



First Quarter Fiscal 2026

Ended June 30, 2025

August 5, 2025

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. 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," and similar expressions are intended to identify forward-looking statements. These forward-looking statements include, but are not limited to: changing industry trends, market opportunities; the potential success and impact of our investments in artificial intelligence technologies; our strategic transformation initiatives; our ability to drive increased platform and multi-product adoption; our ability to increase profitability and cash flow; our position in the market and pace of our innovation; the success of our go-to-market engine; our ability to enhance shareholder value; and our financial outlook, revenue growth, and profitability, including whether we will achieve sustainable growth and profitability. You should not place undue reliance on forward-looking statements. These forward-looking statements are predictions only, and actual events or results may differ materially from such statements depending on a variety of factors. These factors include, but are not limited to:

- Customer adoption and demand for our products may be lower than we anticipate.
- A reduction in our total costs as a percentage of revenue may negatively impact our revenues and our business.
- Impact of economic downturns, political instability and conflict, and general inflationary pressures on us and our customers.
- We may not achieve our target service revenue or total revenue growth rates, or the revenue, gross margin and other amounts and targets we forecast in our guidance, for a particular quarter or for the full fiscal year.
- Competitive dynamics of the cloud communication and collaboration markets, including voice, contact center, video, messaging, and communication application programming interfaces, as well as our competitors' use of AI, in which we compete, may change in ways we are not anticipating.
- Our customer churn rate may be higher than we anticipate.
- Third parties may assert ownership rights in our IP, which may limit or prevent our continued use of the core technologies behind our solutions.
- Impact of acquisitions, including Fuze, Inc., on future financial performance.
- The impact of U.S. trade restrictions, tariffs and international trade policies could adversely affect our costs and operations.
- Investments we make in marketing, channel and value-added resellers (VARs), e-commerce, our acquisition of Fuze, Inc., and new products may not result in revenue growth.
- Our increased emphasis on profitability and cash flow generation may not be successful.
- The reduction in our total costs as a percentage of revenue may negatively impact our revenue and our business in ways we do not anticipate and may not achieve the desired outcome.

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 the Forms 10-K and 10-Q filed by 8x8, Inc. 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.



Samuel Wilson

8x8 Chief Executive Officer



Kevin Kraus

8x8 Chief Financial Officer

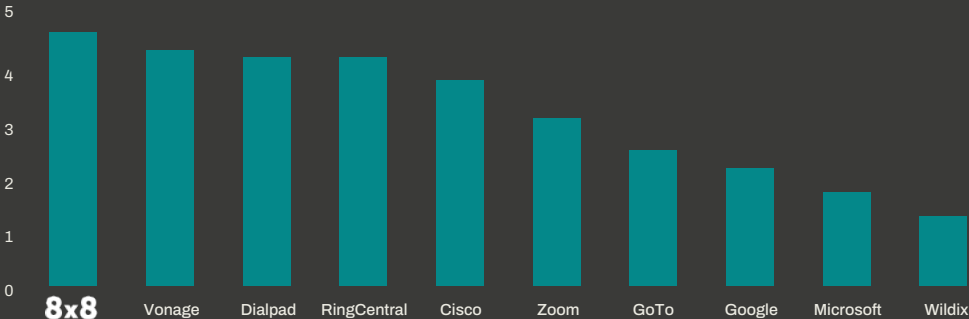
About Us

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

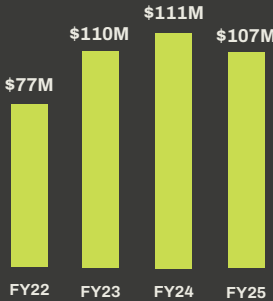


Success intentionally engineered

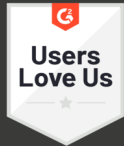
Ranked #1 over competitors for Contact Center integrated with UCaaS¹



R&D Investment²



Best of Breed³



Gartner Magic Quadrant[®]

13x Leader in UCaaS
10x Recognized for CCaaS

Global Reach[®]

54K Global Customers
55+ Countries PSTN replacement
34 Geographic locations/regions

1. 2024 Gartner Critical Capabilities for Unified Communications as a Service Gartner, Magic Quadrant and associated logos are trademarks of Gartner, Inc.
2. Non-GAAP. Reconciliation to nearest GAAP metric included in the Appendix.
3. G-2 and associated logos are trademarks of G2.com, Inc. TrustRadius and associated logos are trademarks of TrustRadius, Inc.

The 8x8 Platform for CX

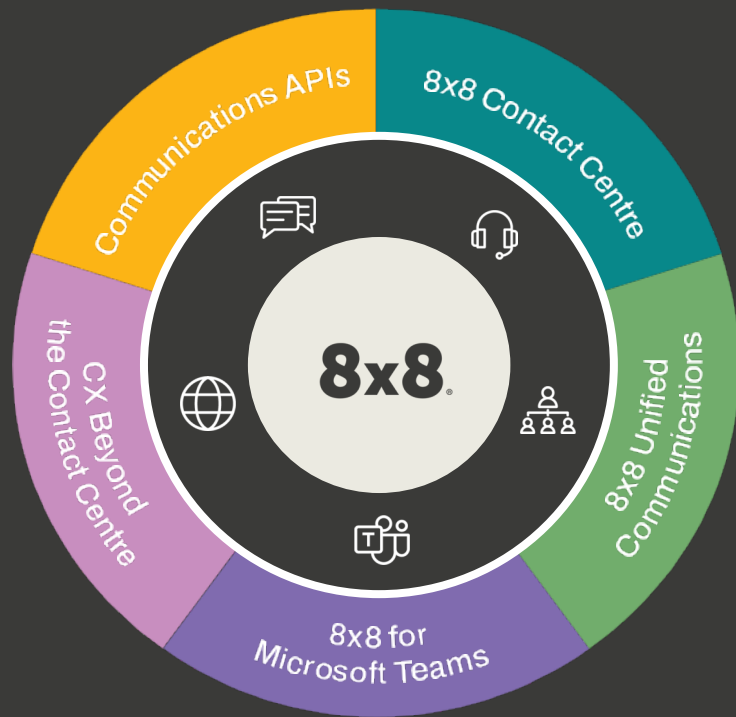
Connects customers and teams globally, empowering CX leaders with performance and insights to address customers' key priorities for lasting business impact:

- Elevate your CX
- Maximize operational efficiencies
- Modernize to stay ahead
- Mitigate risk, build trust



8x8 Product Portfolio

Local numbers in 100+ countries including toll-free
Technology Partner Ecosystem
Professional Service and Support



An AI-powered Customer Experience



Supervisors

AI summarization with sentiment analysis within Supervisor Workspace



Agents

AI summarization in external CRMs
AI-powered next best actions for real-time knowledge lookup, sentiment analysis, and auto summarization



Customer-Facing Teams

Simple, customer health summary with overall customer sentiment, a detailed activity log, speech intelligence metrics, last customer contact by internal department, main topics covered via Interaction Analytics, and more



End Customer

Real-time chat translation
AI-powered routing via 8x8 Intelligent Customer Assistant to escalate from voice self-service to live assisted service in natural language and transfer the interaction to a live agent with complete context

High transcription accuracy throughout
~90% accurate for most popular languages

AI-agnostic approach
Plug-in-play external AI providers & easily integrate with multiple CAIP platforms

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

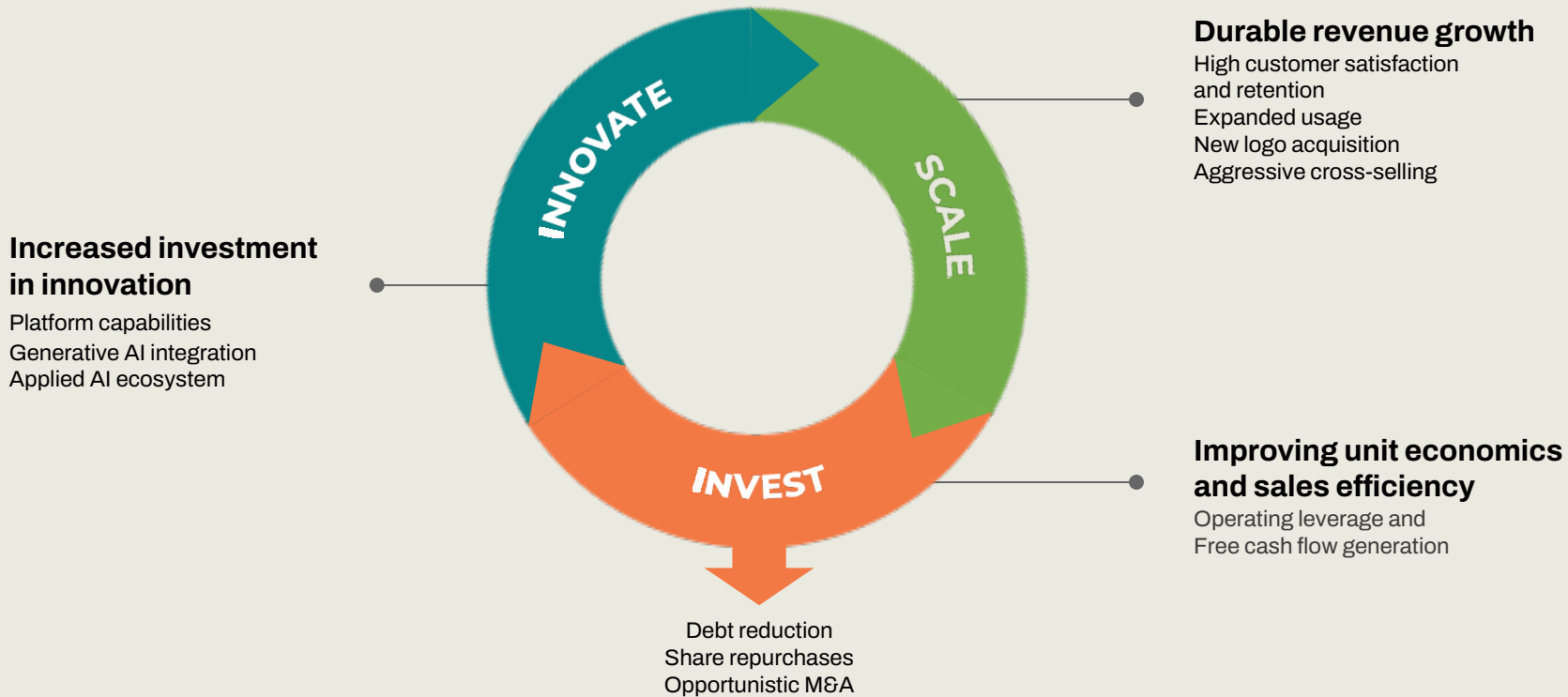
Centralized and easy system management globally

Monitor system and performance metrics

Implement unified security, compliance, governance and data privacy policy

Innovation drives durable growth, operating leverage

Linking strategy to shareholder value



8x8 Momentum

22%

YoY Growth in
New Products

52%

YoY increase in AI-
based Solutions

96%

YoY increase Intelligent
Customer Assistant (ICA)
- Voice & Digital

220%

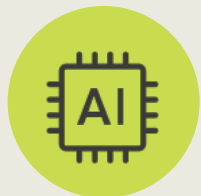
YoY Growth in API
Messaging Interactions

