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UNITED STATESSECURITIES AND EXCHANGE COMMISSIONWASHINGTON, D.C. 20549_____FORM 10-Q_____(Mark One)â˜’QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934For the quarterly period ended OctoberÂ 31, 2024ORâ˜TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934For the transition period from _____ to _____Commission File Number: 001-40348_____UiPath, Inc.(Exact Name of Registrant as Specified in its Charter)_____Delaware47-4333187(State or other jurisdiction ofincorporation or organization)(I.R.S. EmployerIdentification No.)One Vanderbilt Avenue, 60th FloorNew York, New York10017(Address of principal executive offices)(Zip Code)Registrantâ€™s telephone number, including area code: (844) 432-0455_____Securities registered pursuant to SectionÂ 12(b) of the Act:Title of each classTradingSymbol(s)Name of each exchange on which registeredClass A common stock, par value$0.00001 per sharePATHNew York Stock ExchangeIndicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Â Â Â Â YesÂ Â â˜Â Â Â Â NoÂ Â â˜Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (Â§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Â Â Â Â YesÂ Â â˜Â Â Â Â NoÂ Â â˜Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of â€œlarge accelerated filer,â€ â€œaccelerated filer,â€ â€œsmaller reporting company,â€ and â€œemerging growth companyâ€ in Rule 12b-2 of the Exchange Act.Large accelerated filerâ˜Acceleratedâ˜Non-accelerated filerâ˜SmallerÂ reportingÂ companyâ˜Emerging growth companyâ˜If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.Â â˜Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Â Â Â Â YesÂ Â â˜Â Â Â Â NoÂ Â â˜As of DecemberÂ 4, 2024, the registrant had 467,146,181 shares of Class A common stock and 82,452,748 shares of Class B common stock, each with a par value of $0.00001 per share, outstanding.Table of ContentsPagePART I.FINANCIAL INFORMATIONItem 1.Financial Statements (Unaudited)1Condensed Consolidated Balance Sheets1Condensed Consolidated Statements of Operations2Condensed Consolidated Statements of Comprehensive Loss3Condensed Consolidated Statements of Stockholdersâ€™ Equity4Condensed Consolidated Statements of Cash Flows6Notes to Condensed Consolidated Financial Statements7Item 2.Managementâ€™s Discussion and Analysis of Financial Condition and Results of Operations24Item 3.Quantitative and Qualitative Disclosures About Market Risk40Item 4.Controls and Procedures41PART II.OTHER INFORMATIONItem 1.Legal Proceedings43Item 1A.Risk Factors43Item 2.Unregistered Sales of Equity Securities and Use of Proceeds45Item 3.Defaults Upon Senior Securities45Item 4.Mine Safety Disclosures45Item 5.Other Information46Item 6.Exhibits47Signatures48Table of Contents SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTSThis Quarterly Report on Form 10-Q contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), about UiPath, Inc. and its consolidated subsidiaries (â€œUiPath,â€ the â€œCompany,â€ â€œwe,â€ â€œus,â€ or â€œourâ€) and our industry that involve substantial risks and uncertainties. All statements other than statements of historical fact contained in this Quarterly Report on Form 10-Q, including statements regarding our future results of operations or financial condition, business strategy, and plans and objectives of management for future operations, are forward-looking statements. In some cases, forward-looking statements can be identified because they contain words such as â€œanticipate,â€ â€œbelieve,â€ â€œcontemplate,â€ â€œcontinue,â€ â€œcould,â€ â€œestimate,â€ â€œexpect,â€ â€œintend,â€ â€œmay,â€ â€œplan,â€ â€œpossible,â€ â€œpotential,â€ â€œpredict,â€ â€œproject,â€ â€œshould,â€ â€œtarget,â€ â€œwill,â€ or â€œwould,â€ or the negative of these words or other similar terms or expressions. These forward-looking statements include, but are not limited to, statements concerning the following:â€¢our expectations regarding our revenue, annualized renewal run-rate ("ARR"), expenses, and other operating results;â€¢our ability to effectively manage our growth and achieve or sustain profitability;â€¢our ability to acquire new customers and successfully retain existing customers;â€¢the ability of the UiPath Platformâ„¢ to satisfy and adapt to customer demands and our ability to increase its adoption;â€¢our ability to grow our platform and release new functionality in a timely manner;â€¢future investments in our business, our anticipated capital expenditures, and our estimates regarding our capital requirements;â€¢the costs and success of our marketing efforts and our ability to evolve and enhance our brand;â€¢our growth strategies;â€¢the estimated addressable market opportunity for our platform and for automation in general;â€¢our reliance on key personnel and our ability to attract, integrate, and retain highly-qualified personnel and execute management transitions;â€¢our ability to obtain, maintain, and enforce our intellectual property rights and any costs associated therewith;â€¢the effect of significant events with macroeconomic impacts, including but not limited to military conflicts and other changes in geopolitical relationships and inflationary cost trends, on our business, industry, and the global economy;â€¢our reliance on third-party providers of cloud-based infrastructure;â€¢our ability to compete effectively with existing competitors and new market entrants, including new, potentially disruptive technologies;â€¢the size and growth rates of the markets in which we compete; andâ€¢the price volatility of our Class A common stock.These forward-looking statements should not be unduly relied upon or regarded as predictions of future events. The forward-looking statements contained in this Quarterly Report on Form 10-Q are based on our current expectations and projections about future events and trends that we believe may affect our business, financial condition, and operating results. The outcome of the events described in these forward-looking statements is subject to risks, uncertainties, and other factors described in the section titled "Risk Factors" and elsewhere in this Quarterly Report on Form 10-Q, and in the section titled "Risk Factors" and elsewhere in our Annual Report on Form 10-K for the fiscal year ended JanuaryÂ 31, 2024 filed with the Securities and Exchange Commission ("SEC") on MarchÂ 27, 2024 (the "2024 Form 10-K"). Moreover, we operate in a very competitive and rapidly changing environment. New risks and uncertainties emerge from time to time, and it is not possible for us to predict all risks and uncertainties that could have an impact on the forward-looking statements contained in this Quarterly Report on Form 10-Q. The results, events, and circumstances reflected in the forward-looking statements may not be achieved or occur, and actual results, events, or circumstances could differ materially from those described in the forward-looking statements.In addition, statements that â€œwe believe,â€ and similar statements reflect our beliefs and opinions on the relevant subject, based on information available to us as of the date of this Quarterly Report on Form 10-Q. While we believe such information provides a reasonable basis for these statements, that information may be limited or incomplete. Our statements should not be read to indicate that we have conducted an exhaustive inquiry into, or review of, all relevant information. Such statements are inherently uncertain, and investors are cautioned not to unduly rely on these statements.The forward-looking statements made in this Quarterly Report on Form 10-Q relate only to events as of the date on which the statements are made. We undertake no obligation to update any forward-looking statements made in this Quarterly Report on Form 10-Q to reflect events or circumstances after the date of this Quarterly Report on Form 10-Q or to reflect new information or the occurrence of unanticipated events, except as required by law. Our forward-looking statements do not reflect the potential impact of any future acquisitions, mergers, dispositions, joint ventures, or investments.Table of Contents PART Iâ€”FINANCIAL INFORMATIONItem 1. Financial Statements (Unaudited).UiPath, Inc.Condensed Consolidated Balance SheetsAmounts in thousands except per share data(unaudited)As ofOctober 31,2024January 31,2024ASSETSCurrent assetsCash and

cash equivalents$773,630Â $1,061,678Â Restricted cash438Â 438Â Marketable securities795,411Â 818,145Â Accounts receivable, net of allowance for credit losses of $2,238 and $1,119, respectively336,137Â 436,296Â Contract assets109,918Â 84,197Â Deferred contract acquisition costs79,644Â 74,678Â Prepaid expenses and other current assets81,300Â 104,980Â Total current assets2,176,478Â 2,580,412Â Marketable securities, non-current34,397Â â€”Â Contract assets, non-current12,618Â 6,214Â Deferred contract acquisition costs, non-current145,968Â 154,317Â Property and equipment, net25,132Â 23,982Â Operating lease right-of-use assets69,598Â 56,072Â Intangible assets, net9,331Â 14,704Â Goodwill89,864Â 89,026Â Deferred tax assets27,990Â 4,678Â Other assets, non-current71,915Â 25,353Â Total assets$2,663,291Â $2,954,758Â LIABILITIES AND STOCKHOLDERS' EQUITYCurrent liabilitiesAccounts payable$18,426Â $3,447Â Accrued expenses and other current liabilities93,883Â 83,997Â Accrued compensation and employee benefits88,794Â 137,442Â Deferred revenue494,370Â 486,805Â Total current liabilities695,473Â 711,691Â Deferred revenue, non-current149,361Â 161,027Â Operating lease liabilities, non-current76,798Â 58,713Â Other liabilities, non-current9,814Â 7,213Â Total liabilities931,446Â 938,644Â Commitments and contingencies (Note 9)Stockholders' equityPreferred stock, $0.00001 par value per share, 20,000 shares authorized; none issued and outstandingâ€”Â â€”Â Class A common stock, $0.00001 par value per share, 2,000,000 shares authorized; 504,084 and 492,660 shares issued; 467,207 and 486,820 shares outstanding, respectively5Â 5Â Class B common stock, $0.00001 par value per share, 115,741 shares authorized; 82,453 shares issued and outstanding1Â 1Â Treasury stock, at cost, 36,877 and 5,840 shares, respectively(486,985)(102,615)Additional paid-in capital4,249,569Â 4,024,079Â Accumulated other comprehensive income8,924Â 8,825Â Accumulated deficit(2,039,669)(1,914,181)Total stockholdersâ€™ equity1,731,845Â 2,016,114Â Total liabilities and stockholdersâ€™ equity$2,663,291Â $2,954,758Â The accompanying notes are an integral part of these condensed consolidated financial statements.1Table of Contents UiPath, Inc.Condensed Consolidated Statements of OperationsAmounts in thousands except per share data(unaudited)Three Months Ended October 31,Nine Months Ended October 31,20242023202420232023Revenue:Licenses$137,174Â $148,068Â $389,553Â $401,407Â Subscription services206,922Â 167,529Â 586,726Â 473,880Â Professional services and other10,557Â 10,324Â 29,739Â 27,532Â Total revenue354,653Â 325,921Â 1,006,018Â 902,819Â Cost of revenue:Licenses2,340Â 2,781Â 7,334Â 8,336Â Subscription services43,487Â 28,647Â 123,770Â 78,502Â Professional services and other17,936Â 18,492Â 51,304Â 55,736Â Total cost of revenue63,763Â 49,920Â 182,408Â 142,574Â Gross profit290,890Â 276,001Â 823,610Â 760,245Â Operating expenses:Sales and marketing187,188Â 191,282Â 561,657Â 521,413Â Research and development96,976Â 84,514Â 281,012Â 246,462Â General and administrative50,090Â 56,024Â 177,119Â 172,185Â Total operating expenses334,254Â 331,820Â 1,019,788Â 940,060Â Operating loss(43,364)(55,819)(196,178)(179,815)Interest income10,055Â 14,483Â 37,255Â 41,913Â Other income, net7,810Â 13,725Â 26,199Â 25,491Â Loss before income taxes(25,499)(27,611)(132,724)(112,411)(Benefit from) provision for income taxes(14,844)3,926Â (7,236)11,388Â Net loss$(10,655)$(31,537)$(125,488)$(123,799)Net loss per share, basic and diluted(0.02)(0.06)(0.22)(0.22)Weighted-average shares used in computing net loss per share, basic and diluted551,036Â 567,036Â 562,950Â 562,651Â The accompanying notes are an integral part of these condensed consolidated financial statements.2Table of Contents UiPath, Inc.Condensed Consolidated Statements of Comprehensive LossAmounts in thousands(unaudited)Three Months Ended October 31,Nine Months Ended October 31,20242023202420232023Net loss$(10,655)$(31,537)$(125,488)$(123,799)Other comprehensive income (loss), net of tax:Unrealized (loss) gain on available-for-sale marketable securities, net(313)277Â (342)259Â Foreign currency translation adjustments1,132Â (8,625)441Â (4,713)Other comprehensive income (loss), net819Â (8,348)99Â (4,454)Comprehensive loss$(9,836)$(39,885)$(125,389)$(128,253)The accompanying notes are an integral part of these condensed consolidated financial statements.3Table of Contents UiPath, Inc.Condensed Consolidated Statements of Stockholdersâ€™ EquityAmounts in thousands(unaudited)Common StockTreasury StockAdditional Paid-in CapitalAccumulated Other Comprehensive Income (Loss)Accumulated DeficitTotal Stockholdersâ€™ EquityClass AClass BSharesAmountSharesAmountSharesAmountAmountAmountAmountBalance as of January 31, 2024492,660Â $5Â 82,453Â $1Â (5,840)$(102,615)$4,024,079Â $8,825Â $(1,914,181)$2,016,114Â Issuance of common stock upon exercise of stock options1,426Â â€”Â â€”Â â€”Â â€”Â â€”Â 311Â â€”Â â€”Â 311Â Issuance of common stock upon settlement of restricted stock units3,843Â â€”Â â€”Â â€”Â â€”Â â€”Â â€”Â â€”Â â€”Â â€”Â Tax withholdings on settlement of restricted stock units(1,317)â€”Â â€”Â â€”Â â€”Â â€”Â (29,944)â€”Â â€”Â (29,944)Charitable donation of Class A common stock281Â â€”Â â€”Â â€”Â â€”Â 6,564Â â€”Â â€”Â 6,564Â Repurchase of Class A Common Stockâ€”Â â€”Â â€”Â (938)(22,005)â€”Â â€”Â â€”Â (22,005)Stock-based compensationâ€”Â â€”Â â€”Â â€”Â â€”Â 88,785Â â€”Â â€”Â 88,785Â Other comprehensive loss, netâ€”Â â€”Â â€”Â â€”Â â€”Â â€”Â (4,085)â€”Â (4,085)Net lossâ€”Â â€”Â â€”Â â€”Â â€”Â â€”Â (28,736)(28,736)Balance as of April 30, 2024496,893Â $5Â 82,453Â $1Â (6,778)$(124,620)$4,089,795Â $4,740Â $(1,942,917)$2,027,004Â Issuance of common stock upon exercise of stock options727Â â€”Â â€”Â â€”Â â€”Â â€”Â 331Â â€”Â â€”Â 331Â Issuance of common stock upon settlement of restricted stock units3,970Â â€”Â â€”Â â€”Â â€”Â â€”Â â€”Â â€”Â â€”Â Vesting of early exercised stock optionsâ€”Â â€”Â â€”Â â€”Â â€”Â 1Â â€”Â â€”Â 1Â Tax withholdings on settlement of restricted stock units(1,293)â€”Â â€”Â â€”Â â€”Â â€”Â (16,727)â€”Â â€”Â (16,727)Repurchase of Class A Common Stockâ€”Â â€”Â â€”Â â€”Â (16,326)(197,427)â€”Â â€”Â â€”Â (197,427)Issuance of common stock under employee stock purchase plan865Â â€”Â â€”Â â€”Â â€”Â 8,824Â â€”Â â€”Â 8,824Â Stock-based compensationâ€”Â â€”Â â€”Â â€”Â â€”Â 94,307Â â€”Â â€”Â 94,307Â Other comprehensive income, netâ€”Â â€”Â â€”Â â€”Â â€”Â â€”Â 3,365Â â€”Â 3,365Â Net lossâ€”Â â€”Â â€”Â â€”Â â€”Â â€”Â (86,097)(86,097)Balance as of July 31, 2024501,162Â $5Â 82,453Â $1Â (23,104)$(322,047)$4,176,531Â $8,105Â $(2,029,014)$1,833,581Â Issuance of common stock upon exercise of stock options520Â â€”Â â€”Â â€”Â â€”Â â€”Â 291Â â€”Â â€”Â 291Â Issuance of common stock upon settlement of restricted stock units3,555Â â€”Â â€”Â â€”Â â€”Â â€”Â â€”Â â€”Â â€”Â Vesting of early exercised stock optionsâ€”Â â€”Â â€”Â â€”Â â€”Â 1Â â€”Â â€”Â 1Â Tax withholdings on settlement of restricted stock units(1,153)â€”Â â€”Â â€”Â â€”Â â€”Â (14,744)â€”Â â€”Â (14,744)Repurchase of Class A Common Stockâ€”Â â€”Â â€”Â â€”Â (13,773)(164,938)â€”Â â€”Â â€”Â (164,938)Stock-based compensationâ€”Â â€”Â â€”Â â€”Â â€”Â â€”Â 87,490Â â€”Â â€”Â 87,490Â Other comprehensive income, netâ€”Â â€”Â â€”Â â€”Â â€”Â â€”Â 819Â â€”Â 819Â Net lossâ€”Â â€”Â â€”Â â€”Â â€”Â â€”Â (10,655)(10,655)Balance as of October 31, 2024504,084Â $5Â 82,453Â $1Â (36,877)$(486,985)$4,249,569Â $8,924Â $(2,039,669)$1,731,845Â 4Table of Contents Common StockTreasury StockAdditional Paid-in CapitalAccumulated Other Comprehensive IncomeAccumulated DeficitTotal Stockholdersâ€™ EquityClass AClass BSharesAmountSharesAmountAmountAmountAmountBalance as of January 31, 2023474,160Â $5Â 82,453Â $1Â â€”Â $â€”Â $3,736,838Â $7,612Â $(1,824,298)$1,920,158Â Issuance of common stock upon exercise of stock options898Â â€”Â â€”Â â€”Â â€”Â â€”Â 1,175Â â€”Â â€”Â 1,175Â Issuance of common stock upon 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purchase plan832Â â€”Â â€”Â â€”Â â€”Â 9,313Â â€”Â â€”Â 9,313Â Stock-based compensationâ€”Â â€”Â â€”Â â€”Â â€”Â 102,148Â â€”Â â€”Â 102,148Â Other comprehensive income, netâ€”Â â€”Â â€”Â â€”Â â€”Â â€”Â 1,432Â â€”Â 1,432Â Net lossâ€”Â â€”Â â€”Â â€”Â â€”Â â€”Â (60,361)(60,361)Balance as of Balance as of July 31, 2023484,128Â $5Â 82,453Â $1Â â€”Â $â€”Â $3,888,414Â $11,506Â $(1,916,560)$1,983,366Â Issuance of common stock upon exercise of stock options837Â â€”Â â€”Â â€”Â â€”Â â€”Â 1,516Â â€”Â â€”Â 1,516Â Vesting of early exercised stock optionsâ€”Â â€”Â â€”Â â€”Â â€”Â 1Â â€”Â â€”Â 1Â Issuance of common stock upon settlement of restricted stock units4,639Â â€”Â â€”Â â€”Â â€”Â â€”Â â€”Â â€”Â â€”Â Tax withholdings on settlement of restricted stock units(1,583)â€”Â â€”Â â€”Â â€”Â â€”Â (27,047)â€”Â â€”Â (27,047)Repurchase of Class A Common Stockâ€”Â â€”Â â€”Â â€”Â (3,239)(52,649)â€”Â â€”Â â€”Â (52,649)Stock-based compensationâ€”Â â€”Â â€”Â â€”Â â€”Â 95,911Â â€”Â â€”Â 95,911Â Other comprehensive loss, netâ€”Â â€”Â â€”Â â€”Â â€”Â â€”Â (8,348)â€”Â (8,348)Net lossâ€”Â â€”Â â€”Â â€”Â â€”Â â€”Â (31,537)(31,537)Balance as of October 31, 2023488,021Â $5Â 82,453Â $1Â (3,239)$(52,649)$3,958,795Â $3,158Â $(1,948,097)$1,961,213Â The accompanying notes are an integral part of these condensed consolidated financial statements.5Table of Contents UiPath, Inc.Condensed Consolidated Statements of Cash FlowsAmounts in thousands(unaudited)Nine Months Ended October 31,20242023Cash flows from operating activitiesNet loss$(125,488)$(123,799)Adjustments to reconcile net loss to net cash provided by operating activities:Depreciation and amortization14,017Â 16,555Â Amortization of deferred contract acquisition costs62,951Â 52,828Â Net amortization on marketable securities(26,552)(19,556)Stock-based compensation expense270,520Â 283,025Â Charitable donation of Class A common stock6,564Â 4,215Â Non-cash operating lease expense11,762Â 9,663Â Provision for deferred income taxes(20,773)(1,040)Other non-cash credits, net(57)(4,864)Changes in operating assets and liabilities:Accounts receivable98,062Â (1,507)Contract assets(32,179)(14,875)Deferred contract acquisition costs(59,657)(71,727)Prepaid expenses and other assets10,228Â 17,247Â Accounts payable14,954Â 5,767Â Accrued expenses and other liabilities11,230Â 22,309Â Accrued compensation and employee benefits(48,587)(40,590)Operating lease liabilities, net(10,750)(10,296)Deferred revenue(1,762)30,125Â Net cash provided by operating activities174,483Â 153,480Â Cash flows from investing activitiesPurchases of marketable securities(1,162,243)(1,006,606)Maturities of marketable securities1,176,776Â 576,480Â Purchases of property and equipment(7,531)(3,558)Purchases of investments(35,809)â€”Â Other investing, netâ€”Â 2,754Â Net cash used in investing activities(28,807)(430,930)Cash flows from financing activitiesRepurchases of Class A common stock(381,403)(52,649)Proceeds from exercise of stock options934Â 5,421Â Payments of tax withholdings on net settlement of equity awards(60,483)(75,495)Net receipts (payments) of tax withholdings on sell-to-cover equity award transactions99Â (645)Proceeds from employee stock purchase plan contributions12,893Â 14,253Â Payment of deferred consideration related to business acquisition(5,570)(5,863)Net cash used in financing activities(433,530)(114,978)Effect of exchange rate changes(194)(6,167)Net decrease in cash, cash equivalents, and restricted cash(288,048)(398,595)Cash, cash equivalents, and restricted cash - beginning of period1,062,116Â 1,402,119Â Cash, cash equivalents, and restricted cash - end of period$774,068Â $1,003,524Â Supplemental disclosure of cash flow informationCash paid for interest$309Â $515Â Cash paid for income taxes, net15,698Â 9,136Â Supplemental disclosure of non-cash investing and financing activitiesProperty and equipment purchases included in accounts payable454Â â€”Â Payable for marketable securities purchaseâ€”Â 9,747Â Tax withholdings on net settlement of restricted stock units, accrued but not yet paid4,293Â 6,833Â The accompanying notes are an integral part of these condensed consolidated financial statements.6Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements(unaudited)1. Organization and Description of BusinessDescription of BusinessUiPath, Inc. ("UiPath," the â€œCompany,â€ â€œwe,â€ â€œus,â€ or â€œourâ€) was incorporated in Delaware in June 2015 and is headquartered in New York, New York. Our AI-powered UiPath Platformâ„¢ offers a robust set of capabilities that allows our customers to discover opportunities for automation, automate using natural language and a digital workforce that seamlessly collaborates with humans, and operate a mission critical automation program at scale.2. Summary of Significant Accounting PoliciesOur significant accounting policies are discussed in greater scope and detail in Note 2, Summary of Significant Accounting Policies, in the notes to consolidated financial statements included in the 2024 Form 10-K. There have been no significant changes to such policies during the nine months ended OctoberÂ 31, 2024.Basis of PresentationThe accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (â€œU.S. GAAPâ€) and applicable regulations of the SEC regarding interim financial reporting. As permitted under those rules, certain footnotes or other financial information that are normally required by U.S. GAAP may be condensed or omitted. The accompanying unaudited condensed consolidated financial statements and related financial information should be read in conjunction with the audited consolidated financial statements and the accompanying notes thereto for the fiscal year ended JanuaryÂ 31, 2024, which are included in the 2024 Form 10-K. The unaudited condensed consolidated financial statements have been prepared on the same basis as our audited consolidated financial statements and, in the opinion of management, reflect all adjustments, consisting only of normal recurring adjustments, that are necessary for the fair presentation of our financial information. The unaudited condensed consolidated financial statements include the financial statements of UiPath, Inc. and its subsidiaries in which we hold a controlling financial interest. Intercompany transactions and accounts have been eliminated in consolidation.The results of operations for the nine months ended OctoberÂ 31, 2024 are not necessarily indicative of the results to be expected for the fiscal year ending JanuaryÂ 31, 2025 or for any other future interim or annual period.Fiscal YearOur fiscal year ends on JanuaryÂ 31. References to fiscal year 2025, for example, refer to the fiscal year ending JanuaryÂ 31, 2025.Use of EstimatesThe preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the amounts of assets and liabilities at the balance sheet date and the amounts of revenue and expenses reported during the period. We evaluate estimates based on historical and anticipated results, trends, and various other assumptions. Such estimates include, but are not limited to, certain aspects of revenue recognition, expected period of benefit for deferred contract acquisition costs, allowance for credit losses, fair value of financial assets and liabilities, fair value of acquired assets and assumed liabilities, useful lives of long-lived assets, capitalized software development costs, carrying value of operating lease right-of-use (â€œROUâ€) assets and operating lease liabilities, incremental borrowing rates for operating leases, amount of stock-based compensation expense, timing and amount of contingencies, costs related to our restructuring actions, uncertain tax positions, and valuation allowance for deferred income taxes. Actual results could differ from these estimates and assumptions.7Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)Foreign CurrencyThe functional currency of our non-U.S. subsidiaries is the local currency. Asset and liability balances denominated in non-U.S. dollar currencies are translated into U.S. dollars using period-end exchange rates, while revenue and expenses are translated using average monthly exchange rates. Differences are included in stockholdersâ€™ equity as a component of accumulated other comprehensive income. Financial assets and liabilities denominated in currencies other than the functional currency are recorded at the exchange rate at the time of the transaction and subsequent gains and losses related to changes in the foreign currency are included in other income, net in the condensed consolidated statements of operations. For the three months ended OctoberÂ 31, 2024 and 2023, we recognized foreign currency transaction (losses) gains of $(0.3) million and $4.3 million, respectively. For the nine months ended OctoberÂ 31, 2024 and 2023, we recognized foreign currency transaction gains of $1.9 million and $2.9 million, respectively.Concentration of RisksFinancial instruments that potentially subject us to significant concentrations of credit risk consist principally of cash and cash equivalents, marketable securities, and accounts receivable.We maintain our cash balance at financial institutions that management believes are high-credit, quality financial institutions, where our deposits, at times, exceed Federal Deposit Insurance Corporation (â€œFDICâ€) limits. As of OctoberÂ 31, 2024 and JanuaryÂ 31, 2024, 89% and 91%, respectively, of our cash and cash equivalents were concentrated in the U.S., European Union (â€œEUâ€) countries, and Japan.The selection of investments in marketable securities is governed by our investment policy. The policy aims to emphasize principles of safety and liquidity, with the overall objective of earning an attractive rate of return while limiting exposure to risk of loss and avoiding inappropriate concentrations. We use this policy to guide our investment decisions as it stipulates, among other things, a list of eligible investment types, minimum ratings and other restrictions for each type, and overall portfolio composition constraints.With regard to accounts receivable, we extend differing levels of credit to customers based on creditworthiness, do not require collateral deposits, and maintain reserves for expected credit losses from uncollectible accounts receivable. We manage credit risk related to our customers by performing periodic evaluations of creditworthiness and applying other credit risk monitoring procedures. Significant customers are those that represent 10% or more of our total revenue for the period or accounts receivable at the balance sheet date. For the three and nine months ended OctoberÂ 31, 2024 and 2023, no single customer accounted for 10% or more of our total revenue. As of OctoberÂ 31, 2024 and JanuaryÂ 31, 2024, no

