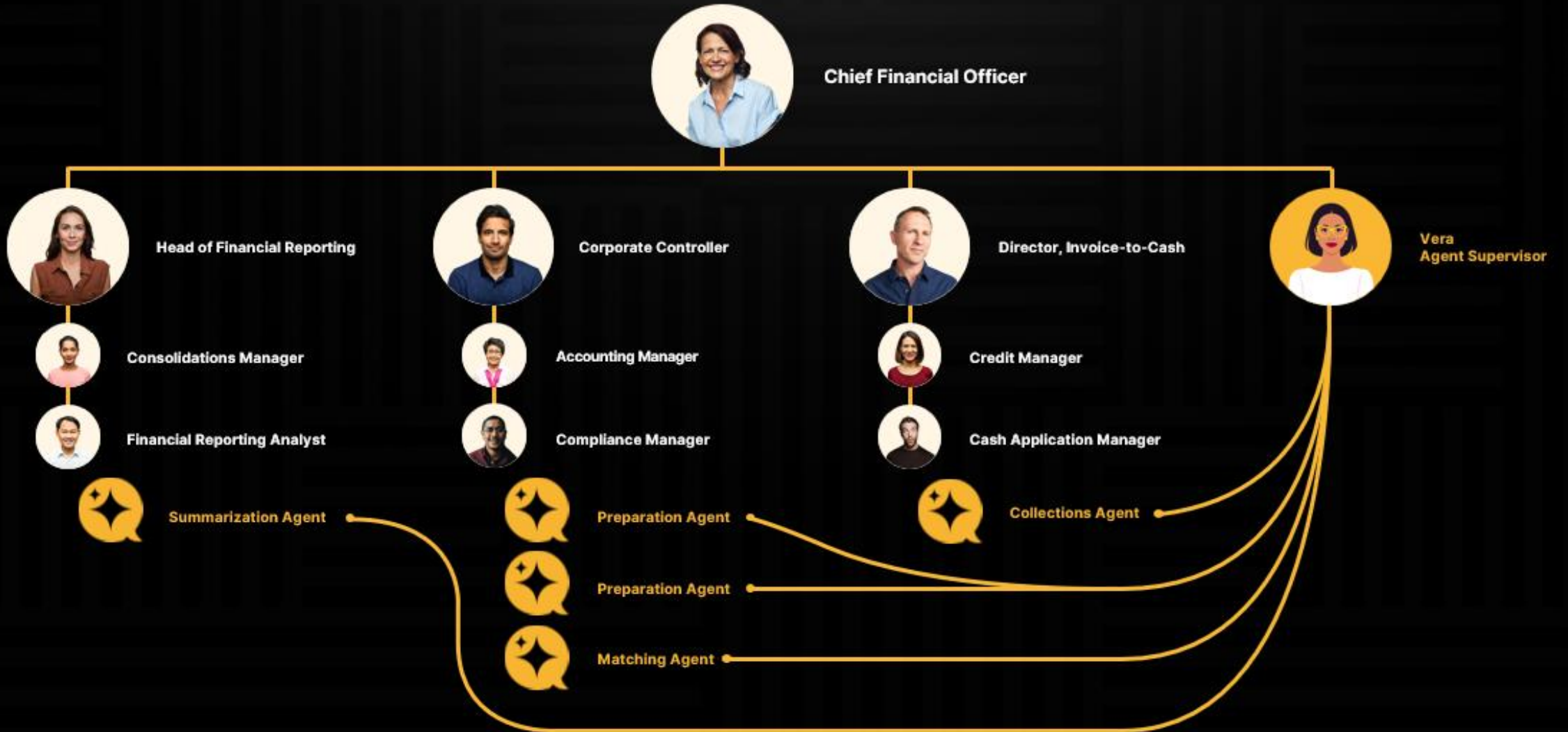


Automated Content Generation & Summarization

Accelerate the financial reporting cycle by automatically drafting financial narratives and creating instant summaries of complex supporting documents.

🔄 VerityNarrate 🔄 VeritySummarize

A New Digital Workforce for Finance that is **Trustworthy & Auditable**™



Verity AI In Action

Real customer use cases demonstrate how Verity AI reduces manual effort, increases accuracy, and surfaces risk across critical accounting workflows.

VerityAccruals

Intelligent Accrual Estimation

SCENARIO:

A retail enterprise was reliant on manual accrual estimates for vendor rebates and pending invoices. Month-end estimates deviated 8–15% from actuals.

AGENTIC SOLUTION:

Verity Accruals agentially automates the end-to-end process: unifying data across financial systems like ERPs, AP, P2P, confirms the details with vendors, and calculates the accrual amount.

OUTCOME:

Reduced time spent on the accruals process by 80%+, increases financial statement accuracy, and provides a complete, AI-driven audit trail.

80% time savings

VerityPrepare

AI-Powered Account Preparation

SCENARIO:

Accountants are spending excessive time on manual, repetitive work of preparing complex reconciliations, creating bottlenecks in the financial close process.

AGENTIC SOLUTION:

Verity Prepare agentially analyzes complex documents, performs data grouping and aggregations, and drafts reconciling items with explanations for review.

OUTCOME:

Manual preparation time is drastically reduced, (by up to ~95%), allowing teams to focus on strategic review and final approval.

95% time savings

VerityMatch

Autonomous Transaction Matching

SCENARIO:

Organizations handling high volumes of complex transactions with messy, unpredictable data generates many unmatched transactions that require tedious manual investigation to match.

AGENTIC SOLUTION:

Verity Match uses AI-powered pattern recognition to resolve complex and inexact matches, learning from historical data rather than relying on rigid rules

OUTCOME:

Maximizes manual processing efficiency by significantly increasing match rates, accelerating the close, and transforming the user workflow from manual investigation to rapid review and confirmation.

64% avg. reduction in residual unmatched rates

VerityCollect

Agentic Collections & AI Assisted Resolution

SCENARIO:

A global financial services firm struggled to collect from 500+ customers with balances too low to warrant painful manual collection efforts.

AGENTIC SOLUTION:

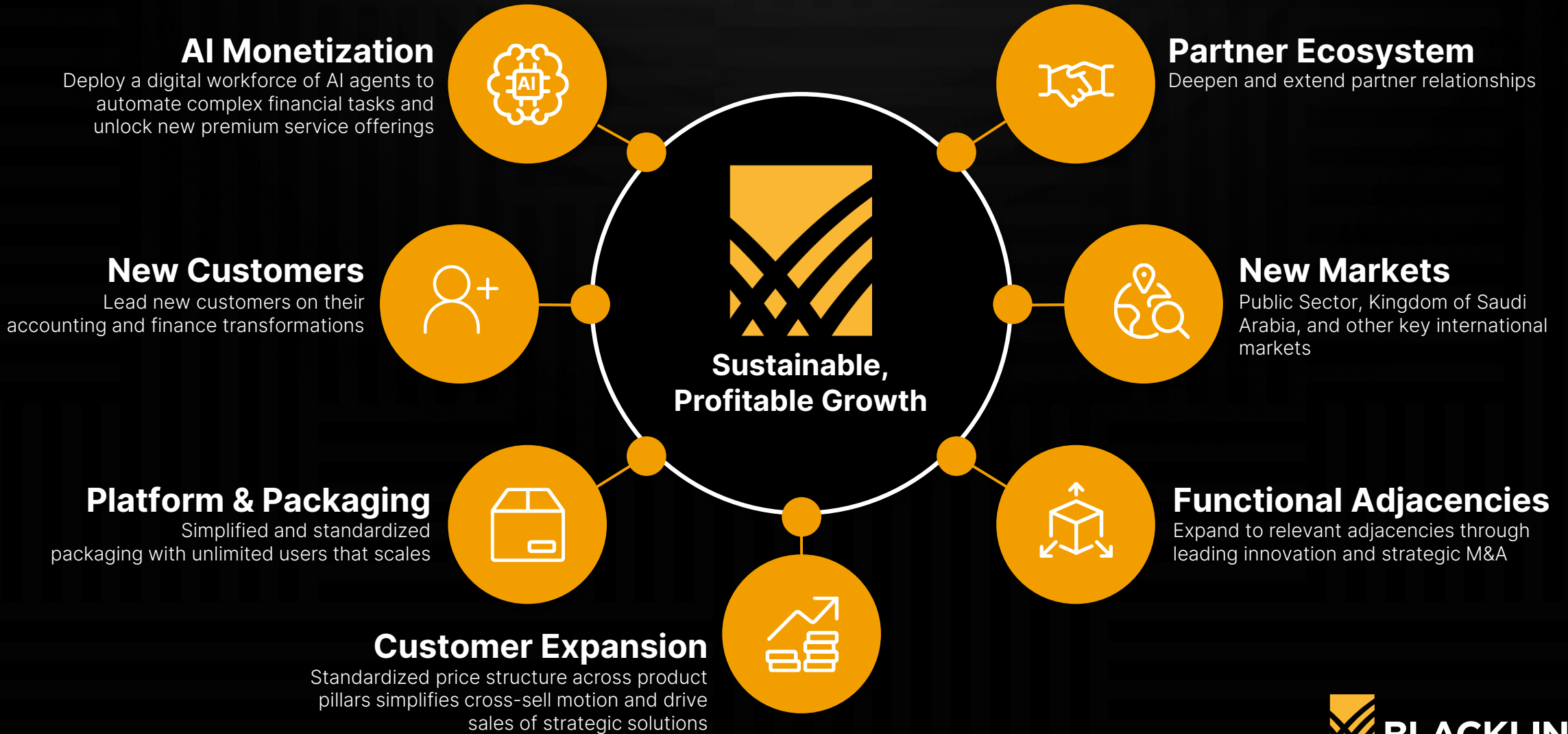
Verity Collect's voice agent automates collections by placing natural-sounding calls for outstanding invoices. It transcribes the conversation, logs outcomes like a "promise to pay," and automatically drafts follow ups.