336%

YoY Increase in
Engage

Business Highlights

Q1 2026 Business Highlights



AI-powered Customer Experience Solutions

Voice AI Interactions increased more than 7x from Q1 2025



Multi-Product Strategy Driving Value

Annual revenue from customers with 3 or more products now represents more than one-third of annual revenue, excluding consumption revenue



Innovations in AI-driven Self-Service

Advanced CX Platform with AI-driven enhancements for real-time engagement and compliance at scale



Deepening Partner Ecosystem

Integrated Meltwater social listening into 8x8 Agent Workspace to monitor, filter and route content from platforms like Instagram, LinkedIn and X - all within the agent's existing workspace

Recent Industry Recognition



8x8 ranked #69 on **Newsweek's** annual rankings for **Global Most Loved Workplaces 2025**, making it the only CCaaS provider on the list



Won Silver in the **User Experience (UX) - Product UX category** of the New York Product Design Awards for **8x8 Supervisor Workspace**



Recognized as a **Strong Performer in The Forrester Wave™: United-Communications-As-A-Service Platforms**, Q3 2025 report

Q1 2026 Financial Performance

Q1 2026 Financial Highlights

- YoY Growth in Service and Total Revenue — for the first time in 9 quarters
 - Service Revenue of \$176 million and Total Revenue of \$181 million
 - Excluding revenue from Fuze customers, service revenue increased ~5%
- 4 consecutive quarters of GAAP operating profit
 - GAAP Operating Margin of 0.3%
- 18th consecutive quarter of positive cash flow from operations and non-GAAP operating profit¹
 - Non-GAAP Operating Margin¹ of 9%
 - Cash Flow from operations of \$12 million
- \$82 million cash, equivalents and restricted cash² at quarter-end
- \$10 million 2024 Term Loan Repayment
- Repurchased 1 million shares of common stock in open-market transactions
 - Aggregate purchase price of ~\$1.8 million

1. See Appendix for a reconciliation of Non-GAAP metrics to the nearest GAAP metric. Reconciliation not available for forward looking metrics.

2. Reflects \$15 million early prepayment of principal on Term Loan and repurchase of 1 million shares for ~\$1.8 million during Q1 2026

Q1 2026 Results vs. Guidance

| | Q1 2026 Results (Qtr ended 6/30/25) | Guidance Ranges (As of 5/19/25) |
|--|--|------------------------------------|
| Service Revenue ¹ | \$176.3M | \$170M – \$175M |
| % Growth Y/Y | 2.0% | (2) - 1% |
| Total Revenue ² | \$181.4M | \$175M – \$182M |
| % Growth Y/Y | 1.8% | (2) – 2% |
| Non-GAAP Operating Margin ³ | 9.0% | 9.0% - 9.5% |

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 a reconciliation of Non-GAAP metrics to the nearest GAAP metric.

Q1 2026 Financial Metrics

(US\$ millions)

| | Q1 2026 | % of Total Revenue | % Change YoY |
|---------------------------------------|---------|--------------------|--------------|
| Revenue | | | |
| Service Revenue ¹ | \$176.3 | 97% | 2% |
| Other Revenue ² | \$5.1 | 3% | (5)% |
| Total Revenue | \$181.4 | 100% | 2% |
| GAAP Metrics | | | |
| Gross Profit | \$120.4 | 66% | —% |
| Operating Income | \$0.6 | —% | 141% |
| Interest Expense | \$4.0 | 2% | (60)% |
| Non-GAAP Metrics³ | | | |
| Gross Profit | \$123.0 | 68% | (2)% |
| Operating Income | \$16.3 | 9% | (19)% |
| Adjusted EBITDA | \$20.7 | 11% | (20)% |
| Interest Expense ⁴ | \$4.6 | 3% | (49)% |
| Other | | | |
| Stock-based Compensation ⁵ | \$6.9 | 4% | (49)% |

Amounts may not sum to total due to rounding.

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

Q1 2026 Financial Metrics (Cont'd)

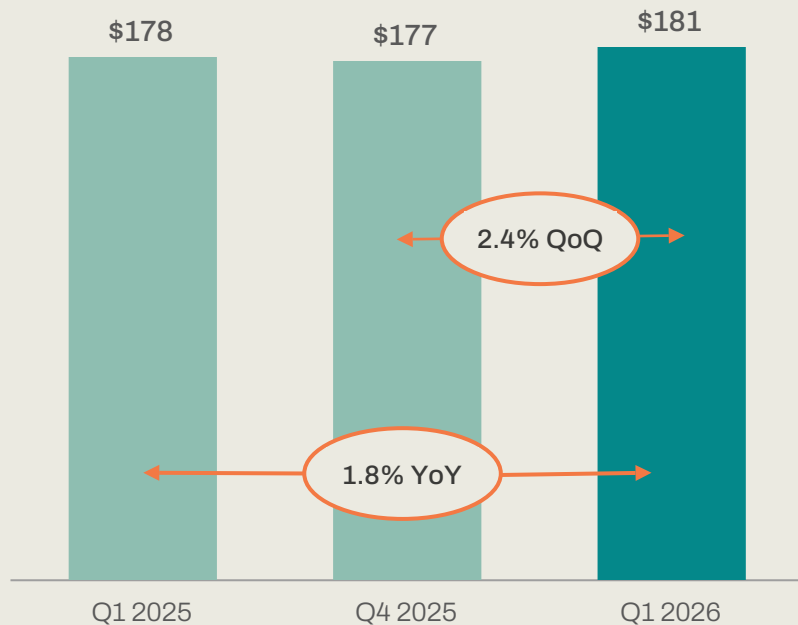
| (US\$ millions) | Q1 2026 | Change QoQ | Change YoY |
|--|-----------------|-----------------------|-----------------------|
| Liquidity and Cash Flow | | | |
| Cash & Investments ¹ | \$82.2 | \$(7.1) | \$(49.0) |
| Operating Cash Flow | \$11.9 | \$6.0 | \$(6.3) |
| CapEx + Cap SW | \$(4.4) | \$(1.5) | \$(1.0) |
| TTM Operating Cash Flow | \$57.3 | \$(6.3) | \$(13.4) |
| TTM CapEx + Cap SW | \$(14.5) | \$(1.0) | \$2.2 |
| Balance Sheet | | | |
| Deferred Revenue | \$42.8 | \$4.3 | \$1.4 |
| Total Debt O/S ² | \$338.9 | \$(15.0) ³ | \$(88.0) ⁴ |
| Net Debt O/S ² | \$256.7 | \$(7.9) | \$(39.0) |
| Net Debt / TTM Adj EBITDA ⁵ | 2.7 | 0.0 | 0.1 |
| Other | | | |
| Remaining Performance Obligations | \$755.0 | \$(25.0) | \$(25.0) |

- Includes Cash, cash equivalents and restricted cash in Q1 2026, Q4 2025 and Q1 2024. Reduction in cash balance compared with Q4 2025 reflects \$15M of cash payments to reduce principal outstanding on the Term Loan and ~\$1.8 million for the repurchase of 1 million shares in open market transactions.
- Debt and net debt outstanding as of 6/30/25 and includes \$201.9M in 2028 Notes and \$137M Term Loan.
- QoQ change reflects \$15M prepayment of principal on the Term Loan.
- YoY change reflects \$88M prepayment of Term Loan principal (\$25M in Q2'25, \$33M in Q3'25, \$15M in Q4'25 and \$15M in Q1'26).
- See Appendix for reconciliation of GAAP to non-GAAP metrics, including adjusted EBITDA.

Revenue

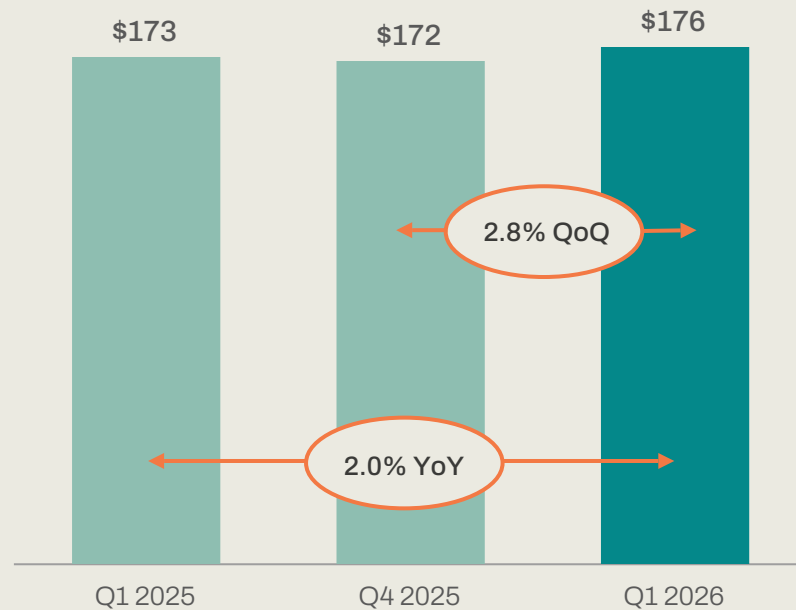
Total Revenue

(US\$ millions)



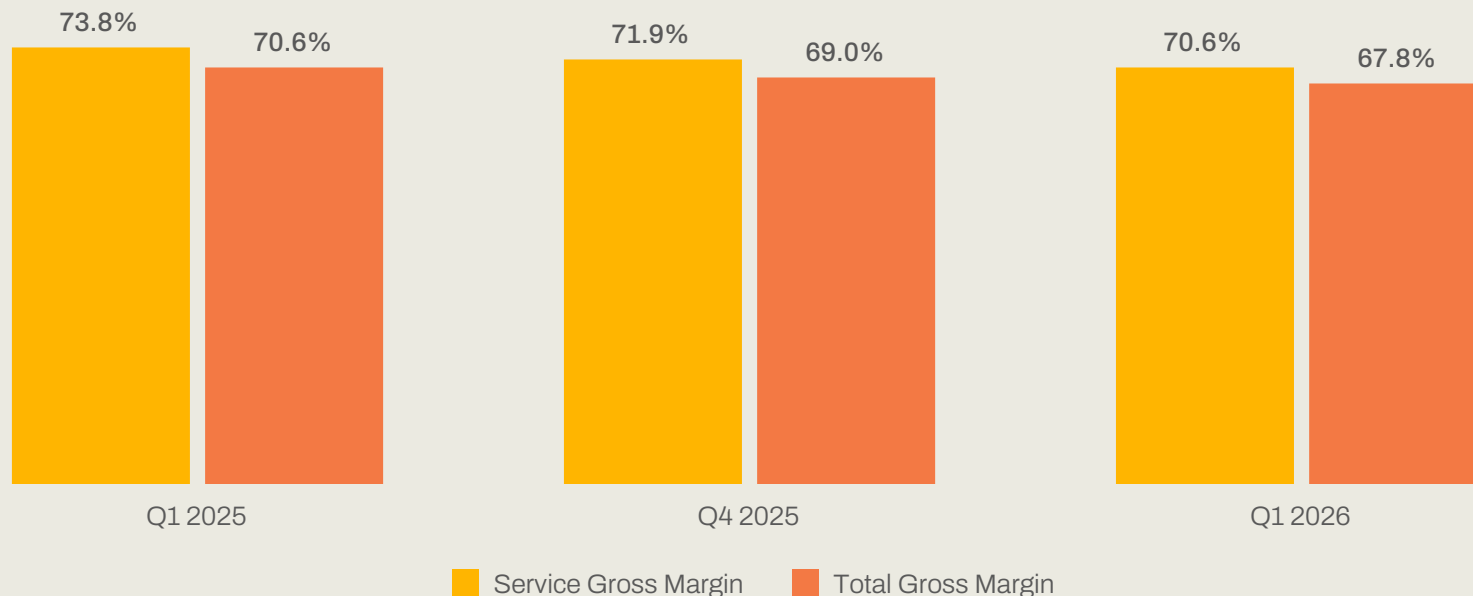
Service Revenue

(US\$ millions)



Non-GAAP Gross Margins¹

Non-GAAP Total and Service Gross Margins as a % of Revenue impacted by mix shift to a higher mix of consumption revenue, primarily related to CPaaS APIs



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

Non-GAAP Operating Expenses and Total Costs^{1,2,3}

Operating expenses declined as a % of revenue, demonstrating continued financial discipline; total costs increased as a % of revenue with mix shift.