single customer accounted for 10% or more of our accounts receivable.Recently Issued Accounting PronouncementsIn November 2023, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2023-07, Segment Reporting (Topic 280): Improvements to Reportable Segment Disclosures. ASU No. 2023-07 is intended to improve reportable segments disclosures requirements, primarily through enhanced disclosures about significant segment expenses. ASU No. 2023-07 will be effective for us for annual reporting periods beginning after December 15, 2023 and for interim reporting periods within fiscal years beginning after December 15, 2024. We will adopt ASU No. 2023-07 beginning with our Annual Report on Form 10-K for the fiscal year ending January 31, 2025. Although the guidance requires certain additional disclosures, we do not expect the adoption to have a material impact on our condensed consolidated financial statements.In December 2023, the FASB issued ASU No. 2023-09, Income Taxes (Topic 740): Improvements to Income Tax Disclosures. ASU No. 2023-09 will require additional tax disclosures, predominantly related to the effective income tax rate reconciliation and income taxes paid. ASU No. 2023-09 will be effective for us for annual periods beginning after December 15, 2024. Early adoption is permitted. We are currently evaluating the impact of this pronouncement on our condensed consolidated financial statements.In November 2024, the FASB issued ASU No. 2024-03, Income Statementâ€"Reporting Comprehensive Incomeâ€"Expense Disaggregation Disclosures. ASU No. 2024-03 requires additional disclosure on specific expense categories included in the expense captions presented on the statements of operations, and may be applied 8Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)prospectively or retrospectively. ASU No. 2024-03 is effective for annual reporting periods beginning after December 15, 2026 and for interim reporting periods beginning after December 15, 2027. Early adoption is permitted. We are currently evaluating the impact of this pronouncement on our condensed consolidated financial statements.3. Revenue RecognitionDisaggregation of RevenueThe following tables summarize revenue by geographical region (dollars in thousands):Â Three Months Ended October 31,20242023AmountPercentageÂ of RevenueAmountPercentageÂ of RevenueAmericas (1)$178,837Â 50Â %$174,226Â 53Â %Europe, Middle East, and Africa113,031Â 32Â %93,782Â 29Â %Asia-Pacific (2)62,785Â 18Â %57,913Â 18Â %Total revenue$354,653Â 100Â %$325,921Â 100Â %(1)Revenue from the U.S. represented 46% and 48% of our total revenues for the three months ended OctoberÂ 31, 2024 and 2023, respectively.(2)Revenue from Japan represented 7% and 7% of our total revenues for the three months ended OctoberÂ 31, 2024 and 2023, respectively.Nine Months Ended October 31,20242023AmountPercentageÂ of RevenueAmountPercentageÂ of RevenueAmericas (1)$482,539Â 48Â %$437,396Â 48Â %Europe, Middle East, and Africa315,647Â 31Â %271,722Â 30Â %Asia-Pacific (2)207,832Â 21Â %193,701Â 22Â %Total revenue$1,006,018Â 100Â %$902,819Â 100Â %(1)Revenue from the U.S. represented 44% and 44% of our total revenues for the nine months ended OctoberÂ 31, 2024 and 2023, respectively.(2)Revenue from Japan represented 10% and 10% of our total revenues for the nine months ended OctoberÂ 31, 2024 and 2023, respectively.Deferred RevenueDuring the nine months ended OctoberÂ 31, 2024 and 2023, we recognized $421.7 million and $331.1 million of revenue that was included in the deferred revenue balance as of JanuaryÂ 31, 2024 and 2023, respectively.Remaining Performance ObligationsOur remaining performance obligations are comprised of licenses, subscription services, and professional services not yet delivered. As of OctoberÂ 31, 2024, the aggregate amount of the transaction price allocated to remaining performance obligations was $1,127.6 million, which consists of $643.7 million of billed consideration and $483.9 million of unbilled consideration. We expect to recognize 64% of our remaining performance obligations as revenue over the next 12 months, and the remainder thereafter.Deferred Contract Acquisition CostsOur deferred contract acquisition costs are comprised of sales commissions that represent incremental costs to obtain customer contracts, and are determined based on sales compensation plans. Amortization of deferred contract acquisition costs was $23.6 million and $21.6 million for the three months ended OctoberÂ 31, 2024, and 2023, respectively, and $63.0 million and $52.8 million for the nine months ended OctoberÂ 31, 2024 and 2023, 9Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)respectively, and is recorded in sales and marketing expense in the condensed consolidated statements of operations.4. Marketable SecuritiesThe following is a summary of our marketable securities (in thousands):Â As of October 31, 2024Amortized CostGross Unrealized GainsGross Unrealized LossesEstimated Fair ValueCommercial paper$41,864Â $18Â $â€"Â $41,882Â Treasury bills and U.S. government securities674,654Â â€"Â (526)674,128Â Corporate bonds108,606Â 76Â â€"Â 108,682Â Yankee bonds4,677Â â€"Â (11)4,666Â Agency bonds450Â â€"Â â€"Â 450Â Total marketable securities$830,251Â $94Â (537)829,808Â As of January 31, 2024Amortized CostGross Unrealized GainsGross Unrealized LossesEstimated Fair ValueTreasury bills and U.S. government securities641,263Â 29Â (100)641,192Â Corporate bonds1,993Â â€"Â (2)1,991Â Agency bonds174,990Â â€"Â (28)174,962Â Total marketable securities$818,246Â $29Â (130)818,145Â As of OctoberÂ 31, 2024 and JanuaryÂ 31, 2024, $34.4 million and none, respectively, of our marketable securities had remaining contractual maturities of one year or more.As of OctoberÂ 31, 2024 and JanuaryÂ 31, 2024, $2.1 million and $3.3 million, respectively, of interest receivable was included in prepaid expenses and other current assets on the condensed consolidated balance sheets. We did not recognize an allowance for credit losses against interest receivable as of OctoberÂ 31, 2024 and JanuaryÂ 31, 2024.Unrealized losses during the periods presented are a result of changes in market conditions. We do not believe that any unrealized losses are attributable to credit-related factors based on our evaluation of available evidence. To determine whether a decline in value is related to credit loss, we evaluate, among other factors, the extent to which the fair value is less than the amortized cost basis and any adverse conditions specifically related to an issuer of a security or its industry. 10Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)5. Fair Value MeasurementThe following tables present the fair value hierarchy of our financial assets measured at fair value on a recurring basis as of OctoberÂ 31, 2024 and JanuaryÂ 31, 2024 (in thousands):Â Â As of October 31, 2024Â Level 1Level 2Level 3TotalMoney market$297,093Â $â€"Â $â€"Â $297,093Â Total cash equivalents297,093Â â€"Â â€"Â 297,093Â Commercial paperâ€"Â 41,882Â â€"Â 41,882Â Treasury bills and U.S. government securities674,128Â â€"Â â€"Â 674,128Â Corporate bondsâ€"Â 108,682Â â€"Â 108,682Â Yankee bondsâ€"Â 4,666Â â€"Â 4,666Â Agency bonds450Â â€"Â â€"Â 450Â Total marketable securities674,578Â 155,230Â â€"Â 829,808Â Other investments carried at fair valueâ€"Â â€"Â 12,252Â 12,252Â Total$971,671Â $155,230Â $12,252Â $1,139,153Â Â As of January 31, 2024Â Level 1Level 2Level 3TotalMoney market$509,053Â $â€"Â $â€"Â $509,053Â Total cash equivalents509,053Â â€"Â â€"Â 509,053Â Treasury bills and U.S. government securities641,192Â â€"Â â€"Â 641,192Â Corporate bondsâ€"Â 1,991Â â€"Â 1,991Â Agency bonds174,962Â â€"Â â€"Â 174,962Â Total marketable securities816,154Â 1,991Â â€"Â 818,145Â Total$1,325,207Â $1,991Â $â€"Â $1,327,198Â Our money market funds, treasury bills and U.S. government securities, and agency bonds are classified within LevelÂ 1 of the fair value hierarchy because they are valued based on quoted market prices in active markets. We classify commercial paper, Yankee bonds, and corporate bonds as LevelÂ 2 because they are valued using inputs other than quoted prices which are directly or indirectly observable in the market, including readily-available pricing sources for the identical underlying security which may not be actively traded. Other investments carried at fair value, which consist of convertible bonds of private company H.AI (the "H company") purchased during the nine months ended OctoberÂ 31, 2024, are classified as Level 3 because their valuation relies on significant unobservable inputs. None of our financial instruments were classified in the Level 3 category as of JanuaryÂ 31, 2024.6. Intangible Assets and GoodwillIntangible Assets, NetAcquired intangible assets, net consisted of the following as of OctoberÂ 31, 2024 (dollars in thousands):Â Â IntangibleÂ Assets, GrossAccumulated AmortizationIntangible Assets, NetWeighted-Average Remaining Useful Life (years)Developed technology$29,061Â $(21,260)$7,801Â 2.4Customer relationships8,338Â (7,503)835Â 0.8Trade names and trademarks271Â (271)â€"Â 0.0Other intangibles1,231Â (536)695Â 6.6Total$38,901Â $(29,570)$9,331Â 11Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)Acquired intangible assets, net consisted of the following as of JanuaryÂ 31, 2024 (dollars in thousands):Â IntangibleÂ Assets, GrossAccumulated AmortizationIntangible Assets, NetWeighted-Average Remaining Useful Life (years)Developed technology$28,807Â $(16,881)$11,926Â 2.8Customer relationships8,266Â (6,306)1,960Â 1.3Trade names and trademarks272Â (266)6Â 0.2Other intangibles1,231Â (419)812Â 7.0Total$38,576Â $(23,872)$14,704Â We record amortization expense associated with acquired developed technology in cost of licenses revenue and cost of subscription services revenue, trade names and trademarks in sales and marketing expense, customer relationships in sales and marketing expense, and other intangibles in general and administrative expense in the condensed consolidated statements of operations. Amortization of acquired intangible assets was $1.7 million and $2.1 million for the three months ended OctoberÂ 31, 2024 and 2023, respectively, and $5.5 million and $6.4 million for the nine months ended OctoberÂ 31, 2024 and 2023, respectively.Expected future amortization expense related to intangible assets was as follows as of OctoberÂ 31, 2024 (in thousands):Â AmountRemainder of year ending January 31, 2025$1,186Â Year ending January 31,20264,163Â 20272,494Â 20281,186Â 2029101Â Thereafter201Â Total$9,331Â GoodwillChanges in the carrying amount of goodwill during the nine months ended OctoberÂ 31, 2024 were as follows (in thousands):Â Carrying AmountBalance as of January 31, 2024$89,026Â Effect of foreign currency translation838Â Balance as of October 31, 2024$89,864Â 7. Operating LeasesOur operating leases consist of real estate and vehicles and have remaining lease terms of one year to 13 years. For purposes of calculating operating lease liabilities, lease terms may be deemed to include options to extend the lease when it is reasonably certain that we will exercise those options. Our operating lease arrangements do not contain any material restrictive covenants or residual value guarantees.12Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)Lease costs are presented below (in thousands):Three Months Ended October 31,Nine Months Ended October 31,20242023Operating lease cost$4,200Â $3,364Â $11,762Â $9,663Â Short-term lease cost952Â 1,225Â 3,099Â 3,845Â Variable lease cost542Â 493Â 1,476Â 1,639Â Sublease income (1)â€"Â (426)â€"Â (1,491)Total$5,694Â $4,656Â $16,337Â $13,656Â (1) Included in other income, net in the condensed consolidated statements of operations.The following table represents the weighted-average remaining lease term and discount rate as of the periods presented:As ofOctober 31,2024January 31,2024Weighted-average remaining lease term (years)10.210.7Weighted-average discount rate7.7Â %7.1Â %Future undiscounted lease payments for our operating lease liabilities as of OctoberÂ 31, 2024 were as follows (in thousands):AmountRemainder of year ending January 31, 2025$4,196Â Year ending January 31,20269,525Â 202714,589Â 202813,192Â 20299,792Â Thereafter65,690Â Total operating lease payments116,984Â Less: imputed interest(35,384)Total operating lease liabilities$81,600Â As of OctoberÂ 31, 2024, we had non-cancellable commitments in the amount of $0.5 million related to operating leases of real estate facilities that have not yet commenced.Current operating lease liabilities of $4.8 million and $8.4 million were included in accrued expenses and other current liabilities on our condensed consolidated balance sheets as of OctoberÂ 31, 2024 and JanuaryÂ 31, 2024, respectively.Supplemental cash flow information related to leases for the three and nine months ended OctoberÂ 31, 2024 and 2023 was as follows (in thousands):Three Months Ended October 31,Nine Months Ended October 31,20242023Cash paid for amounts included in the measurement of operating lease liabilities$1,725Â $3,486Â $9,043Â $9,646Â Operating lease ROU assets obtained in exchange for new operating lease liabilities1,014Â 4,139Â 20,806Â 8,820Â 13Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)8. Condensed Consolidated Balance Sheet ComponentsPrepaid Expenses and Other Current AssetsPrepaid expenses and other current assets consisted of the following (in thousands):As ofOctober 31,2024January 31,2024Prepaid expenses and service credits$59,226Â $87,781Â Other current assets22,074Â 17,199Â Prepaid expenses and other current assets$81,300Â $104,980Â Property and Equipment, NetProperty and equipment, net consisted of the following (in thousands):As ofOctober 31,2024January 31,2024Computers and equipment$24,274Â $23,767Â Leasehold improvements30,486Â 21,756Â Furniture and fixtures7,122Â 6,640Â Construction in progress1,888Â 4,560Â Other646Â 632Â Property and equipment, gross64,416Â 57,355Â Less: accumulated depreciation(39,284)(33,373)Property and equipment, net$25,132Â $23,982Â Depreciation expense for the three months ended OctoberÂ 31, 2024 and 2023 was $2.1 million and $2.7 million, respectively. Depreciation expense for the nine months ended OctoberÂ 31, 2024 and 2023 was $6.7 million and $8.5 million, respectively.Other Assets, Non-CurrentAs of OctoberÂ 31, 2024 and JanuaryÂ 31, 2024, other assets, non-current included $25.5 million and $1.5 million, respectively, related to equity investments in private companies without readily determinable fair values. As a measurement alternative, these investments are reported at cost and are assessed periodically to determine whether their carrying value must be adjusted for observable changes in price or indicators of impairment.As of OctoberÂ 31, 2024, other assets, non-current also included $12.3 million related to private-company convertible bonds, which are carried at fair value. Refer to Note 5, Fair Value Measurement for further information.14Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)Accrued Expenses and Other Current LiabilitiesAccrued expenses and other current liabilities consisted of the following (in thousands):As ofOctober 31,2024January 31,2024Accrued expenses (1)$34,951Â $13,414Â Withholding tax from employee equity transactions4,309Â 3,277Â Employee stock purchase plan withholdings7,625Â 3,618Â Payroll taxes and other benefits payable8,174Â 3,888Â Income taxes payable5,418Â 7,140Â Value-added taxes payable1,448Â 6,480Â Operating lease liabilities, current4,802Â 8,357Â Loan note related to fiscal year 2023 acquisition of Re:Infer LTD (paid July 29, 2024)â€"Â 5,570Â Rebates payable to partners7,633Â 7,289Â Cloud infrastructure liabilities (1)8,495Â 5,044Â Other11,028Â 19,920Â Accrued expenses and other current liabilities$93,883Â $83,997Â (1) Prior period amounts have been expanded to conform to current period presentation9. Commitments and ContingenciesLetters of CreditWe had a total of $2.8 million and $2.6 million in letters of credit outstanding in favor of certain landlords for office space as of OctoberÂ 31, 2024 and JanuaryÂ 31, 2024, respectively. These letters of credit renew annually and expire on various dates through fiscal year 2026.IndemnificationIn the ordinary course of business, we may provide indemnification of varying scope and terms to customers, vendors, directors, and officers with respect to certain matters, including, but not limited to, losses arising out of our breach of such agreements, services to be provided by us, or from intellectual property infringement claims made by third parties.These indemnification provisions may survive termination of the underlying agreement and the potential amount of future payments we could be required to make under these indemnification provisions may not be subject to maximum loss clauses. The maximum potential amount of future payments we could be required to make under these indemnification provisions is indeterminable. As of OctoberÂ 31, 2024 and JanuaryÂ 31, 2024, we have not accrued a liability for these indemnification arrangements because the likelihood of incurring a payment obligation, if any, in connection with these indemnification arrangements was remote.15Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)Workforce RestructuringOn July 8, 2024, our board of directors approved restructuring actions to manage our operating expenses. These changes reflect efforts to reshape the organization by streamlining our structure, particularly in operational and corporate functions, to better prioritize our go-to-market investments and focus our research and development investments on artificial intelligence ("AI") and driving innovation across our platform.For the nine months ended OctoberÂ 31, 2024, we incurred $15.7 million of expense associated with employee termination benefits in connection with these restructuring actions.The following table shows the total amount incurred, and the liability, which is recorded in accrued compensation and employee benefits in the condensed consolidated balance sheets, for restructuring-related employee termination benefits as of OctoberÂ 31, 2024 (in thousands): Employee Termination BenefitsAccrued restructuring costs as of JanuaryÂ 31, 2024(1)$335Â Restructuring costs incurred during the nine months ended OctoberÂ 31, 202415,652Â Amount paid during the nine months ended OctoberÂ 31, 2024(11,475)Accrued restructuring costs as of OctoberÂ 31, 2024$4,512Â (1) Opening balance relates to our fiscal year 2023 workforce restructuring actions, which were concluded during the second quarter of fiscal year 2024.The following table shows the total restructuring costs incurred during the nine months ended OctoberÂ 31, 2024 (in thousands):Employee Termination BenefitsCost of subscription services revenue$325Â Cost of professional services and other revenue105Â Sales and marketing9,927Â Research and development1,868Â General and administrative3,427Â Total$15,652Â Defined Contribution PlansWe sponsor retirement plans for qualifying employees, including a 401(k)Â plan in the U.S. and defined contribution plans in certain other countries, to which we make matching contributions. Our total matching contributions to all defined contribution plans were $3.5 million and $3.3 million for the three months ended OctoberÂ 31, 2024 and 2023, respectively, and $13.7 million and $12.4 million for the nine months ended OctoberÂ 31, 2024 and 2023, respectively.LitigationFrom time to time, we may be involved in lawsuits, claims, investigations, and proceedings, consisting of intellectual property, commercial, employment, and other matters which arise in the ordinary course of business. In accordance with ASCÂ 450,Â Contingencies, we make a provision for a liability when it is both probable that a liability has been incurred and the amount of the loss can be reasonably estimated.UiPath and certain of its officers and directors are currently parties to the following litigation matters:On September 6, 2023, a putative class action lawsuit was filed in the United States District Court for the Southern District of New York against UiPath, then Co-Chief Executive Officer ("Co-CEO") Daniel Dines, and Chief Financial Officer ("CFO") Ashim Gupta, captioned In re UiPath, Inc. Securities Litigation (the "2023 Securities Action"). The initial complaint asserted claims under Sections 10(b) and 20(a) of the Exchange Act, and alleged that defendants made material misstatements and omissions, including regarding UiPathâ€™s competitive position and its 16Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)financial results. On January 26, 2024, the lead plaintiff in the 2023 Securities Action filed an amended complaint, and on March 26, 2024, filed a further amended complaint, which alleges Securities Act claims under Sections 11 and 15 as well as Exchange Act claims under Section 10(b), Rule 10b-5, and Section