OUTCOME:

Early results showed that the agent completed collections outreach in under 30 minutes, a task that would have taken an estimated 45 FTE-hours.

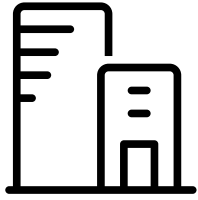
99% reduction in human call time

Numerous Levers to Drive Sustained Growth



Ideal Candidates for Digital Finance Transformation

We have carefully defined our target markets and are targeting complex global enterprises and expanding our reach beyond smaller mid-market segments. We see robust new logo and expansion opportunities across our global enterprise and mid-market segments.



Mid-Market

~50% of Customers; ~25% of ARR

Faster Sales Cycle

Opportunity to Grow with the Customer

Rapid, Simpler Implementations

Significant Global Mid-Market Opportunity



Enterprise

~50% of Customers; ~75% of ARR

Larger Software Budgets

Longer Contract Lengths

Strong Retention Trends

Greater Capacity for Expansion



Public Sector

<1% of Customers & ARR

Large, Sticky Install Base

Excellent BlackLine Positioning with Commercial Counterparts

Best-in-Class Partner Relationships

TARGET CUSTOMER REVENUE

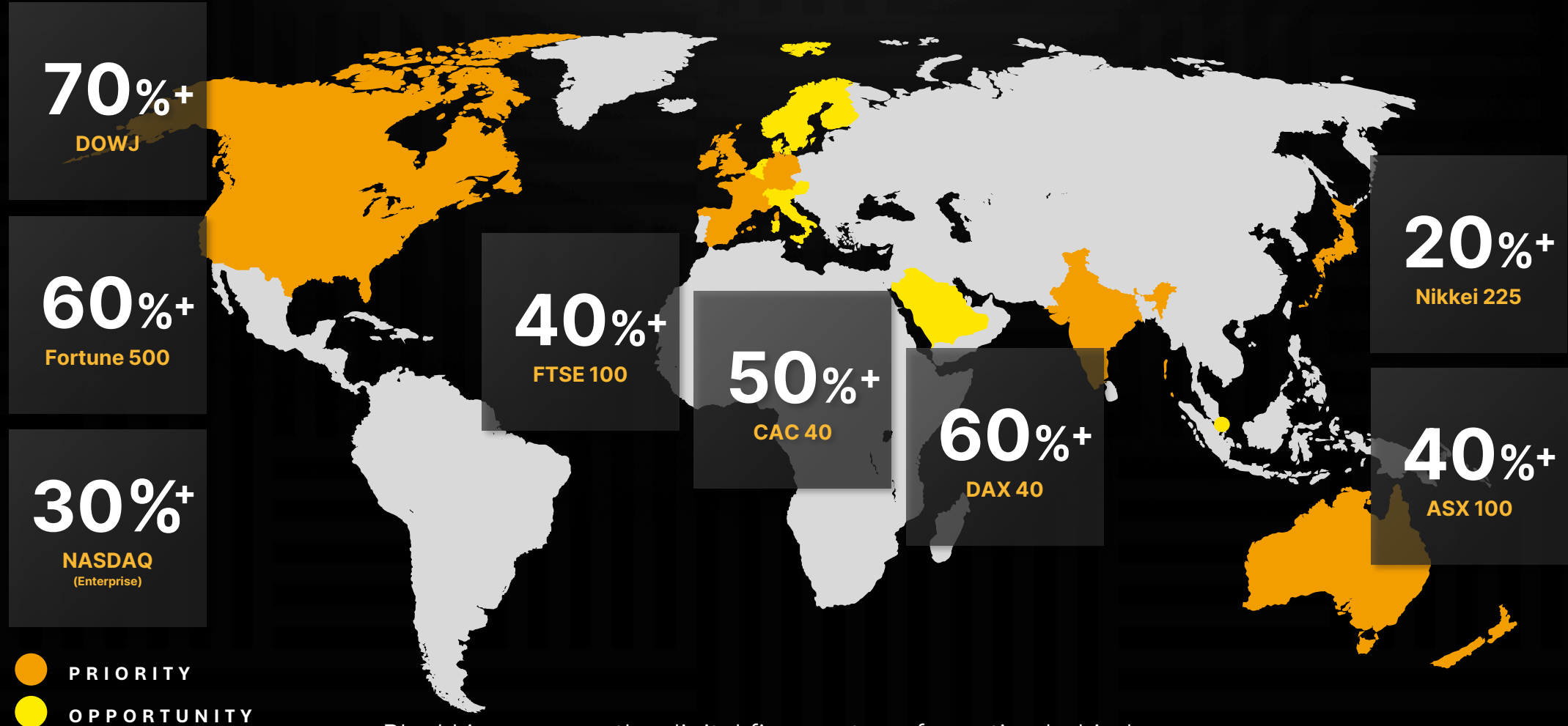
> \$100M

\$750M

\$500B+

Transforming the World's Largest Companies

We are focused on deepening and expanding our relationships with the world's largest and most complex organizations.