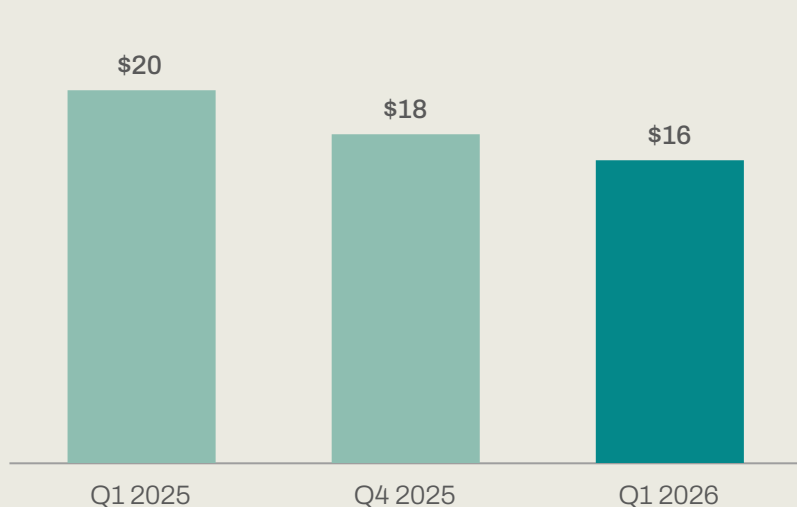
1. See Appendix for reconciliation of Non-GAAP metrics to nearest GAAP metric.
2. Non-GAAP Operating Expenses includes non-GAAP R&D, Sales and Marketing, and G&A expenses, but does not include non-GAAP Cost of Total Revenue ("COGS").
3. Non-GAAP Total Costs is defined as Non-GAAP Operating Expenses plus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

Non-GAAP Operating Income and Margin¹

Operating expenses declined as a % of revenue, demonstrating continued financial discipline; total costs increased as a % of revenue with mix shift

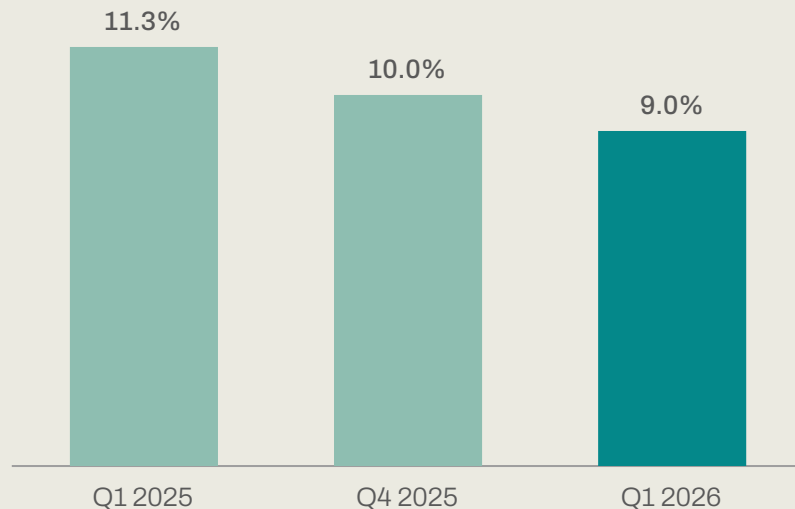
Non-GAAP Operating Income

(US\$ millions)



Non-GAAP Operating Margin %

(% of revenue)



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

Q2 2026 Guidance Ranges¹

As of 8/5/2025

| | Q2 2026 |
|--|-----------------|
| Service Revenue | \$170M – \$175M |
| % Growth Y/Y | (2.9%) – 0.0% |
| Total Revenue | \$175M – \$180M |
| % Growth Y/Y | (3.3%) – (0.6%) |
| Non-GAAP Gross Margin ¹ | 66.0% – 68.0% |
| Non-GAAP Operating Margin ¹ | 8.0% – 9.0% |
| Interest Expense | ~\$4.4M |
| Cash Interest Payments | ~\$6.4M |
| Non-GAAP Earnings Per Share - Diluted ² | \$0.06 – \$0.08 |
| Cash Flow from Operations | \$3M – \$5M |

1. Reconciliation to nearest GAAP metric not available for forward-looking Non-GAAP Operating Margin. Refer to Forward-Looking Statements for a discussion of factors that could cause actual results to differ from guidance and refer to 8x8's First Quarter Fiscal Year 2026 earnings release for a discussion of reasons why 8x8 does not reconcile non-GAAP operating margin guidance.
2. Assumes weighted average shares outstanding, fully diluted, of approximately 142 million.

Updated FY 2026 Guidance¹

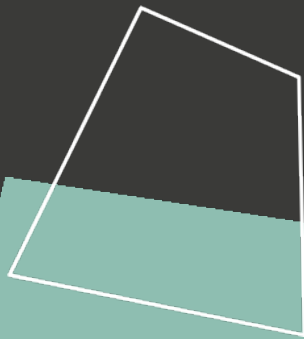
| | Updated 8/5/2025 | As of 5/19/2025 |
|--|------------------------|--------------------|
| Service Revenue | \$685M – \$700M | \$682M – \$702M |
| % Growth Y/Y | (1.1%) – 1.0% | (1%) – 1% |
| Total Revenue | \$706M – \$720M | \$702M – \$724M |
| % Growth Y/Y | (1.3%) – 0.7% | (2%) – 1% |
| Non-GAAP Operating Margin ¹ | 8.5% – 9.5% | 9.0% – 10.0% |
| Non-GAAP Net Income per Share - Diluted ¹ | \$0.28 – \$0.33 | \$0.34 – \$0.37 |
| Weighted Average Shares - Diluted | ~143M | ~144M |
| Cash Flow from Operations | \$35M – \$45M | \$40M – \$50M |

1. Reconciliation to nearest GAAP metric not available for forward looking Non-GAAP metrics. Refer to Forward-Looking Statements for a discussion of factors that could cause actual results to differ from guidance and refer to 8x8's First Quarter Fiscal Year 2026 earnings release for a discussion of reasons why 8x8 does not reconcile non-GAAP guidance metrics.

8x8

8x8

Appendix



Q1 2026 Balance Sheet

Outstanding Debt - Principal Amount

Components of convertible senior notes and term loans were as follows as of June 30, 2025 and March 31, 2025, respectively (in thousands):

| | June 30, 2025 | | | | March 31, 2025 | | | |
|--|----------------|----------------|------------|-------------------|----------------|------------|-------------------|--|
| | 2024 Term Loan | 2022 Term Loan | 2028 Notes | Total | 2024 Term Loan | 2028 Notes | Total | |
| Principal | \$ 137,000 | \$ — | \$ 201,914 | \$ 338,914 | \$ 152,000 | \$ 201,914 | \$ 353,914 | |
| Unamortized debt discount and issuance costs | (657) | — | (2,875) | (3,532) | (826) | (3,124) | (3,950) | |
| Net carrying amount ¹ | \$ 136,343 | \$ — | \$ 199,039 | \$ 335,382 | \$ 151,174 | \$ 198,790 | \$ 349,964 | |
| Current portion of long-term debt | \$ 6,648 | \$ — | \$ — | \$ 6,648 | \$ 11,593 | \$ — | \$ 11,593 | |
| Non-current portion of long-term debt | \$ 129,695 | \$ — | \$ 199,039 | \$ 328,734 | \$ 139,581 | \$ 198,790 | \$ 338,371 | |

1. \$15 million of current portion of long-term debt repaid in May 2025

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

Interest Expense - Senior Convertible Notes and Term Loan

Components of interest expense for the three months ended June 30, 2025 and 2024, respectively (in thousands):

| | Three Months Ended June 30, 2025 | | | Three Months Ended June 30, 2024 | | |
|--|----------------------------------|------------|----------|----------------------------------|------------|----------|
| | 2024 Term Loan | 2028 Notes | Total | 2024 Term Loan | 2028 Notes | Total |
| Contractual interest expense | \$ 2,539 | \$ 2,019 | \$ 4,558 | \$ 6,855 | \$ 2,039 | \$ 8,894 |
| Amortization of debt discount and issuance costs | 87 | 249 | 336 | 824 | 238 | 1,062 |
| Total debt interest expense | \$ 2,626 | \$ 2,268 | \$ 4,894 | \$ 7,679 | \$ 2,277 | \$ 9,956 |