20(a). In support of the Securities Act claims, the plaintiff alleges material misstatements and omissions in UiPathâ€™s April 2021 Registration Statement, including regarding UiPathâ€™s competitive position and its financial results. The operative complaint is purportedly brought on behalf of a putative class of persons who purchased or otherwise acquired UiPath common stock between April 21, 2021 and September 27, 2022. It seeks unspecified monetary damages, costs and attorneysâ€™ fees, and other unspecified relief as the Court deems appropriate. On April 23, 2024, the defendants moved to dismiss the second amended complaint. On November 4, 2024, the Court issued its opinion and order on the motion to dismiss, wherein it dismissed all claims against Mr. Gupta and dismissed all claims under the Securities Act against UiPath and Mr. Dines, but allowed the case to proceed with respect to two statements relating to competition that the plaintiffs allege violated the Exchange Act. Discovery will now proceed accordingly.On November 30, 2023, a purported shareholder derivative lawsuit was filed in the United States District Court for the Eastern District of New York against UiPath, as nominal defendant, and then Co-CEO Daniel Dines, CFO Ashim Gupta, and several of UiPathâ€™s current and former directors. The case is captioned Polilingua Limited v. Daniel Dines, et al. The lawsuit alleges that the individual defendants breached their fiduciary duties and committed other alleged misconduct in connection with the statements at issue in the 2023 Securities Action and by causing UiPath to repurchase shares at allegedly inflated prices. The plaintiff seeks unspecified damages and/or restitution on behalf of UiPath, as well as costs and attorneysâ€™ fees and certain changes to UiPathâ€™s corporate governance and internal controls. Similar cases were filed in the District of Delaware (captioned In re UiPath, Inc. Stockholder Derivative Litigation) and in the Southern District of New York (captioned Ristea v. Botteri, et al.). On November 22, 2024, the In re UiPath, Inc. Stockholder Derivative Litigation case was voluntarily dismissed without prejudice. In light of the above referenced decision on defendants' motion to dismiss the 2023 Securities Action, the stay has been lifted in the Ristea case and defendants' deadline to respond to the complaint is January 17, 2025. The stay in the Polilingua case has been extended to December 9, 2024.On June 20, 2024, a putative class action lawsuit was filed in the United States District Court for the Southern District of New York against UiPath, Chief Executive Officer ("CEO") Daniel Dines, former CEO Robert Enslin, and CFO Ashim Gupta. The case was captioned Steiner v. UiPath, et al. The complaint asserts claims under Sections 10(b) and 20(a) of the Exchange Act on behalf of a putative class of persons who purchased or acquired UiPath common stock between December 1, 2023 and May 29, 2024, and alleges that defendants made material misstatements and omissions, including regarding the Company's AI-powered Business Automation Platform and the Company's strategy for, the success of, and customer demand for the platform. The complaint seeks unspecified monetary damages, costs and attorneys' fees, and other unspecified relief as the Court deems appropriate. On August 6, 2024, a second putative class action was filed in the United States District Court for the Southern District of New York against UiPath, CEO Daniel Dines, former CEO Robert Enslin, and CFO Ashim Gupta. The case was captioned Brunozzi v. UiPath, et al. The allegations in the Brunozzi complaint were identical to those made in Steiner v. UiPath et al. except that the Brunozzi complaint defines the putative class to include purchasers of UiPath call options and sellers of put options. On September 5, 2024, the Court consolidated the Steiner and Brunozzi cases and appointed Brunozzi as the lead plaintiff. The consolidated action is captioned In re UiPath, Inc. Securities Litigation (the 2024 Securities Action"). On November 22, 2024, the lead plaintiff filed an amended complaint against UiPath, former CEO Robert Enslin, and CFO Ashim Gupta. CEO Daniel Dines is no longer a named defendant in the 2024 Securities Action. The allegations in the amended complaints are substantively similar to the allegations set forth in the complaints previously filed in Steiner and Brunozzi, and the amended complaint seeks unspecified monetary damages, costs and attorneys' fees, and other unspecified relief as the Court deems appropriate. On July 8, 2024, a purported shareholder derivative lawsuit was filed in the United States District Court for the Southern District of New York against UiPath, as nominal defendant, CEO Daniel Dines, former CEO Robert Enslin, CFO Ashim Gupta, and UiPath's board of directors. The case is captioned Gera v. UiPath, et al. The lawsuit alleges that the individual defendants breached their fiduciary duties and committed other alleged misconduct in connection with the statements made during the time period at issue in the 2024 Securities Action, and by allegedly causing UiPath to repurchase shares at allegedly inflated prices. The plaintiff seeks unspecified damages and/or restitution on behalf of UiPath, as well as costs and attorneys' fees and certain changes to UiPath's corporate governance and internal controls. The matter has been stayed pending further action in the 2024 Securities Action.17Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)We have not recorded any accrual related to the aforementioned litigation matters as of OctoberÂ 31, 2024, as we believe a loss in these matters is neither probable nor estimable at this time.WarrantyWe warrant to customers that our platform will operate substantially in accordance with its specifications. Historically, no significant costs have been incurred related to product warranties. Based on such historical experience, the probability of incurring such costs in the future is deemed remote. As such, no accruals for product warranty costs have been made.Other MattersOur indirect tax positions are subject to audit in multiple jurisdictions globally, with a key focus on our largest operational territories, including the U.S., Romania, India, and the U.K. Our Romanian subsidiary was subjected to audits by the AgenË›ia NaÈ›ionalÄƒ de Administrare FiscalÄƒ ("ANAF") for value-added tax and corporate income tax for the periods January 2020 through January 2022 and January 2018 through January 2022, respectively, which were completed during the first quarter of fiscal year 2025. With regard to the value-added tax audit, an assessment has been issued. We disagree with this assessment and are in the process of appealing through litigation. We have not recorded any reserves related to this audit as of OctoberÂ 31, 2024 as it is not probable that a material loss has been incurred. For additional information regarding the corporate income tax audit, refer to Note 12, Income Taxes.Non-Cancelable Purchase ObligationsIn the normal course of business, we enter into non-cancelable purchase commitments with various parties, mainly for hosting services, software products and services, and purchase of credits toward products and services from strategic alliance partners.As of OctoberÂ 31, 2024, we had outstanding non-cancelable purchase obligations with a term of 12 months or longer as follows (in thousands):AmountRemainder of year ending January 31, 2025$25,190Â Year ending January 31,202663,208Â 202745,823Â 202813,402Â 202916Â Thereafter1Â Total$147,640Â 10.Â StockholdersÂ€™ EquityStock Repurchase ProgramOn SeptemberÂ 1, 2023, our board of directors authorized a stock repurchase program, pursuant to which we may repurchase from time to time up to $500.0Â million of our outstanding shares of Class A common stock. This authorization was scheduled to expire on MarchÂ 1, 2025. On AugustÂ 30, 2024, our board of directors authorized the repurchase of an additional $500.0 million of our Class A common stock. The current authorization may be suspended or discontinued at any time and does not have a specified expiration date. Repurchases under the program may be effected through open market purchases, privately-negotiated transactions, or otherwise in accordance with applicable federal securities laws, including through Rule 10b5-1 trading plans and under Rule 10b-18 of the Exchange Act. The timing and actual number of shares repurchased will depend on a variety of factors, including price, general business and market conditions, and alternate uses of capital.During the three and nine months ended OctoberÂ 31, 2024, we repurchased 13.8 million and 31.0 million shares of our Class A common stock at an average price of $11.81 and $12.29 per share (inclusive of brokerage commission), respectively. For the three and nine months ended OctoberÂ 31, 2024, we accrued $2.3Â million and 18Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)$3.0Â million, respectively, of related excise tax pursuant to the Inflation Reduction Act of 2022, which is included in the cost of treasury stock on our condensed consolidated balance sheet as of OctoberÂ 31, 2024.Subsequent to OctoberÂ 31, 2024, between NovemberÂ 1, 2024 and DecemberÂ 4, 2024, we repurchased an additional 0.7 million shares of our Class A common stock at an average price of $12.57 per share.Charitable Donations of Class A Common StockWe have reserved 2.8Â million shares of our Class A common stock to fund our social impact and environmental, social, and governance initiatives. We contributed 0.3 million shares of our Class A common stock during each of the nine-month periods ended OctoberÂ 31, 2024 and 2023 to a donor-advised fund in connection with our Pledge 1% commitment. The aggregate fair values of the shares on the respective contribution dates of $6.6 million and $4.2 million were recorded within general and administrative expense in the condensed consolidated statements of operations for the nine months ended OctoberÂ 31, 2024 and 2023, respectively.Accumulated Other Comprehensive IncomeFor the nine months ended OctoberÂ 31, 2024 and 2023, changes in the components of accumulated other comprehensive income were as follows (in thousands):Foreign Currency Translation AdjustmentsUnrealized Loss on Marketable SecuritiesAccumulated Other Comprehensive IncomeBalance as of January 31, 2024$8,925Â (100)8,825Â Other comprehensive income (loss), net of tax441Â (342)99Â Balance as of October 31, 2024$9,366Â (442)8,924Â Foreign Currency Translation AdjustmentsUnrealized Gain (Loss) on Marketable SecuritiesAccumulated Other Comprehensive IncomeBalance as of January 31, 2023$8,231Â (619)7,612Â Other comprehensive (loss) income, net of tax(4,713)259Â (4,454)Balance as of October 31, 2023$3,518Â (360)3,158Â 11.Â Equity Incentive Plans and Stock-Based Compensation2021 Stock PlanIn April 2021, prior to and in connection with our initial public offering ("IPO"), we adopted our 2021 Equity Incentive Plan (the "2021 Plan"), which provides for grants of incentive stock options, nonstatutory stock options, stock appreciation rights, restricted stock awards ("RSAs"), restricted stock units ("RSUs"), performance stock units, and other forms of awards. As of OctoberÂ 31, 2024, we have reserved 202.2 million shares of our Class A common stock to be issued under the 2021 Plan. The number of shares of our Class A common stock reserved for issuance under the 2021 Plan will automatically increase on February 1 of each year for a period of ten years, which began on February 1, 2022 and continues through February 1, 2031, in an amount equal to (1) 5% of the total number of shares of our common stock (both Class A and Class B) outstanding on the preceding January 31, or (2) a lesser number of shares determined by our board of directors no later than the February 1 increase.2021 Employee Stock Purchase PlanIn April 2021, prior to and in connection with the IPO, we adopted our 2021 Employee Stock Purchase Plan (the â€œESPPâ€). As of OctoberÂ 31, 2024, the ESPP authorizes the issuance of 27.2 million shares of our Class A common stock under purchase rights granted to our employees. The number of shares of our Class A common stock reserved for issuance will automatically increase on February 1 of each year for a period of ten years, which began on February 1, 2022 and continues through February 1, 2031, by the lesser of (1) 1% of the total number of shares of our common stock (both Class A and Class B) outstanding on the preceding January 31; and (2) 15.5 19Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)million shares, except that before the date of any such increase, our board of directors may determine that such increase will be less than the amount set forth by (1) and (2) above. The ESPP allows participants to purchase shares at the lesser of (a) 85% of the fair market value of our Class A common stock as of the commencement of the offering period, and (b) 85% of the fair market value of our Class A common stock on the corresponding purchase date.Stock OptionsStock option activity during the nine months ended OctoberÂ 31, 2024 was as follows:Stock Options(in thousands)Weighted-Average Exercise PriceWeighted-Average Remaining Contractual Life (years)Aggregate Intrinsic Value(in thousands)Outstanding as of January 31, 202411,080Â $3.49Â 7.8$216,010Â Granted2,427Â $0.10Â Exercised(2,673)$0.35Â Forfeited(1,017)$12.92Â Outstanding as of October 31, 20249,817Â $2.53Â 7.6$100,042Â Vested and exercisable as of October 31, 20244,618Â $5.26Â 6.5$36,309Â The weighted-average grant date fair value of stock options granted during the nine months ended OctoberÂ 31, 2024 was $18.59 per share. The intrinsic value of stock options exercised during the nine months ended OctoberÂ 31, 2024 was $47.0 million.Unrecognized compensation expense associated with unvested stock options granted and outstanding as of OctoberÂ 31, 2024 was approximately $91.1 million, which is to be recognized over a weighted-average remaining period of 1.9 years.Restricted Stock UnitsRSU activity during the nine months ended OctoberÂ 31, 2024 was as follows:RSUs(in thousands)Weighted-Average Grant Date Fair Value Per ShareUnvested as of January 31, 202431,272Â $19.89Â Granted16,432Â $17.81Â Vested(11,370)$21.41Â Forfeited(8,531)$19.22Â Unvested as of October 31, 202427,803Â $18.24Â The fair value of RSUs released during the nine months ended OctoberÂ 31, 2024 was $183.9 million.As of OctoberÂ 31, 2024, total unrecognized compensation expense related to unvested RSUs was approximately $472.1 million, which is to be recognized over a weighted-average remaining period of 2.1 years.20Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)Employee Stock Purchase Plan AwardsDuring the nine months ended OctoberÂ 31, 2024, 0.9Â million shares were purchased under the ESPP at $10.21 per share. As of OctoberÂ 31, 2024, total unrecognized compensation expense related to the ESPP was approximately $0.7Â million, which is to be recognized over a weighted-average remaining period of 0.1 years.Stock-Based Compensation Associated with Business AcquisitionAt the closing of the acquisition of Re:infer LTD on JulyÂ 29, 2022, we issued 0.4Â million shares of Class A common stock (outside of the 2021 Plan) to be released to certain employee sellers in equal installments on the first, second, and third anniversaries of the closing date, subject to employment-related clawback provisions. As of OctoberÂ 31, 2024, total unrecognized compensation expense related to these shares was $1.9Â million, which is to be recognized over a weighted-average remaining period of 0.7 years.Stock-Based Compensation ExpenseStock-based compensation expense is classified in the condensed consolidated statements of operations as follows (in thousands):Three Months Ended October 31,Nine Months Ended October 31,20242023202420232Cost of subscription services revenue$5,041Â $3,791Â $14,601Â $10,778Â Cost of professional services and other revenue2,953Â 2,764Â 8,438Â 8,546Â Sales and marketing32,688Â 37,760Â 106,377Â 109,890Â Research and development34,211Â 30,604Â 96,007Â 88,448Â General and administrative12,595Â 20,961Â 45,097Â 65,363Â Total$87,488Â $95,880Â $270,520Â $283,025Â 12. Income TaxesOur tax provision for interim periods is determined using an estimated annual effective tax rate, adjusted for discrete items arising in the applicable quarter. In each quarter, we update the estimated annual effective tax rate and make a year-to-date adjustment to the provision. The estimated annual effective tax rate is subject to significant volatility due to several factors, including our ability to accurately predict the proportion of our pretax income in multiple jurisdictions and certain book-tax differences.We had a benefit from income taxes of $14.8 million for the three months ended OctoberÂ 31, 2024. We had a provision for income taxes of $3.9 million, reflecting an effective tax rate of (14.2)%, for the three months ended OctoberÂ 31, 2023. We had a benefit from income taxes of $7.2 million for the nine months ended OctoberÂ 31, 2024. We had a provision for income taxes of $11.4 million, reflecting an effective tax rate of (10.1)%, for the nine months ended OctoberÂ 31, 2023.For the three and nine months ended OctoberÂ 31, 2024, our effective tax rate differed from the U.S. federal statutory rate primarily as a result of change in valuation allowance (as discussed below) and due to tax rate differences between the U.S. and foreign countries. For the three and nine months ended OctoberÂ 31, 2023, our effective tax rate differed from the U.S. federal statutory rate primarily as a result of not recognizing deferred tax assets ("DTAs") for losses due to a full valuation allowance on U.S., Romania, and U.K. DTAs and due to tax rate differences between the U.S. and foreign countries.The realization of tax benefits of net DTAs is dependent upon future levels of taxable income of an appropriate character in the periods the items are expected to be deductible or taxable. As of OctoberÂ 31, 2024, based on the available positive and negative evidence, including the amount of taxable income in the U.K. in recent years and our expectations of future profits in the U.K., we now believe it is more likely than not that the U.K. DTA is realizable. Therefore, during the three and nine months ended OctoberÂ 31, 2024, we released the $24.6 million 21Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)valuation allowance associated with the U.K. DTA. We continue to maintain a full valuation allowance against our U.S. and Romania DTAs as of OctoberÂ 31, 2024, because we believe, based on our current evaluations, that it is more likely than not that these DTAs will not be realized. We intend to maintain each of these full valuation allowances until sufficient positive evidence exists to support a reversal of, or decrease in, each of the respective valuation allowances.As of OctoberÂ 31, 2024, we had gross unrecognized tax benefits totaling $1.5 million related to income taxes, which would impact the effective tax rate if recognized. Of this amount, the total liability pertaining to uncertain tax positions was $0.9 million, excluding interest and penalties, which are accounted for as a component of our income tax provision. Our tax positions are subject to income tax audits in multiple tax jurisdictions globally, with a currently open audit in India, and we believe that we have provided adequate reserves for our income tax uncertainties in all open tax years. Our Romanian subsidiary was subjected to a corporate income tax audit by ANAF for the period from January 2018 through January 2022, which was completed during the three months ended April 30, 2024. Certain deductions have been disallowed, resulting in a proposed reduction of net operating loss carryforwards of approximately $66.7Â million. We are in the process of appealing this disallowance through litigation. In addition, we have engaged in two bilateral transfer pricing negotiations for our transfer pricing model, one between the U.S. and Romania, and one between Japan and Romania. These negotiations are still underway, the authorities are in the process of determining the cost sharing allocations between the respective countries, and the ultimate outcomes remain uncertain. However, after evaluating recent developments in the transfer pricing negotiation between the U.S. and Romania, we believe that it is more likely than not that our position cannot be sustained upon a tax audit. As a result, for the three and nine months ended OctoberÂ 31, 2024, we recorded a $33.8 million decrease in the U.S. DTA and the corresponding valuation allowance. We also recorded a $16.0 million increase in the Romania DTA and its related valuation allowance.As of OctoberÂ 31, 2024, we recorded a deferred tax liability of $3.1 million associated with the undistributed earnings of our foreign subsidiaries that we no longer intend to indefinitely reinvest. In 2023, Romania adopted an alternative minimum tax that is applicable to all corporate taxpayers, including those reporting a net loss, for tax years commencing after January 1, 2024. As this tax is based on gross receipts, associated expense is included in operating expenses in our condensed consolidated statements of operations, and is not accounted for as income taxes.22Table of ContentsUiPath, Inc.Notes to Condensed Consolidated Financial Statements (Continued)(unaudited)13. Net Loss Per ShareThe following table sets forth the computation of basic and diluted net loss per share for the periods presented (in thousands except per share amounts):Three Months Ended October 31,20242023Class AClass BClass AClass BNumerator:Net loss$(9,061)$(1,594)$(26,951)$(4,586)Denominator:Weighted-average shares used in computing net loss per share, basic and diluted468,583Â 82,453Â 484,583Â 82,453Â Net loss per share,

basic and diluted(0.02)(0.02)(0.06)(0.06)Nine Months Ended October 31,20242023Class AClass BClass AClass BNumerator:Net loss$(107,108)$(18,380)$(105,657)$(18,142)Denominator:Weighted-average shares used in computing net loss per share, basic and diluted480,497Â 82,453Â 480,198Â 82,453Â Net loss per share, basic and diluted(0.22)(0.22)(0.22)(0.22)Anti-dilutive common stock equivalents excluded from the computation of diluted net loss per share were as follows (in thousands):Three Months Ended October 31,20242023Class AClass BClass AClassÂ BUnvested RSUs29,231Â â€”Â 36,911Â â€”Â Outstanding stock options9,995Â â€”Â 13,207Â â€”Â Shares subject to repurchase from RSAs and early exercised stock options3Â â€”Â 52Â â€”Â Shares issuable under ESPP825Â â€”Â 714Â â€”Â Returnable shares issued in connection with business acquisition136Â â€”Â 274Â â€”Â Total40,190Â â€”Â 51,158Â â€”Â Nine Months Ended October 31,20242023Class AClass BClass AClassÂ BUnvested RSUs31,640Â â€”Â 38,137Â â€”Â Outstanding stock options10,505Â â€”Â 13,764Â â€”Â Shares subject to repurchase from RSAs and early exercised stock options16Â â€”Â 56Â â€”Â Shares issuable under ESPP783Â â€”Â 762Â â€”Â Returnable shares issued in connection with business acquisition226Â â€”Â 374Â â€”Â Total43,170Â â€”Â 53,093Â â€”Â 23Table of ContentsItem 2. Managementâ€™s Discussion and Analysis of Financial Condition and Results of Operations.The following discussion and analysis of our financial condition and results of operations should be read in conjunction with our unaudited condensed consolidated financial statements and related notes included elsewhere in this Quarterly Report on Form 10-Q and our audited consolidated financial statements and the related notes and the discussion under the heading â€œManagementâ€™s Discussion and Analysis of Financial Condition and Results of Operationsâ€ for the fiscal year ended JanuaryÂ 31, 2024 included in our Annual Report on Form 10-K filed with the Securities and Exchange Commission ("SEC") on MarchÂ 27, 2024 (the "2024 Form 10-K"). This discussion, particularly information with respect to our future results of operations or financial condition, business strategy, and plans and objectives of management for future operations, includes forward-looking statements that involve risks and uncertainties as described under the heading â€œSpecial Note Regarding Forward-Looking Statementsâ€ in this Quarterly Report on Form 10-Q. You should review the disclosure under the heading "Risk Factors" in this Quarterly Report on Form 10-Q and under Part I, Item 1A, "Risk Factors," in the 2024 Form 10-K for discussion of important factors that could cause our actual results to differ materially from those anticipated in these forward-looking statements.OverviewFirst established in a Bucharest, Romania apartment in 2005, UiPath was incorporated in Delaware in 2015 as a company principally focused on building and managing automations and developing computer vision technology, which remains the foundation of our platform today. Since that time, we have evolved from our beginnings in robotic process automation ("RPA") into an end-to-end AI-powered automation platform through development and acquisitions, have launched new products, and have expanded our operations across the globe. Our vision is to enable automation across all knowledge work to accelerate human achievement.The UiPath Platformâ„¢ provides our customers with a robust set of capabilities that allow them to discover opportunities for automation, automate using natural language and a digital workforce that seamlessly collaborates with humans, and operate a mission critical automation program at scale. Our platform enables customers to integrate AI with automation, enabling automation to take action based on learning and experience. It enables employees to quickly build automations for both existing and new processes and to automate a vast array of actions including, but not limited to, logging into applications, extracting information from documents, moving folders, filling in forms, reading emails, and updating information fields and databases. The ability of our platform to replicate steps performed by humans in executing business processes drives operational efficiencies and enables companies to deliver on key digital initiatives with greater speed, agility, and accuracy.AI-powered automation is here, and its momentum is continuing to grow as organizations around the world begin to understand the combined power of automation and AI to drive efficiency and business outcomes. We aspire to be the defining business automation platform, advancing the evolution of automation and AI as a way of working and a catalyst for continuous reinvention.24Table of ContentsBusiness Highlights for the Three and Nine Months Ended OctoberÂ 31, 2024:â€¢Quarter-to-date revenue of $354.7 million increased 9% year-over-year.â€¢Year-to-date revenue of $1,006.0 million increased 11% year-over-year.â€¢Annualized renewal run-rate ("ARR") at OctoberÂ 31, 2024 of $1,606.6 million increased 17% year-over-year.â€¢Gross margin was 82% for the three months ended OctoberÂ 31, 2024, compared to 85% for the three months ended OctoberÂ 31, 2023.â€¢Gross margin was 82% for the nine months ended OctoberÂ 31, 2024, compared to 84% for the nine months ended OctoberÂ 31, 2023.â€¢Cash flow from operations was $174.5 million for the nine months ended OctoberÂ 31, 2024, compared to $153.5 million for the nine months ended OctoberÂ 31, 2023.â€¢Cash and cash equivalents, restricted cash, and marketable securities were $1,603.9 million as of OctoberÂ 31, 2024, compared to $1,880.3 million as of JanuaryÂ 31, 2024.25Table of ContentsMacroeconomic EnvironmentAs a corporation with a global presence, we are subject to risks and uncertainties caused by significant events with macroeconomic impacts, including, but not limited to, the impact of changes in geopolitical relationships, fluctuating inflation and interest rates, monetary policy changes, and foreign currency fluctuations. Additionally, these macroeconomic impacts have generally disrupted the operations of our customers, prospective customers, and partners.Internationally, we price our platform in currencies that may not be the functional currency. Accordingly, the heightened volatility of global markets has exposed us and will continue to expose us to foreign currency fluctuations, which may impact demand for our platform, our near-term results, the comparability of results to prior periods, and our ability to predict future results. Further, cash, cash equivalents, and marketable securities represent a significant portion of our total assets, and the return on our cash, cash equivalents, and marketable securities is sensitive to changes in interest rates. Volatility in the interest rate environment may impact the amount of interest and other income reported on our condensed consolidated statements of operations, the comparability of these amounts to prior periods, and our ability to predict future profitability.We continuously monitor the direct and indirect impacts of these circumstances on our business and financial results, as well as the overall global economy and geopolitical landscape.26Table of ContentsFiscal Year 2025 Restructuring ActionsOn JulyÂ 8, 2024, our board of directors approved restructuring actions to manage our operating expenses. These changes reflect efforts to reshape the organization by streamlining our structure, particularly in operational and corporate functions, better prioritizing our go-to-market investments and focusing our research and development investments on artificial intelligence and driving innovation across our platform. Refer to Note 9, Commitments and Contingenciesâ€”Workforce Restructuring included in Part I, Item 1 of this Quarterly Report on Form 10-Q for more information.27Table of ContentsKey Performance MetricWe monitor annualized renewal run-rate ("ARR") to help us measure and evaluate the effectiveness of our operations.ARR is the key performance metric we use in managing our business because it illustrates our ability to acquire new subscription customers and to maintain and expand our relationships with existing subscription customers. We define ARR as annualized invoiced amounts per solution SKU from subscription licenses and maintenance and support obligations assuming no increases or reductions in customers' subscriptions. ARR does not include the costs we may incur to obtain such subscription licenses or provide such maintenance and support. ARR also does not reflect nonrecurring rebates payable to partners (upon establishing sufficient history of their nonrecurring nature), the impact of nonrecurring incentives (such as one-time discounts provided under sales promotional programs), and any actual or anticipated reductions in invoiced value due to contract non-renewals or service cancellations other than for certain reserves (for example those for credit losses or disputed amounts). At OctoberÂ 31, 2024 and 2023, our ARR was $1,606.6Â million and $1,378.2Â million, respectively, representing a growth rate of 17%. Approximately 19% of this growth was due to new customers and 81% to existing customers. Our dollar-based net retention rate, which represents the net expansion of ARR from existing customers over the preceding 12 months, was 113% and 121% as of OctoberÂ 31, 2024 and 2023, respectively. We calculate dollar-based net retention rate as of a period end by starting with the ARR from the cohort of all customers as of 12 months prior to such period end ("Prior Period ARR"). We then calculate the ARR from these same customers as of the current period end ("Current Period ARR"). Current Period ARR includes any expansion and is net of contraction or attrition over the last 12 months, but does not include ARR from new customers in the current period. We then divide the total Current Period ARR by the total Prior Period ARR to arrive at the point-in-time dollar-based net retention rate.Our ARR may fluctuate as a result of a number of factors, including customersâ€™ satisfaction or dissatisfaction with our platform, pricing, competitive offerings, economic conditions, overall changes in our customersâ€™ spending levels, and our ability to successfully execute on our strategic goals. ARR should be viewed independently of revenue and deferred revenue as ARR is an operating metric and is not intended to be combined with or to replace these items. For clarity, we use annualized invoiced amounts per solution SKU rather than revenue calculated in accordance with U.S. GAAP to calculate our ARR. Our invoiced amounts are not matched to transfer of control of the performance obligations associated with the underlying subscription licenses and maintenance and support obligations. This can result in timing differences between our U.S. GAAP revenue and ARR calculations. Generally speaking, our ARR calculation simply takes our invoiced amounts per solution SKU under a subscription license or maintenance agreement as of the end of an invoiced period and divides that amount by the corresponding term and multiplies by 365 days to derive the annualized renewal value. In contrast, for our revenue calculated in accordance with U.S. GAAP, subscription licenses revenue derived from the sale of term-based licenses hosted on-premises is recognized at the point in time when the customer is able to use and benefit from our software, which is generally upon delivery to the customer or upon the commencement of the renewal term, and maintenance, support, and software-as-a-service ("SaaS") revenue is recognized ratably over the term of the arrangement. ARR is not a forecast of future revenue. Unlike ARR, revenue is impacted by contract start and end dates and duration. The timing of recognition of ARR is determined by contract billing structure, whereas billing structure will neither accelerate nor delay recognition of future revenue. For example, in a multi-year contract invoiced upfront, ARR is the annualized invoiced amount per solution SKU related to the final year of the contract assuming no reserve is applied, whereas revenue is determined by total contract value and timing of satisfaction of the underlying performance obligations. ARR does not include invoiced amounts associated with perpetual licenses or professional services. Investors should not place undue reliance on ARR as an indicator of our future or expected results. Moreover, our presentation of ARR may differ from similarly titled metrics presented by other companies and may not be comparable to such other metrics.28Table of ContentsA summary of ARR-related data at OctoberÂ 31, 2024 and 2023 is as follows:At October 31,20242023(dollars in thousands)ARR$1,606,561Â $1,378,152Â Incremental ARR (1)228,409Â 268,075Â Customers with ARR â‰¥ $1 million:Number of customers302Â 264Â Percent of current period revenue49Â %49Â %Customers with ARR â‰¥ $100 thousand:Number of customers2,235Â 1,974Â Percent of current period revenue85Â %84Â %Dollar-based net retention rate113Â %121Â %(1) For the twelve months ended OctoberÂ 31, 2024 and 2023, respectivelyComponents of Results of OperationsRevenueWe derive revenue from the sale of: (1) software licenses for use of our proprietary software and related maintenance and support; (2) the right to access certain software products we host (i.e., SaaS); and (3) professional services.We have a unified commercial offering for software products with both on-premise and cloud deployment options that allows customers the choice of either deployment option throughout the term of the contract. These Flex Offerings are comprised of three types of performance obligations: term license, maintenance and support, and SaaS.LicensesOur term licenses (typically sold as a portion of Flex Offerings) provide customers the right to use software for a specified period of time. Revenue for licenses is recognized at the point in time at which the customer is able to use and benefit from the software, which is generally upon delivery to the customer or upon commencement of the renewal term. As licenses revenue is recognized at a point in time, any shift in contract start dates and duration, for example due to lengthening sales cycles and increased deal scrutiny, will have a direct impact on our licenses revenue.Subscription ServicesWe generate subscription services revenue through the provision of: (1) maintenance and support services, which include technical support and unspecified updates and upgrades on a when-and-if-available basis for our licenses, and (2) SaaS products (typically sold as a portion of Flex Offerings). Maintenance and support and SaaS products represent stand-ready obligations for which revenue is recognized ratably over the term of the arrangements.Professional Services and OtherProfessional services and other revenue consists of fees associated with professional services for process automation, customer education, and training services. Our professional services contracts are structured on a time and materials or fixed price basis, and the related revenue is recognized as the services are rendered.Cost of RevenueLicensesCost of licenses revenue consists of all direct costs to deliver our licenses to customers, amortization of software development costs related to our licenses, and amortization of acquired developed technology.29Table of ContentsSubscription ServicesCost of subscription services revenue primarily consists of personnel-related expenses of our customer support and technical support teams, including salaries and bonuses, stock-based compensation expense, and employee benefit costs. Cost of subscription services revenue also includes third-party consulting services, hosting costs related to our SaaS products, amortization of acquired developed technology and capitalized software development costs related to SaaS products, depreciation, and allocated overhead. Overhead is allocated based on applicable headcount. We recognize these expenses as they are incurred. We expect cost of subscription services revenue to continue to increase in absolute dollars for the foreseeable future as our SaaS business grows. In the future, we expect further expansion of our cloud-based deployments. As more of our customer base deploys our products via SaaS, we expect our gross margin to be impacted by increased hosting fees and cloud infrastructure costs.Professional Services and OtherCost of professional services and other revenue primarily consists of personnel-related expenses of our professional services team, including salaries and bonuses, stock-based compensation expense, and employee benefit costs. Cost of professional services and other revenue also includes expenses related to subcontracted third-party services, depreciation, and allocated overhead. We recognize these expenses as they are incurred. We expect cost of professional services and other revenue to increase in absolute dollars for the foreseeable future.Operating ExpensesOur operating expenses consist of sales and marketing, research and development, and general and administrative expenses. Personnel-related expenses are the most significant component of operating expenses and consist of salaries and bonuses, stock-based compensation expense, and employee benefit costs. Operating expenses also include allocated overhead.Sales and MarketingSales and marketing expenses consist primarily of personnel-related expenses associated with our sales and marketing teams and related sales support teams, including salaries and bonuses, stock-based compensation expense, and employee benefit costs. Sales and marketing expenses also include sales and partner commissions, marketing event costs, advertising costs, travel, trade shows, other marketing materials, and allocated overhead. We expect that over the longer term our sales and marketing expenses will decrease as a percentage of revenue, although this percentage may fluctuate from period to period due to timing and extent of expenses.Research and DevelopmentResearch and development expenses consist primarily of personnel-related expenses, including salaries and bonuses, stock-based compensation expense, and employee benefits costs, for our research and development employees, and allocated overhead. Research and development costs are expensed as incurred, with the exception of certain software development costs which are eligible for capitalization. We expect that our research and development expenses will increase in absolute dollars for the foreseeable future as we continue to invest in efforts to develop new technology and enhance the functionality and capabilities of our existing products and platform infrastructure. Our research and development expenses may fluctuate as a percentage of revenue from period to period due to the timing and extent of expenses.General and AdministrativeGeneral and administrative expenses consist primarily of personnel-related expenses, including salaries and bonuses, stock-based compensation expense, and employee benefits costs, associated with our finance, legal, human resources, compliance, and other administrative teams, as well as accounting and legal professional services fees, other corporate-related expenses, and allocated overhead. We expect that over the longer term our general and administrative expenses will decrease as a percentage of revenue, although this percentage may fluctuate from period to period due to timing and extent of expenses.Interest IncomeInterest income consists of interest earned on our cash and cash equivalents and marketable securities.30Table of ContentsOther Income, NetOther income, net primarily consists of foreign exchange gains and losses. Other income, net also includes amortization of discounts and premiums on marketable securities.(Benefit From) Provision For Income Taxes(Benefit from) provision for income taxes consists of U.S. federal and state income taxes and income taxes in foreign jurisdictions in which we conduct business. We currently maintain a full valuation allowance on our U.S. federal and state and Romania DTAs, as we have concluded that it is more likely than not that these DTAs will not be realized. Our effective tax rate is affected by tax rates in foreign jurisdictions and the relative amounts of income we earn in those jurisdictions, as well as by non-deductible expenses as permanent differences, and by changes in our valuation allowances.31Table of ContentsResults of OperationsThe following tables set forth selected condensed consolidated statement of operations data and such data as a percentage of total revenue for each of the periods indicated:Â Three Months Ended October 31,Nine Months Ended October 31,Â 20242023202420232Â (in thousands)(in thousands)Revenue:Â Â Licenses$137,174Â $148,068Â $389,553Â $401,407Â Subscription services206,922Â 167,529Â 586,726Â 473,880Â Professional services and other10,557Â 10,324Â 29,739Â 27,532Â Total revenue354,653Â 325,921Â 1,006,018Â 902,819Â Cost of revenue:Licenses (1)2,340Â 2,781Â 7,334Â 8,336Â Subscription services (1)(2)(3)(4)43,487Â 28,647Â 123,770Â 78,502Â Professional services and other (2)(3)(4)17,936Â 18,492Â 51,304Â 55,736Â Total cost of revenue63,763Â 49,920Â 182,408Â 142,574Â Gross profit290,890Â 276,001Â 823,610Â 760,245Â Operating expenses:Sales and marketing (1)(2)(3)(4)187,188Â 191,282Â 561,657Â 521,413Â Research and development (2)(3)(4)96,976Â 84,514Â 281,012Â 246,462Â General and administrative (1)(2)(3)(4)50,090Â 56,024Â 177,119Â 172,185Â Total operating expenses334,254Â 331,820Â 1,019,788Â 940,060Â Operating loss(43,364)(55,819)(196,178)(179,815)Interest income10,055Â 14,483Â 37,255Â 41,913Â Other income, net7,810Â 13,725Â 26,199Â 25,491Â Loss before income taxes(25,499)(27,611)(132,724)(112,411)(Benefit from) provision for income taxes(14,844)3,926Â (7,236)11,388Â Net loss$(10,655)$(31,537)$(125,488)$(123,799)(1) Includes amortization of acquired intangible assets as follows:Cost of licenses