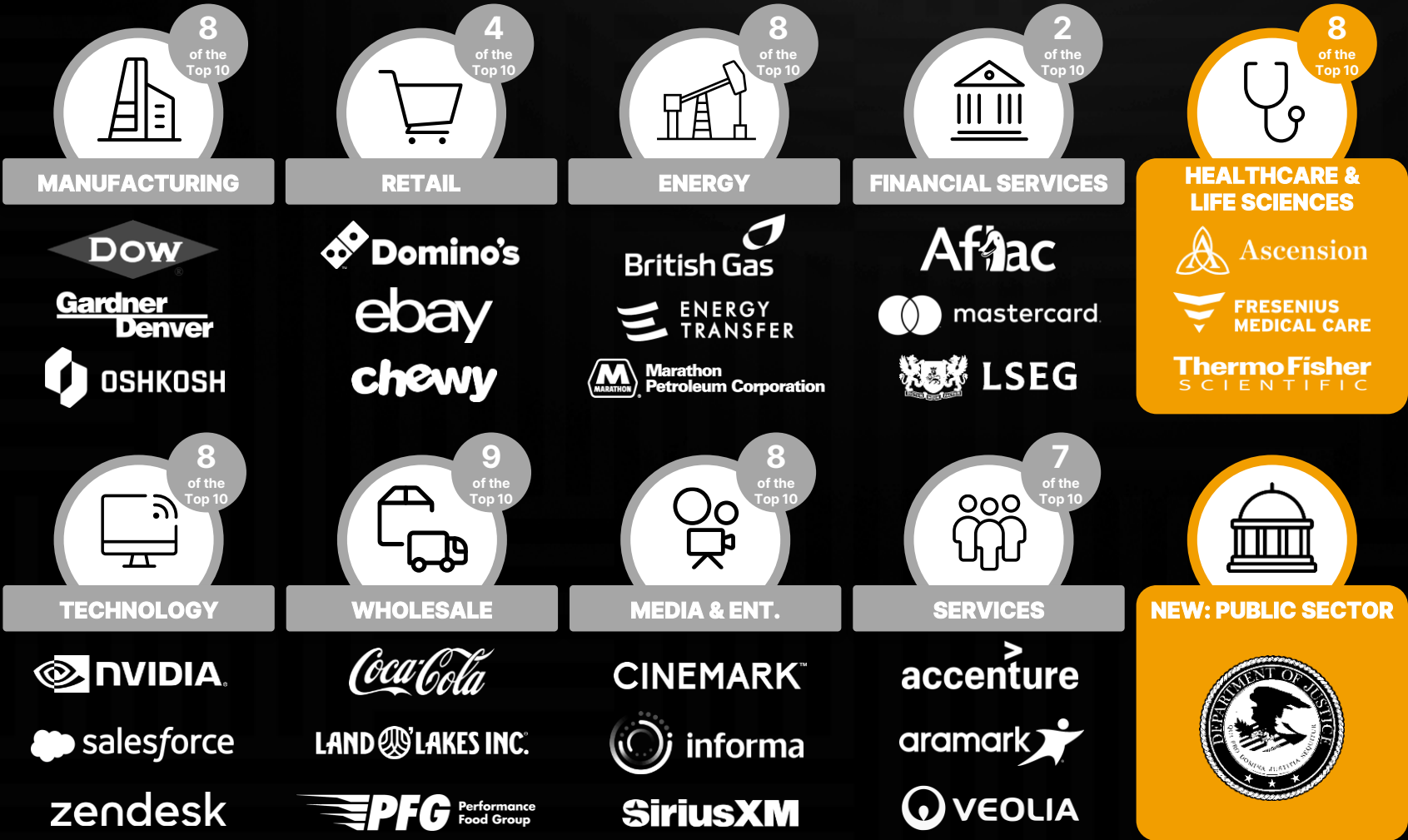


BlackLine powers the digital finance transformation behind over
\$54T in global market capitalization



Serving Market Leaders Across Diverse Industries

← INDUSTRY BREADTH → INDUSTRY DEPTH →



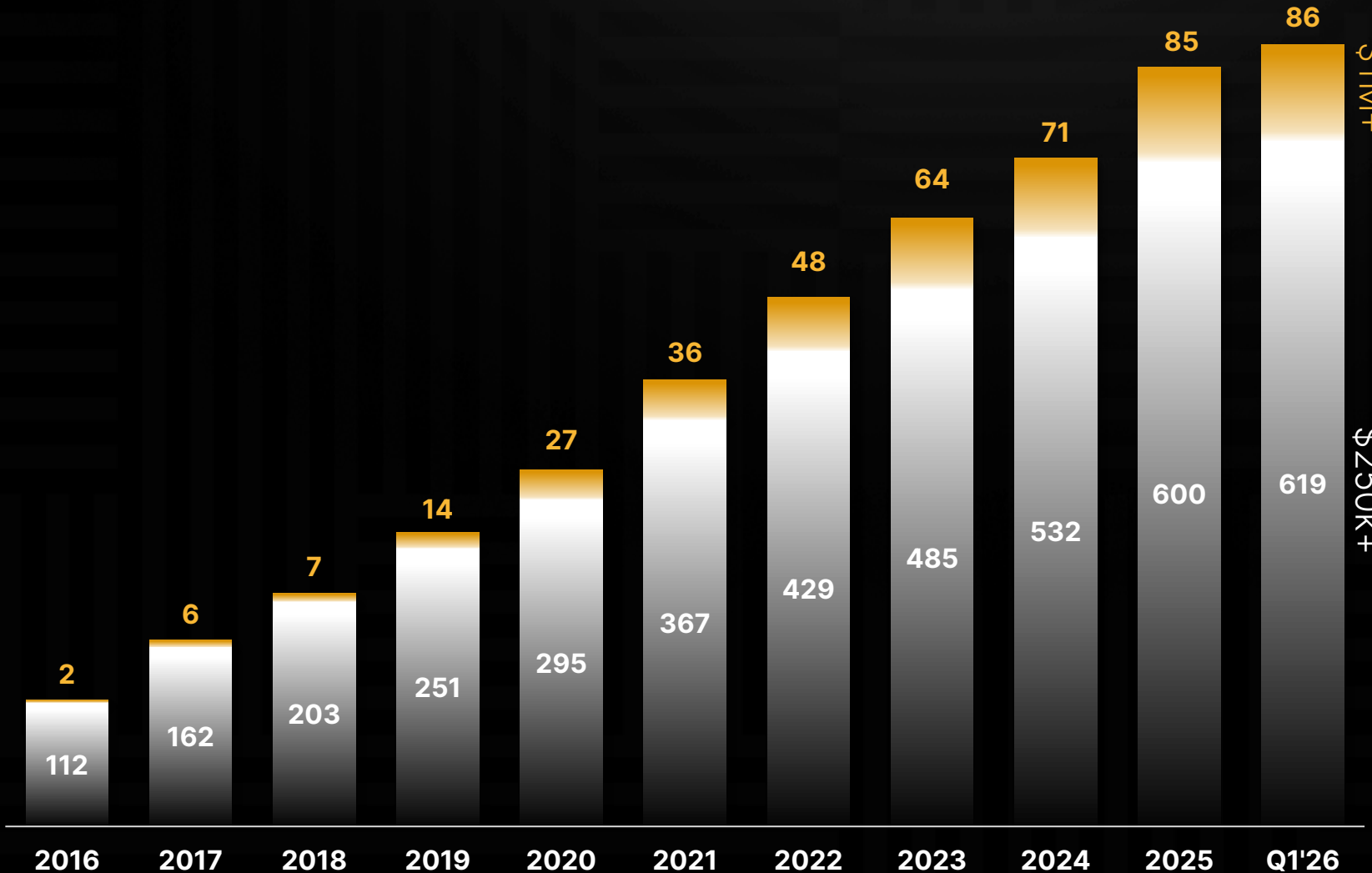
EXAMPLE: HEALTHCARE & LIFE SCIENCES

PHARMA & BIOTECH	MEDTECH
Alynlam	PHILIPS AVENT
BIOAGE	Dexcom One Step Ahead
charles river	FRESenius MEDICAL CARE
PRECISION BIOSCIENCES	verathon
HEALTHCARE SERVICES	LIFE SCIENCES
Ascension	CARIS LIFE SCIENCES
aveanna healthcare	maravai LifeSciences
Encompass Health	NUVASIVE
QuestDiagnostics	ThermoFisher SCIENTIFIC