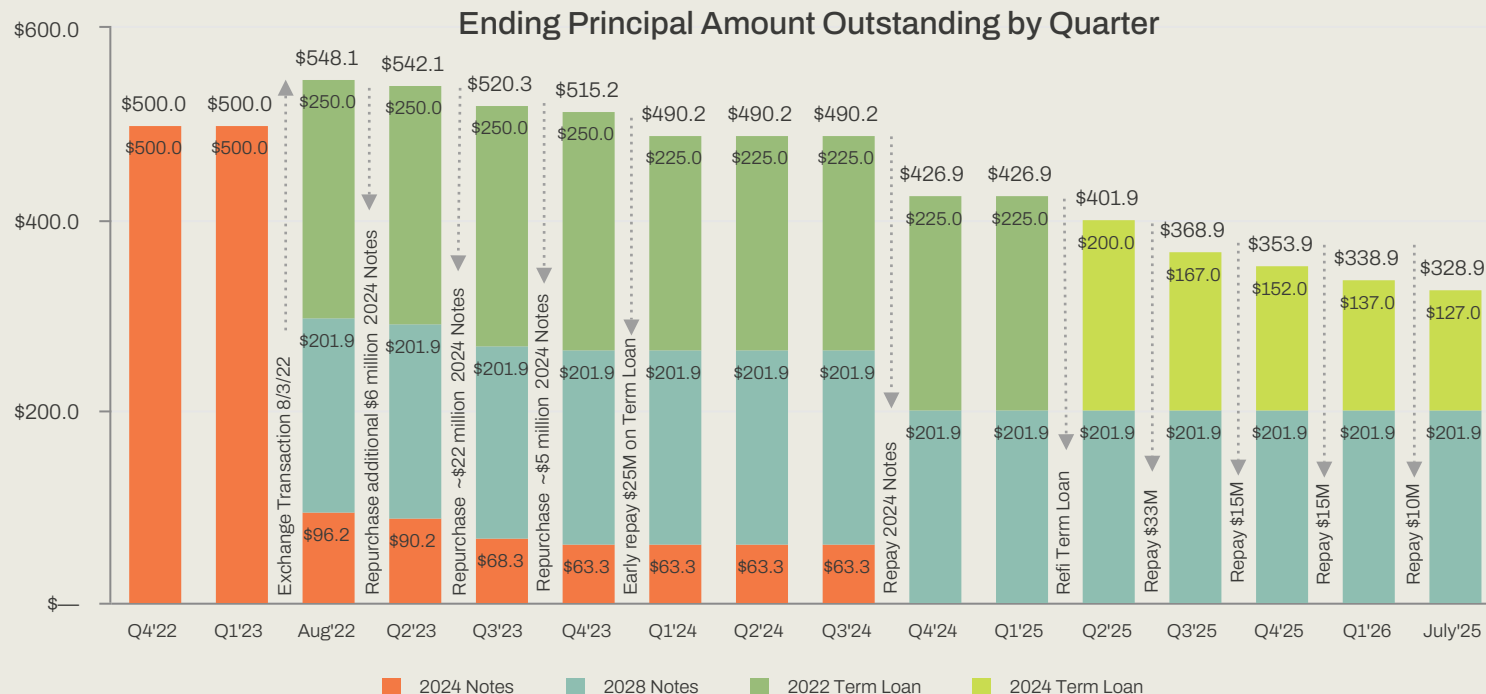
Amounts may not sum to total due to rounding.

Interest is payable semi-annually on the 2028 Senior Convertible Notes in August and February. The Company has the option to pay interest monthly, quarterly, or semi-annually 2024 Term Loan.

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.

History of Reducing Debt Outstanding

Principal repayments of \$15M in Q1'26 + \$10M in Q2'26; Reduced Principal Amount of Debt by ~\$234M 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.

Customer Success Stories

Q1 2026



Q1 2026 Customer Wins

Urban Public University

Why 8x8:

- Strategic and tailored engagement offering an interactive, value-driven experience
- Innovative and memorable first impression, creating a tech-forward, standout moment from the very start of the evaluation process.
- Deep understanding of their criteria—positioning 8x8 as the strategic partner capable of driving holistic transformation.

8x8 Solution(s):

- 8x8® Contact Center™

Global European Specialist Insurance Broker

Why 8x8:

- Flexible, compliant solution tailored to the insurance sector - including a custom PCI Pal IVR, contact center and back-office platform
- Strong collaboration and compelling commercial structure
- Scalable, compliance-first platform and demonstrating adaptability in complex enterprise sales

8x8 Solution(s):

- 8x8® Contact Center™
- 8x8® Work™
- 8x8® Secure Pay™
- Technical Account Manager
- 8x8® Voice™ for Microsoft Teams

A UK-Based Professional Membership Organization

Why 8x8:

- Aligned on customer's goals, technical environment and integration needs
- 8x8's solution enterprise ensured a tailored approach that addressed both immediate requirements and future scalability
- Improved agent efficiency, seamless customer interactions and a future-ready platform

8x8 Solution(s):

- 8x8® Contact Center™
- 8x8® Secure Pay™
- 8x8® Voice™ for Microsoft Teams
- Proactive Outreach
- CC Integration with Microsoft Dynamics

Q1 2026 Customer Wins

Australian Industrial Solutions Provider

Why 8x8:

- Trusted relationship with 8x8 partner Arrow Voice & Data
- Seamless setup & automated delivery alerts with 8x8 Detrack plugin
- Enhanced customer experience with lower support overhead

8x8 Solution(s):

- 8x8® SMS API

Leading Retail Group in the Philippines

Why 8x8:

- Centralized dashboard with real-time SMS delivery and usage insights
- Improved visibility and control over campaign performance and costs
- Competitive SMS rates with transparent, self-serve reporting

8x8 Solution(s):

- 8x8® SMS API

AI Voice Automation Provider

Why 8x8:

- Reliable SIP trunking for high-volume outbound voice across multiple countries
- Consistent voice quality with local telecom integration
- Scalable, compliant infrastructure for global expansion

8x8 Solution(s):

- 8x8 Voice (CPaaS)

GAAP to non-GAAP Reconciliations and Historical Financial Results

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

GAAP CONSOLIDATED STATEMENT OF OPERATIONS

Unaudited, in thousands except per share amounts

| | FY2024 | | | | FY2025 | | | | FY2026 | FY2024 | FY2025 |
|---|-----------------|----------------|-----------------|-----------------|-----------------|-----------------|----------------|----------------|----------------|-----------------|-----------------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q4 YTD | Q4 YTD |
| | 30-Jun 2023 | 30-Sep 2023 | 31-Dec 2023 | 31-Mar 2024 | 30-Jun 2024 | 30-Sep 2024 | 31-Dec 2024 | 31-Mar 2025 | 30-Jun 2025 | 31-Mar 2024 | 31-Mar 2025 |
| Service revenue | 175,238 | 177,782 | 175,069 | 172,490 | 172,801 | 175,075 | 173,459 | 171,588 | 176,308 | 700,579 | 692,923 |
| Other revenue | 8,049 | 7,217 | 5,937 | 6,923 | 5,346 | 5,923 | 5,423 | 5,455 | 5,053 | 28,126 | 22,147 |
| Total revenue | 183,287 | 184,999 | 181,006 | 179,413 | 178,147 | 180,998 | 178,882 | 177,043 | 181,361 | 728,705 | 715,070 |
| Cost of service revenue | 46,276 | 49,144 | 48,983 | 48,557 | 49,496 | 50,251 | 50,529 | 49,818 | 53,822 | 192,960 | 200,094 |
| Cost of other revenue | 8,398 | 7,958 | 7,177 | 8,412 | 7,691 | 7,572 | 7,268 | 7,173 | 7,099 | 31,945 | 29,704 |
| Total cost of revenue | 54,674 | 57,102 | 56,160 | 56,969 | 57,187 | 57,823 | 57,797 | 56,991 | 60,921 | 224,905 | 229,798 |
| Gross profit | 128,613 | 127,897 | 124,846 | 122,444 | 120,960 | 123,175 | 121,085 | 120,052 | 120,440 | 503,800 | 485,272 |
| Operating expenses: | | | | | | | | | | | |
| Research and development | 35,292 | 34,207 | 32,787 | 33,930 | 32,137 | 31,291 | 29,833 | 29,950 | 28,364 | 136,216 | 123,211 |
| Sales and marketing | 68,505 | 68,687 | 66,997 | 67,755 | 67,106 | 64,867 | 65,644 | 66,844 | 68,184 | 271,944 | 264,461 |
| General and administrative | 26,226 | 27,586 | 23,419 | 34,978 | 23,091 | 19,848 | 16,629 | 22,839 | 23,327 | 112,209 | 82,407 |
| Impairment of long-lived assets | 0 | 0 | 11,034 | 0 | 0 | 0 | 0 | 0 | 0 | 11,034 | 0 |
| Total operating expenses | 130,023 | 130,480 | 134,237 | 136,663 | 122,334 | 116,006 | 112,106 | 119,633 | 119,875 | 531,403 | 470,079 |
| Income (loss) from operations | (1,410) | (2,583) | (9,391) | (14,219) | (1,374) | 7,169 | 8,979 | 419 | 565 | (27,603) | 15,193 |
| Interest expense | (10,078) | (10,061) | (10,035) | (9,650) | (9,956) | (7,905) | (5,842) | (5,153) | (3,968) | (39,824) | (28,856) |
| Other income (expense), net | (2,395) | 4,803 | (1,275) | 2,344 | 1,716 | (12,709) | 793 | (200) | 364 | 3,477 | (10,400) |
| Income (loss) before provision (benefit) for income taxes | (13,883) | (7,841) | (20,701) | (21,525) | (9,614) | (13,445) | 3,930 | (4,934) | (3,039) | (63,950) | (24,063) |
| Provision (benefit) for income taxes | 1,444 | (389) | 521 | 2,066 | 676 | 1,098 | 908 | 467 | 1,276 | 3,642 | 3,149 |
| Net income (loss) | (15,327) | (7,452) | (21,222) | (23,591) | (10,290) | (14,543) | 3,022 | (5,401) | (4,315) | (67,592) | (27,212) |
| Net income (loss) per share: | | | | | | | | | | | |
| Basic | \$ (0.13) | \$ (0.06) | \$ (0.17) | \$ (0.19) | \$ (0.08) | \$ (0.11) | \$ 0.02 | \$ (0.04) | \$ (0.03) | \$ (0.56) | \$ (0.21) |
| Diluted | \$ (0.13) | \$ (0.06) | \$ (0.17) | \$ (0.19) | \$ (0.08) | \$ (0.11) | \$ 0.02 | \$ (0.04) | \$ (0.03) | \$ (0.56) | \$ (0.21) |
| Weighted average number of shares: | | | | | | | | | | | |
| Basic | 116,777 | 120,757 | 122,556 | 124,324 | 125,999 | 129,250 | 130,970 | 132,877 | 134,809 | 121,106 | 129,767 |
| Diluted | 116,777 | 120,757 | 122,556 | 124,324 | 125,999 | 129,250 | 135,742 | 132,877 | 134,809 | 121,106 | 129,767 |
| Comprehensive income (loss): | | | | | | | | | | | |
| Net income (loss) | (15,327) | (7,452) | (21,222) | (23,591) | (10,290) | (14,543) | 3,022 | (5,401) | (4,315) | (67,592) | (27,212) |
| Unrealized gain (loss) on investments in securities | 290 | 7 | (16) | (1) | (5) | 0 | 0 | 0 | 0 | 280 | (5) |
| Foreign currency translation adjustment | 1,441 | (4,320) | 5,987 | (2,014) | (354) | 8,363 | (9,321) | 3,759 | 6,258 | 1,094 | 2,447 |
| Comprehensive income (loss) | (13,596) | (11,765) | (15,251) | (25,606) | (10,649) | (6,180) | (6,299) | (1,642) | 1,943 | (66,218) | (24,770) |
| % of Revenue | | | | | | | | | | | |
| Service revenue gross profit | 73.6 % | 72.4 % | 72.0 % | 71.8 % | 71.4 % | 71.3 % | 70.9 % | 71.0 % | 69.5 % | 72.5 % | 71.1 % |
| Other revenue gross profit | (4.3)% | (10.3)% | (20.9)% | (21.5)% | (43.9)% | (27.8)% | (34.0)% | (31.5)% | (40.5)% | (13.6)% | (34.1)% |
| Total revenue gross profit | 70.2 % | 69.1 % | 69.0 % | 68.2 % | 67.9 % | 68.1 % | 67.7 % | 67.8 % | 66.4 % | 69.1 % | 67.9 % |
| Research and Development | 19.3 % | 18.5 % | 18.1 % | 18.9 % | 18.0 % | 17.3 % | 16.7 % | 16.9 % | 15.6 % | 18.7 % | 17.2 % |
| Sales and Marketing | 37.4 % | 37.1 % | 37.0 % | 37.8 % | 37.7 % | 35.8 % | 36.7 % | 37.8 % | 37.6 % | 37.3 % | 37.0 % |
| General and administrative | 14.3 % | 14.9 % | 12.9 % | 19.5 % | 13.0 % | 11.0 % | 9.3 % | 12.9 % | 12.9 % | 15.4 % | 11.5 % |
| Total Operating Expenses | 70.9 % | 70.5 % | 74.2 % | 76.2 % | 68.7 % | 64.1 % | 62.7 % | 67.6 % | 66.1 % | 72.9 % | 65.7 % |
| Income (loss) from operations | (0.8)% | (1.4)% | (5.2)% | (7.9)% | (0.8)% | 4.0 % | 5.0 % | 0.2 % | 0.3 % | (3.8)% | 2.1 % |