revenue$822Â $836Â $2,485Â $2,523Â Cost of subscription services revenue602Â 589Â 1,790Â 1,767Â Sales and marketing307Â 675Â 1,157Â 2,027Â General and administrative39Â 41Â 117Â 123Â Total amortization of acquired intangible assets$1,770Â $2,141Â $5,549Â $6,440Â (2) Includes stock-based compensation expense as follows:Cost of subscription services revenue$5,041Â $3,791Â $14,601Â $10,778Â Cost of professional services and other revenue2,953Â 2,764Â 8,438Â 8,546Â Sales and marketing32,688Â 37,760Â 106,377Â 109,890Â Research and development34,211Â 30,604Â 96,007Â 88,448Â General and administrative12,595Â 20,961Â 45,097Â 65,363Â Total stock-based compensation expense$87,488Â $95,880Â $270,520Â $283,025Â (3) Includes employer payroll tax expense related to equity transactions as follows:Cost of subscription services revenue$46Â $58Â $291Â $233Â Cost of professional services and other revenue24Â 42Â 117Â 181Â Sales and marketing356Â 625Â 2,156Â 2,350Â Research and development237Â 387Â 1,155Â 1,572Â General and administrative124Â 340Â 714Â 1,209Â Total employer payroll tax expense related to equity transactions$787Â $1,452Â $4,433Â $5,545Â (4) Includes restructuring expense as follows:Cost of subscription services revenue$7Â (53)325Â $114Â Cost of professional services and other revenue(21)â€”Â 105Â â€”Â Sales and marketing1,956Â 65Â 9,927Â $1,381Â Research and development187Â (7)1,868Â 387Â General and administrative911Â 20Â 3,427Â 749Â Total restructuring expense$3,040Â $25Â $15,652Â $2,631Â 32Table of ContentsÂ Three Months Ended October 31,Nine Months Ended October 31,Â 20242023202420232Â (as a percentage of revenue)(as a percentage of revenue)Revenue:Â Â Licenses39Â %46Â %39Â %44Â %Subscription services58Â %51Â %58Â %53Â %Professional services and other3Â %3Â %3Â %3Â %Total revenue100Â %100Â %100Â %100Â %100Â %Cost of revenue:Licenses1Â %1Â %1Â %1Â %Subscription services12Â %9Â %12Â %9Â %Professional services and other5Â %5Â %5Â %6Â %Total cost of revenue18Â %15Â %18Â %16Â %Gross profit82Â %85Â %82Â %84Â %Operating expenses:Sales and marketing53Â %59Â %56Â %58Â %Research and development27Â %26Â %28Â %27Â %General and administrative14Â %17Â %18Â %19Â %Total operating expenses94Â %102Â %102Â %104Â %Operating loss(12)%(17)%(20)%(20)%Interest income3Â %4Â %4Â %5Â %Other income, net2Â %4Â %3Â %3Â %Loss before income taxes(7)%(9)%(13)%(12)%(Benefit from) provision for income taxes(4)%1Â %(1)%2Â %Net loss(3)%(10)%(12)%(14)%33Table of ContentsComparison of the Three Months Ended October 31, 2024 and 2023RevenueThree Months Ended October 31,20242023ChangeChange %(dollars in thousands)Licenses$137,174Â $148,068Â $(10,894)(7)%Subscription services206,922Â 167,529Â 39,393Â 24Â %Professional services and other10,557Â 10,324Â 233Â 2Â %Total revenue$354,653Â $325,921Â $28,732Â 9Â %Total revenue increased by $28.7 million, or 9%, for the three months ended OctoberÂ 31, 2024 compared to the three months ended OctoberÂ 31, 2023, primarily due to a $39.4 million increase in subscription services revenue, partially offset by a $10.9 million decrease in licenses revenue related in part to the transition to our Flex Offerings. As we continued to expand our sales efforts in the U.S. and internationally, total revenue grew across all regions. Of the growth in total revenue, 39% was attributable to new customers and 61% was attributable to existing customers. Subscription services revenue is recognized ratably over the subscription term; therefore, the increase in subscription services revenue is driven both by sales in prior periods for which we continue to provide maintenance and support and SaaS and by new sales in the current period.Cost of Revenue and Gross MarginÂ Three Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)Licenses$2,340Â $2,781Â $(441)(16)%Subscription services43,487Â 28,647Â 14,840Â 52Â %Professional services and other17,936Â 18,492Â (556)(3)%Total cost of revenue$63,763Â $49,920Â $13,843Â 28Â %Gross margin82Â %85Â %Â Â Total cost of revenue increased by $13.8Â million, or 28%, for the three months ended OctoberÂ 31, 2024 compared to the three months ended OctoberÂ 31, 2023, primarily due to a $14.8 million increase in cost of subscription services revenue. The increase in cost of subscription services revenue was primarily driven by an $8.4Â million increase in third-party hosting and software services costs as a result of increased usage of our subscription services and a $5.1Â million increase in personnel-related expenses, which included a $3.4Â million increase in salary-related and bonus expenses associated with both increased headcount and merit increases, a $1.3Â million increase in stock-based compensation expense, and a $0.8 million aggregate increase in employee insurance costs and employer payroll taxes. Cost of subscription services revenue was also impacted by a $1.0Â million increase in costs associated with the use of third-party vendors.Our gross margin decreased to 82% for the three months ended OctoberÂ 31, 2024 compared to 85% for the three months ended OctoberÂ 31, 2023 due to decrease in the proportion of higher-margin licenses revenue and the aforementioned increase in cost of subscription services revenue driven by increased hosting and personnel costs.Operating ExpensesSales and MarketingÂ Three Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)Sales and marketing$187,188Â $191,282Â $(4,094)(2)%Percentage of revenue53Â %59Â %Â Â Sales and marketing expense decreased by $4.1 million, or 2%, for the three months ended OctoberÂ 31, 2024 compared to the three months ended OctoberÂ 31, 2023. The decrease was primarily attributable to a $2.7 million decrease in personnel-related expenses, which included a $5.1 million decrease in stock-based compensation expense, partially offset by a $1.9 million increase in employee termination benefits related to our fiscal year 2025 34Table of Contentsrestructuring actions, and a $0.4 million increase in employee insurance costs. Sales and marketing expense was also impacted by a $2.2 million decrease in sales commissions expense, a $1.0 million decrease in depreciation and amortization expense, a $0.9 million decrease in third-party consulting fees, and a $0.5 million decrease in sales-related software expenses, partially offset by a $3.1 million increase in marketing expenses largely related to our Forward VII conference.Research and DevelopmentÂ Three Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)Research and development$96,976Â $84,514Â $12,462Â 15Â %Percentage of revenue27Â %26Â %Â Â Research and development expense increased by $12.5Â million, or 15%, for the three months ended OctoberÂ 31, 2024 compared to the three months ended OctoberÂ 31, 2023. The increase was primarily attributable to a $6.2Â million increase in hosting and software services costs as a result of increased usage and a $5.9Â million increase in personnel-related expenses, which included a $3.6 million increase in stock-based compensation expense and a $2.2 million increase in salary-related and bonus expenses associated with both increased headcount and merit increases.General and AdministrativeÂ Three Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)General and administrative$50,090Â $56,024Â $(5,934)(11)%Percentage of revenue14Â %17Â %Â Â General and administrative expense decreased by $5.9 million, or 11%, for the three months ended OctoberÂ 31, 2024 compared to the three months ended OctoberÂ 31, 2023. The decrease was primarily attributable to a $7.4 million decrease in personnel-related expenses, which included an $8.4 million decrease in stock-based compensation expense partially offset by a $0.9 million increase in employee termination benefits related to our fiscal year 2025 restructuring actions. This decrease was partially offset by a $2.0 million increase in software service and implementation costs. Interest IncomeÂ Three Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)Interest income$10,055Â $14,483Â $(4,428)(31)%Percentage of revenue3Â %4Â %Â Â Interest income decreased by $4.4 million, or 31%, for the three months ended OctoberÂ 31, 2024 compared to the three months ended OctoberÂ 31, 2023 as a result of a period-over-period decrease in our aggregate balance of cash and cash equivalents and marketable securities, as well as decreased interest rates.Other Income, NetÂ Three Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)Other income, net$7,810Â $13,725Â $(5,915)(43)%Percentage of revenue2Â %4Â %Â Â 35Table of ContentsOther income, net decreased by $5.9 million, or 43%, for the three months ended OctoberÂ 31, 2024 compared to the three months ended OctoberÂ 31, 2023, primarily due to a $4.6 million decrease in gains from foreign currency transactions and a $1.0 million net decrease in amortization on marketable securities and cash equivalents.(Benefit From) Provision For Income TaxesÂ Three Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)(Benefit from) provision for income taxes$(14,844)$3,926Â $(18,770)NM(1)Percentage of revenue(4)%1Â %Â Â (1) Not meaningfulProvision for income taxes decreased by $18.8 million for the three months ended OctoberÂ 31, 2024 compared to the three months ended OctoberÂ 31, 2023, mainly driven by the release of valuation allowance associated with our U.K. DTA and tax impact of changing our intent with respect to permanent reinvestment of foreign earnings.Comparison of the Nine Months Ended October 31, 2024 and OctoberÂ 31, 2023RevenueNine Months Ended October 31,20242023ChangeChange %(dollars in thousands)Licenses$389,553Â $401,407Â $(11,854)(3)%Subscription services586,726Â 473,880Â 112,846Â 24Â %Professional services and other29,739Â 27,532Â 2,207Â 8Â %Total revenue$1,006,018Â $902,819Â $103,199Â 11Â %Total revenue increased by $103.2 million, or 11%, for the nine months ended OctoberÂ 31, 2024 compared to the nine months ended OctoberÂ 31, 2023, due to a $112.8 million increase in subscription services revenue and a $2.2 million increase in professional services and other revenue, partially offset by an $11.9 million decrease in licenses revenue, related in part to the transition to our Flex Offerings. As we continued to expand our sales efforts in the U.S. and internationally, our revenue increased across all regions. Of the growth in total revenue, 27% was attributable to new customers and 73% was attributable to existing customers. Of the growth in total revenue attributable to existing customers, $8.0 million resulted from contract modifications wherein the revenue recognized originated from our existing balance of remaining performance obligations. Subscription services revenue is recognized ratably over the subscription term; therefore, the increase in subscription services revenue is driven by both sales in prior periods for which we continue to provide maintenance and support and SaaS, and by new sales in the current period.Cost of Revenue and Gross MarginÂ Nine Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)Licenses$7,334Â $8,336Â $(1,002)(12)%Subscription services123,770Â 78,502Â 45,268Â 58Â %Professional services and other51,304Â 55,736Â (4,432)(8)%Total cost of revenue$182,408Â $142,574Â $39,834Â 28Â %Gross margin82Â %84Â %Â Â Total cost of revenue increased by $39.8Â million, or 28%, for the nine months ended OctoberÂ 31, 2024 compared to the nine months ended OctoberÂ 31, 2023, primarily due to a $45.3 million increase in cost of subscription services revenue, partially offset by a $4.4 million decrease in cost of professional services revenue. The increase in cost of subscription services revenue was primarily driven by a $19.6 million increase in third-party hosting and software services costs as a result of increased usage of our subscription services and a $17.9 million 36Table of Contentsincrease in personnel-related expenses, which included a $12.2 million increase in salary-related and bonus expenses associated with both increased headcount and merit increases, a $3.8 million increase in stock-based compensation expense, and a $2.7 million aggregate increase in employee insurance costs and employer payroll taxes. Cost of subscription services revenue was also impacted by a $6.0 million increase in costs associated with the use of third-party vendors. The decrease in cost of professional services and other revenue was primarily driven by a $3.6 million decrease in personnel-related expenses, which included a $2.3 million decrease in salary-related and bonus expenses and a $0.6 million aggregate decrease in employee insurance costs and employer payroll taxes.Our gross margin decreased to 82% for the nine months ended OctoberÂ 31, 2024 compared to 84% for the nine months ended OctoberÂ 31, 2023 due to decrease in the proportion of higher-margin licenses revenue and the aforementioned increase in cost of subscription services revenue driven by increased hosting and personnel costs.Operating ExpensesSales and MarketingÂ Nine Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)Sales and marketing$561,657Â $521,413Â $40,244Â 8Â %Percentage of revenue56Â %58Â %Â Â Sales and marketing expense increased by $40.2Â million, or 8%, for the nine months ended OctoberÂ 31, 2024 compared to the nine months ended OctoberÂ 31, 2023. This increase was primarily attributable to a $26.9 million increase in personnel-related expenses, which included a $16.3 million increase in salary-related and bonus expenses as a result of both increased headcount and merit increases, a $8.5 million increase in employee termination benefits related to our fiscal year 2025 restructuring actions, a $3.7 million aggregate increase in payroll taxes and employee insurance costs, and a $1.3 million increase in general employee severance, partially offset by a $3.5 million decrease in stock-based compensation expense. Sales and marketing expense was also impacted by a $10.4 million increase in sales commission expenses as a result of higher amortization of capitalized contract acquisition costs and a $6.8 million aggregate increase in marketing and travel-related expenses due in part to our Forward VII conference. These increases were partially offset by a $2.3 million decrease in depreciation and amortization expense and a $1.1 million decrease in third-party consulting fees.Research and DevelopmentÂ Nine Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)Research and development$281,012Â $246,462Â $34,550Â 14Â %Percentage of revenue28Â %27Â %Â Â Research and development expense increased by $34.6Â million, or 14%, for the nine months ended OctoberÂ 31, 2024 compared to the nine months ended OctoberÂ 31, 2023. The increase was primarily attributable to a $17.3 million increase in third-party software services and hosting costs as a result of increased usage and a $16.1 million increase in personnel-related expenses, which included a $7.6 million increase in stock-based compensation expense, a $6.7 million increase in salary-related and bonus expenses associated with both increased headcount and merit increases, and a $1.5 million increase in employee termination benefits related to our fiscal year 2025 restructuring actions.General and AdministrativeÂ Nine Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)General and administrative$177,119Â $172,185Â $4,934Â 3Â %Percentage of revenue18Â %19Â %Â Â 37Table of ContentsGeneral and administrative expense increased by $4.9Â million, or 3%, for the nine months ended OctoberÂ 31, 2024 compared to the nine months ended OctoberÂ 31, 2023. This increase was primarily attributable to a $9.9 million increase in software service and implementation costs, a $3.6 million increase in third-party consulting fees, a $2.7 million increase due to a credit loss recovery recorded in the prior comparable period, and a $2.3 million increase in charitable donations mainly driven by the increased fair value of our Class A common shares contributed to a donor-advised fund in the current year. These increases were partially offset by a $14.5 million decrease in personnel-related expenses, which included a $20.3 million decrease in stock-based compensation expense partially offset by a $2.7 million increase in employee termination benefits related to our fiscal year 2025 restructuring actions, a $2.3 million increase in employee insurance costs, and a $1.3 million increase salary-related and bonus expenses associated with both increased headcount and merit increases.Interest IncomeÂ Nine Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)Interest income$37,255Â $41,913Â $(4,658)(11)%Percentage of revenue4Â %5Â %Â Â Interest income decreased by $4.7Â million, or 11%, for the nine months ended OctoberÂ 31, 2024 compared to the nine months ended OctoberÂ 31, 2023 as a result of a period-over-period decrease in our aggregate balance of cash and cash equivalents and marketable securities, as well as decreased interest rates.Other Income, NetÂ Nine Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)Other income, net$26,199Â $25,491Â $708Â 3Â %Percentage of revenue3Â %3Â %Â Â Other income, net remained relatively constant for the nine months ended OctoberÂ 31, 2024 compared to the nine months ended OctoberÂ 31, 2023, primarily due to a $5.5 million net increase in amortization on marketable securities and cash equivalents partially offset by a $2.4 million decrease in legal expense related to shareholder litigation, a $1.5 million decrease in sublease income, and a $1.0 million decrease in gains from foreign currency transactions.(Benefit From) Provision For Income TaxesÂ Nine Months Ended October 31,Â Â Â 20242023ChangeChange %Â (dollars in thousands)(Benefit from) provision for income taxes$(7,236)$11,388Â $(18,624)NM(1)Percentage of revenue(1)%2Â %Â Â (1) Not meaningfulProvision for income taxes decreased by $18.6Â million for the nine months ended OctoberÂ 31, 2024 compared to the nine months ended OctoberÂ 31, 2023, mainly driven by the release of valuation allowance associated with our U.K. DTA and tax impact of changing our intent with respect to permanent reinvestment of foreign earnings.Liquidity and Capital ResourcesWe have financed operations since our inception primarily through customer payments and net proceeds from sales of equity securities. Our principal uses of cash in recent periods have been to fund our operations, invest in capital expenditures, engage in various business acquisitions, and, more recently, repurchase shares of our Class A common stock. As of OctoberÂ 31, 2024, our principal sources of liquidity were cash, cash equivalents, and marketable securities totaling $1,603.4 million, and we had an accumulated deficit of $2,039.7 million. For the nine months ended OctoberÂ 31, 2024, we reported a net loss of $125.5 million and net cash provided by operating activities of $174.5 million.38Table of ContentsOur future capital requirements will depend on many factors, including our revenue growth rate, sales of our products and services, license renewal activity, the timing and the amount of cash received from customers, the expansion of sales and marketing activities, the timing and extent of spending to support development efforts, the introduction of new and enhanced products, the continuing market adoption of our products, expenses associated with international expansion, the timing and extent of capital expenditures to invest in existing and new office spaces, and the timing and extent of stock repurchases. We may in the future enter into arrangements to acquire or invest in complementary businesses, products, and technologies. We may be required to seek additional equity or debt financing. In the event that we require additional financing, we may not be able to raise such financing on terms acceptable to us or at all. If we are unable to raise additional capital or generate cash flows necessary to expand our operations and invest in continued innovation, we may not be able to compete successfully, which would harm our business, operations, and financial condition.We believe that our existing cash and cash equivalents, marketable securities, and payments from customers will be sufficient to fund our anticipated cash requirements for the next twelve months and the long term.Stock Repurchase ProgramOn SeptemberÂ 1, 2023, our board of directors authorized a stock repurchase program, pursuant to which we may repurchase from time to time up to $500.0 million of our outstanding shares of Class A common stock. On AugustÂ 30, 2024 our board of directors authorized the repurchase of an additional $500.0 million of our Class A common stock. Refer to Note 10, Stockholders' Equityâ€”Stock Repurchase Program for further details.Cash FlowsThe following table summarizes our cash flows for the periods presented:Â Nine Months Ended October 31,20242023(in thousands)Net cash provided by operating activities (1)$174,483Â $153,480Â Net cash used in investing activities$(28,807)$(430,930)Net cash used in financing activities$(433,530)$(114,978)(1) Inclusive of:Cash paid for employer payroll taxes related to employee equity transactions$(4,435)$(6,183)Net payments of employee tax withholdings on stock