Continuously Growing Our Customer Wallet Share

705 customers with an ARR of \$250k+



50%

CAGR in customers spending \$1M or more

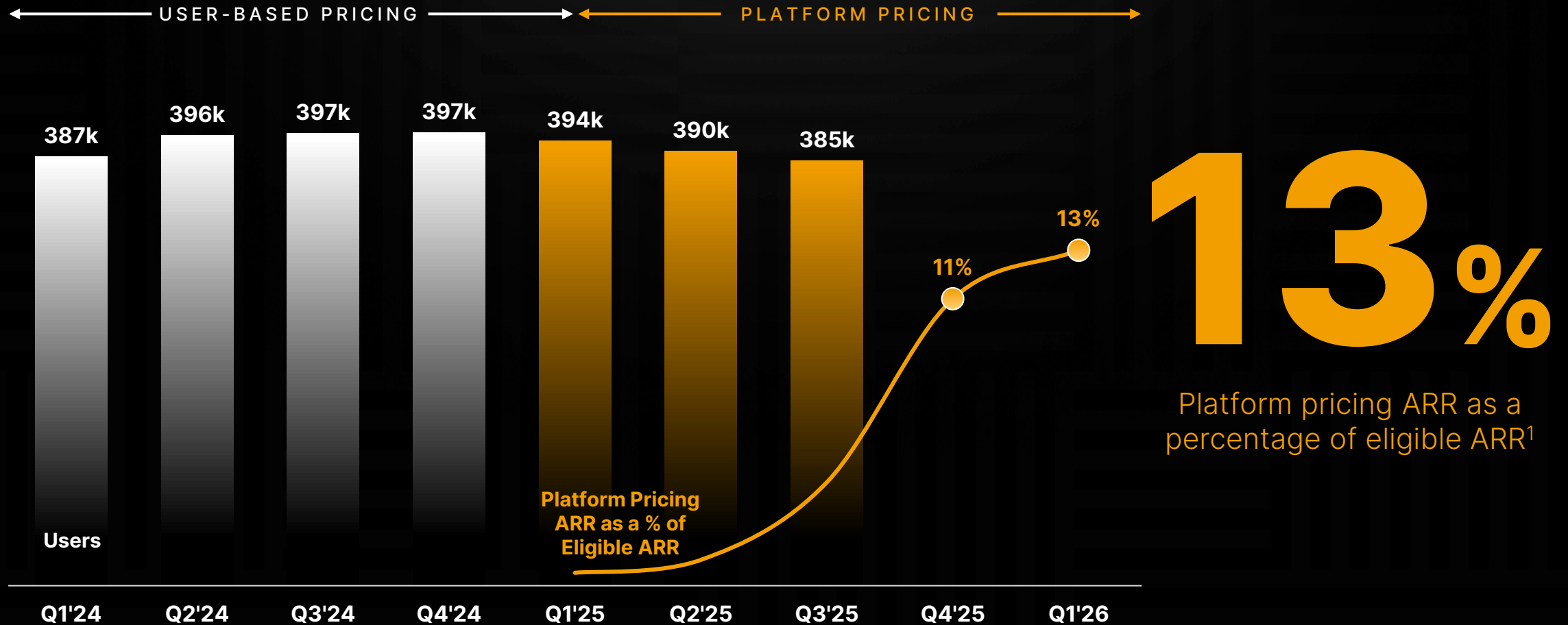
20%

CAGR in customers spending \$250k-\$1M



Growing Momentum in Platform Pricing

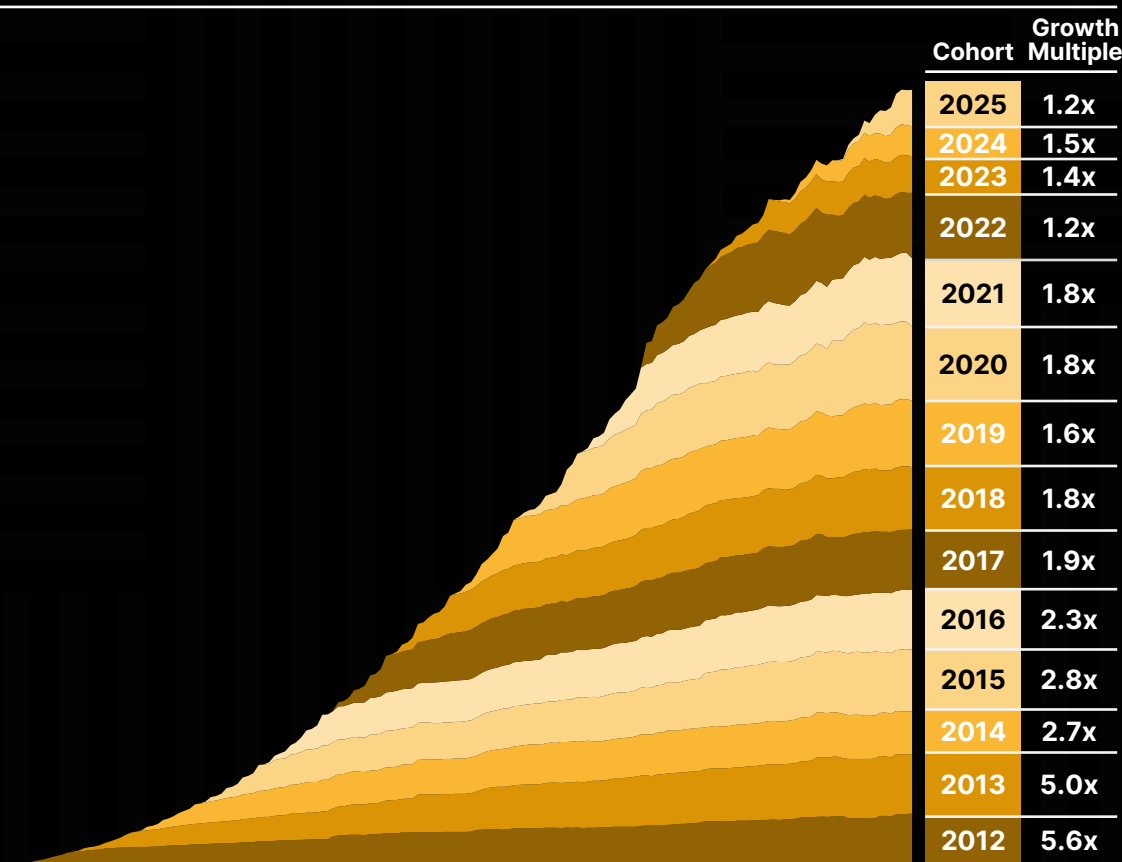
As we successfully attract new customers and migrate existing ones to our platform pricing, we expect a growing portion of our ARR to come from this model, leading to a planned decrease in paid user counts.



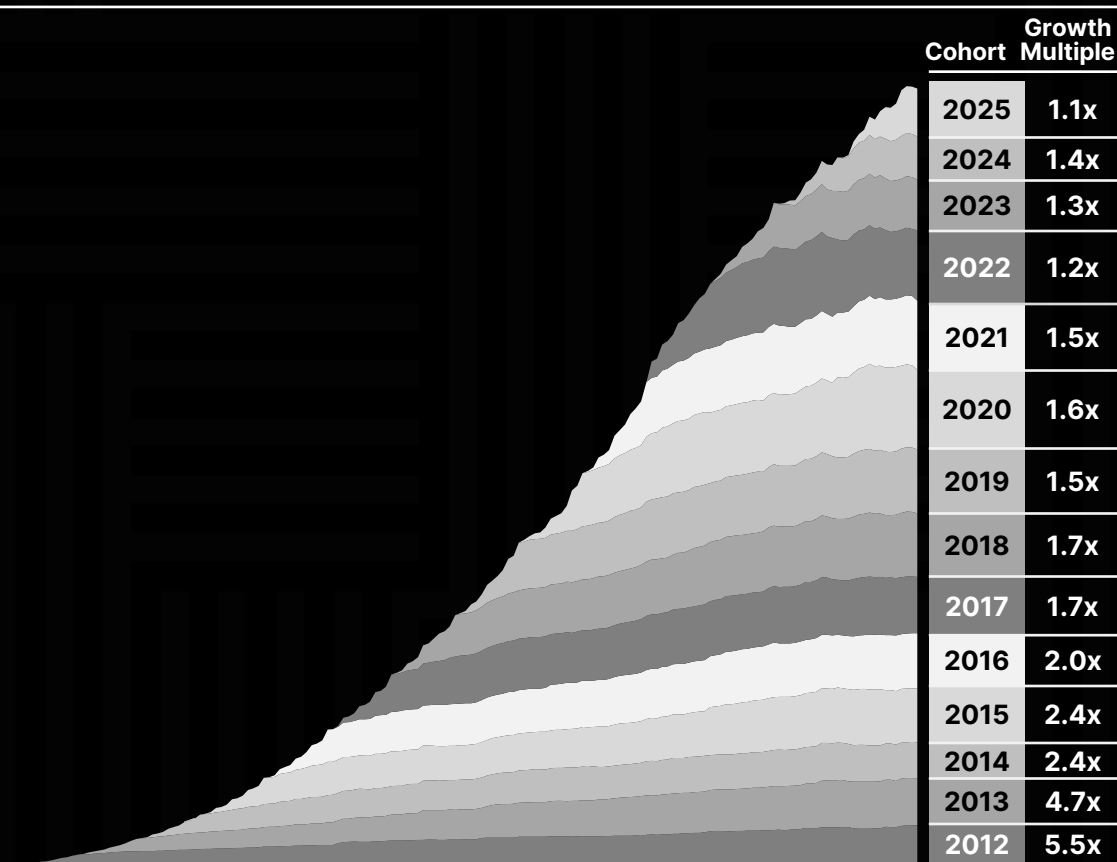
¹ Platform pricing ARR as a percentage of eligible ARR is calculated as platform annual recurring revenue divided by our eligible annual recurring revenue. We define eligible ARR as total annual recurring revenue, excluding revenue from SAP solutions-extensions ("SolEx") and the public sector.