GAAP CONSOLIDATED STATEMENT OF OPERATIONS

Unaudited, in thousands except per share amounts

(continued)

Supplemental Information:

| |
|---------------------------------------|
| Interest expense |
| Amortization of debt discount |
| Total interest expense |
| Gain (loss) on debt extinguishment |
| Gain (loss) on warrants remeasurement |
| Interest income |
| Gain (loss) on sale of assets |
| Other income (expense) |
| Other income (expense), net |

| FY2024 | | | | FY2025 | | | | FY2026 | FY2024 | FY2025 |
|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q4 YTD | Q4 YTD |
| 30-Jun 2023 | 30-Sep 2023 | 31-Dec 2023 | 31-Mar 2024 | 30-Jun 2024 | 30-Sep 2024 | 31-Dec 2024 | 31-Mar 2025 | 30-Jun 2025 | 31-Mar 2024 | 31-Mar 2025 |
| (8,970) | (8,929) | (8,878) | (8,575) | (8,894) | (7,249) | (5,415) | (4,832) | (4,558) | (35,352) | (26,390) |
| (1,108) | (1,132) | (1,157) | (1,075) | (1,062) | (656) | (427) | (321) | 590 | (4,472) | (2,466) |
| (10,078) | (10,061) | (10,035) | (9,650) | (9,956) | (7,905) | (5,842) | (5,153) | (3,968) | (39,824) | (28,856) |
| (1,766) | — | — | — | — | (11,996) | (216) | (113) | (81) | (1,766) | (12,325) |
| (250) | 2,781 | (1,297) | 942 | 1,747 | 263 | (813) | 1,028 | 209 | 2,176 | 2,225 |
| 635 | 603 | 1,382 | 1,357 | 1,041 | 936 | 768 | 570 | 476 | 3,977 | 3,316 |
| — | — | — | (179) | — | — | — | — | — | (179) | — |
| (1,014) | 1,419 | (1,360) | 224 | (1,072) | (1,912) | 1,054 | (1,685) | (240) | (731) | (3,616) |
| (2,395) | 4,803 | (1,275) | 2,344 | 1,716 | (12,709) | 793 | (200) | 364 | 3,477 | (10,400) |

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

| | FY2024 | | | | FY2025 | | | | FY2026 | Fiscal Years | |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|------------------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | 2024 | 2025 |
| | 30-Jun 2023 | 30-Sep 2023 | 31-Dec 2023 | 31-Mar 2024 | 30-Jun 2024 | 30-Sep 2024 | 31-Dec 2024 | 31-Mar 2025 | 30-Jun 2025 | 31-Mar 2024 | 31-Mar 2025 |
| Service revenue | \$175,238 | \$177,782 | \$175,069 | \$172,490 | \$172,801 | \$175,075 | \$173,459 | \$171,588 | \$176,308 | \$700,579 | \$692,923 |
| Other revenue | 8,049 | 7,217 | 5,937 | 6,923 | 5,346 | 5,923 | 5,423 | 5,455 | 5,053 | 28,126 | 22,147 |
| Total revenue | 183,287 | 184,999 | 181,006 | 179,413 | 178,147 | 180,998 | 178,882 | 177,043 | 181,361 | 728,705 | 715,070 |
| Cost of service revenue | 41,728 | 45,201 | 44,727 | 44,495 | 45,249 | 46,848 | 47,613 | 48,154 | 51,789 | 176,151 | 187,864 |
| Cost of other revenue | 7,725 | 7,462 | 6,644 | 7,939 | 7,172 | 7,112 | 6,928 | 6,760 | 6,599 | 29,770 | 27,972 |
| Total cost of revenue | 49,453 | 52,663 | 51,371 | 52,434 | 52,421 | 53,960 | 54,541 | 54,914 | 58,388 | 205,921 | 215,836 |
| Gross profit | 133,834 | 132,336 | 129,635 | 126,979 | 125,726 | 127,038 | 124,341 | 122,129 | 122,973 | 522,784 | 499,234 |
| Operating expenses: | | | | | | | | | | | |
| Research and development | 27,330 | 28,075 | 27,012 | 28,148 | 27,441 | 27,530 | 26,429 | 26,094 | 25,994 | 110,565 | 107,494 |
| Sales and marketing | 60,100 | 61,295 | 59,779 | 59,655 | 60,741 | 59,191 | 60,456 | 60,621 | 62,057 | 240,829 | 241,009 |
| General and administrative | 19,974 | 19,202 | 18,588 | 18,900 | 17,434 | 18,779 | 18,368 | 17,703 | 18,589 | 76,664 | 72,284 |
| Total operating expenses | 107,404 | 108,572 | 105,379 | 106,703 | 105,616 | 105,500 | 105,253 | 104,418 | 106,640 | 428,058 | 420,787 |
| Income (loss) from operations | 26,430 | 23,764 | 24,256 | 20,276 | 20,110 | 21,538 | 19,088 | 17,711 | 16,333 | 94,726 | 78,447 |
| Interest expense | (8,970) | (8,929) | (8,878) | (8,575) | (8,894) | (7,249) | (5,415) | (4,832) | (4,558) | (35,352) | (26,390) |
| Other income (expense), net | (496) | 1,905 | (98) | 921 | (147) | (1,092) | 1,706 | (1,115) | 236 | 2,232 | (648) |
| Loss before provision (benefit) for income taxes | 16,964 | 16,740 | 15,280 | 12,622 | 11,069 | 13,197 | 15,379 | 11,764 | 12,011 | 61,606 | 51,409 |
| Provision (benefit) for income taxes | 1,444 | (389) | 521 | 2,066 | 676 | 1,098 | 908 | 467 | 1,276 | 3,642 | 3,149 |
| Net income (loss) | \$15,520 | \$17,129 | \$14,759 | \$10,556 | \$10,393 | \$12,099 | \$14,471 | \$11,297 | \$10,735 | \$ 57,964 | \$ 48,260 |
| Net income (loss) per share: | | | | | | | | | | | |
| Basic | \$ 0.13 | \$ 0.14 | \$ 0.12 | \$ 0.08 | \$ 0.08 | \$ 0.09 | \$ 0.11 | \$ 0.09 | \$ 0.08 | \$ 0.48 | \$ 0.37 |
| Diluted | \$ 0.13 | \$ 0.14 | \$ 0.12 | \$ 0.08 | \$ 0.08 | \$ 0.09 | \$ 0.11 | \$ 0.08 | \$ 0.08 | \$ 0.47 | \$ 0.36 |
| Weighted average number of shares: | | | | | | | | | | | |
| Basic | 116,777 | 120,757 | 122,556 | 124,324 | 125,999 | 129,250 | 130,970 | 132,877 | 134,809 | 121,106 | 129,767 |
| Diluted | 118,445 | 122,624 | 124,253 | 125,962 | 127,433 | 131,294 | 135,742 | 138,678 | 138,569 | 122,560 | 133,654 |
| As a % of Revenue | | | | | | | | | | | |
| Service revenue gross profit | 76.2 % | 74.6 % | 74.5 % | 74.2 % | 73.8 % | 73.2 % | 72.6 % | 71.9 % | 70.6 % | 74.9 % | 72.9 % |
| Other revenue gross profit | 4.0 % | (3.4) % | (11.9) % | (14.7) % | (34.2) % | (20.1) % | (27.8) % | (23.9) % | (30.6) % | (5.8) % | (26.3) % |
| Total revenue gross profit | 73.0 % | 71.5 % | 71.6 % | 70.8 % | 70.6 % | 70.2 % | 69.5 % | 69.0 % | 67.8 % | 71.7 % | 69.8 % |
| Research and development | 14.9 % | 15.2 % | 14.9 % | 15.7 % | 15.4 % | 15.2 % | 14.8 % | 14.7 % | 14.3 % | 15.2 % | 15.0 % |
| Sales and marketing | 32.8 % | 33.1 % | 33.0 % | 33.3 % | 34.1 % | 32.7 % | 33.8 % | 34.2 % | 34.2 % | 33.0 % | 33.7 % |
| General and administrative | 10.9 % | 10.4 % | 10.3 % | 10.5 % | 9.8 % | 10.4 % | 10.3 % | 10.0 % | 10.2 % | 10.5 % | 10.1 % |
| Operating Expenses | 58.6 % | 58.7 % | 58.2 % | 59.5 % | 59.3 % | 58.3 % | 58.8 % | 59.0 % | 58.8 % | 58.7 % | 58.8 % |
| Operating income | 14.4 % | 12.8 % | 13.4 % | 11.3 % | 11.3 % | 11.9 % | 10.7 % | 10.0 % | 9.0 % | 13.0 % | 11.0 % |