option exercises(6)(788)Cash paid for restructuring costs$(11,475)$(6,072)Operating ActivitiesOur largest source of operating cash is cash generation from sales to our customers. Our primary uses of cash from operating activities are for personnel-related expenses, direct costs to deliver licenses and provide subscription and professional services, and marketing expenses.Net cash provided by operating activities for the nine months ended OctoberÂ 31, 2024 of $174.5 million was driven by cash collections from our customers, which were approximately 16% higher than during the nine months ended OctoberÂ 31, 2023. These cash inflows were partially offset by cash payments for operating expenditures, primarily associated with the compensation of our teams, including fiscal year 2024 annual bonuses paid in the first quarter of fiscal year 2025. Other cash operating expenditures included payments related to our fiscal year 2025 workforce restructuring, and payments for professional services, software, and office rent.Net cash provided by operating activities for the nine months ended OctoberÂ 31, 2023 of $153.5 million was driven by cash collections from our customers, partially offset by cash payments for operating expenditures, primarily associated with the compensation of our teams, including fiscal year 2023 annual bonuses paid in the first quarter of fiscal year 2024. Other cash operating expenditures included payments related to our fiscal year 2023 workforce restructuring, which was concluded during the second quarter of fiscal year 2024, and payments for professional services, software, and office rent. 39Table of ContentsInvesting ActivitiesNet cash used in investing activities for the nine months ended OctoberÂ 31, 2024 of $28.8 million was driven by $1,162.2 million in purchases of marketable securities, a $35.8 million investment in the H company, and $7.5 million in capital expenditures, partially offset by $1,176.8 million in maturities of marketable securities.Net cash used in investing activities for the nine months ended OctoberÂ 31, 2023 of $430.9 million was primarily driven by $1,006.6 million in purchases of marketable securities, partially offset by $576.5 million in maturities of marketable securities.Financing ActivitiesNet cash used in financing activities for the nine months ended OctoberÂ 31, 2024 of $433.5 million was primarily driven by $381.4 million in repurchases of Class A common stock under our stock repurchase program, $60.5 million in payments of tax withholdings on net settlement of equity awards, and $5.6 million in deferred cash consideration paid on the second anniversary of the acquisition of Re:infer LTD, partially offset by $12.9 million in proceeds from ESPP contributions and $0.9 million in proceeds from exercise of stock options.Net cash used in financing activities for the nine months ended OctoberÂ 31, 2023 of $115.0 million was primarily driven by $75.5 million in payments of tax withholdings on net settlement of equity awards, $52.6 million in repurchases of Class A common stock under our stock repurchase program, and $5.9 million in deferred cash consideration paid on the first anniversary of the acquisition of Re:infer LTD, partially offset by $14.3 million in proceeds from ESPP contributions and $5.4 million in proceeds from exercise of stock options. Material Cash RequirementsOur material cash requirements predominantly relate to working capital requirements, including employee compensation, payment of employee tax withholdings on net settlement of equity awards, and employee termination benefits related to our fiscal year 2025 restructuring actions, and material contractual obligations, including leases and purchase commitments.As of OctoberÂ 31, 2024, accrued compensation and benefits of $88.8 million are included in current liabilities on our condensed consolidated balance sheet. Refer to Note 8, Consolidated Balance Sheet Componentsâ€”Accrued Expenses and Other Current Liabilities for details of additional short-term payroll-related obligations included in accrued expenses and other current liabilities.Refer to Note 7, Operating Leases for more detailed information regarding timing of future lease payments, and Note 9, Commitments and Contingenciesâ€”Non-Cancelable Purchase Obligations for more detailed information regarding timing of purchase commitments. There were no significant changes during the nine months ended OctoberÂ 31, 2024 from the contractual obligations disclosed in the section titled â€œManagementâ€™s Discussion and Analysis of Financial Condition and Results of Operations,â€ set forth in the 2024 Form 10-K.Our stock repurchase program may also represent a material use of cash depending upon the number of shares repurchased, which is ultimately discretionary. Refer to Note 10, Stockholders' Equityâ€”Stock Repurchase Program for further details.Critical Accounting EstimatesThere have been no material changes to our critical accounting estimates as compared to those disclosed in the 2024 Form 10-K.Recent Accounting PronouncementsSee Note 2, Summary of Significant Accounting Policiesâ€”Recently Issued Accounting Pronouncements, included in Part I, Item 1 of this Quarterly Report on Form 10-Q for more information.Item 3. Quantitative and Qualitative Disclosures About Market Risk.We are exposed to market risk in the ordinary course of our business. Market risk represents the risk of loss that may impact our financial position due to adverse changes in financial market prices and rates. Our market risk exposure is principally the result of fluctuations in interest rates and foreign currency exchange rates.40Table of ContentsInterest Rate RiskAs of OctoberÂ 31, 2024, we had $773.6 million of cash and cash equivalents. Cash and cash equivalents consist of cash in banks, bank deposits, and money market accounts. In addition, we had $829.8Â million of marketable securities, consisting primarily of treasury bills and U.S. government securities, corporate bonds, and commercial paper. Such interest-earning instruments carry a degree of interest rate risk. The primary objectives of our investment activities are the preservation of capital, the fulfillment of liquidity needs, and the fiduciary control of cash. We do not enter into investments for trading or speculative purposes. The effect of a hypothetical 10% change in interest rates would not have had a material impact on our condensed consolidated financial statements for the nine months ended OctoberÂ 31, 2024.Foreign Currency Exchange RiskThe functional currency of our non-U.S. subsidiaries is the local currency. Asset and liability balances denominated in non-U.S. dollar currencies are translated into U.S. dollars using period-end exchange rates, while translation of revenue and expenses is based on average monthly rates. Translation adjustments are recorded as a component of accumulated other comprehensive income, and transaction gains and losses are recorded in other income, net on our condensed consolidated financial statements. We have from time to time used foreign currency forward contracts to reduce our potential exposure to currency fluctuations. If we are not able to successfully mitigate the risks associated with currency fluctuations, our results of operations could be adversely affected. The estimated translation impact to our condensed consolidated financial statements of a hypothetical 10% change in foreign currency exchange rates would amount to $26.3 million for the nine months ended OctoberÂ 31, 2024. For the nine months ended OctoberÂ 31, 2024, approximately 53% of our revenues and approximately 37% of our expenses were denominated in non-U.S. dollar currencies, and we recognized net foreign currency transaction gains of $1.9 million.Item 4. Controls and Procedures.Evaluation of Disclosure Controls and ProceduresOur "disclosure controls and procedures" as defined in Rule 13a-15(e) and Rule 15d-15(e) of the Exchange Act, are designed to ensure that information required to be disclosed in our reports filed or submitted under the Exchange Act is recorded, processed, summarized, and reported within the time periods specified in the SECâ€™s rules and forms. In addition, they are designed to ensure that such information is accumulated and communicated to our management, including our Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO") as appropriate to allow timely decisions regarding required disclosure.Our management, with the participation of our CEO and CFO, performed an evaluation of the effectiveness of our disclosure controls and procedures as of the end of the period covered by this Quarterly Report on Form 10-Q. Based on such evaluation, our CEO and CFO concluded that our disclosure controls and procedures were effective at a reasonable assurance level as of OctoberÂ 31, 2024.Changes in Internal Control Over Financial ReportingDuring the three months ended OctoberÂ 31, 2024, no change in internal control over financial reporting was identified in connection with the evaluation required by Rule 13a-15(d) and Rule 15d-15(d) of the Exchange Act that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.Limitations on Effectiveness of Controls and ProceduresOur management, including our CEO and CFO, believes that our disclosure controls and procedures and internal control over financial reporting are designed to provide reasonable assurance of achieving their objectives and are effective at a reasonable assurance level. However, any control system, no matter how well designed and operated, can only provide reasonable, not absolute, assurance that its objectives will be met. There are inherent limitations to the effectiveness of any system of disclosure controls and procedures and internal control over financial reporting, including resource constraints, errors in judgment, and the possibility that controls and procedures will be circumvented by collusion, by management override, or by mistake. Additionally, the design of any control system is based in part on management assumptions about the likelihood of future events, and there can be no assurance that the system will succeed in achieving its objectives under all potential future scenarios. As a result of these limitations, our management does not expect that our disclosure controls and procedures and 41Table of Contentsinternal control over financial reporting will prevent all potential errors or fraud or detect all potential misstatements due to error or fraud.42Table of ContentsPART IIâ€”OTHER INFORMATIONItem 1. Legal Proceedings.Refer to Note 9, Commitments and Contingenciesâ€”Litigation, to the condensed consolidated financial statements included in this Quarterly Report on Form 10-Q for a description of current legal proceedings.Item 1A. Risk Factors.Our operations and financial results are subject to various risks and uncertainties, some of which are beyond our control. In addition to the other information set forth in this Quarterly Report on Form 10-Q, you should carefully consider the risks discussed in the 2024 Form 10-K, including the disclosure under Part I, Item 1A, "Risk Factors,â€ which are risks we believe could materially affect our business, financial condition and future results. These are not the only risks we face. Other risks and uncertainties we are not currently aware of or that we currently consider immaterial also may materially adversely affect our business, financial condition, and future results. Risks we have identified but currently consider immaterial could still materially adversely affect our business, financial condition, and future results if our assumptions about those risks are incorrect or if circumstances change.There have been no material changes to the risk factors previously disclosed in Part I, Item 1A of the 2024 Form 10-K except as follows:We are subject to numerous risks associated with the evolving market for products with AI capabilities. The markets and use cases for products with AI capabilities have been rapidly evolving, are difficult to predict, and may impact demand for our products, our sales cycles, our ability to forecast results from sales of these products, and the preferences of our customers and potential customers. The significant investments we have made to develop products and software to address what we believe will be increasing demand for AI capabilities may be insufficient, and we face significant hurdles, including whether demand will materialize, whether third-party software providers will develop functionality that allows their software to utilize the AI capabilities of our products, and whether we will be successful in developing, pricing, and packaging products that can compete with offerings by established competitors. We have invested in an early-stage global foundation model and agentic AI company and we may continue to invest in other potentially disruptive technologies in the future, through various vehicles such as equity or debt investments, joint ventures, or strategic partnerships. Such investments may not produce the expected results, may require more financial resources than anticipated, or may otherwise be unsuccessful, and the value of the investments may decline or be impaired, or our business may be adversely impacted.Additionally, our use of AI technology in general may subject us to reputational, financial, legal, or regulatory risks. As we continue to incorporate AI technology into our products and services, any failures to address concerns relating to the responsible use of the evolving AI technology in our products and services may cause harm to our reputation or result in financial liability, and as such, may increase our costs to address or mitigate such risks and issues. AI technology may create ethical issues, generate defective algorithms, and present other risks that create challenges with respect to its adoption. In addition, evolving rules, regulations, and industry standards governing AI may require us to expend significant resources to modify, maintain, or align our business practices or products to comply with U.S. and non-U.S. rules and regulations, the nature of which cannot be determined at this time. Several jurisdictions around the globe, including the EU and certain U.S. states, have already proposed or enacted laws governing the development and use of AI, such as the EU's AI Act. U.S. federal agencies are likely to release AI regulations in the near future in light of the Biden administration's October 30, 2023 Executive Order on AI. We expect other jurisdictions will adopt similar laws.The regulatory environment surrounding the impact of the implementation of AI on our products and services may adversely affect our ability to produce and export products, and as a result, may cause harm to our reputation and result in financial liability.43Table of ContentsDelays or difficulties associated with the design, implementation, or post-implementation use of our new enterprise resource planning ("ERP") system could adversely impact our business, financial condition, and results of operations.We rely on information systems, particularly ERP technology, to manage our business, summarize our operating and financial results, and provide timely information to our management. We are currently engaged in a multi-year implementation of a new ERP system. This implementation is a complex project with broad scope, in which we have invested and will continue to invest significant financial and human capital. Despite our efforts, we may experience delays, unexpected costs, or other difficulties as the implementation process continues. Further, although we plan to run our existing technology in parallel with the new ERP system for a period of time and to conduct extensive testing to ensure that the new ERP system is operating as intended, post-implementation disruptions to or difficulties in use of the new ERP could require us to incur additional costs, or could impair, among other things, our ability to record sales, process transactions, collect receivables, and produce timely and accurate historical and forecasted financial information, which could adversely impact our business, financial condition, and results of operations. Additionally, if the new ERP system does not ultimately operate as intended, the effectiveness of our internal control over financial reporting could be harmed.We have undertaken, and may in the future undertake, internal restructuring activities that could result in disruptions to our business or otherwise materially harm our results of operations or financial condition.From time to time, we have undertaken and may continue to undertake internal restructuring activities in an effort to better align our resources with our business strategy. For example, we initiated a restructuring plan in July 2024. This follows an earlier restructuring plan we initiated in fiscal year 2023 that was completed during the second quarter of fiscal year 2024. We incur substantial costs to implement restructuring plans, and our restructuring activities may subject us to reputational risks and litigation risks and expenses. There can be no assurance that any restructuring activities that we have undertaken or undertake in the future will achieve the cost savings, operating efficiencies, or other benefits that we may initially expect. In addition, restructuring activities may result in loss of institutional knowledge and expertise, attrition beyond our intended reduction in force, or a negative impact on employee morale and productivity or our ability to attract highly skilled employees. Internal restructurings can also require a significant amount of time and focus from management and other employees, which may divert attention from commercial operations. If any internal restructuring activities we have undertaken or undertake in the future fail to achieve some or all of the expected benefits, our business, financial condition, and results of operations could be materially and adversely affected.Risks associated with our use of AI (including machine learning and large language models) may result in reputational harm or liability.AI is enabled by or integrated into parts of our technology platform and may also be used directly or indirectly as part of our internal systems and processes. As such, AI remains a significant and growing element of our business and operations. As with many developing technologies, AI presents risks and challenges that could affect its further development, adoption, and use. AI algorithms and models may be flawed. Our AI-related efforts, particularly those related to generative AI, or the datasets that we use in training our systems, subject us to risks related to harmful or illegal content, accuracy, bias, intellectual property infringement or misappropriation, defamation, data privacy, cybersecurity, sanctions, and export controls, among others. Third-party AI capabilities that can be integrated with our platform or used in our internal systems and processes, including generative AI, could also produce false or "hallucinatory" inferences about customer data, enterprises, other information, or subject matter. The use of generative AI processes at scale is relatively new, and may lead to challenges, concerns, and risks that are significant, or that we may not be able to predict, especially if our direct or indirect use of these technologies in our products and internal systems and processes were to become more important to us over time. If the recommendations, forecasts, or analyses that AI applications, including AI agents, assist in producing are deficient or inaccurate, we could be subject to competitive harm or potential legal liability, including under existing and future legislation or regulations, including in the U.S. and the EU. The rapid evolution of AI may also require us to expend additional resources to help ensure that AI is implemented appropriately in order to minimize unintended or harmful impact which may adversely affect our business, financial condition, and results of operations.Some AI scenarios may present ethical issues, and the enablement or integration of AI into our platform or internal processes may subject us to new or heightened legal, regulatory, ethical, or other challenges, as this is an area of rapid development. We take into consideration these challenges when designing our technologies and implementing our business practices. For example, our platform includes data governance tools and other tools, which are intended to regulate and limit user access. In addition, we have developed internal responsible AI 44Table of Contentsguidelines. However, we have no assurance that these tools or guidelines, nor their implementation, will be sufficient to protect us against evolving AI-related risks. As a result, if we face any claims or litigation relating to our use of AI, including its purported or real impact to, human rights, data privacy, employment, or other societal issues, we may experience brand or reputational harm, as well as regulatory or legal scrutiny, which could have a material adverse effect on our operations, and business outlook.Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.Recent Sales of Unregistered Equity SecuritiesNone.Use of Proceeds from Initial Public Offering of Class A Common StockThere has been no material change in the planned uses of proceeds from our IPO from those disclosed in the 2024 Form 10-K.Issuer Purchase of Equity SecuritiesThe following table presents our Class A common stock repurchase activity under our previously announced stock repurchase program for the three months ended OctoberÂ 31, 2024 (in thousands, except for per share data):PeriodTotal Number of Shares PurchasedAverage Price Paid Per Share (1)Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs (2)Approximate Dollar Value of Shares That May Yet Be Purchased Under the Plans or Programs (2)August 1 - 3110,698Â $11.65Â 10,698Â $554,425Â September 1 - 301,845Â $12.15Â 1,845Â $532,013Â October 1 - 311,230Â $12.43Â 1,230Â $516,719Â Total13,773Â 13,773Â (1) Excludes brokerage commission and 1% excise tax accrued pursuant to the Inflation Reduction Act of 2022.(2) On SeptemberÂ 1, 2023, our board of directors authorized a stock repurchase program which authorized the repurchase from time to time of up to $500.0 million of our outstanding shares of Class

A common stock. This authorization was scheduled to expire on March 1, 2025. On AugustÂ 30, 2024, our board of directors authorized an additional $500.0 million of repurchases under the stock repurchase program. The current authorization may be suspended or discontinued at any time and does not have a specified expiration date. Repurchases under the program may be effected through open market purchases, privately-negotiated transactions, or otherwise in accordance with applicable federal securities laws, including through Rule 10b5-1 trading plans and under Rule 10b-18 of the Exchange Act. The timing and actual number of shares repurchased will depend on a variety of factors, including price, general business and market conditions, and alternate uses of capital. Item 3. Defaults Upon Senior Securities.None.Item 4. Mine Safety Disclosures.Not applicable.45Table of ContentsItem 5. Other Information.None.46Table of ContentsItem 6. Exhibits.ExhibitNumberDescription31.1Certification of Chief Executive Officer Pursuant to Rules 13a-14(a) and 15d-14(a) under the Securities Exchange Act of 1934, as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.31.2Certification of Chief Financial Officer Pursuant to Rules 13a-14(a) and 15d-14(a) under the Securities Exchange Act of 1934, as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.32.1^Certification of Chief Executive Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.32.2^Certification of Chief Financial Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.101.SCHXBRL Taxonomy Extension Schema Document101.CALXBRL Taxonomy Extension Calculation Linkbase Document101.DEFXBRL Taxonomy Extension Definition Linkbase Document101.LABXBRL Taxonomy Extension Label Linkbase Document101.PREXBRL Taxonomy Extension Presentation Linkbase Document104Cover Page Interactive Data File (formatted as Inline XBRL and contained in Exhibit 101)^The certification furnished in Exhibit 32.1 hereto is deemed to accompany this Quarterly Report on Form 10-Q and is not deemed "filed" for purposes of Section 18 of the Exchange Act, or otherwise subject to the liability of that section, nor shall it be deemed incorporated by reference into any filing under the Securities Act or the Exchange Act, irrespective of any general incorporation language contained in such filing. 47Table of Contents SIGNATURESPursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.UiPath, Inc.Date: December 6, 2024By:/s/ Ashim GuptaAshim GuptaChief Financial Officer and Chief Operating Officer(Principal Financial Officer)48 EX-31.1 2 path-20241031xexx311.htm EX-31.1 DocumentExhibit 31.1CERTIFICATION PURSUANT TORULES 13a-14(a) AND 15d-14(a) UNDER THE SECURITIES EXCHANGE ACT OF 1934,AS ADOPTED PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002I, Daniel Dines, certify that:1.I have reviewed this Quarterly Report on Form 10-Q of UiPath, Inc.;2.Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;3.Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;4.The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:(a)Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared; (b)Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;(c)Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and(d)Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and5.The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors:(a)All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and(b)Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.Date: December 6, 2024By:/s/ Daniel DinesDaniel DinesChief Executive Officer, Founder, and Chairman EX-31.2 3 path-20241031xexx312.htm EX-31.2 DocumentExhibit 31.2CERTIFICATION PURSUANT TORULES 13a-14(a) AND 15d-14(a) UNDER THE SECURITIES EXCHANGE ACT OF 1934,AS ADOPTED PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002I, Ashim Gupta, certify that:1.I have reviewed this Quarterly Report on Form 10-Q of UiPath, Inc.;2.Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;3.Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;4.The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:(a)Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared; (b)Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;(c)Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and(d)Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and5.The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors:(a)All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and(b)Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.Date: December 6, 2024By:/s/ Ashim GuptaAshim GuptaChief Financial Officer and Chief Operating Officer(Principal Financial Officer) EX-32.1 4 path-20241031xexx321.htm EX-32.1 DocumentExhibit 32.1CERTIFICATION PURSUANT TO18 U.S.C. SECTION 1350, AS ADOPTED PURSUANT TOSECTION 906 OF THE SARBANES-OXLEY ACT OF 2002In connection with the Quarterly Report of UiPath, Inc. (the â€œCompanyâ€) on Form 10-Q for the quarter ended OctoberÂ 31, 2024 as filed with the Securities and Exchange Commission on the date hereof (the â€œReportâ€), I, Daniel Dines, certify, pursuant to 18 U.S.C. Â§ 1350, as adopted pursuant to Â§ 906 of the Sarbanes-Oxley Act of 2002, that:(1)The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and(2)The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.Date: December 6, 2024By:/s/ Daniel DinesDaniel DinesChief Executive Officer, Founder, and Chairman EX-32.2 5 path-20241031xexx322.htm EX-32.2 DocumentExhibit 32.2CERTIFICATION PURSUANT TO18 U.S.C. SECTION 1350, AS ADOPTED PURSUANT TOSECTION 906 OF THE SARBANES-OXLEY ACT OF 2002In connection with the Quarterly Report of UiPath, Inc. (the â€œCompanyâ€) on Form 10-Q for the quarter ended OctoberÂ 31, 2024 as filed with the Securities and Exchange Commission on the date hereof (the â€œReportâ€), I, Ashim Gupta, certify, pursuant to 18 U.S.C. Â§ 1350, as adopted pursuant to Â§ 906 of the Sarbanes-Oxley Act of 2002, that:(1)The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and(2)The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.Date: December 6, 2024By:/s/ Ashim GuptaAshim GuptaChief Financial Officer and Chief Operating Officer(Principal Financial Officer) EX-101.SCH 6 path-20241031.xsd XBRL TAXONOMY EXTENSION SCHEMA DOCUMENT 0000001 - Document - Cover link:presentationLink link:calculationLink link:definitionLink 9952151 - Statement - Condensed Consolidated Balance Sheets link:presentationLink link:calculationLink link:definitionLink 9952152 - Statement - Condensed Consolidated Balance Sheets (Parenthetical) link:presentationLink link:calculationLink link:definitionLink 9952153 - Statement - Condensed Consolidated Statements of Operations link:presentationLink link:calculationLink link:definitionLink 9952154 - 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Contract with Customer, Asset, after Allowance for Credit Loss, Current Schedule of Prepaid Expenses and Other Current Assets Deferred Costs, Capitalized, Prepaid, and Other Assets Disclosure [Table Text Block] Cover [Abstract] Cover [Abstract] Net decrease in cash, cash equivalents, and restricted cash Cash, Cash Equivalents, Restricted Cash, and Restricted Cash Equivalents, Period Increase (Decrease), Including Exchange Rate Effect Deferred contract acquisition costs Capitalized Contract Cost, Net, Current Schedule of Future Undiscounted Lease Payments for Operating Lease Liabilities Lessee, Operating Lease, Liability, to be Paid, Maturity [Table Text Block] Other Other Liabilities, Current Unrecognized tax benefits which would impact the effective tax rate if recognized Unrecognized Tax Benefits that Would Impact Effective Tax Rate Trading Symbol Trading Symbol Schedule of Computation of Basic and Diluted Net Loss Per Share Schedule of Earnings Per Share, Basic and Diluted [Table Text Block] Common stock shares reserved to fund social impact and environmental, social and governance initiatives (in shares) Common Stock Capital Shares Reserved For Charitable Endeavors Common stock capital shares reserved for charitable endeavors. Cash paid for income taxes, net Income Taxes Paid, Net Other Commitments [Line Items] Other Commitments [Line Items] Accounts receivable, allowance for doubtful accounts Accounts Receivable, Allowance for Credit Loss, Current Billed Consideration Billed Revenues [Member] Class A Common Stock Class A Common Class A [Member] Purchase price of common stock, offering date, percent of market price Share-based Compensation Arrangement by Share-based Payment Award, Purchase Price of Common Stock, Offering Date, Percent Share-based Compensation Arrangement by Share-based Payment Award, Purchase Price of Common Stock, Offering Date, Percent Income Tax Examination [Line Items] Income Tax Examination [Line Items] Summary Of Significant Accounting Policies [Table] Summary Of Significant Accounting Policies [Table] Summary of significant accounting policies. 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[Domain] Product and Service [Domain] Stock Options Outstanding stock options Share-Based Payment Arrangement, Option [Member] Short-term lease cost Short-Term Lease, Cost Debt Securities, Available-for-sale [Table] Debt Securities, Available-for-Sale [Table] Vested (in dollars per share) Share-Based Compensation Arrangement by Share-Based Payment Award, Equity Instruments Other than Options, Vested in Period, Weighted Average Grant Date Fair Value Depreciation expense Depreciation Goodwill [Roll Forward] Goodwill [Roll Forward] Fair Value Disclosures [Abstract] Fair Value Disclosures [Abstract] Marketable securities Marketable Securities, Current 2026 Lessee, Operating Lease, Liability, to be Paid, Year One Licenses License [Member] Schedule of Antidilutive Securities Excluded from Computation of Earnings Per Share [Table] Antidilutive Security, Excluded EPS Calculation [Table] Comprehensive loss Comprehensive Income (Loss), Net of Tax, Attributable to Parent Income taxes payable 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shares used in computing net loss per share, diluted (in shares) Weighted Average Number of Shares Outstanding, Diluted Remainder of year ending January 31, 2025 Finite-Lived Intangible Asset, Expected Amortization, Remainder of Fiscal Year AOCI Attributable to Parent, Net of Tax [Roll Forward] AOCI Attributable to Parent, Net of Tax [Roll Forward] 2026 Purchase Obligation, to be Paid, Year One Total stockholdersâ€™ equity Beginning balance Ending balance Equity, Attributable to Parent Thereafter Purchase Obligation Due After Year Four Purchase obligation due after fourth year. Provision for deferred income taxes Deferred Income Tax Expense (Benefit) Schedule of Changes in Carrying Amounts of Goodwill Schedule of Goodwill [Table Text Block] Concentration Risk Type [Domain] Concentration Risk Type [Domain] Letters of credit outstanding Letters of Credit Outstanding, Amount United States, European Union Countries and Japan United States, European Union Countries And Japan [Member] United States, European Union (â€œEUâ€) countries, and Japan. Defined contribution plan, contribution cost Defined Contribution Plan, Cost Other comprehensive income (loss), net Other comprehensive income (loss), net Other comprehensive income (loss), net of tax Other Comprehensive Income (Loss), Net of Tax, Portion Attributable to Parent Recurring Fair Value, Recurring [Member] Accounts receivable, net of allowance for credit losses of $2,238 and $1,119, respectively Accounts Receivable, after Allowance for Credit Loss, Current Cost of revenue Cost of Sales [Member] Granted (in shares) Share-Based Compensation Arrangement by Share-Based Payment Award, Options, Grants in Period, Gross Yankee bonds Yankee Bonds [Member] Yankee Bonds Charitable donation of Class A common stock (in shares) Common stock contributed as a charitable donation (in shares) Stock Issued During Period, Shares, Charitable Donation Stock Issued During Period, Shares, Charitable Donation Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items] Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items] Number of shares authorized (in shares) Share-Based Compensation Arrangement by Share-Based Payment Award, Number of Shares Authorized Prepaid expenses and service credits Prepaid Expense And Service Credit, Current Prepaid Expense And Service Credit, Current Document Fiscal Period Focus Document Fiscal Period Focus Schedule of Accrued Restructuring Costs Schedule of Restructuring Reserve by Type of Cost [Table Text Block] Unrealized Gain (Loss) on Marketable Securities AOCI, Accumulated Gain (Loss), Debt Securities, Available-for-Sale, Parent [Member] 2027 Finite-Lived Intangible Asset, Expected Amortization, Year Two Outstanding, Weighted-Average Remaining Contractual Life (years) Share-Based Compensation Arrangement by Share-Based Payment Award, Options, Outstanding, Weighted Average Remaining Contractual Term ASSETS Assets [Abstract] Increase (decrease) in DTA Deferred Tax Asset, Increase (Decrease), Amount Deferred Tax Asset, Increase (Decrease), Amount Restricted cash Restricted Cash, Current Document Type Document Type Commercial paper Commercial Paper [Member] Average price of common stock repurchased (in dollar per share) Shares Acquired, Average Cost Per Share Schedule of Weighted-average Lease Term and Discount Rate Weighted Average Lease Term And Discount Rate Related To Operating Lease Right Of Use Assets And Lease Liabilities Table [Table Text Block] Weighted average lease term and discount rate related to operating lease right-of-use assets and lease liabilities. Issuance of common stock upon settlement of restricted stock units (in shares) Stock Issued During Period, Shares, Restricted Stock Award, Gross Deferred contract acquisition costs Increase Decrease In Capitalized Contract Cost Increase decrease in capitalized contract cost. Purchase price of common stock, purchase date, percent of market price Share-based Compensation Arrangement by Share-based Payment Award, Purchase Price of Common Stock, Purchase Date, Percent Share-based Compensation Arrangement by Share-based Payment Award, Purchase Price of Common Stock, Purchase Date, Percent Schedule of Non-Cancelable Purchase Obligations Long-Term Purchase Commitment [Table Text Block] Vested (in shares) Share-Based Compensation Arrangement by Share-Based Payment Award, Equity Instruments Other than Options, Vested in Period Amortized Cost Debt Securities, Available-for-Sale, Amortized Cost Schedule of Expected Future Amortization Expenses Related to Intangible Assets Schedule of Finite-Lived Intangible Assets, Future Amortization Expense [Table Text Block] Maximum Maximum [Member] Amortization of acquired intangible assets Amortization of Intangible Assets Furniture and fixtures Furniture and Fixtures [Member] Intangible Assets, Net Finite-Lived Intangible Assets, Net Antidilutive Securities [Axis] Antidilutive Securities [Axis] Accounts payable Accounts Payable, Current Accounting Policies [Abstract] Accounting Policies [Abstract] Revenue: Revenues [Abstract] Purchase price (in dollars per share) Shares Issued, Price Per Share Leasehold improvements Leasehold Improvements [Member] Current Fiscal Year End Date Current Fiscal Year End Date Less: imputed interest Lessee, Operating Lease, Liability, Undiscounted Excess Amount Professional services and other Professional Services and Other [Member] Professional Services and Other Total Lease, Cost Statistical Measurement [Axis] Statistical Measurement [Axis] Loss before income taxes Income (Loss) from Continuing Operations before Income Taxes, Noncontrolling Interest Shares purchased (in shares) Share-Based Compensation Arrangement by Share-Based Payment Award, Shares Issued in Period Award Type [Domain] Award Type [Domain] Disaggregation of Revenue [Line Items] Disaggregation of Revenue [Line Items] Variable lease cost Variable Lease, Cost Schedule of Anti-Dilutive Common Stock Equivalents Excluded from Computation of Diluted Net Loss Per Share Schedule of Antidilutive Securities Excluded from Computation of Earnings Per Share [Table Text Block] Deferred tax assets Deferred Income Tax Assets, Net Additional Paid-in Capital Additional Paid-in Capital [Member] Contract assets Increase (Decrease) in Contract with Customer, Asset Product Liability Contingencies Product Liability Contingencies [Member] Product Liability Contingencies Subsequent Event Type [Domain] Subsequent Event Type [Domain] Class of Stock [Line Items] Class of Stock [Line Items] Customer relationships Customer Relationships [Member] Recently Issued Accounting Pronouncements New Accounting Pronouncements, Policy [Policy Text Block] Net loss per share, diluted (in dollars per share) Net loss per share, diluted (in dollars per share) Earnings Per Share, Diluted Class of Stock [Axis] Class of Stock [Axis] Finite-Lived Intangible Assets by Major Class [Axis] Finite-Lived Intangible Assets by Major Class [Axis] Accumulated Amortization Finite-Lived Intangible Assets, Accumulated Amortization Non-cash operating lease expense Operating Lease, Right-of-Use Asset, Periodic Reduction Entity Interactive Data Current Entity Interactive Data Current Vested and exercisable, Weighted-Average Remaining Contractual Life (years) Share-Based Compensation Arrangement by Share-Based Payment Award, Options, Vested and Expected to Vest, Exercisable, Weighted Average Remaining Contractual Term Rebates payable to partners Rebates Payable, Current Rebates Payable, Current Foreign currency transaction (losses) gains Gain (Loss), Foreign Currency Transaction, before Tax Preferred stock, shares issued (in shares) Preferred Stock, Shares Issued Schedule of Financial Instruments Measured at Fair Value on a Recurring Basis Schedule of Fair Value, Assets and Liabilities Measured on Recurring Basis [Table Text Block] Disaggregation of Revenue [Table] Disaggregation of Revenue [Table] Statement of Financial Position [Abstract] Statement of Financial Position [Abstract] Treasury bills and U.S. government securities US Treasury Bill Securities [Member] Stock-based compensation expense Share-Based Payment Arrangement, Noncash Expense Sales and marketing Selling and Marketing Expense Fair value of RSUs vested Share-Based Compensation Arrangement by Share-Based Payment Award, Equity Instruments Other than Options, Vested in Period, Fair Value 2028 Purchase Obligation, to be Paid, Year Three (Benefit from) provision for income taxes Income Tax Expense (Benefit) Supplemental disclosure of cash flow information Supplemental Cash Flow Information [Abstract] Weighted-average remaining period Share-Based Payment Arrangement, Nonvested Award, Cost Not yet Recognized, Period for Recognition Total revenue Amount Revenue from Contract with Customer, Excluding Assessed Tax Statement of Comprehensive Income [Abstract] Statement of Comprehensive Income [Abstract] Concentration Risk Benchmark [Domain] Concentration Risk Benchmark [Domain] Cost of professional services and other revenue Cost Of Sales, Professional Services And Other [Member] Cost Of Sales, Professional Services And Other Effective tax rate Effective Income Tax Rate Reconciliation, Percent Net cash used in investing activities Net Cash Provided by (Used in) Investing Activities Operating loss Operating