Proven Enterprise Land & Expand Motion

ARR by Customer Cohort (Enterprise Customers)¹



ARR by Customer Cohort (All Customers)¹



¹Reflects annualized subscription and support revenue for the group of enterprise customers that became our customers in each respective cohort year. A “cohort” is a grouping of enterprise customers by the year specified. For instance, the 2012 cohort includes all enterprise customers whose contract start date is between January 1, 2012, and December 31, 2012. We calculate annualized subscription and support revenue at a particular date as the total amount of minimum subscription and support revenue contractually committed under each of our customer agreements for that month through the remaining term of the agreement, divided by the remaining number of months in the term of the agreement, multiplied by twelve. We calculate initial annualized subscription and support revenue for any given cohort year as the sum of annualized subscription and support revenue as of the first month of each customer agreement that was entered into within that given cohort year. Accordingly, in contrast to annualized subscription and support revenue, initial annualized subscription and support revenue does not reflect any changes in the payments due under or for the duration of customer agreements following the first month of the customer agreement. Our annualized subscription and support revenue as of March 31, 2026, for our customer cohorts for each of the years 2012 through 2025 represented an increase over the initial annualized subscription and support revenue for such customer cohorts, shown as the “Growth Multiple” above.

Financial Overview

First Quarter 2026

Q1 2026

By the Numbers



\$183M 10% YoY

Total Revenue



\$712M 9% YoY

Annual Recurring Revenue¹



\$1.1B 18% YoY

Total RPO



105%

Net Revenue Retention



80%

Gross Margin²



22% \$40M Op Inc.

Operating Income Margin²



22% \$40M Net Inc.