GAAP CONSOLIDATED BALANCE SHEET
Unaudited, in thousands except per share amounts

| | FY2024 | | | | FY2025 | | | | FY2026 |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 |
| | 30-Jun | 30-Sep | 31-Dec | 31-Mar | 30-Jun | 30-Sep | 31-Dec | 31-Mar | 30-Jun |
| | 2023 | 2023 | 2023 | 2024 | 2024 | 2024 | 2024 | 2025 | 2025 |
| ASSETS | | | | | | | | | |
| Current assets: | | | | | | | | | |
| Cash and cash equivalents | \$ 122,229 | \$ 144,030 | \$ 168,513 | \$ 116,262 | \$ 130,764 | \$ 117,405 | \$ 104,165 | \$ 88,050 | \$ 81,315 |
| Restricted cash | 165 | 521 | 356 | 356 | 461 | 462 | 462 | 462 | 105 |
| Short-term investments | 15,946 | 4,744 | 1,035 | 1,048 | — | — | — | — | — |
| Accounts receivable, net | 64,951 | 61,063 | 63,042 | 58,979 | 59,205 | 64,567 | 52,312 | 49,680 | 60,514 |
| Deferred contract acquisition costs | 38,247 | 37,610 | 36,996 | 35,933 | 34,625 | 34,107 | 32,046 | 30,935 | 29,679 |
| Other current assets | 32,930 | 33,967 | 32,528 | 35,258 | 32,723 | 29,810 | 30,105 | 34,739 | 36,367 |
| Total current assets | 274,468 | 281,935 | 302,470 | 247,836 | 257,778 | 246,351 | 219,090 | 203,866 | 207,980 |
| Property and equipment, net | 54,538 | 53,508 | 55,661 | 53,181 | 51,400 | 50,364 | 49,228 | 47,919 | 47,972 |
| Operating lease, right-of-use assets | 50,438 | 50,396 | 38,546 | 35,924 | 35,933 | 34,825 | 32,777 | 33,508 | 32,260 |
| Intangible assets, net | 102,013 | 96,914 | 91,816 | 86,717 | 81,618 | 76,519 | 71,420 | 67,949 | 64,474 |
| Goodwill | 266,386 | 265,732 | 267,453 | 266,574 | 266,399 | 269,229 | 266,217 | 271,530 | 274,476 |
| Restricted cash, non-current | 818 | 462 | 462 | 105 | — | — | — | 812 | 812 |
| Deferred contract acquisition costs, non-current | 64,699 | 60,440 | 56,317 | 52,859 | 49,199 | 48,711 | 45,154 | 44,239 | 42,197 |
| Other assets, non-current | 15,103 | 14,336 | 13,993 | 12,783 | 13,412 | 14,127 | 14,325 | 13,354 | 14,177 |
| Total assets | \$ 828,463 | \$ 823,723 | \$ 826,718 | \$ 755,979 | \$ 755,739 | \$ 740,126 | \$ 698,211 | \$ 683,177 | \$ 684,348 |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | | | | | | | | |
| Current liabilities: | | | | | | | | | |
| Accounts payable | \$ 42,537 | \$ 49,391 | \$ 49,493 | \$ 48,862 | \$ 51,727 | \$ 51,261 | \$ 53,072 | \$ 45,773 | \$ 42,890 |
| Accrued and other liabilities | 78,862 | 71,700 | 73,232 | 78,102 | 75,369 | 68,783 | 61,601 | 63,025 | 73,768 |
| Operating lease liabilities, current | 11,469 | 11,623 | 11,763 | 11,295 | 11,564 | 11,707 | 11,386 | 11,102 | 11,003 |
| Deferred revenue, current | 40,410 | 33,223 | 32,778 | 34,325 | 33,701 | 37,696 | 33,394 | 37,751 | 42,130 |
| Convertible senior notes, current | 63,039 | 63,153 | 63,260 | — | — | — | — | — | — |
| Term loan, current | — | — | — | — | — | 39,393 | 16,524 | 11,593 | 6,648 |
| Total current liabilities | 236,317 | 229,090 | 230,526 | 172,584 | 172,361 | 208,840 | 175,977 | 169,244 | 176,439 |
| Operating lease liabilities, non-current | 62,850 | 61,926 | 59,417 | 56,647 | 55,179 | 52,785 | 49,842 | 49,196 | 47,010 |
| Deferred revenue, non-current | 10,618 | 10,231 | 10,128 | 7,810 | 7,659 | 6,594 | 5,960 | 706 | 645 |
| Convertible senior notes, non-current | 197,048 | 197,303 | 197,561 | 197,796 | 198,033 | 198,300 | 198,569 | 198,790 | 199,039 |
| Term loan | 209,534 | 210,303 | 211,092 | 211,894 | 212,718 | 159,194 | 149,437 | 139,581 | 129,695 |
| Other liabilities, non-current | 7,227 | 4,460 | 8,322 | 7,290 | 5,201 | 4,601 | 5,413 | 3,456 | 3,330 |
| Total liabilities | 723,594 | 713,313 | 717,046 | 654,021 | 651,151 | 630,314 | 585,198 | 560,973 | 556,158 |
| Stockholders' equity: | | | | | | | | | |
| Common stock | 119 | 122 | 123 | 125 | 128 | 131 | 131 | 134 | 136 |
| Additional paid-in capital | 924,190 | 941,493 | 956,005 | 973,895 | 987,171 | 998,572 | 1,008,072 | 1,018,902 | 1,022,943 |
| Accumulated other comprehensive loss | (11,196) | (15,509) | (9,538) | (11,553) | (11,912) | (3,549) | (12,870) | (9,111) | (2,853) |
| Accumulated deficit | (808,244) | (815,696) | (836,918) | (860,509) | (870,799) | (885,342) | (882,320) | (887,721) | (892,036) |
| Total stockholders' equity | 104,869 | 110,410 | 109,672 | 101,958 | 104,588 | 109,812 | 113,013 | 122,204 | 128,190 |
| Total liabilities and stockholders' equity | \$ 828,463 | \$ 823,723 | \$ 826,718 | \$ 755,979 | \$ 755,739 | \$ 740,126 | \$ 698,211 | \$ 683,177 | \$ 684,348 |

CONSOLIDATED STATEMENTS OF CASH FLOWS (in thousands)

| | FY2024 | | | | FY2025 | | | | FY2026 | Fiscal Years | |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | FY24 | FY25 |
| | 30-Jun | 30-Sep | 31-Dec | 31-Mar | 30-Jun | 30-Sep | 31-Dec | 31-Mar | 30-Jun | 31-Mar | 31-Mar |
| | 2023 | 2023 | 2023 | 2024 | 2024 | 2024 | 2024 | 2025 | 2025 | 2024 | 2025 |
| Cash flows from operating activities: | | | | | | | | | | | |
| Net income (loss) | \$(15,327) | \$ (7,452) | \$(21,222) | \$(23,591) | \$(10,290) | \$(14,543) | \$ 3,022 | \$ (5,401) | \$ (4,315) | \$(67,592) | \$(27,212) |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities: | | | | | | | | | | | |
| Depreciation | 2,126 | 1,964 | 2,043 | 2,168 | 1,908 | 1,848 | 1,866 | 1,765 | 1,690 | 8,301 | 7,387 |
| Amortization of intangible assets | 5,099 | 5,099 | 5,098 | 5,099 | 5,099 | 5,099 | 5,098 | 3,808 | 3,501 | 20,395 | 19,104 |
| Amortization of capitalized internal-use software costs | 5,282 | 4,779 | 4,357 | 4,068 | 3,758 | 3,264 | 2,959 | 2,748 | 2,673 | 18,486 | 12,729 |
| Amortization of debt discount and issuance costs | 1,109 | 1,131 | 1,157 | 1,075 | 1,062 | 656 | 427 | 321 | 336 | 4,472 | 2,466 |
| Amortization of deferred contract acquisition costs | 10,019 | 10,080 | 10,051 | 10,031 | 9,838 | 9,859 | 9,284 | 8,996 | 8,956 | 40,181 | 37,977 |
| Allowance for credit losses | 490 | 503 | 670 | 573 | 334 | 935 | 156 | 418 | 290 | 2,236 | 1,843 |
| Operating lease expense, net of accretion | 2,507 | 2,602 | 2,948 | 2,877 | 3,165 | 2,873 | 2,869 | 2,724 | 2,854 | 10,934 | 11,631 |
| Impairment of right-of-use assets | — | — | 11,034 | — | — | — | — | — | — | 11,034 | — |
| Stock-based compensation expense | 18,195 | 14,522 | 14,118 | 15,075 | 12,801 | 9,376 | 9,533 | 8,230 | 6,352 | 61,910 | 39,940 |
| Loss (gain) on debt extinguishment | 1,766 | — | — | — | — | 11,996 | 216 | 113 | 81 | 1,766 | 12,325 |
| Loss (gain) on remeasurement of warrants | 250 | (2,781) | 1,297 | (942) | (1,747) | (263) | 813 | (1,028) | (209) | (2,176) | (2,225) |
| Gain on sale of assets | — | — | — | 179 | — | — | — | — | — | 179 | — |
| Other | (184) | 236 | (622) | 1,250 | 581 | (4,207) | 4,481 | (1,201) | (368) | 680 | (346) |
| Changes in assets and liabilities: | | | | | | | | | | | |
| Accounts receivable, net | (3,397) | 3,696 | (2,487) | 2,941 | (732) | (4,582) | 10,460 | 2,699 | (9,503) | 753 | 7,845 |
| Deferred contract acquisition costs | (7,209) | (4,859) | (5,027) | (5,784) | (4,803) | (7,644) | (5,134) | (6,407) | (4,471) | (22,879) | (23,988) |
| Other current and non-current assets | 2,327 | (3,633) | 720 | (1,762) | (658) | 1,508 | (2,793) | (5,674) | (2,997) | (2,348) | (7,617) |
| Accounts payable and accrued liabilities | (2,084) | (850) | (1,537) | 289 | (1,413) | (7,473) | (10,295) | (5,629) | 3,347 | (4,182) | (24,810) |
| Deferred revenue | 5,504 | (7,574) | (202) | (893) | (755) | 3,615 | (5,746) | (609) | 3,656 | (3,165) | (3,495) |
| Net cash provided by operating activities | 26,473 | 17,463 | 22,396 | 12,653 | 18,148 | 12,317 | 27,216 | 5,873 | 11,873 | 78,985 | 63,554 |
| Cash flows from investing activities: | | | | | | | | | | | |
| Purchases of property and equipment | (186) | (1,372) | (783) | (309) | (382) | (1,207) | (456) | (381) | (377) | (2,650) | (2,401) |
| Capitalized internal-use software costs | (3,488) | (3,954) | (3,471) | (3,376) | (3,025) | (2,867) | (2,570) | (2,579) | (4,039) | (14,289) | (11,066) |
| Purchases of investments | (3,093) | (3,081) | — | — | — | — | — | — | — | (6,174) | — |
| Purchase of cost investment | — | — | — | — | (771) | — | — | — | — | — | (771) |
| Maturities of investments | 13,559 | 14,350 | 3,750 | — | 1,048 | — | — | — | — | 31,659 | 1,048 |
| Acquisition of businesses, net of cash acquired | — | — | — | — | — | — | — | (3,234) | — | — | (3,234) |
| Net cash provided by (used in) investing activities | 6,792 | 5,943 | (504) | (3,685) | (3,130) | (4,074) | (3,026) | (6,194) | (4,416) | 8,546 | (16,424) |
| Cash flows from financing activities: | | | | | | | | | | | |
| Proceeds from issuance of common stock under employee stock plans | — | 2,365 | — | 2,519 | — | 1,682 | (1) | 2,011 | — | 4,884 | 3,692 |
| Payments for repurchases of common stock | — | — | — | — | — | — | — | — | (1,848) | — | — |
| Payments for debt issuance costs | — | — | — | — | — | (1,114) | (403) | — | — | — | (1,517) |
| Repayment of principal on term loan | (25,000) | — | — | — | — | (225,000) | (33,000) | (15,000) | (15,000) | (25,000) | (273,000) |
| Gross proceeds from term loan | — | — | — | — | — | 200,000 | — | — | — | — | 200,000 |
| Repayment and exchange of convertible senior notes | — | — | — | (63,295) | — | — | — | — | — | (63,295) | — |
| Other financing activities | — | — | — | — | (352) | (352) | (557) | (3,020) | (489) | — | (4,281) |
| Net cash provided by (used in) financing activities | (25,000) | 2,365 | — | (60,776) | (352) | (24,784) | (33,961) | (16,009) | (17,337) | (83,411) | (75,106) |
| Effect of exchange rate changes on cash | 2,218 | (3,970) | 2,426 | (800) | (164) | 3,183 | (3,469) | 1,027 | 2,788 | (126) | 577 |
| Net increase (decrease) in cash and cash equivalents | 10,483 | 21,801 | 24,318 | (52,608) | 14,502 | (13,358) | (13,240) | (15,303) | (7,092) | 3,994 | (27,399) |
| Cash, cash equivalents and restricted cash, beginning of period | 112,729 | 123,212 | 145,013 | 169,331 | 116,723 | 131,225 | 117,867 | 104,627 | 89,324 | 172,943 | 176,937 |
| Cash, cash equivalents and restricted cash, end of year | \$123,212 | \$145,013 | \$169,331 | \$116,723 | \$131,225 | \$117,867 | \$104,627 | \$ 89,324 | \$ 82,232 | \$176,937 | \$149,538 |