Income (Loss) Total liabilities and stockholdersâ€™ equity Liabilities and Equity Fair Value Hierarchy and NAV [Axis] Fair Value Hierarchy and NAV [Axis] Accrued compensation and employee benefits Employee-related Liabilities, Current Prepaid expenses and other assets Increase (Decrease) in Prepaid Expense and Other Assets Marketable securities, non-current Marketable securities with contractual maturities of one year or more Marketable Securities, Noncurrent Restructuring costs incurred Restructuring Charges Accumulated Other Comprehensive Income (Loss) [Line Items] Accumulated Other Comprehensive Income (Loss) [Line Items] Commitments and Contingencies Disclosure [Abstract] Commitments and Contingencies Disclosure [Abstract] Schedule of Earnings Per Share, Basic, by Common Class, Including Two Class Method [Table] Earnings Per Share, Basic, by Common Class, Including Two-Class Method [Table] Interest income Investment Income, Interest Finite-Lived Intangible Assets, Major Class Name [Domain] Finite-Lived Intangible Assets, Major Class Name [Domain] Operating lease ROU assets obtained in exchange for new operating lease liabilities Right-of-Use Asset Obtained in Exchange for Operating Lease Liability Loan note related to fiscal year 2023 acquisition of Re:Infer LTD (paid July 29, 2024) Business Acquisition, Loan Note Payable, Current Business Acquisition, Loan Note Payable, Current Tax withholdings on settlement of restricted stock units Share-Based Payment Arrangement, Decrease for Tax Withholding Obligation Accumulated Other Comprehensive Income (Loss) Accumulated Other Comprehensive Income AOCI Attributable to Parent [Member] Earnings Per Share, Diluted, by Common Class, Including Two Class Method [Line Items] Earnings Per Share, Diluted, by Common Class, Including Two Class Method [Line Items] Forfeited (in dollars per share) Share-Based Compensation Arrangements by Share-Based Payment Award, Options, Forfeitures in Period, Weighted Average Exercise Price Remaining performance obligations, period Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction, Period Product and Service [Axis] Product and Service [Axis] Entity Address, State or Province Entity Address, State or Province Property, Plant and Equipment [Line Items] Property, Plant and Equipment [Line Items] Statement [Line Items] Statement [Line Items] Net receipts (payments) of tax withholdings on sell-to-cover equity award transactions Proceeds From (Payments), Tax Withholding, Sell-to-cover, Share-based Payment Arrangement Proceeds From (Payments), Tax Withholding, Sell-to-cover, Share-based Payment Arrangement Operating expenses: Operating Expenses [Abstract] Schedule of Property and Equipment, Net Property, Plant and Equipment [Table Text Block] Financial Instruments [Domain] Financial Instruments [Domain] Sublease income Sublease Income Summary Of Significant Accounting Policies [Line Items] Summary Of Significant Accounting Policies [Line Items] Summary of significant accounting policies. Unvested, beginning balance (in dollars per share) Unvested, ending balance (in dollars per share) Share-Based Compensation Arrangement by Share-Based Payment Award, Equity Instruments Other than Options, Nonvested, Weighted Average Grant Date Fair Value LIABILITIES AND STOCKHOLDERS' EQUITY Liabilities and Equity [Abstract] Asia-Pacific Asia Pacific [Member] Contract assets, non-current Contract with Customer, Asset, after Allowance for Credit Loss, Noncurrent Minimum Minimum [Member] Agency bonds Agency bonds [Member] Agency bonds Vesting of early exercised stock options Adjustments To Additional Paid In Capital, Vesting Of Early Exercised Stock Options Adjustments to additional paid in capital, vesting of early exercised stock options. Deferred revenue, non-current Contract with Customer, Liability, Noncurrent Subscription services Subscription Services [Member] Subscription Services UK UNITED KINGDOM Property, Plant and Equipment [Table] Property, Plant and Equipment [Table] Outstanding, beginning balance (in dollars per share) Outstanding, ending balance (in dollars per share) Share-Based Compensation Arrangement by Share-Based Payment Award, Options, Outstanding, Weighted Average Exercise Price Operating lease right-of-use assets Operating Lease, Right-of-Use Asset Outstanding, beginning balance (in shares) Outstanding, ending balance (in shares) Share-Based Compensation Arrangement by Share-Based Payment Award, Options, Outstanding, Number Net Loss Per Share Earnings Per Share [Text Block] Accrued compensation and employee benefits Increase (Decrease) in Employee Related Liabilities Repurchase of Class A Common Stock Stock Issued During Period, Value, Employee Stock Purchase Plan Subsequent Event Subsequent Event [Member] Issuance of common stock upon exercise of stock options Stock Issued During Period, Value, Stock Options Exercised Intangible Assets and Goodwill Goodwill and Intangible Assets Disclosure [Text Block] Stockholders' equity Equity, Attributable to Parent [Abstract] Subsidiaries Subsidiaries [Member] Granted (in dollars per share) Share-Based Compensation Arrangement by Share-Based Payment Award, Equity Instruments Other than Options, Grants in Period, Weighted Average Grant Date Fair Value Schedule of Earnings Per Share, Diluted, by Common Class, Including Two Class Method [Table] Earnings Per Share, Diluted, by Common Class, Including Two-Class Method [Table] Unbilled Consideration Unbilled Revenues [Member] Excise tax accrued Share Repurchase Program, Excise Tax 2029 Finite-Lived Intangible Asset, Expected Amortization, Year Four Trade names and trademarks Trademarks and Trade Names [Member] Income Tax Disclosure [Abstract] Income Tax Disclosure [Abstract] Billing Status, Type [Axis] Billing Status, Type [Axis] Other investments carried at fair value Other Investments Other income, net Other Nonoperating Income (Expense) Statement of Stockholders' Equity [Abstract] Statement of Stockholders' Equity [Abstract] Intangible assets, net Intangible Assets, Net (Excluding Goodwill) Long-Lived Tangible Asset [Axis] Long-Lived Tangible Asset [Axis] Gross Unrealized Gains Debt Securities, Available-for-Sale, Accumulated Gross Unrealized Gain, before Tax Operating lease remaining lease terms Lessee, Operating Lease, Remaining Lease Term Treasury stock, at cost, 36,877 and 5,840 shares, respectively Treasury Stock, Common, Value Vested and exercisable, Stock Options (in shares) Share-Based Compensation Arrangement by Share-Based Payment Award, Options, Vested and Expected to Vest, Exercisable, Number Shares available for future issuances (in shares) Common Stock, Capital Shares Reserved for Future Issuance Related Party [Domain] Related and Nonrelated Parties [Domain] Total cash equivalents Cash and Cash Equivalents, Fair Value Disclosure Payroll taxes and other benefits payable Accrued Payroll Taxes And Other Benefits Payable, Current Accrued Payroll Taxes And Other Benefits Payable, Current Restructuring Cost and Reserve [Line Items] Restructuring Cost and Reserve [Line Items] Employee stock purchase plan withholdings Employee Stock Purchase Plan Liability, Current Employee Stock Purchase Plan Liability, Current Stock issued at closing subject to clawback provisions (in shares) Business Acquisition, Equity Interest Issued or Issuable, Subject to Clawback Provisions, Number of Shares Business Acquisition, Equity Interest Issued or Issuable, Subject to Clawback Provisions, Number of Shares Local Phone Number Local Phone Number Total operating expenses Operating Expenses Americas Americas [Member] Changes in operating assets and liabilities: Increase (Decrease) in Operating Capital [Abstract] Charitable donation of Class A common stock Charitable contribution recorded as expense Noncash Contribution Expense Long-Lived Tangible Asset [Domain] Long-Lived Tangible Asset [Domain] Schedule of Accrued Expenses and Other Current Liabilities Schedule of Accrued Liabilities [Table Text Block] Income Statement Location [Axis] Statement of Income Location, Balance [Axis] Commitments and Contingencies Commitments and Contingencies Disclosure [Text Block] Common Stock Common Stock [Member] Preferred stock, shares authorized (in shares) Preferred Stock, Shares Authorized Entity Emerging Growth Company Entity Emerging Growth Company Income Tax Examination [Table] Income Tax, Examination [Table] Tax withholdings on settlement of restricted stock units (in shares) Share-Based Payment Arrangement, Shares Withheld for Tax Withholding Obligation Entity Central Index Key Entity Central Index Key General and administrative General and Administrative Expense [Member] Lessee, Lease, Description [Table] Lessee, Lease, Description [Table] Foreign Currency Translation Adjustments Accumulated Foreign Currency Adjustment Attributable to Parent [Member] 2021 Stock Plan Two Thousand Twenty One Stock Plan [Member] Two thousand twenty one stock plan Stockholders' Equity Equity [Text Block] Equity Component [Domain] Equity Component [Domain] Preferred stock, par value (in dollars per share) Preferred Stock, Par or Stated Value Per Share Financial Instrument [Axis] Financial Instrument [Axis] Proposed reduction in net operating loss carryforwards Proposed Reduction In Operating Loss Carryforward Proposed Reduction In Operating Loss Carryforward Japan JAPAN Stock-based compensation APIC, Share-Based Payment Arrangement, Increase for Cost Recognition Payable for marketable securities purchase Marketable Securities Purchased But Not Yet Paid Marketable Securities Purchased But Not Yet Paid Entity Shell Company Entity Shell Company Entity Incorporation, State or Country Code Entity Incorporation, State or Country Code Class B Common Stock Class B Common Class B [Member] Statement [Table] Statement [Table] Measurement Frequency [Domain] Measurement Frequency [Domain] Summary of Significant Accounting Policies Significant Accounting Policies [Text Block] Earnings Per Share, Basic, by Common Class, Including Two Class Method [Line Items] Earnings Per Share, Basic, by Common Class, Including Two Class Method [Line Items] Convertible bonds Other Long-Term Investments Liability pertaining to uncertain tax positions Unrecognized Tax Benefits Geographic Concentration Risk Geographic Concentration Risk [Member] City Area Code City Area Code Current liabilities Liabilities, Current [Abstract] Charitable donation of Class A common stock Stock Issued During Period, Value, Charitable Donation Stock Issued During Period, Value, Charitable Donation Cash paid for interest Interest Paid, Excluding Capitalized Interest, Operating Activities Level 1 Fair Value, Inputs, Level 1 [Member] Concentration Risk Benchmark [Axis] Concentration Risk Benchmark [Axis] Total current assets Assets, Current Statement of Cash Flows [Abstract] Statement of Cash Flows [Abstract] Repurchases of Class A common stock Payments for Repurchase of Common Stock Document Information [Line Items] Document Information [Line Items] Deferred tax liability associated with the undistributed earnings of foreign subsidiaries Deferred Tax Liabilities, Undistributed Foreign Earnings Weighted-Average Grant Date Fair Value Per Share Share-Based Compensation Arrangement by Share-Based Payment Award, Equity Instruments Other than Options, Nonvested, Weighted Average Grant Date Fair Value [Abstract] Weighted-average grant date fair value of stock options granted (in dollars per share) Share-Based Compensation Arrangement by Share-Based Payment Award, Options, Grants in Period, Weighted Average Grant Date Fair Value Accumulated Other Comprehensive Income (Loss) [Table] Accumulated Other Comprehensive Income (Loss) [Table] Equity investments without readily determinable fair values Equity Securities without Readily Determinable Fair Value, Amount Restructuring Reserve [Roll Forward] Restructuring Reserve [Roll Forward] Non-cancellable commitments for operating leases that have not yet commenced Unrecorded Unconditional Purchase Obligation Subsequent Event Type [Axis] Subsequent Event Type [Axis] Other intangibles Other Intangible Assets [Member] Remaining performance obligations, percentage Revenue, Remaining Performance Obligation, Percentage Income Taxes Income Tax Disclosure [Text Block] 2029 Lessee, Operating Lease, Liability, to be Paid, Year Four Earnings Per Share [Abstract] Earnings Per Share [Abstract] Numerator: Net Income (Loss) Attributable to Parent [Abstract] Equity [Abstract] Equity [Abstract] Accumulated deficit Retained Earnings (Accumulated Deficit) Class of Stock [Domain] Class of Stock [Domain] Revenue Revenue from Contract with Customer Benchmark [Member] General and administrative General and Administrative Expense Organization, Consolidation and Presentation of Financial Statements [Abstract] Organization, Consolidation and Presentation of Financial Statements [Abstract] Weighted-average discount rate Operating Lease, Weighted Average Discount Rate, Percent Total operating lease liabilities Operating Lease, Liability Net cash used in financing activities Net Cash Provided by (Used in) Financing Activities Marketable Securities Investments in Debt and Marketable Equity Securities (and Certain Trading Assets) Disclosure [Text Block] Amendment Flag Amendment Flag Loss Contingency Nature [Axis] Loss Contingency Nature [Axis] Entity Registrant Name Entity Registrant Name Gross profit Gross Profit Foreign currency translation adjustments Other Comprehensive Income (Loss), Foreign Currency Transaction and Translation Adjustment, Net of Tax, Portion Attributable to Parent Level 2 Fair Value, Inputs, Level 2 [Member] Weighted-Average Remaining Useful Life (years) Finite-Lived Intangible Assets, Remaining Amortization Period Fair Value Hierarchy and NAV [Domain] Fair Value Hierarchy and NAV [Domain] Geographical [Domain] Geographical [Domain] Amortization of deferred contract acquisition costs Capitalized Contract Cost, Amortization Schedule of Disaggregation of Revenue by Geographical Region Disaggregation of Revenue [Table Text Block] Returnable shares issued in connection with business acquisition Business Combination, Returnable Shares Issued [Member] Business Combination, Returnable Shares Issued Entity Address, Postal Zip Code Entity Address, Postal Zip Code Schedule of Stock-Based Compensation Expense Share-Based Payment Arrangement, Expensed and Capitalized, Amount [Table Text Block] Cost of subscription services revenue Cost Of Sales, Subscription Services [Member] Cost Of Sales, Subscription Services Schedule of Restructuring and Related Costs [Table] Restructuring Cost [Table] Thereafter Lessee Operating Lease Liability Payments Due After Year Four Lessee operating lease liability payments due after year four. Title of 12(b) Security Title of 12(b) Security Concentration Risk Type [Axis] Concentration Risk Type [Axis] Common stock Common Stock, Value, Issued Fiscal Year Fiscal Period, Policy [Policy Text Block] Share-based Payment Arrangement [Abstract] Share-Based Payment Arrangement [Abstract] Period of shares automatically increase Share Based Compensation Arrangement By Share Based Payment Award Period Of Shares Automatically Increase Share-based compensation arrangement by share-based payment award, period of shares automatically increase. Cash and cash equivalents Cash and Cash Equivalents, at Carrying Value Other investing, net Payments for (Proceeds from) Other Investing Activities Vested and exercisable, Aggregate Intrinsic Value Share-Based Compensation Arrangement by Share-Based Payment Award, Options, Vested and Expected to Vest, Exercisable, Aggregate Intrinsic Value Finite-Lived Intangible Assets [Line Items] Finite-Lived Intangible Assets [Line Items] Forfeited (in dollars per share) Share-Based Compensation Arrangement by Share-Based Payment Award, Equity Instruments Other than Options, Forfeitures, Weighted Average Grant Date Fair Value Effect of exchange rate changes Effect of Exchange Rate on Cash, Cash Equivalents, Restricted Cash, and Restricted Cash Equivalents, Including Disposal Group and Discontinued Operations Cash flows from financing activities Net Cash Provided by (Used in) Financing Activities [Abstract] Preferred stock, $0.00001 par value per share, 20,000 shares authorized; none issued and outstanding Preferred Stock, Value, Issued Operating Lease, Liability, Current, Statement of Financial Position [Extensible Enumeration] Operating Lease, Liability, Current, Statement of Financial Position [Extensible Enumeration] Stock Options Share-Based Compensation Arrangement by Share-Based Payment Award, Options, Outstanding [Roll Forward] Shares issuable under ESPP Employee Stock [Member] Depreciation and amortization Depreciation, Depletion and Amortization, Nonproduction Net loss per share, basic (in dollars per share) Net loss per share, basic (in dollars per share) Earnings Per Share, Basic Receivables Billing Status [Domain] Receivables Billing Status [Domain] Accounts payable Increase (Decrease) in Accounts Payable Proceeds from employee stock purchase plan contributions Proceeds from Stock Plans Cash paid for amounts included in the measurement of operating lease liabilities Operating Lease, Payments Cash and Cash Equivalents Cash and Cash Equivalents [Member] Litigation Matters Litigation Matters [Member] Litigation Matters Property and equipment purchases included in accounts payable Capital Expenditures Incurred but Not yet Paid Schedule of Stock by Class [Table] Stock, Class of Stock [Table] Total current liabilities Liabilities, Current Denominator: Weighted Average Number of Shares Outstanding, Diluted [Abstract] Cost not yet recognized for unvested options Share-Based Payment Arrangement, Nonvested Award, Option, Cost Not yet Recognized, Amount Total assets Assets Concentration of Risks Concentration Risk, Credit Risk, Policy [Policy Text Block] 2026 Finite-Lived Intangible Asset, Expected Amortization, Year One Granted (in shares) Share-Based Compensation Arrangement by Share-Based Payment Award, Equity Instruments Other than Options, Grants in Period Payment of deferred consideration related to business acquisition Repayments of Notes Payable Purchases of property and equipment Payments to Acquire Property, Plant, and Equipment Other liabilities, non-current Other Liabilities, Noncurrent Percentage of total number of shares Share-Based Compensation Arrangement by Share-Based Payment Award, Percentage of Outstanding Stock Maximum Commitments and contingencies (Note 9) Commitments and Contingencies Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items] Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items] 2027 Lessee, Operating Lease, Liability, to be Paid, Year Two 2029 Purchase Obligation, to be Paid, Year Four Equity Incentive Plans and Stock-Based Compensation Share-Based Payment Arrangement [Text Block] Entity Address, City or Town Entity Address, City or Town Schedule of Stock Option Activity Share-Based Payment Arrangement, Option, Activity [Table Text Block] Intrinsic value of stock options exercised Share-Based Compensation Arrangement by Share-Based Payment Award, Options, Exercises in Period, Intrinsic Value Shares subject to repurchase from RSAs and early exercised stock options Shares Subject To Repurchase From Restricted Stock Awards And Early Exercised Stock Options [Member] Shares subject to repurchase from restricted stock awards and early exercised stock options. Stock-based compensation expense Share-Based Payment Arrangement, Expense Net loss Net loss Net loss Net Income (Loss) Attributable to Parent Investments, Debt and Equity Securities [Abstract] Granted (in dollars per share) Share-Based Compensation Arrangements by Share-Based Payment Award, Options, Grants in Period, Weighted Average Exercise Price Other Commitments [Table] Other Commitments [Table] Forfeited (in shares) Share-Based Compensation Arrangement by Share-Based Payment Award, Equity Instruments Other than Options, Forfeited in Period Business Acquisition [Axis] Business Acquisition [Axis] Schedule of Intangible Assets, Net Schedule of Finite-Lived Intangible Assets [Table Text Block] Entity File Number Entity File Number Revenue Recognition Revenue from Contract with Customer [Text Block] Document Fiscal Year Focus Document Fiscal Year Focus Income Statement [Abstract] Income Statement [Abstract] Entity Address, Address Line One Entity Address, Address Line One Repurchase of Class A Common Stock Treasury Stock, Value, Acquired, Cost Method Denominator: Weighted Average Number of Shares Outstanding, Basic [Abstract] Romania ROMANIA Accrued expenses Other Accrued Liabilities, Current Total Assets, Fair Value Disclosure Accrued expenses and other liabilities Increase (Decrease) in Accrued Liabilities and Other Operating Liabilities Remainder of year ending January 31, 2025 Lessee, Operating Lease, Liability, to be Paid, Remainder of Fiscal Year Weighted-average remaining lease term (years) Operating Lease, Weighted Average Remaining Lease Term Document Period End Date Document Period End Date Loss Contingency, Nature [Domain] Loss Contingency, Nature [Domain] Other non-cash credits, net Other Noncash Income (Expense) Total operating lease payments Lessee, Operating Lease, Liability, to be Paid Unvested, beginning balance (in shares) Unvested, ending balance (in shares) Share-Based Compensation Arrangement by Share-Based Payment Award, Equity Instruments Other than Options, Nonvested, Number Deferred revenue Increase (Decrease) in Deferred Revenue Re:infer Re:infer LTD [Member] Re:infer LTD Condensed Consolidated Balance Sheet Components Supplemental Balance Sheet Disclosures [Text Block] 2028 Lessee, Operating Lease, Liability, to be Paid, Year Three Total cost of revenue Cost of Revenue Deferred revenue recognized Contract with Customer, Liability, Revenue