Net Income Margin²

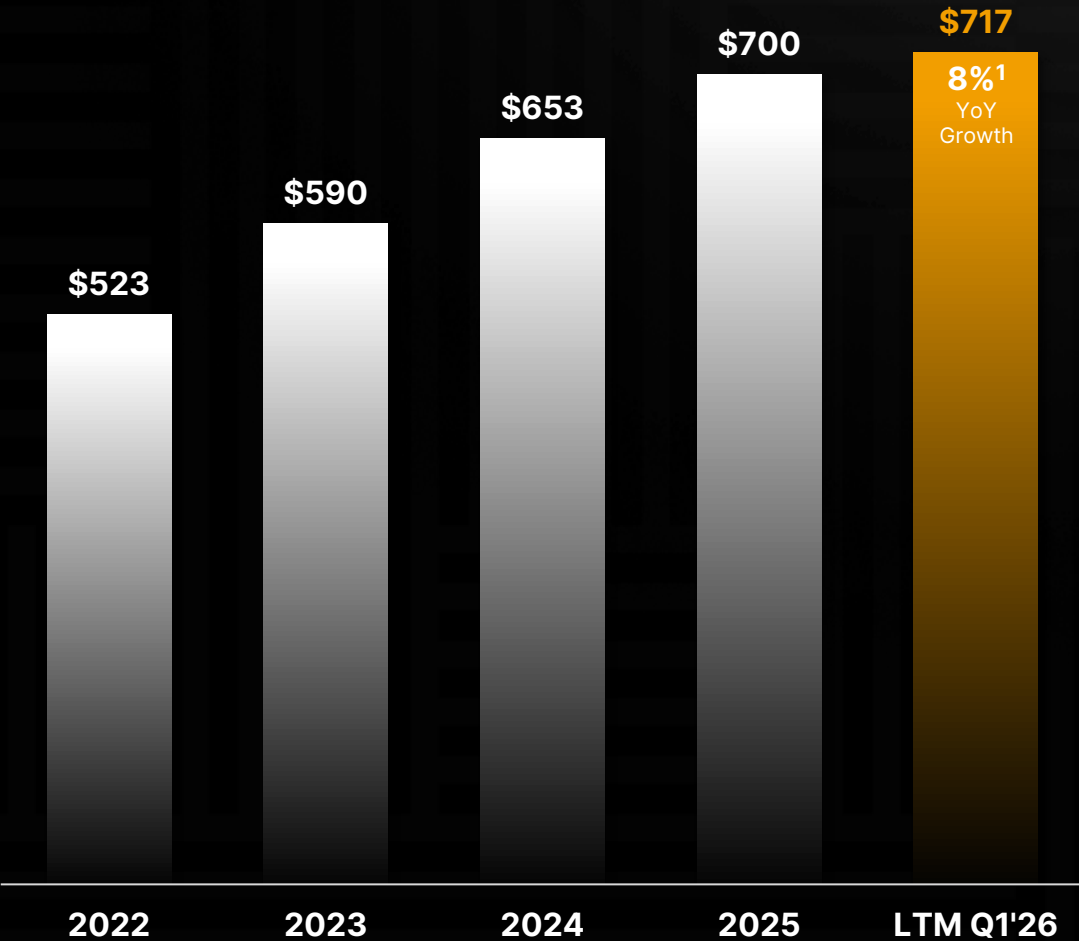


20% \$36M FCF

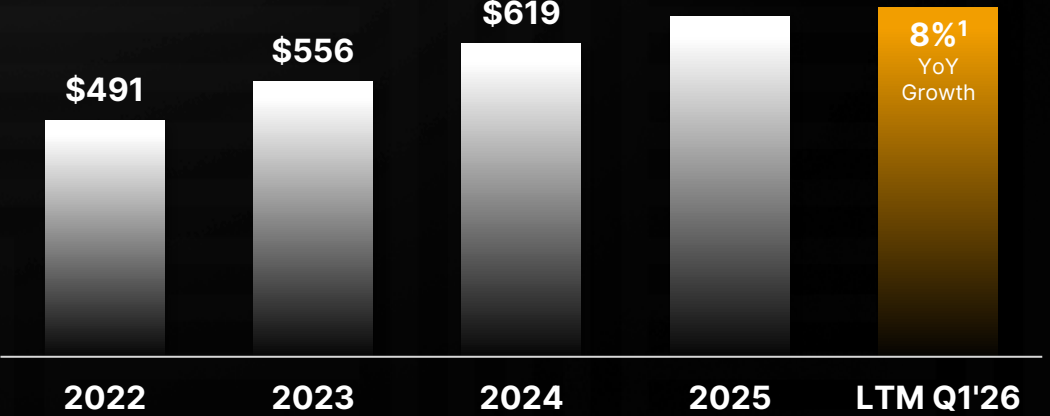
Free Cash Flow Margin²

Visible Subscription Growth Model

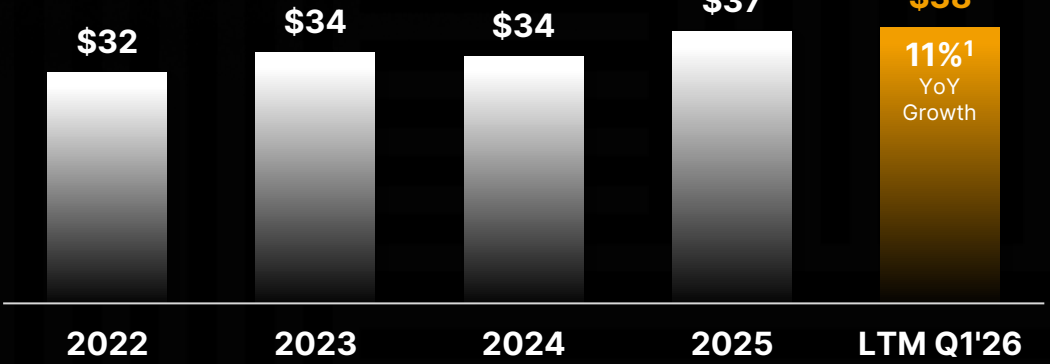
Total Revenue
\$M



Subscription & Support Revenue
\$M



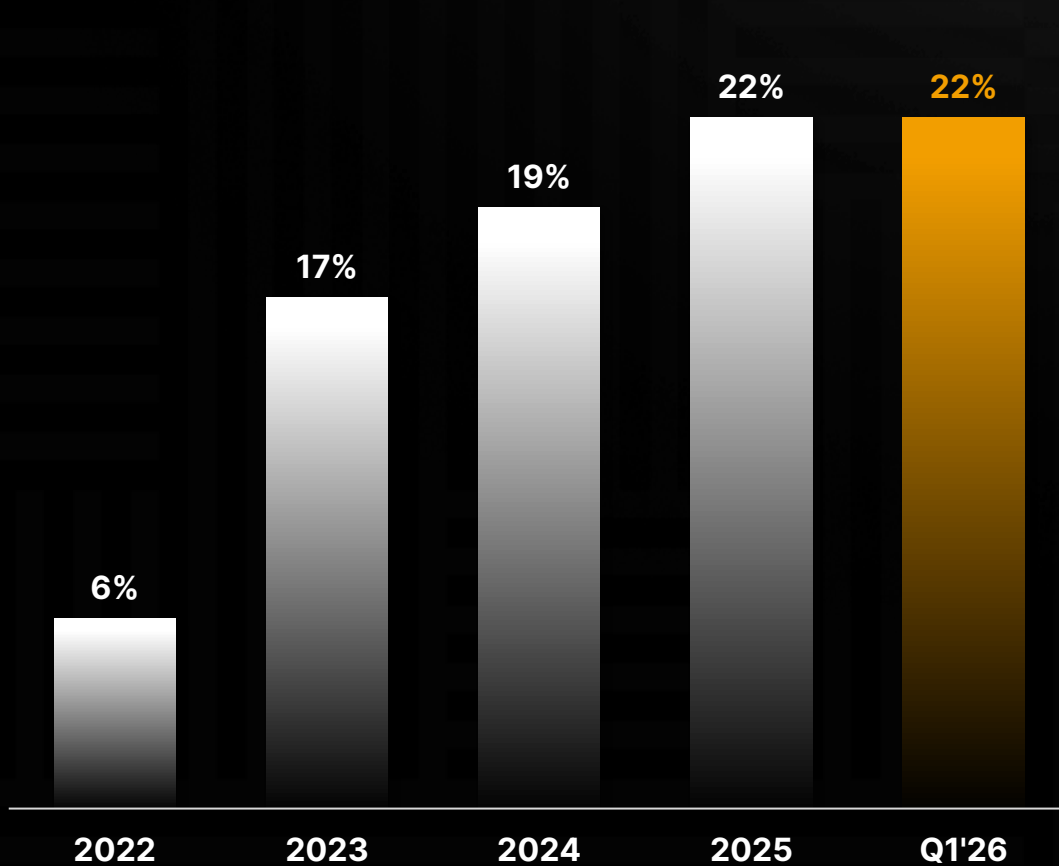
Services Revenue
\$M



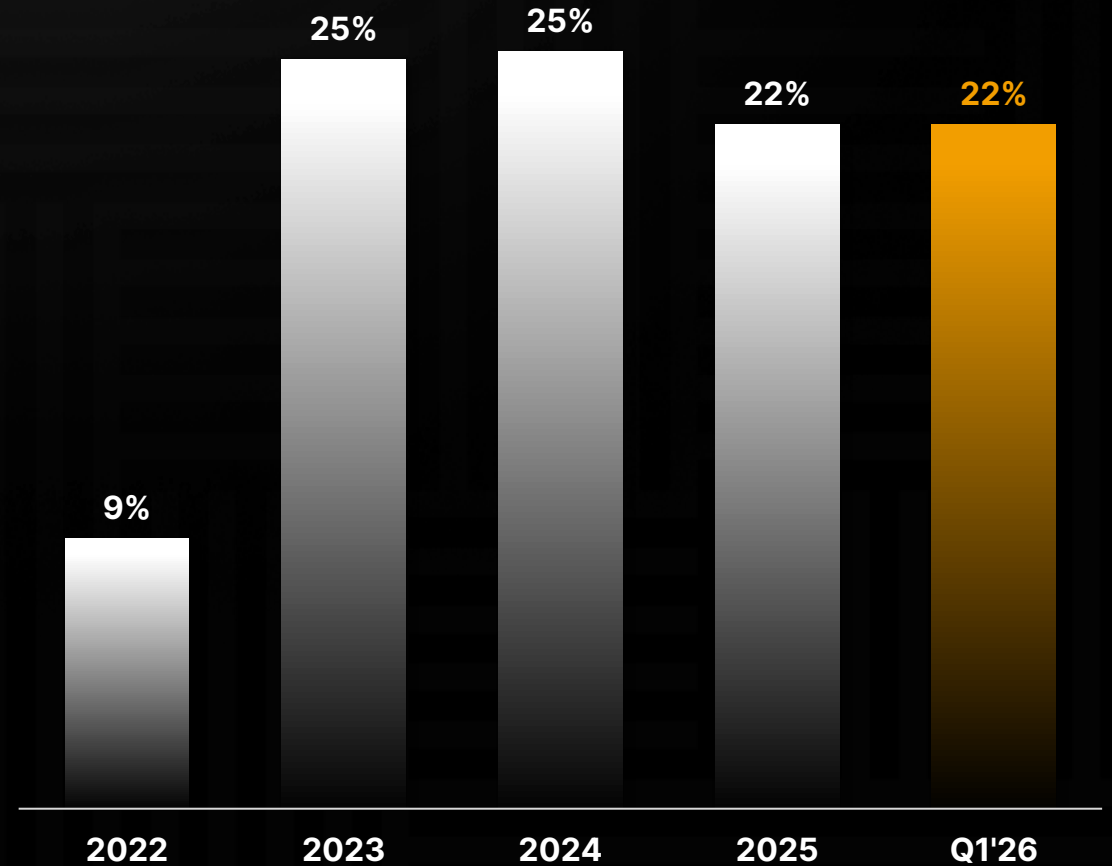
¹LTM growth as of March 31, 2026. See appendix for GAAP financial measures and reconciliations.