CONSOLIDATED STATEMENTS OF CASH FLOWS (in thousands, continued)

| FY2024 | | | | FY2025 | | | | FY2026 | Fiscal Years | |
|----------|-----------|----------|-----------|----------|----------|----------|----------|----------|--------------|-----------|
| Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | FY24 | FY25 |
| 30-Jun | 30-Sep | 31-Dec | 31-Mar | 30-Jun | 30-Sep | 31-Dec | 31-Mar | 30-Jun | 31-Mar | 31-Mar |
| 2023 | 2023 | 2023 | 2024 | 2024 | 2024 | 2024 | 2025 | 2025 | 2024 | 2025 |
| | | | | | | | | | | |
| \$ 4,919 | \$ 12,880 | \$ 6,864 | \$ 10,911 | \$ 6,707 | \$ 9,617 | \$ 3,193 | \$ 6,780 | \$ 2,567 | \$ 35,574 | \$ 26,297 |
| \$ 336 | \$ 2,782 | \$ 2,326 | \$ 530 | \$ 479 | \$ 1,907 | \$ 708 | \$ 673 | \$ 574 | \$ 5,974 | \$ 3,767 |
| \$ 37 | \$ — | \$ 3,861 | \$ 3,868 | \$ 3,574 | \$ 3,207 | \$ 2,861 | \$ 132 | \$ 21 | \$ 3,868 | \$ 132 |

Supplemental and non-cash disclosures:

Interest paid

Income taxes paid

Payables and accruals for property and equipment

GAAP to NON-GAAP Reconciliation

| | FY2024 | | | | FY2025 | | | | FY2026 | Fiscal Years | |
|---|-----------|-----------|------------|------------|-------------|-------------|-------------|-------------|-------------|--------------|------------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | FY24 | FY25 |
| | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | 6/30/24 | 9/30/24 | 12/31/24 | 3/31/25 | 6/30/25 | 3/31/24 | 3/31/25 |
| Reconciliation of GAAP to Non-GAAP Financial Measures: | | | | | | | | | | | |
| Cost of Revenue: | | | | | | | | | | | |
| GAAP cost of service revenue | \$ 46,276 | \$ 49,144 | \$ 48,983 | \$ 48,557 | \$ 49,496 | \$ 50,251 | \$ 50,529 | \$ 49,818 | \$ 53,822 | \$192,960 | \$200,094 |
| Amortization of acquired intangible assets | (2,118) | (2,118) | (2,118) | (2,115) | (2,117) | (2,118) | (2,117) | (824) | (507) | (8,469) | (7,176) |
| Stock-based compensation expense and related employer payroll taxes | (2,224) | (1,743) | (1,694) | (1,767) | (1,608) | (1,230) | (857) | (759) | (582) | (7,428) | (4,454) |
| Legal and regulatory costs | — | — | — | — | — | — | 55 | — | — | — | 55 |
| Severance, transition and contract exit costs | (206) | (82) | (444) | (180) | (522) | (55) | 3 | (81) | (944) | (912) | (655) |
| Non-GAAP cost of service revenue | \$ 41,728 | \$ 45,201 | \$ 44,727 | \$ 44,495 | \$ 45,249 | \$ 46,848 | \$ 47,613 | \$ 48,154 | \$ 51,789 | \$176,151 | \$187,864 |
| GAAP service revenue margin | \$128,962 | \$128,638 | \$126,086 | \$123,933 | \$ (49,323) | \$ (50,076) | \$ (50,356) | \$ (49,646) | \$ (53,822) | \$507,619 | \$492,829 |
| Non-GAAP service revenue margin | \$133,510 | \$132,581 | \$130,342 | \$127,995 | \$ (45,076) | \$ (46,673) | \$ (47,440) | \$ (47,982) | \$ (51,789) | \$524,428 | \$505,059 |
| | | | | | | | | | | | |
| GAAP cost of other revenue | \$ 8,398 | \$ 7,958 | \$ 7,177 | \$ 8,412 | \$ 7,691 | \$ 7,572 | \$ 7,268 | \$ 7,173 | \$ 7,099 | \$ 31,945 | \$ 29,704 |
| Stock-based compensation expense and related employer payroll taxes | (651) | (468) | (459) | (442) | (419) | (304) | (272) | (218) | (147) | (2,020) | (1,213) |
| Legal and regulatory costs | — | — | — | — | — | — | 62 | — | — | — | 62 |
| Severance, transition and contract exit costs | (22) | (28) | (74) | (31) | (100) | (156) | (130) | (195) | (353) | (155) | (581) |
| Non-GAAP cost of other revenue | \$ 7,725 | \$ 7,462 | \$ 6,644 | \$ 7,939 | \$ 7,172 | \$ 7,112 | \$ 6,928 | \$ 6,760 | \$ 6,599 | \$ 29,770 | \$ 27,972 |
| GAAP other revenue margin | \$ (349) | \$ (741) | \$ (1,240) | \$ (1,489) | \$ (7,686) | \$ (7,566) | \$ (7,263) | \$ (7,168) | \$ (7,099) | \$ (3,819) | \$ (7,557) |
| Non-GAAP other revenue margin | \$ 324 | \$ (245) | \$ (707) | \$ (1,016) | \$ (7,167) | \$ (7,106) | \$ (6,923) | \$ (6,755) | \$ (6,599) | \$ (1,644) | \$ (5,825) |
| | | | | | | | | | | | |
| GAAP gross margin | \$128,613 | \$127,897 | \$124,846 | \$122,444 | \$ (57,009) | \$ (57,642) | \$ (57,619) | \$ (56,814) | \$ (60,921) | \$503,800 | \$485,272 |
| Non-GAAP gross margin | \$133,834 | \$132,336 | \$129,635 | \$126,979 | \$ (52,243) | \$ (53,779) | \$ (54,363) | \$ (54,737) | \$ (58,388) | \$522,784 | \$499,234 |
| | | | | | | | | | | | |
| Operating Expenses: | | | | | | | | | | | |
| GAAP research and development | \$ 35,292 | \$ 34,207 | \$ 32,787 | \$ 33,930 | \$ 32,137 | \$ 31,291 | \$ 29,833 | \$ 29,950 | \$ 28,364 | \$136,216 | \$123,211 |
| Stock-based compensation expense and related employer payroll taxes | (7,438) | (5,345) | (5,190) | (5,469) | (4,657) | (3,348) | (3,209) | (2,536) | (1,509) | (23,442) | (13,750) |
| Acquisition and integration costs | (213) | 115 | — | — | — | — | — | (8) | — | (98) | (8) |
| Legal and regulatory costs | — | — | — | — | — | — | 352 | — | — | — | 352 |
| Severance, transition and contract exit costs | (311) | (902) | (585) | (313) | (39) | (413) | (547) | (1,312) | (861) | (2,111) | (2,311) |
| Non-GAAP research and development | \$ 27,330 | \$ 28,075 | \$ 27,012 | \$ 28,148 | \$ 27,441 | \$ 27,530 | \$ 26,429 | \$ 26,094 | \$ 25,994 | \$110,565 | \$107,494 |
| | | | | | | | | | | | |
| GAAP sales and marketing | \$ 68,505 | \$ 68,687 | \$ 66,997 | \$ 67,755 | \$ 67,106 | \$ 64,867 | \$ 65,644 | \$ 66,844 | \$ 68,184 | \$271,944 | \$264,461 |
| Amortization of acquired intangible assets | (2,982) | (2,982) | (2,982) | (2,980) | (2,982) | (2,981) | (2,981) | (2,984) | (2,990) | (11,926) | (11,928) |
| Stock-based compensation expense and related employer payroll taxes | (5,254) | (4,176) | (3,894) | (3,400) | (3,258) | (2,305) | (2,373) | (2,145) | (2,071) | (16,724) | (10,081) |
| Legal and regulatory cost | — | — | — | — | — | — | 335 | — | — | — | 335 |
| Severance, transition and contract exit costs | (169) | (234) | (342) | (1,720) | (125) | (390) | (169) | (1,094) | (1,066) | (2,465) | (1,778) |
| Non-GAAP sales and marketing | \$ 60,100 | \$ 61,295 | \$ 59,779 | \$ 59,655 | \$ 60,741 | \$ 59,191 | \$ 60,456 | \$ 60,621 | \$ 62,057 | \$240,829 | \$241,009 |