Recognized Prepaid expenses and other current assets Prepaid expenses and other current assets Prepaid Expense and Other Assets, Current Document Transition Report Document Transition Report Document Quarterly Report Document Quarterly Report Total Purchase Obligation Purchases of investments Payments to Acquire Other Investments Fair Value, Recurring and Nonrecurring [Table] Fair Value, Recurring and Nonrecurring [Table] Accumulated other comprehensive income Accumulated Other Comprehensive Income (Loss), Net of Tax Entity Current Reporting Status Entity Current Reporting Status Accumulated Deficit Retained Earnings [Member] Other Property, Plant and Equipment, Other Types [Member] Related Party [Axis] Related and Nonrelated Parties [Axis] Weighted-average shares used in computing net income per share, basic (in shares) Weighted-average shares used in computing net loss per share, basic (in shares) Weighted Average Number of Shares Outstanding, Basic Remainder of year ending January 31, 2025 Purchase Obligation, to be Paid, Remainder of Fiscal Year Document Information [Table] Document Information [Table] Restricted Stock Units Unvested RSUs Restricted Stock Units (RSUs) [Member] Increase (Decrease) in Stockholders' Equity [Roll Forward] Increase (Decrease) in Stockholders' Equity [Roll Forward] Construction in progress Construction in Progress [Member] Forfeited (in shares) Share-Based Compensation Arrangement by Share-Based Payment Award, Options, Forfeitures in Period Entity Filer Category Entity Filer Category Remaining performance obligations Revenue, Remaining Performance Obligation, Amount Income Statement Location [Domain] Statement of Income Location, Balance [Domain] Purchases of marketable securities Payments to Acquire Debt Securities, Available-for-Sale Cost of revenue: Cost of Revenue [Abstract] EX-101.PRE 10 path-20241031_pre.xml XBRL TAXONOMY EXTENSION PRESENTATION LINKBASE DOCUMENT GRAPHIC 11 path-20241031_g1.jpg GRAPHIC begin 644 path-20241031_g1.jpg M_]C_X 02D9)1@ ! 0 0 ! #_VP!# ," @(" @," @(# P,#! 8$! 0$ M! @&!@4&"0@*"@D("0D*# \,"@L."PD)#1$-#@\0$!$0"@P2$Q(0$P\0$!#_MVP!# 0,# P0#! @$! @0"PD+$! 0$! 0$! 0$! 0$! 0$! 0$! 0$! 0 M$! 0$! 0$! 0$! 0$! 0$!#_P 1" !' ,<# 1$ A$! Q$!_\0 M&P ! 0$ P$! @)!08' P'_Q ^$! P," P0&!P<$ P M ! @,$ 4&!Q$($B$Q-W6S$Q0605%A(C96=(&4TA4R<7.1PM$D0E*QE:&B M_\0 ' $! 0$! 0$! 0$ <(!@4$ @,!_\0 0Q$ 0($ @0(#@(M! < 0 " P0%$08A!Q(QL35!46%Q:S@ M 2;!;YQ.9_9&]?D'?TU]/B,U[IWVGN7G^6:=_89][>]/8G,_L MC>OR#OZ:>(S7NG?:>Y/+-._L,^]O>GL3F?V1O7Y!W]-/$9KW3OM/WO3V)S/[(WK\@[^FGB,U[IWVGN3RS3O[#/O;WI[$YG]D;U^0=_33Q&:]T[M[3W)Y9IW]AGWM[T]BZ=]I[D\LT[^PS[V]Z_',-S!IM3K MN*7A"$ J4I4%T!('':2>7H*&2F0+F&[Z%?ZVKT]Q#6QV$G_,WO7.Z)=[V'>,Q M?,%?70^$H'7;O7EXQ]GYWX;]Q6G%7M8I2B)1$HB41*(E$2B)1$HB41*(E$2B M)1$HBRLP?ZZ6#Q2+YJ:SS(^M0NLW>%NBL\&S'4?V2M4ZT,L+I1$HB41*(O-K MEQ%:.VG)E8G.S*.B^O"BXDID&/XL^*-;9MQVOT[%V4O@#$4U)>/PI8EA%QF+D_XS7;LR6ES"[XM"@I*K7)((.X(}$K MK7I3I!E8A'\3N7/T@%M2@ [==O:"SBT2[WL.\9B^8*A]#X2@==N];$QC[/SO MPW[BM.*O:Q2E$2B)1$HB41*(E$2B)1$HB41*(E$2B)1%E9@_UTL'BD7S4UGF M1]:A=9N\+=%9X-F.H_LE:#<16;9#I[I=.R?%Y2(]P8D1VT.+:2X E3@"NBAM MV5:,23T>G4]TQ+FS@1S[2LEX HTI7JY#DIYNM#(<2 2-@N,PO).C4G4S4 M"58*W6C4#2V^6"%AMT9BM3XCSKXL1Q]"E2^<,VLS&72+(QB4N:ER2H M-W!!!CN(*NCA<)V3T.Y!Z_*IY'PO5&S)A"&3GZ7%TW5UDM(V''T]LRZ8#2&B M[#Z0-M@''S6R5QOV>1CVDCUAER?6'[=CRXKCO_-2(Q23_4567072U-,%QN6L MM?H:LR,FV3]?$U#;JA\8. Y 7W6>^B7>]AWC,7S!47H?"4#KMWK6N,?9^=^& M_<5?FN>5WK"-*[[E&/2$,7""TVIEQ386$DNH2?HGH>A-6.O3<61IT28@&SA: MWU"RE@JF2U9KLO(S8O#>3<7ML:3M'0HT'%WKF>S(XG_CV?TU+_\ C&K^\'VC MN6B_^5.&/Y>TZ,<8<;+;O&Q4*W1K9,EJ#4:?')#"W#T"5I424$GL.Y&_PK MJ:)C-LY%$O.M#7'(.&R_/R*<8OT3/I4NZ>I#R]CPT0*#F^*W6I64IM9R&+ZN;@&"GU!G?D])R[;\OPJ0#%M5\8\'K MBVM;8.7H6IG:,,-B1,?P)UM2_INVZM^57E5?665G5Q"9)D436C+(T2_7%EEN M=LAMN4M*4CD3T !V%1+$9 M77I4ZZ_IGBK[[JW"'+/$4M:U$J42TGL*BW6*Z[LZ4;1O2#TWO&X*1U'OKS*G)^- MM8+V9LV&ZC/!_KI8/%(OFIJ72/K4+K-W MA:,K/!LQU']DJZ>,#N.NGWN)YHJN8RX)?TMWK,&B?VGA=5_9*\ X(N]B=X,] MYC5<;@7A)W4.*KZ9> 8?Q&]ERNFJXLOJ-./#ZSXI]PD>8FI?C_UB#T'>M%ZM$?4IOKMW%=^X&^[&[>,N>2W7LX#]0?USN"Y331PW!^&.TY>.9EQ2:TVC-+U9 MX.3LMQ8=SD1V4& P>5M+JDI&Y3N>@%*#N+MRG^2SY[=5K%7!$;H&\+,6C;VHE>EW98+,$M6*A)Q1&EX[FN&PAQ6VL&)1, U.O^ M+VIQ?]MOE_Z8E6ZDMJ2%I&_Q 4!O\JAM9DVT^?BR\/8TY=&T+8VZKKM$EYMZ./.>WSN<@D'ZVNKWQ34BVVS1&RZB9A.]"RFT,/R7#U4XYR ; >]2E=@^)JP MRE3APJ3#GIHV&J"'>FV\K*U3P]&F<31Z/3VW/A'!HX@+WSY !M4KYYQFZDWV> MZC#O5\?MP40TTEZ0I/N*U+! /R _$U/:AC:?F'D2MF-XLKGYD_I7*B:(:-) M0@:C>-$X\R&_("Q^I7%8SQ?:RV.:V]=+M&O<;FW<8EQD)YA[]EMA)!_K_"OG ME<952 ^\1P>.0@;Q9??4=%&')V&6P(9A.XBUQ/X<2"N2S3C"U,GY#(F89=_V M;:74-J9B/0V7%LJY$\Z>8I)5]+FV/PK^T]C.?B1RZ5=JL-K @&V6>=N5?'1] M$U%@2C8=2AZ\47NX.<10M2;=-6\'FDPV4%02RM0^DE((Z@5WE Q+4IZ MHPY>.^[3>^0Y#S*+8WT?T"C4&/.R<$MB- L=9QVN V$VV%>2\1G?=E_W_P#L M37.8EX6C];]!=]H_JF9/J?LKMLWBQU#8QZSXE@S;-HC6NWL0R]Z%+TAY:&PE M2OI I2-P=@!O\Z]%^+YUL"'+2GF!K0+VN38+P(.BZD/FXT_5"8CHCW.MLN.+N4%GU.Y0REN?!4KF M+2B.BDG_'(.QV/R(-4ZAUN#6H'A&"SAM')_LL\8QPA-81G!!BG6ANS8[E'(M>0CC'S7HM>VN065F#_72P>*1?-36>9'UJ%UF[PMT5G@V8ZC^R5=/&!W'73[W M$\T57,9<$OZ6[UF#1/[3PNJ_LE> <$7>Q.\&>\QJN-P+PD[J'>%5],O ,/XCM>RY735<67U&G'A]9\4^X2/,34OQ_ZQ!Z#O6B]"/J4WUV[BN_<#?=C=O&7/); MKV[>X^!O>0:N*#N+RG^2SY[=5K%7!$;H&\+,6C;VHE>EW9,@DGY"PWA2),=RC6+45Z0Q$,F\9%.*@TT#RI*MCT'R2E/O/8!4V>Z8K4\7 7?$/_WR"T!"9(X2H[6.=JP8+=IYOV3^2O=^+R2[MA^)X)I+!?/JD&"'G]CL'5-I#:"1_'TA_&NNQBXR4M+4UAR:+GGMD/VI=HIAMMJT_/U^*/.>ZPYM8EQ_03@ZT:QS*V;AG^5VYFX-PI(B08SZ>9H.!(4MQ23T41 MS) !Z=ORI@NBP)P.G)ENL ;¨9?:2FEK%TY2W0Z3(/+"YNLYPR-KV !XMAO\ ME4N2Z:8'EMH=LE\Q:W/1G$%Y8Z4+;^!0H#=)'Q%4*:I4A-K94E+S25@';M (JRT*&R+2H > ?-&W-90QE,19?$LZZ"XM/A';"1Q\R MST:0@YLAOD3R?M4)Y=NFWINS:HL /&[?YOVM;N%H_6_06O\ 1_[,R?4_95@\,VEF.8?IK9[W^RX[MXO49$V3 M+<;"G %CF0A)/8D)(Z#W[FJ9A>DP)*0AQ=4%[Q4D_A<7Q:::8Y?=,KCES=LCLWBQA$AN2VV$K6V5A*T*(_>&R MMQOV$5\^+Z7 F)!TR&@/9G?FOF"ONT6XCG)*M0Z>7DPHMP6DW -B01R'*RG_ M (-+U*MNLK%N:<4&+I!D,O(WZ'E3Z1)_ I_]FN-P5'="J@8-C@0?EG^E5]+L MG#F,..C.'G0W-(^9U3O5\U8EE5968/\ 72P>*1?-36>9'UJ%UF[PMT5G@V8Z MC^R5H!Q.V"1D.B>1QHC:ENQ6VYH2D;DAIQ*E?_(55EQ3+NF:5%:W:+'Z&^Y9 M0T;SS)#$LL^(;!Q+?N! _-E'G#%GUJT^U7A7&^2$Q[?/8<@/OJ.R6N?8I4KX M*2G<^X&IEA:H0Z=46Q(QLUP+2>2_P#NM"Z2*"'KU!?!E1K1&$/ XS:]P.>Q M-EH@U+BO1DS&9+3C"D\Z74K!04_'?LVJV![7-U@0FNTP7+N@4L.=_B)/RV?I232W/,G,1.AL-_!M:T].9.]15]JWDM9)XS+\Y52JI>O1>L[>5I.@<#RWPV=D+2.^]V]Q\#>\@U,Q?,%1.A\)0.NW>M>XQ]GYWX;]Q5R\4'<7E/\EGSVZK6*N" M(W0-X68M&WM1*]+NRY1-H3IQ:]5=0H^(7B=*B1GHS[Q=C#4B#G$=^.Y19^FJL$6; A@_ZO_9>LZ:6(4K$[(EN6XGD MY<%B#&%7Q,0)^+=HV-&31\N, M\YN5.O'?8I2;OB^2I03&T)3 MK#+S4D3YP+7?(BQW#ZKF>"#/K.FQW33V;+:8N"99G1$+47T*2E*PG?M*2D' M;X&OJP)4(0A/DGFSKW'.#M^EEY^F:AS!F857AM)AZNJXCB()(OS&_P"%45PN M,"TPGKE1B^FUN?23)W[6O #$IEFYWAY?:M4&W&WFTO-M+"T+2%)4#N"#V$5H0$.%PL,N:6$M<+$+-OB,[[LO^_\ ]B:AF)>%H_6_06R= M'_LS)]3]E7SI)W78GX-#\I-6*C\'P.HW<%E/%/#DY\1_:*X3B-[D,O\ N']Z M:^7$O!,?H_87IZ/O::3Z_P"BH]X1^_2R?R)?D+J98/X7A]#MQ6A=*GLO'Z6= MH+0JK2LDK*S!_KI8/%(OFIK/,CZU"ZS=X6Z*SP;,=1_9*U/?89DL.1I#27&G M4%"T*&X4DC8@CX$5H5S0\%KMA6&6/=#<'L-B,P>=0_K1PDY=C=VDWG3NW.7FMR/K+B8K/63%WZ\G+VK2/<1N=NT>^I-6\'S,K$,62;KPSQ#:.:W&M-X/TIT^H M2[9:KO$*,!;6/HNY[\1Y0?&#%A$_RUF;[KT_27A,SS,;G'FYG;G\?L:%!;WK Y9+Z M?^*$=J=_^2MMOG7OT?"$Y.Q^::60^.^T]_97$XITI4JDP'0J<\1HQV6S:. M^HA4*7.OG(KFP7$%Q_P)Y>A;!HF(J1"I,O#?-0P1#:""]MP=49;5H!D" M%(TYN2%I*5)LCP((V(/H#5EF!:1>#_ [ED^0(=6(1'O6]H+.O1+O>P[QF+Y@MJ)4/A*!UV[UK[&/L_._#?N*N[B.MEQO&C&26ZTP)$R6\RT&V&&RXXLAY!.R1 MU/0&J]B:$^-2XK(8)) R&9VA9:>,J9^$[!3^ MZL?]$>\$BO-JM,A5:5=+1>/8>0\17OX:Q!,X9J+)^6SMD1Q.:=H/ZY#FH+S7 M0'5K3FZ*Y\=GRV65[L7&V(6ZA0'8H%'TD'Y'8U'Y[#U2IL3-A(&QSC/(_*Z^<+$M?-1EM60V_+;DUS !,U3P81\U*=(2-OMG7Y9)UBI$0M5[ASWM^+$-%P5E?&4:',U^;BP7!S2\D$&X(YBI6U^X8PV@G;EW*Z M8%TD4R8I\.1J<40XL,!MW9-&"][ZUMA^2_ICZ;P[,T&9?*O@ MNC$"Q;J%Q.L-EL]BX#7W3S/;KK%E5QMF&7N7%?F\S3S,!U:%CD3U"@-B*^/$ M--G(M3C/APG$$[0#;8O5P-7J5*X=E(,>98UP;F"]H(S.T$JWM+HLF#IOB\.9 M'<8?8M$5MUIQ)2M"@TD$$']"#[JJ]*8Z'(P6N%B&MW+,^)8K(U9FHD,@M,1Y M!&8(UCF%P^OUOGW71S*;=;(;\N4_"Y6F66RM:SSIZ!(ZDU\V(8;XU,C,A@DD M;!MVA>C@6/"E<12D:.X-:'9DFP&1VDJ4^%O \WL>L]GN-YQ&\08C;,D+?D0G M&VTDLJ W4H;#%NFL NITP M!MU']DK4#VIQG[1VO\XW_FK]XW+_,Q]0L2>3)WW+_M/Y/:G&/M':_SC?^:>-R_P#,?4)Y,G?U.,?:. MU_G&_P#-/&Y?^8^H3R9.^Y?]I[D]J<8^T=K_ #C?^:>-R_\ ,?4)Y,G?YB>,]AWC,7S!7JT/A*!UV[US6,?9^= D^&_<5IQ5[6*4HB41*(E$2B)1$HB41*(E$2B)1$HB41*(O__9 end XML 13 R1.htm IDEA: XBRL DOCUMENT

Cover - shares	9 Months Ended Oct. 31, 2024	Dec. 04, 2024
Document Information [Line Items]		
Document Type	10-Q	
Document Quarterly Report	true	
Document Period End Date	Oct. 31, 2024	
Document Transition Report	false	
Entity File Number	001-40348	
Entity Registrant Name	UiPath, Inc.	
Entity Incorporation, State or Country Code	DE	
Entity Tax Identification Number	47-4333187	
Entity Address, Address Line One	One Vanderbilt Avenue, 60th Floor	
Entity Address, City or Town	New York	
Entity Address, State or Province	NY	
Entity Address, Postal Zip Code	10017	
City Area Code	844	
Local Phone Number	432-0455	
Title of 12(b) Security	Class A common stock, par value$0.00001 per share	
Trading Symbol	PATH	
Security Exchange Name	NYSE	
Entity Current Reporting Status	Yes	
Entity Interactive Data Current	Yes	
Entity Filer Category	Large Accelerated Filer	
Entity Small Business	false	
Entity Emerging Growth Company	false	
Entity Shell Company	false	
Amendment Flag	false	
Entity Central Index Key	0001734722	
Document Fiscal Year Focus	2025	
Document Fiscal Period Focus	Q3	
Current Fiscal Year End Date	--01-31	
Class A Common Stock		
Document Information [Line Items]		
Entity Common Stock, Shares Outstanding		467,146,181
Class B Common Stock		
Document Information [Line Items]		
Entity Common Stock, Shares Outstanding		82,452,748

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Condensed Consolidated Balance Sheets - USD ($) $ in Thousands	Oct. 31, 2024	Jan. 31, 2024
Current assets		
Cash and cash equivalents	$ 773,630	$ 1,061,678
Restricted cash	438	438
Marketable securities	795,411	818,145
Accounts receivable, net of allowance for credit losses of $2,238 and $1,119, respectively	336,137	436,296
Contract assets	109,918	84,197
Deferred contract acquisition costs	79,644	74,678
Prepaid expenses and other current assets	81,300	104,980
Total current assets	2,176,478	2,580,412
Marketable securities, non-current	34,397	0
Contract assets, non-current	12,618	6,214

Deferred contract acquisition costs, non-current	145,968	154,317
Property and equipment, net	25,132	23,982
Operating lease right-of-use assets	69,598	56,072
Intangible assets, net	9,331	14,704
Goodwill	89,864	89,026
Deferred tax assets	27,990	4,678
Other assets, non-current	71,915	25,353
Total assets	2,663,291	2,954,758
Current liabilities		
Accounts payable	18,426	3,447
Accrued expenses and other current liabilities	93,883	83,997
Accrued compensation and employee benefits	88,794	137,442
Deferred revenue	494,370	486,805
Total current liabilities	695,473	711,691
Deferred revenue, non-current	149,361	161,027
Operating lease liabilities, non-current	76,798	58,713
Other liabilities, non-current	9,814	7,213
Total liabilities	931,446	938,644
Commitments and contingencies (Note 9)		
Stockholders' equity		
Preferred stock, $0.00001 par value per share, 20,000 shares authorized; none issued and outstanding	0	0
Treasury stock, at cost, 36,877 and 5,840 shares, respectively	(486,985)	(102,615)
Additional paid-in capital	4,249,569	4,024,079
Accumulated other comprehensive income	8,924	8,825
Accumulated deficit	(2,039,669)	(1,914,181)
Total stockholders’ equity	1,731,845	2,016,114
Total liabilities and stockholders’ equity	2,663,291	2,954,758
Class A Common Stock		
Stockholders' equity		
Common stock	5	5
Class B Common Stock		
Stockholders' equity		
Common stock	$ 1	$ 1

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Condensed Consolidated Balance Sheets (Parenthetical) - USD ($) shares in Thousands, $ in Thousands	**Oct. 31, 2024**	**Jan. 31, 2024**
Accounts receivable, allowance for doubtful accounts	$ 2,238	$ 1,119
Preferred stock, par value (in dollars per share)	$ 0.00001	$ 0.00001
Preferred stock, shares authorized (in shares)	20,000	20,000
Preferred stock, shares issued (in shares)	0	0
Preferred stock, shares outstanding (in shares)	0	0
Treasury stock, at cost (in shares)	36,877	5,840
Class A Common Stock		
Common stock, par value (in dollars per share)	$ 0.00001	$ 0.00001
Common stock, shares authorized (in shares)	2,000,000	2,000,000
Common stock, shares issued (in shares)	504,084	492,660
Common stock, shares outstanding (in shares)	467,207	486,820
Class B Common Stock		
Common stock, par value (in dollars per share)	$ 0.00001	$ 0.00001
Common stock, shares authorized (in shares)	115,741	115,741
Common stock, shares issued (in shares)	82,453	82,453
Common stock, shares outstanding (in shares)	82,453	82,453

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Condensed Consolidated Statements of Operations - USD ($) shares in Thousands, $ in Thousands	**3 Months Ended**		**9 Months Ended**	
	Oct. 31, 2024	**Oct. 31, 2023**	**Oct. 31, 2024**	**Oct. 31, 2023**
Revenue:				
Total revenue	$ 354,653	$ 325,921	$ 1,006,018	$ 902,819
Cost of revenue:				
Total cost of revenue	63,763	49,920	182,408	142,574
Gross profit	290,890	276,001	823,610	760,245
Operating expenses:				
Sales and marketing	187,188	191,282	561,657	521,413
Research and development	96,976	84,514	281,012	246,462
General and administrative	50,090	56,024	177,119	172,185
Total operating expenses	334,254	331,820	1,019,788	940,060
Operating loss	(43,364)	(55,819)	(196,178)	(179,815)
Interest income	10,055	14,483	37,255	41,913
Other income, net	7,810	13,725	26,199	25,491
Loss before income taxes	(25,499)	(27,611)	(132,724)	(112,411)
(Benefit from) provision for income taxes	(14,844)	3,926	(7,236)	11,388
Net loss	$ (10,655)	$ (31,537)	$ (125,488)	$ (123,799)
Net loss per share, basic (in dollars per share)	$ (0.02)	$ (0.06)	$ (0.22)	$ (0.22)
Net loss per share, diluted (in dollars per share)	$ (0.02)	$ (0.06)	$ (0.22)	$ (0.22)
Weighted-average shares used in computing net income per share, basic (in shares)	551,036	567,036	562,950	562,651
Weighted-average shares used in computing net income per share, diluted (in shares)	551,036	567,036	562,950	562,651
Licenses				
Revenue:				
Total revenue	$ 137,174	$ 148,068	$ 389,553	$ 401,407
Cost of revenue:				
Total cost of revenue	2,340	2,781	7,334	8,336
Subscription services				
Revenue:				
Total revenue	206,922	167,529	586,726	473,880
Cost of revenue:				
Total cost of revenue	43,487	28,647	123,770	78,502
Professional services and other				
Revenue:				
Total revenue	10,557	10,324	29,739	27,532
Cost of revenue:				
Total cost of revenue	$ 17,936	$ 18,492	$ 51,304	$ 55,736

XML 17 R5.htm IDEA: XBRL DOCUMENT

Condensed Consolidated Statements of Comprehensive Loss - USD ($) $ in Thousands	3 Months Ended		9 Months Ended	
	Oct. 31, 2024	Oct. 31, 2023	Oct. 31, 2024	Oct. 31, 2023
Statement of Comprehensive Income [Abstract]				
Net loss	$ (10,655)	$ (31,537)	$ (125,488)	$ (123,799)
Other comprehensive income (loss), net of tax:				
Unrealized (loss) gain on available-for-sale marketable securities, net	(313)	277	(342)	259
Foreign currency translation adjustments	1,132	(8,625)	441	(4,713)
Other comprehensive income (loss), net	819	(8,348)	99	(4,454)
Comprehensive loss	$ (9,836)	$ (39,885)	$ (125,389)	$ (128,253)