Demonstrated Profitability

Non-GAAP Operating Income Margin¹

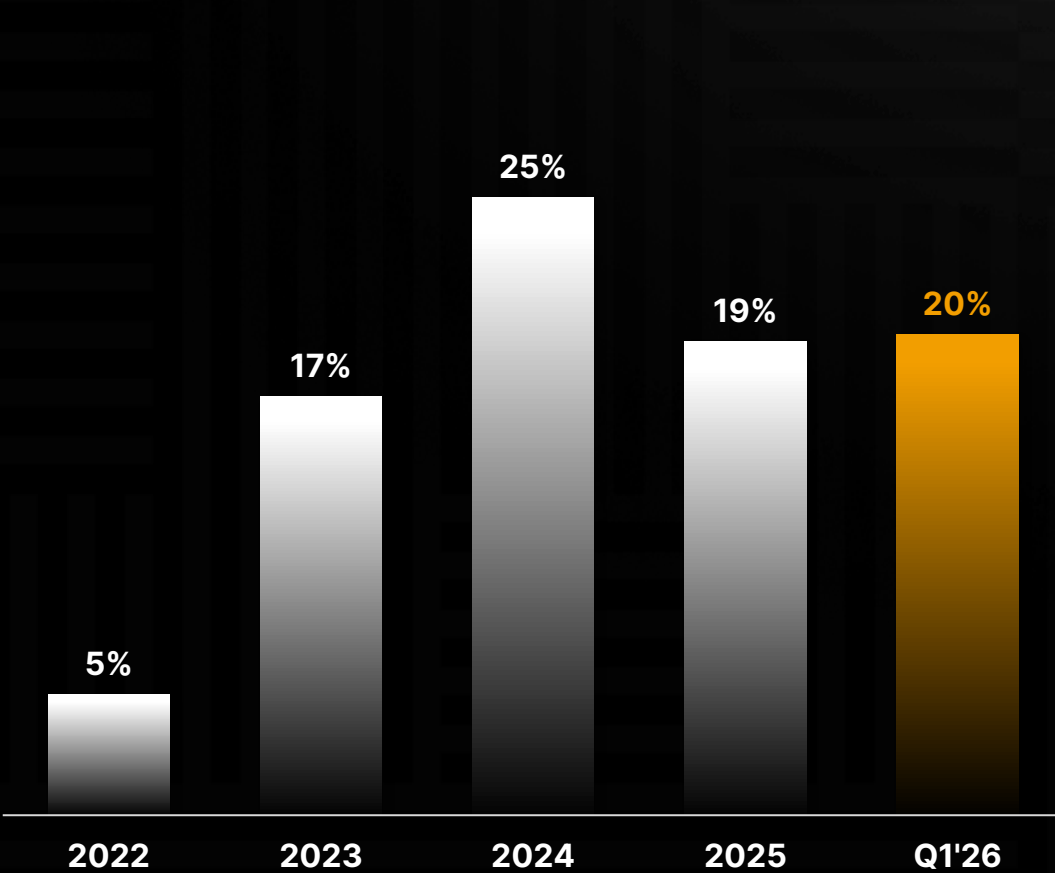


Non-GAAP Net Income Margin¹

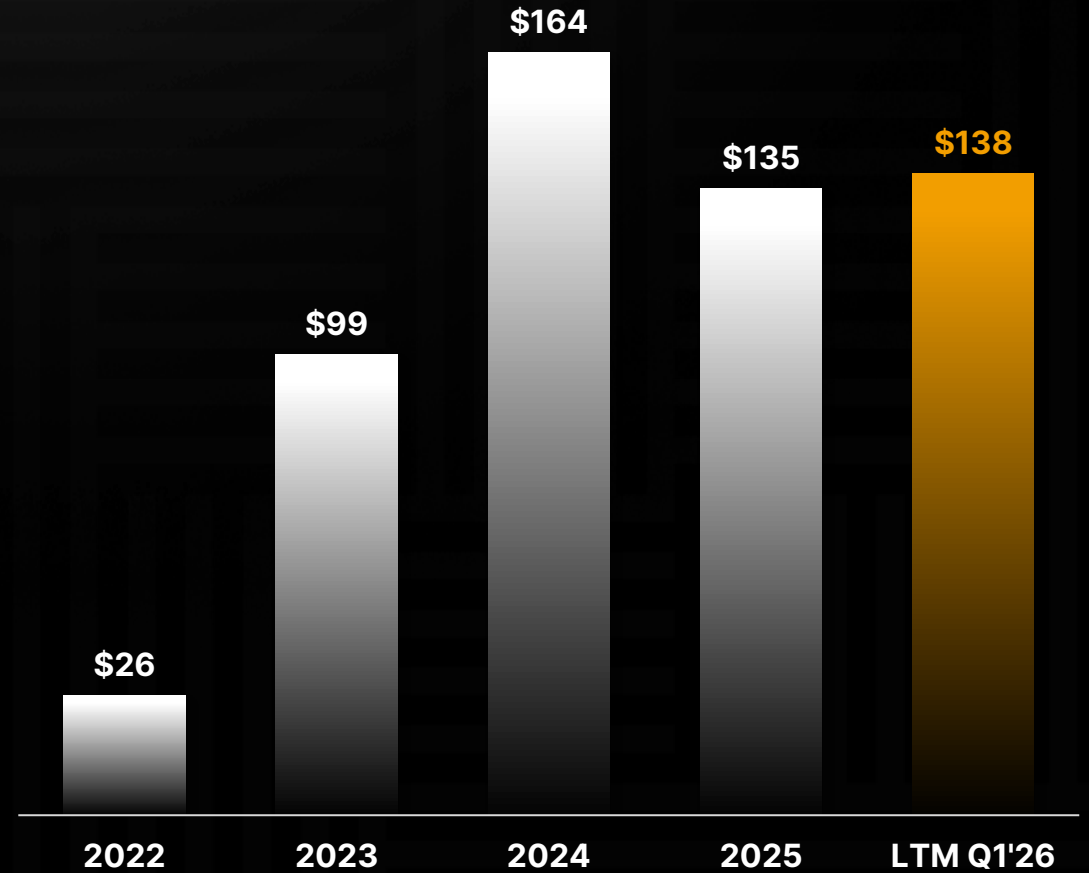


Sustained Cash Flow Generation

Free Cash Flow Margin



Free Cash Flow \$M



Target Model Framework

Target Model	2023	2024	2025	Target Model	Comments
Total Revenue Growth	13%	11%	7%	13%-16%	GTM execution, strategic solutions, partnership strategy, industry strategy, platform pricing, AI-driven product innovation, public sector
Gross Margin ¹	79%	79%	80%	~85%	GCP migration complete, closure of duplicative infrastructure, cloud leverage/optimization, customer support/services scale/efficiency
S&M (% of revenue) ¹	36%	33%	33%	32% - 34%	Reduced DAC/CAC via GTM efficiency/productivity improvements, increased ASPs, and partner leverage
R&D (% of revenue) ¹	15%	13%	13%	14% - 15%	Platform & product investment, R&D efficiency/productivity improvements, internal AI deployment
G&A (% of revenue) ¹	12%	13%	11%	9% - 10%	G&A investment inflection point, G&A efficiency/productivity improvements, internal AI deployment
Operating Margin ¹	17%	19%	22%	26% - 30%	Operating leverage via revenue growth, efficiency/productivity improvements

Appendix

NON-GAAP RECONCILIATIONS, NON-GAAP GROSS PROFIT, AND FREE CASH FLOW (\$ IN 000'S)

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	2020	2021	2022	2023	2024	2025
Non-GAAP Revenues															
GAAP revenues	\$157,461	\$160,506	\$165,909	\$169,460	\$166,931	\$172,025	\$178,290	\$183,181	\$183,155	\$351,737	\$425,706	\$522,938	\$589,996	\$653,336	\$700,427
Total Non-GAAP Revenues	\$157,461	\$160,506	\$165,909	\$169,460	\$166,931	\$172,025	\$178,290	\$183,181	\$183,155	\$351,737	\$425,706	\$522,938	\$589,996	\$653,336	\$700,427
Non-GAAP Gross Profit															
GAAP gross profit	\$118,364	\$120,158	\$124,803	\$128,046	\$126,007	\$129,403	\$133,901	\$137,731	\$139,150	\$282,765	\$327,835	\$393,553	\$443,203	\$491,371	\$527,042
Amortization of acquired developed technology	3,384	3,383	3,360	3,243	3,173	3,207	3,243	3,282	3,522	1,192	2,685	11,315	12,438	13,370	12,905
Stock-based compensation expense	2,596	3,653	3,537	3,561	3,646	4,535	4,382	4,669	4,281	6,896	8,410	8,595	12,440	13,347	17,232
Transaction-related costs	52	38	36	25	8	-	-	-	-	-	-	1,355	478	151	8
Total Non-GAAP Gross Profit	\$124,396	\$127,232	\$131,736	\$134,875	\$132,834	\$137,145	\$141,526	\$145,682	\$146,953	\$290,853	\$338,930	\$414,818	\$468,559	\$518,239	\$557,187
Total Non-GAAP Gross Profit Margin	79.0%	79.3%	79.4%	79.6%	79.6%	79.7%	79.4%	79.5%	80.2%	82.7%	79.6%	79.3%	79.4%	79.3%	79.5%
Free Cash Flow															
Cash flows from operating activities	\$50,425	\$40,698	\$55,919	\$43,794	\$46,742	\$32,345	\$63,800	\$26,680	\$46,296	\$54,735	\$80,093	\$56,013	\$126,613	\$190,836	\$169,567
Capitalized software development costs	(6,450)	(5,637)	(6,114)	(6,513)	(8,167)	(5,994)	(6,259)	(6,177)	(8,411)	(10,578)	(14,536)	(19,208)	(21,644)	(24,714)	(26,597)
Purchase of property and equipment	(299)	(677)	(394)	(756)	(5,951)	(966)	(534)	(623)	(2,117)	(6,513)	(8,729)	(10,974)	(5,953)	(2,126)	(8,074)
Financed purchases of property and equipment	-	-	-	-	-	-	-	-	-	(562)	(549)	(84)	-	-	-
Purchases of intangible assets	-	-	-	-	-	-	-	-	-	(2,333)	-	-	-	-	-
Free Cash Flow	\$43,676	\$34,384	\$49,411	\$36,525	\$32,624	\$25,385	\$57,007	\$19,880	\$35,768	\$34,749	\$56,279	\$25,747	\$99,016	\$163,996	\$134,896
Free Cash Flow Margin	27.7%	21.4%	29.8%	21.6%	19.5%	14.8%	32.0%	10.9%	19.5%	9.9%	13.2%	4.9%	16.8%	25.1%	19.3%



NON-GAAP RECONCILIATIONS, NON-GAAP OPERATING INCOME, AND NON-GAAP NET INCOME (\$ IN 000'S)