GAAP to NON-GAAP Reconciliation (continued)

| | FY2024 | | | | FY2025 | | | | FY2026 | Fiscal Years | |
|---|------------|------------|------------|-------------|------------|------------|------------|------------|------------|--------------|------------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | FY24 | FY25 |
| | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | 6/30/24 | 9/30/24 | 12/31/24 | 3/31/25 | 6/30/25 | 3/31/24 | 3/31/25 |
| GAAP general and administrative | \$ 26,226 | \$ 27,586 | \$ 23,419 | \$ 34,978 | \$ 23,091 | \$ 19,848 | \$ 16,629 | \$ 22,839 | \$ 23,327 | \$112,209 | \$ 82,407 |
| Stock-based compensation expense and related employer payroll taxes | (4,108) | (3,695) | (3,653) | (4,787) | (3,651) | (2,658) | (3,058) | (2,957) | (2,600) | (16,243) | (12,324) |
| Acquisition and integration costs | (130) | (422) | (102) | (145) | (123) | (193) | (244) | (533) | — | (799) | (1,093) |
| Legal and regulatory cost | (1,468) | (3,879) | (98) | (10,072) | (548) | 3,166 | 6,045 | (102) | (835) | (15,517) | 8,561 |
| Severance, transition and related exit costs | (546) | (388) | (978) | (1,074) | (1,335) | (1,384) | (1,004) | (1,544) | (1,299) | (2,986) | (5,267) |
| Non-GAAP general and administrative | \$ 19,974 | \$ 19,202 | \$ 18,588 | \$ 18,900 | \$ 17,434 | \$ 18,779 | \$ 18,368 | \$ 17,703 | \$ 18,593 | \$ 76,664 | \$ 72,284 |
| GAAP Operating Expenses | \$130,023 | \$130,480 | \$123,203 | \$136,663 | \$122,334 | \$116,006 | \$112,106 | \$119,633 | \$119,875 | \$520,369 | \$470,079 |
| Amortization of acquired intangible assets | (2,982) | (2,982) | (2,982) | (2,980) | (2,982) | (2,981) | (2,981) | (2,984) | (2,994) | (11,926) | (11,928) |
| Stock-based compensation expense and related employer payroll taxes | (16,800) | (13,216) | (12,737) | (13,656) | (11,566) | (8,311) | (8,640) | (7,638) | (6,180) | (56,409) | (36,155) |
| Acquisition and integration costs | (343) | (307) | (102) | (145) | (123) | (193) | (244) | (541) | — | (897) | (1,101) |
| Legal and regulatory cost | (1,468) | (3,879) | (98) | (10,072) | (548) | 3,166 | 6,732 | (102) | (835) | (15,517) | 9,248 |
| Severance, transition and contract exit costs | (1,026) | (1,524) | (1,905) | (3,107) | (1,499) | (2,187) | (1,720) | (3,950) | (3,226) | (7,562) | (9,356) |
| Non-GAAP Operating Expenses | \$107,404 | \$108,572 | \$105,379 | \$106,703 | \$105,616 | \$105,500 | \$105,253 | \$104,418 | \$106,640 | \$428,058 | \$420,787 |
| Operating Profit (Loss): | | | | | | | | | | | |
| GAAP income (loss) from operations | \$ (1,410) | \$ (2,583) | \$ (9,391) | \$ (14,219) | \$ (1,374) | \$ 7,169 | \$ 8,979 | \$ 419 | \$ 565 | \$(27,603) | \$ 15,193 |
| Amortization of acquired intangible assets | 5,100 | 5,100 | 5,100 | 5,095 | 5,099 | 5,099 | 5,098 | 3,808 | 3,501 | 20,395 | 19,104 |
| Stock-based compensation expense and related employer payroll taxes | 19,675 | 15,427 | 14,890 | 15,865 | 13,593 | 9,845 | 9,769 | 8,615 | 6,909 | 65,857 | 41,822 |
| Acquisition and integration costs | 343 | 307 | 102 | 145 | 123 | 193 | 244 | 541 | — | 897 | 1,101 |
| Legal and regulatory costs | 1,468 | 3,879 | 98 | 10,072 | 548 | (3,166) | (6,849) | 102 | 835 | 15,517 | (9,365) |
| Severance, transition and contract exit costs | 1,254 | 1,634 | 2,423 | 3,318 | 2,121 | 2,398 | 1,847 | 4,226 | 4,523 | 8,629 | 10,592 |
| Impairment of long-lived assets | — | — | 11,034 | — | — | — | — | — | — | 11,034 | — |
| Non-GAAP operating profit | \$ 26,430 | \$ 23,764 | \$ 24,256 | \$ 20,276 | \$ 20,110 | \$ 21,538 | \$ 19,088 | \$ 17,711 | \$ 16,333 | \$ 94,726 | \$ 78,447 |
| Interest Expense: | | | | | | | | | | | |
| GAAP interest expense | \$(10,078) | \$(10,061) | \$(10,035) | \$(9,650) | \$(9,956) | \$(7,905) | \$(5,842) | \$(5,153) | \$(3,968) | \$(39,824) | \$(28,856) |
| Amortization of debt discount and issuance cost | 1,108 | 1,132 | 1,157 | 1,075 | 1,062 | 656 | 427 | 321 | 336 | 4,472 | 2,466 |
| Capitalized interest | — | — | — | — | — | — | — | — | (926) | — | — |
| Non-GAAP interest expense | \$ (8,970) | \$ (8,929) | \$ (8,878) | \$ (8,575) | \$ (8,894) | \$ (7,249) | \$ (5,415) | \$ (4,832) | \$ (4,558) | \$(35,352) | \$(26,390) |
| Other Income (Expenses): | | | | | | | | | | | |
| GAAP other income (expense), net | \$ (2,395) | \$ 4,803 | \$ (1,275) | \$ 2,344 | \$ 1,716 | \$(12,709) | \$ 793 | \$(200) | \$ 364 | \$ 3,477 | \$(10,400) |
| Legal and regulatory costs | — | — | — | (550) | — | — | — | — | — | (550) | — |
| (Gain) loss on debt extinguishment | 1,766 | — | — | — | — | 11,996 | 216 | 113 | 81 | 1,766 | 12,325 |
| (Gain) loss on warrants remeasurement | 250 | (2,781) | 1,297 | (942) | (1,747) | (263) | 813 | (1,028) | (209) | (2,176) | (2,225) |
| (Loss) gain on sale of assets | — | — | — | 179 | — | — | — | — | — | 179 | — |
| Other income | (117) | (117) | (120) | (110) | (116) | (116) | (116) | — | — | (464) | (348) |
| Non-GAAP other income and expense | \$ (496) | \$ 1,905 | \$ (98) | \$ 921 | \$ (147) | \$ (1,092) | \$ 1,706 | \$ (1,115) | \$ 236 | \$ 2,232 | \$ (648) |

GAAP to NON-GAAP Reconciliation (continued)

Net Income (Loss):

| | FY2024 | | | | FY2025 | | | | FY2026 | Fiscal Years | |
|---|-------------|------------|-------------|-------------|-------------|-------------|-----------|------------|------------|--------------|-------------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | FY24 | FY25 |
| | 6/30/23 | 9/30/23 | 12/31/23 | 3/31/24 | 6/30/24 | 9/30/24 | 12/31/24 | 3/31/25 | 6/30/25 | 3/31/24 | 3/31/25 |
| GAAP net income (loss) | \$ (15,327) | \$ (7,452) | \$ (21,222) | \$ (23,591) | \$ (10,290) | \$ (14,543) | \$ 3,022 | \$ (5,401) | \$ (4,315) | \$ (67,592) | \$ (27,212) |
| Amortization of acquired intangible assets | 5,100 | 5,100 | 5,100 | 5,095 | 5,099 | 5,099 | 5,098 | 3,808 | 3,501 | 20,395 | 19,104 |
| Stock-based compensation expense and related employer payroll taxes | 19,675 | 15,427 | 14,890 | 15,865 | 13,593 | 9,845 | 9,769 | 8,615 | 6,909 | 65,857 | 41,822 |
| Acquisition and integration costs | 343 | 307 | 102 | 145 | 123 | 193 | 244 | 541 | — | 897 | 1,101 |
| Legal and regulatory costs | 1,468 | 3,879 | 98 | 9,522 | 548 | (3,166) | (6,849) | 102 | 835 | 14,967 | (9,365) |
| Severance, transition and contract exit costs | 1,254 | 1,634 | 2,423 | 3,318 | 2,121 | 2,398 | 1,847 | 4,226 | 4,523 | 8,629 | 10,592 |
| Impairment of long-lived assets | — | — | 11,034 | — | — | — | — | — | — | 11,034 | — |
| Amortization of debt discount and issuance cost | 1,108 | 1,132 | 1,157 | 1,075 | 1,062 | 656 | 427 | 321 | 336 | 4,472 | 2,466 |
| (Gain) loss on debt extinguishment | 1,766 | — | — | — | — | 11,996 | 216 | 113 | 81 | 1,766 | 12,325 |
| (Gain) loss on warrants remeasurement | 250 | (2,781) | 1,297 | (942) | (1,747) | (263) | 813 | (1,028) | (209) | (2,176) | (2,225) |
| (Loss) gain on sale of assets | — | — | — | 179 | — | — | — | — | — | 179 | — |
| Other income | (117) | (117) | (120) | (110) | (116) | (116) | (116) | — | (926) | (464) | (348) |
| Income tax expense effects, net | — | — | — | — | — | — | — | — | — | — | — |
| Non-GAAP net income | \$ 15,520 | \$ 17,129 | \$ 14,759 | \$ 10,556 | \$ 10,393 | \$ 12,099 | \$ 14,471 | \$ 11,297 | \$ 10,735 | \$ 57,964 | \$ 48,260 |
| Interest expense | 8,970 | 8,929 | 8,878 | 8,575 | 8,894 | 7,249 | 5,415 | 4,832 | 4,558 | 35,352 | 26,390 |
| Provision (benefit) for income taxes | 1,444 | (389) | 521 | 2,066 | 676 | 1,098 | 908 | 467 | 1,276 | 3,642 | 3,149 |
| Depreciation | 2,126 | 1,964 | 2,043 | 2,168 | 1,908 | 1,848 | 1,866 | 1,765 | 1,690 | 8,301 | 7,387 |
| Amortization of capitalized internal-use software costs | 5,282 | 4,779 | 4,358 | 4,067 | 3,758 | 3,264 | 2,959 | 2,748 | 2,673 | 18,486 | 12,729 |
| Other expense (income), net | 496 | (1,905) | 98 | (1,471) | 147 | 1,092 | (1,706) | 1,115 | (236) | (2,782) | 648 |
| Adjusted EBITDA | \$ 33,838 | \$ 30,507 | \$ 30,657 | \$ 25,961 | \$ 25,776 | \$ 26,650 | \$ 23,913 | \$ 22,224 | \$ 20,696 | \$120,963 | \$ 98,563 |
| Shares used in computing net income (loss) per share amounts: | | | | | | | | | | | |
| Basic | 116,777 | 120,757 | 122,556 | 124,324 | 125,999 | 129,250 | 130,970 | 132,877 | 134,809 | 121,106 | 129,767 |
| Diluted | 118,445 | 122,624 | 124,253 | 125,962 | 127,433 | 131,294 | 135,742 | 138,678 | 138,569 | 122,560 | 133,654 |
| GAAP net income (loss) per share - Basic | \$ (0.13) | \$ (0.06) | \$ (0.17) | \$ (0.19) | \$ (0.08) | \$ (0.11) | \$ 0.02 | \$ (0.04) | \$ (0.03) | \$ (0.56) | \$ (0.21) |
| GAAP net income (loss) per share - Diluted | \$ (0.13) | \$ (0.06) | \$ (0.17) | \$ (0.19) | \$ (0.08) | \$ (0.11) | \$ 0.02 | \$ (0.04) | \$ (0.03) | \$ (0.56) | \$ (0.21) |
| Non-GAAP net income per share - Basic | \$ 0.13 | \$ 0.14 | \$ 0.12 | \$ 0.08 | \$ 0.08 | \$ 0.09 | \$ 0.11 | \$ 0.09 | \$ 0.08 | \$ 0.48 | \$ 0.37 |
| Non-GAAP net income per share - Diluted | \$ 0.13 | \$ 0.14 | \$ 0.12 | \$ 0.08 | \$ 0.08 | \$ 0.09 | \$ 0.11 | \$ 0.08 | \$ 0.08 | \$ 0.47 | \$ 0.36 |



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