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	2020	2021	2022	2023	2024	2025
Non-GAAP Income from Operations															
GAAP income (loss) from operations	\$1,748	\$2,208	\$8,363	\$6,217	\$3,575	\$7,545	\$7,609	\$6,823	\$6,235	(\$19,891)	(\$38,614)	(\$56,198)	\$14,348	\$18,536	\$25,552
Amortization of intangible assets	5,196	5,195	5,190	4,305	3,650	3,468	3,505	3,545	3,783	7,679	10,479	19,731	20,608	19,886	14,168
Stock-based compensation expense	19,196	23,406	23,357	20,138	19,419	25,571	24,353	26,982	24,785	49,690	65,870	75,884	80,068	86,097	96,325
Change in fair value of contingent consideration	-	-	-	-	-	-	-	-	-	28	(2,758)	(35,130)	(33,549)	-	-
Restructuring and legal settlement costs (gains)	444	928	356	(8)	5,299	1,295	2,668	6,192	1,878	-	-	5,550	10,964	1,720	15,454
Transaction-related costs (credits)	216	(6)	358	-	3,010	128	-	1,642	2,923	4,736	1,586	16,831	5,078	568	4,780
Impairment of capitalized software implementation costs	-	-	-	-	-	-	-	-	-	-	-	5,330	-	-	-
Total Non-GAAP Income From Operations	\$26,800	\$31,731	\$37,624	\$30,652	\$34,953	\$38,007	\$38,135	\$45,184	\$39,604	\$42,242	\$36,563	\$31,998	\$97,517	\$126,807	\$156,279
Total Non-GAAP Income From Operations Margin	17.0%	19.8%	22.7%	18.1%	20.9%	22.1%	21.4%	24.7%	21.6%	12.0%	8.6%	6.1%	16.5%	19.4%	22.3%
Non-GAAP Net Income Attributable to BlackLine															
Net income (loss) attributable to BlackLine	\$10,829	\$76,690	\$17,238	\$56,417	\$6,055	\$8,292	\$5,285	\$4,886	\$8,126	(\$46,911)	(\$115,161)	(\$29,391)	\$52,833	\$161,174	\$24,518
Provision for (benefit from) income taxes related to acquisitions	(583)	2,902	84	(53,351)	(654)	(12)	(632)	516	1,935	(669)	(961)	(13,634)	(1,196)	(50,948)	(782)
Stock-based compensation expense	19,085	23,292	23,233	20,044	19,308	25,447	24,231	26,864	24,785	49,690	65,723	75,576	79,588	85,654	95,850
Amortization of debt discount and issuance costs	1,385	1,294	958	849	834	845	856	859	805	22,689	55,538	5,511	5,535	4,486	3,394
Amortization of acquired intangible assets	5,196	5,195	5,190	4,305	3,650	3,468	3,505	3,545	3,783	7,679	10,479	19,731	20,608	19,886	14,168
Change in fair value of contingent consideration	-	-	-	-	-	-	-	-	-	28	(2,758)	(35,130)	(33,549)	-	-
Transaction-related costs (credits)	216	(6)	358	-	3,010	128	-	1,642	2,923	4,736	1,586	16,831	5,078	568	4,780
Impairment of capitalized software implementation costs	-	-	-	-	-	-	-	-	-	-	-	5,330	-	-	-
Restructuring and legal settlement costs (gains)	444	928	356	(8)	5,299	1,295	2,668	6,192	1,878	-	-	5,550	10,964	1,720	15,454
Adjustment to redeemable non-controlling interest	3,503	(2,255)	(2,989)	6,380	(1,178)	(1,561)	1,677	715	(4,629)	8,858	15,077	(4,131)	5,334	4,639	(347)
(Gain) loss on extinguishment of convertible senior notes	-	(65,112)	-	-	-	-	-	-	-	-	7,012	-	-	(65,112)	-
Total Non-GAAP Net Income Attributable to BlackLine	\$40,075	\$42,928	\$44,428	\$34,636	\$36,324	\$37,902	\$37,590	\$45,219	\$39,606	\$46,100	\$36,535	\$46,243	\$145,195	\$162,067	\$157,035
Total Non-GAAP Net Income Attributable to BlackLine Margin	25.5%	26.7%	26.8%	20.4%	21.8%	22.0%	21.1%	24.7%	21.6%	13.1%	8.6%	8.8%	24.6%	24.8%	22.4%



NON-GAAP RECONCILIATIONS, NON-GAAP S&M, NON-GAAP R&D, AND NON-GAAP G&A (\$ IN 000'S)

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	2020	2021	2022	2023	2024	2025
GAAP Sales and Marketing Expense	\$61,111	\$60,248	\$62,219	\$64,769	\$63,063	\$64,712	\$67,493	\$63,662	\$ 67,421	\$174,581	\$202,620	\$256,862	\$243,154	\$248,347	\$258,930
Amortization of intangible assets	(1,733)	(1,734)	(1,751)	(983)	(398)	(183)	(183)	(184)	(182)	(4,655)	(5,883)	(6,505)	(6,791)	(6,201)	(948)
Stock-based compensation expense	(5,794)	(6,629)	(6,745)	(6,260)	(6,044)	(6,900)	(7,051)	(7,243)	(6,947)	(21,546)	(22,756)	(26,310)	(24,152)	(25,428)	(27,238)
Transaction-related costs (credits)	33	(54)	(163)	(136)	(10)	-	-	-	-	-	-	(2,399)	(397)	(320)	(10)
Impairment of capitalized software implementation costs	-	-	-	-	-	-	-	-	-	-	-	(3,361)	-	-	-
Non-GAAP Sales and Marketing Expense	\$53,617	\$51,831	\$53,560	\$57,390	\$56,611	\$57,629	\$60,259	\$56,235	\$ 60,292	\$148,380	\$173,981	\$218,287	\$211,814	\$216,398	\$230,734
% of Total Revenue	34.1%	32.3%	32.3%	33.9%	33.9%	33.5%	33.8%	30.7%	32.9%	42.2%	40.9%	41.7%	35.9%	33.1%	32.9%
GAAP Research and Development Expense	\$25,015	\$25,721	\$25,649	\$24,588	\$25,725	\$27,964	\$27,331	\$28,182	\$ 30,560	\$56,464	\$77,322	\$108,893	\$103,207	\$100,973	\$109,202
Stock-based compensation expense	(2,851)	(3,499)	(3,605)	(3,390)	(3,350)	(4,451)	(4,195)	(4,637)	(4,732)	(7,398)	(11,110)	(14,382)	(13,095)	(13,345)	(16,633)
Transaction-related costs (credits)	(171)	106	(151)	170	(21)	-	-	-	-	-	-	(7,797)	(2,857)	(46)	(21)
Non-GAAP Research and Development Expense	\$21,993	\$22,328	\$21,893	\$21,368	\$22,354	\$23,513	\$23,136	\$23,545	\$ 25,828	\$49,066	\$66,212	\$86,714	\$87,255	\$87,582	\$92,548
% of Total Revenue	14.0%	13.9%	13.2%	12.6%	13.4%	13.7%	13.0%	12.9%	14.1%	13.9%	15.6%	16.6%	14.8%	13.4%	13.2%
GAAP General and Administrative Expense	\$30,046	\$31,053	\$28,216	\$32,480	\$28,345	\$28,138	\$29,201	\$33,048	\$ 33,241	\$71,611	\$86,507	\$80,155	\$71,530	\$121,795	\$118,732
Amortization of intangible assets	(79)	(78)	(79)	(79)	(79)	(78)	(79)	(79)	(79)	(1,832)	(1,911)	(1,911)	(1,379)	(315)	(315)
Stock-based compensation expense	(7,955)	(9,625)	(9,470)	(6,927)	(6,379)	(9,685)	(8,725)	(10,433)	(8,825)	(13,850)	(23,594)	(26,597)	(30,381)	(33,977)	(35,222)
Change in fair value of contingent consideration	-	-	-	-	-	-	-	-	-	(28)	2,758	35,130	33,549	-	-
Legal settlement costs (gains)	-	-	-	-	-	(251)	(401)	(176)	(185)	-	-	(1,709)	-	-	(828)
Transaction-related costs (credits)	(26)	(8)	(8)	(9)	(2,971)	(128)	-	(1,642)	(2,923)	(4,736)	(1,586)	(5,280)	(1,346)	(51)	(4,741)
Impairment of capitalized software implementation costs	-	-	-	-	-	-	-	-	-	-	-	(1,969)	-	-	-
Non-GAAP General and Administrative Expense	\$21,986	\$21,342	\$18,659	\$25,465	\$18,916	\$17,996	\$19,996	\$20,718	\$ 21,229	\$51,165	\$62,174	\$77,819	\$71,973	\$87,452	\$77,626
% of Total Revenue	14.0%	13.3%	11.2%	15.0%	11.3%	10.5%	11.2%	11.3%	11.6%	14.5%	14.6%	14.9%	12.2%	13.4%	11.1%



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