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Condensed Consolidated Statements of Stockholders' Equity - USD ($) shares in Thousands, $ in Thousands	Total	Class A Common Stock	Class B Common Stock	Common Stock Class A Common Stock	Common Stock Class B Common Stock	Treasury Stock	Additional Paid-in Capital	Accumulated Other Comprehensive Income (Loss)	Accumulated Deficit
Beginning balance (in shares) at Jan. 31, 2023				474,160	82,453				
Beginning Balance (in shares) at Jan. 31, 2023						0			
Beginning balance at Jan. 31, 2023	$ 1,920,158			$ 5	$ 1	$ 0	$ 3,736,838	$ 7,612	$ (1,824,298)
Increase (Decrease) in Stockholders' Equity [Roll Forward]									
Issuance of common stock upon exercise of stock options (in shares)				898					
Issuance of common stock upon exercise of stock options	1,175						1,175		
Issuance of common stock upon settlement of restricted stock units (in shares)				4,246					
Tax withholdings on settlement of restricted stock units (in shares)				(1,463)					
Tax withholdings on settlement of restricted stock units	(25,697)						(25,697)		
Charitable donation of Class A common stock (in shares)				281					
Charitable donation of Class A common stock	4,215						4,215		
Stock-based compensation	85,125						85,125		
Other comprehensive income (loss), net	2,462							2,462	
Net loss	(31,901)								(31,901)
Ending balance (in shares) at Apr. 30, 2023				478,122	82,453				
Ending Balance (in shares) at Apr. 30, 2023						0			
Ending balance at Apr. 30, 2023	1,955,537			$ 5	$ 1	$ 0	3,801,656	10,074	(1,856,199)
Beginning balance (in shares) at Jan. 31, 2023				474,160	82,453				
Beginning Balance (in shares) at Jan. 31, 2023						0			
Beginning balance at Jan. 31, 2023	1,920,158			$ 5	$ 1	$ 0	3,736,838	7,612	(1,824,298)
Increase (Decrease) in Stockholders' Equity [Roll Forward]									
Charitable donation of Class A common stock (in shares)				300					
Other comprehensive income (loss), net	(4,454)								
Net loss	(123,799)	$ (105,657)	$ (18,142)						
Ending balance (in shares) at Oct. 31, 2023				488,021	82,453				
Ending Balance (in shares) at Oct. 31, 2023						(3,239)			
Ending balance at Oct. 31, 2023	1,961,213			$ 5	$ 1	$ (52,649)	3,958,795	3,158	(1,948,097)
Beginning balance (in shares) at Apr. 30, 2023				478,122	82,453				
Beginning Balance (in shares) at Apr. 30, 2023						0			
Beginning balance at Apr. 30, 2023	1,955,537			$ 5	$ 1	$ 0	3,801,656	10,074	(1,856,199)
Increase (Decrease) in Stockholders' Equity [Roll Forward]									
Issuance of common stock upon exercise of stock options (in shares)				1,824					
Issuance of common stock upon exercise of stock options	2,717						2,717		
Issuance of common stock upon settlement of restricted stock units (in shares)				5,026					
Tax withholdings on settlement of restricted stock units (in shares)				(1,676)					
Tax withholdings on settlement of restricted stock units	(27,420)						(27,420)		
Issuance of common stock under employee stock purchase plan (in shares)				832					
Repurchase of Class A Common Stock	9,313						9,313		
Stock-based compensation	102,148						102,148		
Other comprehensive income (loss), net	1,432							1,432	
Net loss	(60,361)								(60,361)
Ending balance (in shares) at Jul. 31, 2023				484,128	82,453				
Ending Balance (in shares) at Jul. 31, 2023						0			
Ending balance at Jul. 31, 2023	1,983,366			$ 5	$ 1	$ 0	3,888,414	11,506	(1,916,560)
Increase (Decrease) in Stockholders' Equity [Roll Forward]									
Issuance of common stock upon exercise of stock options (in shares)				837					
Issuance of common stock upon exercise of stock options	1,516						1,516		
Issuance of common stock upon settlement of restricted stock units (in shares)				4,639					
Vesting of early exercised stock options	1						1		
Tax withholdings on settlement of restricted stock units (in shares)				(1,583)					
Tax withholdings on settlement of restricted stock units	(27,047)						(27,047)		
Repurchase of Class A common stock (in shares)						(3,239)			
Repurchase of Class A Common Stock	(52,649)					$ (52,649)			
Stock-based compensation	95,911						95,911		
Other comprehensive income (loss), net	(8,348)							(8,348)	
Net loss	(31,537)	$ (26,951)	$ (4,586)						(31,537)

Ending balance (in shares) at Oct. 31, 2023				488,021	82,453				
Ending Balance (in shares) at Oct. 31, 2023						(3,239)			
Ending balance at Oct. 31, 2023	$ 1,961,213			$ 5	$ 1	$ (52,649)	3,958,795	3,158	(1,948,097)
Beginning balance (in shares) at Jan. 31, 2024		492,660	82,453	492,660	82,453				
Beginning Balance (in shares) at Jan. 31, 2024	(5,840)					(5,840)			
Beginning balance at Jan. 31, 2024	$ 2,016,114			$ 5	$ 1	$ (102,615)	4,024,079	8,825	(1,914,181)
Increase (Decrease) in Stockholders' Equity [Roll Forward]									
Issuance of common stock upon exercise of stock options (in shares)				1,426					
Issuance of common stock upon exercise of stock options	311						311		
Issuance of common stock upon settlement of restricted stock units (in shares)				3,843					
Tax withholdings on settlement of restricted stock units (in shares)				(1,317)					
Tax withholdings on settlement of restricted stock units	(29,944)						(29,944)		
Charitable donation of Class A common stock (in shares)				281					
Charitable donation of Class A common stock	6,564						6,564		
Repurchase of Class A common stock (in shares)						(938)			
Repurchase of Class A Common Stock	(22,005)					$ (22,005)			
Stock-based compensation	88,785						88,785		
Other comprehensive income (loss), net	(4,085)							(4,085)	
Net loss	(28,736)								(28,736)
Ending balance (in shares) at Apr. 30, 2024				496,893	82,453				
Ending Balance (in shares) at Apr. 30, 2024						(6,778)			
Ending balance at Apr. 30, 2024	$ 2,027,004			$ 5	$ 1	$ (124,620)	4,089,795	4,740	(1,942,917)
Beginning balance (in shares) at Jan. 31, 2024		492,660	82,453	492,660	82,453				
Beginning Balance (in shares) at Jan. 31, 2024	(5,840)					(5,840)			
Beginning balance at Jan. 31, 2024	$ 2,016,114			$ 5	$ 1	$ (102,615)	4,024,079	8,825	(1,914,181)
Increase (Decrease) in Stockholders' Equity [Roll Forward]									
Issuance of common stock upon exercise of stock options (in shares)	2,673								
Charitable donation of Class A common stock (in shares)				300					
Repurchase of Class A common stock (in shares)				(31,000)					
Other comprehensive income (loss), net	$ 99								
Net loss	$ (125,488)	$ (107,108)	$ (18,380)						
Ending balance (in shares) at Oct. 31, 2024		504,084	82,453	504,084	82,453				
Ending Balance (in shares) at Oct. 31, 2024	(36,877)					(36,877)			
Ending balance at Oct. 31, 2024	$ 1,731,845			$ 5	$ 1	$ (486,985)	4,249,569	8,924	(2,039,669)
Beginning balance (in shares) at Apr. 30, 2024				496,893	82,453				
Beginning Balance (in shares) at Apr. 30, 2024						(6,778)			
Beginning balance at Apr. 30, 2024	2,027,004			$ 5	$ 1	$ (124,620)	4,089,795	4,740	(1,942,917)
Increase (Decrease) in Stockholders' Equity [Roll Forward]									
Issuance of common stock upon exercise of stock options (in shares)				727					
Issuance of common stock upon exercise of stock options	331						331		
Issuance of common stock upon settlement of restricted stock units (in shares)				3,970					
Vesting of early exercised stock options	1						1		
Tax withholdings on settlement of restricted stock units (in shares)				(1,293)					
Tax withholdings on settlement of restricted stock units	(16,727)						(16,727)		
Repurchase of Class A common stock (in shares)						(16,326)			
Repurchase of Class A Common Stock	(197,427)					$ (197,427)			
Issuance of common stock under employee stock purchase plan (in shares)				865					
Repurchase of Class A Common Stock	8,824						8,824		
Stock-based compensation	94,307						94,307		
Other comprehensive income (loss), net	3,365							3,365	
Net loss	(86,097)								(86,097)
Ending balance (in shares) at Jul. 31, 2024				501,162	82,453				
Ending Balance (in shares) at Jul. 31, 2024						(23,104)			
Ending balance at Jul. 31, 2024	1,833,581			$ 5	$ 1	$ (322,047)	4,176,531	8,105	(2,029,014)
Increase (Decrease) in Stockholders' Equity [Roll Forward]									
Issuance of common stock upon exercise of stock options (in shares)				520					
Issuance of common stock upon exercise of stock options	291						291		
Issuance of common stock upon settlement of restricted stock units (in shares)				3,555					
Vesting of early exercised stock options	1						1		
Tax withholdings on settlement of restricted stock units (in shares)				(1,153)					
Tax withholdings on settlement of restricted stock units	(14,744)						(14,744)		
Repurchase of Class A common stock (in shares)				(13,800)		(13,773)			
Repurchase of Class A Common Stock	(164,938)					$ (164,938)			
Stock-based compensation	87,490						87,490		
Other comprehensive income (loss), net	819							819	
Net loss	$ (10,655)	$ (9,061)	$ (1,594)						(10,655)

Ending balance (in shares) at Oct. 31, 2024		504,084	82,453	504,084	82,453			
Ending Balance (in shares) at Oct. 31, 2024	(36,877)					(36,877)		
Ending balance at Oct. 31, 2024	$ 1,731,845			$ 5	$ 1	$ (486,985)	$ 4,249,569	$ 8,924	$ (2,039,669)

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Condensed Consolidated Statements of Cash Flows - USD ($) $ in Thousands	9 Months Ended	
	Oct. 31, 2024	Oct. 31, 2023
Cash flows from operating activities		
Net loss	$ (125,488)	$ (123,799)
Adjustments to reconcile net loss to net cash provided by operating activities:		
Depreciation and amortization	14,017	16,555
Amortization of deferred contract acquisition costs	62,951	52,828
Net amortization on marketable securities	(26,552)	(19,556)
Stock-based compensation expense	270,520	283,025
Charitable donation of Class A common stock	6,564	4,215
Non-cash operating lease expense	11,762	9,663
Provision for deferred income taxes	(20,773)	(1,040)
Other non-cash credits, net	(57)	(4,864)
Changes in operating assets and liabilities:		
Accounts receivable	98,062	(1,507)
Contract assets	(32,179)	(14,875)
Deferred contract acquisition costs	(59,657)	(71,727)
Prepaid expenses and other assets	10,228	17,247
Accounts payable	14,954	5,767
Accrued expenses and other liabilities	11,230	22,309
Accrued compensation and employee benefits	(48,587)	(40,590)
Operating lease liabilities, net	(10,750)	(10,296)
Deferred revenue	(1,762)	30,125
Net cash provided by operating activities	174,483	153,480
Cash flows from investing activities		
Purchases of marketable securities	(1,162,243)	(1,006,606)
Maturities of marketable securities	1,176,776	576,480
Purchases of property and equipment	(7,531)	(3,558)
Purchases of investments	(35,809)	0
Other investing, net	0	2,754
Net cash used in investing activities	(28,807)	(430,930)
Cash flows from financing activities		
Repurchases of Class A common stock	(381,403)	(52,649)
Proceeds from exercise of stock options	934	5,421
Payments of tax withholdings on net settlement of equity awards	(60,483)	(75,495)
Net receipts (payments) of tax withholdings on sell-to-cover equity award transactions	99	(645)
Proceeds from employee stock purchase plan contributions	12,893	14,253
Payment of deferred consideration related to business acquisition	(5,570)	(5,863)
Net cash used in financing activities	(433,530)	(114,978)
Effect of exchange rate changes	(194)	(6,167)
Net decrease in cash, cash equivalents, and restricted cash	(288,048)	(398,595)
Cash, cash equivalents, and restricted cash - beginning of period	1,062,116	1,402,119
Cash, cash equivalents, and restricted cash - end of period	774,068	1,003,524
Supplemental disclosure of cash flow information		
Cash paid for interest	309	515
Cash paid for income taxes, net	15,698	9,136
Supplemental disclosure of non-cash investing and financing activities		
Property and equipment purchases included in accounts payable	454	0
Payable for marketable securities purchase	0	9,747
Tax withholdings on net settlement of restricted stock units, accrued but not yet paid	$ 4,293	$ 6,833

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Organization and Description of Business	9 Months Ended	
	Oct. 31, 2024	
Organization, Consolidation and Presentation of Financial Statements [Abstract]		
Organization and Description of Business	Organization and Description of Business	

Description of Business

UiPath, Inc. ("UiPath," the "Company," "we," "us," or "our") was incorporated in Delaware in June 2015 and is headquartered in New York, New York. Our AI-powered UiPath Platform™ offers a robust set of capabilities that allows our customers to discover opportunities for automation, automate using natural language and a digital workforce that seamlessly collaborates with humans, and operate a mission critical automation program at scale.

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Summary of Significant Accounting Policies	9 Months Ended	
	Oct. 31, 2024	
Accounting Policies [Abstract]		
Summary of Significant Accounting Policies	Summary of Significant Accounting Policies	

Our significant accounting policies are discussed in greater scope and detail in Note 2, *Summary of Significant Accounting Policies*, in the notes to consolidated financial statements included in the 2024 Form 10-K. There have been no significant changes to such policies during the nine months ended October 31, 2024.

Basis of Presentation

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP") and applicable regulations of the SEC regarding interim financial reporting. As permitted under those rules, certain footnotes or other financial information that are normally required by U.S. GAAP may be condensed or omitted. The accompanying unaudited condensed consolidated financial statements and related financial information should be read in conjunction with the audited consolidated financial statements and the accompanying notes thereto for the fiscal year ended January 31, 2024, which are included in the 2024 Form 10-K.

The unaudited condensed consolidated financial statements have been prepared on the same basis as our audited consolidated financial statements and, in the opinion of management, reflect all adjustments, consisting only of normal recurring adjustments, that are necessary for the fair presentation of our financial information. The unaudited condensed consolidated financial statements include the financial statements of UiPath, Inc. and its subsidiaries in which we hold a controlling financial interest. Intercompany transactions and accounts have been eliminated in consolidation.

The results of operations for the nine months ended October 31, 2024 are not necessarily indicative of the results to be expected for the fiscal year ending January 31, 2025 or for any other future interim or annual period.

Fiscal Year

Our fiscal year ends on January 31. References to fiscal year 2025, for example, refer to the fiscal year ending January 31, 2025.

Use of Estimates

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the amounts of assets and liabilities at the balance sheet date and the amounts of revenue and expenses reported during the period. We evaluate estimates based on historical and anticipated results, trends, and various other assumptions. Such estimates include, but are not limited to, certain aspects of revenue recognition, expected period of benefit for deferred contract acquisition costs, allowance for credit losses, fair value of financial assets and liabilities, fair value of acquired assets and assumed liabilities, useful lives of long-lived assets, capitalized software development costs, carrying value of operating lease right-of-use ("ROU") assets and operating lease liabilities, incremental borrowing rates for operating leases, amount of stock-based compensation expense, timing and amount of contingencies, costs related to our restructuring actions, uncertain tax positions, and valuation allowance for deferred income taxes. Actual results could differ from these estimates and assumptions.

Foreign Currency

The functional currency of our non-U.S. subsidiaries is the local currency. Asset and liability balances denominated in non-U.S. dollar currencies are translated into U.S. dollars using period-end exchange rates, while revenue and expenses are translated using average monthly exchange rates. Differences are included in stockholders' equity as a component of accumulated other comprehensive income.

Financial assets and liabilities denominated in currencies other than the functional currency are recorded at the exchange rate at the time of the transaction and subsequent gains and losses related to changes in the foreign currency are included in other income, net in the condensed consolidated statements of operations. For the three months ended October 31, 2024 and 2023, we recognized foreign currency transaction (losses) gains of $(0.3) million and $4.3 million, respectively. For the nine months ended October 31, 2024 and 2023, we recognized foreign currency transaction gains of $1.9 million and $2.9 million, respectively.

Concentration of Risks

Financial instruments that potentially subject us to significant concentrations of credit risk consist principally of cash and cash equivalents, marketable securities, and accounts receivable.

We maintain our cash balance at financial institutions that management believes are high-credit, quality financial institutions, where our deposits, at times, exceed Federal Deposit Insurance Corporation ("FDIC") limits. As of October 31, 2024 and January 31, 2024, 89% and 91%, respectively, of our cash and cash equivalents were concentrated in the U.S., European Union ("EU") countries, and Japan.

The selection of investments in marketable securities is governed by our investment policy. The policy aims to emphasize principles of safety and liquidity, with the overall objective of earning an attractive rate of return while limiting exposure to risk of loss and avoiding inappropriate concentrations. We use this policy to guide our investment decisions as it stipulates, among other things, a list of eligible investment types, minimum ratings and other restrictions for each type, and overall portfolio composition constraints.

With regard to accounts receivable, we extend differing levels of credit to customers based on creditworthiness, do not require collateral deposits, and maintain reserves for expected credit losses from uncollectible accounts receivable. We manage credit risk related to our customers by performing periodic evaluations of creditworthiness and applying other credit risk monitoring procedures. Significant customers are those that represent 10% or more of our total revenue for the period or accounts receivable at the balance sheet date. For the three and nine months ended October 31, 2024 and 2023, no single customer accounted for 10% or more of our total revenue. As of October 31, 2024 and January 31, 2024, no single customer accounted for 10% or more of our accounts receivable.

Recently Issued Accounting Pronouncements

In November 2023, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2023-07, *Segment Reporting (Topic 280): Improvements to Reportable Segment Disclosures*. ASU No. 2023-07 is intended to improve reportable segments disclosures requirements, primarily through enhanced disclosures about significant segment expenses. ASU No. 2023-07 will be effective for us for annual reporting periods beginning after December 15, 2023 and for interim reporting periods within fiscal years beginning after December 15, 2024. We will adopt ASU No. 2023-07 beginning with our Annual Report on Form 10-K for the fiscal year ending January 31, 2025. Although the guidance requires certain additional disclosures, we do not expect the adoption to have a material impact on our condensed consolidated financial statements.

In December 2023, the FASB issued ASU No. 2023-09, *Income Taxes (Topic 740): Improvements to Income Tax Disclosures*. ASU No. 2023-09 will require additional tax disclosures, predominantly related to the effective income tax rate reconciliation and income taxes paid. ASU No. 2023-09 will be effective for us for annual periods beginning after December 15, 2024. Early adoption is permitted. We are currently evaluating the impact of this pronouncement on our condensed consolidated financial statements.

In November 2024, the FASB issued ASU No. 2024-03, *Income Statement—Reporting Comprehensive Income—Expense Disaggregation Disclosures*. ASU No. 2024-03 requires additional disclosure on specific expense categories included in the expense captions presented on the statements of operations, and may be applied

prospectively or retrospectively. ASU No. 2024-03 is effective for annual reporting periods beginning after December 15, 2026 and for interim reporting periods beginning after December 15, 2027. Early adoption is permitted. We are currently evaluating the impact of this pronouncement on our condensed consolidated financial statements.

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Revenue Recognition	**9 Months Ended Oct. 31, 2024**
Revenue from Contract with Customer [Abstract]	
Revenue Recognition	Revenue Recognition

Disaggregation of Revenue

The following tables summarize revenue by geographical region (dollars in thousands):

	Three Months Ended October 31,			
	2024		2023	
	Amount	Percentage of Revenue	Amount	Percentage of Revenue
Americas [1]	$ 178,837	50 %	$ 174,226	53 %
Europe, Middle East, and Africa	113,031	32 %	93,782	29 %
Asia-Pacific [2]	62,785	18 %	57,913	18 %
Total revenue	$ 354,653	100 %	$ 325,921	100 %

(1) Revenue from the U.S. represented 46% and 48% of our total revenues for the three months ended October 31, 2024 and 2023, respectively.
(2) Revenue from Japan represented 7% and 7% of our total revenues for the three months ended October 31, 2024 and 2023, respectively.

	Nine Months Ended October 31,			
	2024		2023	
	Amount	Percentage of Revenue	Amount	Percentage of Revenue
Americas [1]	$ 482,539	48 %	$ 437,396	48 %
Europe, Middle East, and Africa	315,647	31 %	271,722	30 %
Asia-Pacific [2]	207,832	21 %	193,701	22 %
Total revenue	$ 1,006,018	100 %	$ 902,819	100 %

(1) Revenue from the U.S. represented 44% and 44% of our total revenues for the nine months ended October 31, 2024 and 2023, respectively.
(2) Revenue from Japan represented 10% and 10% of our total revenues for the nine months ended October 31, 2024 and 2023, respectively.

Deferred Revenue

During the nine months ended October 31, 2024 and 2023, we recognized $421.7 million and $331.1 million of revenue that was included in the deferred revenue balance as of January 31, 2024 and 2023, respectively**.**

Remaining Performance Obligations

Our remaining performance obligations are comprised of licenses, subscription services, and professional services not yet delivered. As of October 31, 2024, the aggregate amount of the transaction price allocated to remaining performance obligations was $1,127.6 million, which consists of $643.7 million of billed consideration and $483.9 million of unbilled consideration. We expect to recognize 64% of our remaining performance obligations as revenue over the next 12 months, and the remainder thereafter.

Deferred Contract Acquisition Costs

Our deferred contract acquisition costs are comprised of sales commissions that represent incremental costs to obtain customer contracts, and are determined based on sales compensation plans. Amortization of deferred contract acquisition costs was $23.6 million and $21.6 million for the three months ended October 31, 2024, and 2023, respectively, and $63.0 million and $52.8 million for the nine months ended October 31, 2024 and 2023,

respectively, and is recorded in sales and marketing expense in the condensed consolidated statements of operations.

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Marketable Securities	**9 Months Ended Oct. 31, 2024**
Investments, Debt and Equity Securities [Abstract]	
Marketable Securities	Marketable Securities

The following is a summary of our marketable securities (in thousands):

	As of October 31, 2024			
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Fair Value
Commercial paper	$ 41,864	$ 18	$ —	$ 41,882
Treasury bills and U.S. government securities	674,654	—	(526)	674,128
Corporate bonds	108,606	76	—	108,682
Yankee bonds	4,677	—	(11)	4,666
Agency bonds	450	—	—	450
Total marketable securities	$ 830,251	$ 94	$ (537)	$ 829,808

	As of January 31, 2024			
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Fair Value
Treasury bills and U.S. government securities	641,263	29	(100)	641,192
Corporate bonds	1,993	—	(2)	1,991
Agency bonds	174,990	—	(28)	174,962
Total marketable securities	$ 818,246	$ 29	$ (130)	$ 818,145

As of October 31, 2024 and January 31, 2024, $34.4 million and none, respectively, of our marketable securities had remaining contractual maturities of one year or more.

As of October 31, 2024 and January 31, 2024, $2.1 million and $3.3 million, respectively, of interest receivable was included in prepaid expenses and other current assets on the condensed consolidated balance sheets. We did not recognize an allowance for credit losses against interest receivable as of October 31, 2024 and January 31, 2024.

Unrealized losses during the periods presented are a result of changes in market conditions. We do not believe that any unrealized losses are attributable to credit-related factors based on our evaluation of available evidence. To determine whether a decline in value is related to credit loss, we evaluate, among other factors, the extent to which the fair value is less than the amortized cost basis and any adverse conditions specifically related to an issuer of a security or its industry.

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Fair Value Measurement	**9 Months Ended Oct. 31, 2024**
Fair Value Disclosures [Abstract]	
Fair Value Measurement	Fair Value Measurement

The following tables present the fair value hierarchy of our financial assets measured at fair value on a recurring basis as of October 31, 2024 and January 31, 2024 (in thousands):

	As of October 31, 2024			
	Level 1	Level 2	Level 3	Total
Money market	$ 297,093	$ —	$ —	$ 297,093
Total cash equivalents	297,093	—	—	297,093
Commercial paper	—	41,882	—	41,882
Treasury bills and U.S. government securities	674,128	—	—	674,128
Corporate bonds	—	108,682	—	108,682
Yankee bonds	—	4,666	—	4,666
Agency bonds	450	—	—	450
Total marketable securities	674,578	155,230	—	829,808
Other investments carried at fair value	—	—	12,252	12,252
Total	$ 971,671	$ 155,230	$ 12,252	$ 1,139,153

	As of January 31, 2024			
	Level 1	Level 2	Level 3	Total
Money market	$ 509,053	$ —	$ —	$ 509,053
Total cash equivalents	509,053	—	—	509,053
Treasury bills and U.S. government securities	641,192	—	—	641,192
Corporate bonds	—	1,991	—	1,991
Agency bonds	174,962	—	—	174,962
Total marketable securities	816,154	1,991	—	818,145
Total	$ 1,325,207	$ 1,991	$ —	$ 1,327,198

Our money market funds, treasury bills and U.S. government securities, and agency bonds are classified within Level 1 of the fair value hierarchy because they are valued based on quoted market prices in active markets. We classify commercial paper, Yankee bonds, and corporate bonds as Level 2 because they are valued using inputs other than quoted prices which are directly or indirectly observable in the market, including readily-available pricing sources for the identical underlying security which may not be actively traded. Other investments carried at fair value, which consist of convertible bonds of private company H.AI (the "H company") purchased during the nine months ended October 31, 2024, are classified as Level 3 because their valuation relies on significant unobservable inputs. None of our financial instruments were classified in the Level 3 category as of January 31, 2024.

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Intangible Assets and Goodwill

9 Months Ended
Oct. 31, 2024

Goodwill and Intangible Assets Disclosure [Abstract]

Intangible Assets and Goodwill

Intangible Assets and Goodwill

Intangible Assets, Net

Acquired intangible assets, net consisted of the following as of October 31, 2024 (dollars in thousands):

	Intangible Assets, Gross	Accumulated Amortization	Intangible Assets, Net	Weighted-Average Remaining Useful Life (years)
Developed technology	$ 29,061	$ (21,260)	$ 7,801	2.4
Customer relationships	8,338	(7,503)	835	0.8
Trade names and trademarks	271	(271)	—	0.0
Other intangibles	1,231	(536)	695	6.6
Total	$ 38,901	$ (29,570)	$ 9,331	

Acquired intangible assets, net consisted of the following as of January 31, 2024 (dollars in thousands):

	Intangible Assets, Gross	Accumulated Amortization	Intangible Assets, Net	Weighted-Average Remaining Useful Life (years)
Developed technology	$ 28,807	$ (16,881)	$ 11,926	2.8
Customer relationships	8,266	(6,306)	1,960	1.3
Trade names and trademarks	272	(266)	6	0.2
Other intangibles	1,231	(419)	812	7.0
Total	$ 38,576	$ (23,872)	$ 14,704	

We record amortization expense associated with acquired developed technology in cost of licenses revenue and cost of subscription services revenue, trade names and trademarks in sales and marketing expense, customer relationships in sales and marketing expense, and other intangibles in general and administrative expense in the condensed consolidated statements of operations. Amortization of acquired intangible assets was $1.7 million and $2.1 million for the three months ended October 31, 2024 and 2023, respectively, and $5.5 million and $6.4 million for the nine months ended October 31, 2024 and 2023, respectively.

Expected future amortization expense related to intangible assets was as follows as of October 31, 2024 (in thousands):

	Amount
Remainder of year ending January 31, 2025	$ 1,186
Year ending January 31,	
2026	4,163
2027	2,494
2028	1,186
2029	101
Thereafter	201
Total	$ 9,331

Goodwill

Changes in the carrying amount of goodwill during the nine months ended October 31, 2024 were as follows (in thousands):

	Carrying Amount
Balance as of January 31, 2024	$ 89,026
Effect of foreign currency translation	838
Balance as of October 31, 2024	$ 89,864

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Operating Leases

9 Months Ended
Oct. 31, 2024

Leases [Abstract]

Operating Leases

Operating Leases

Our operating leases consist of real estate and vehicles and have remaining lease terms of one year to 13 years. For purposes of calculating operating lease liabilities, lease terms may be deemed to include options to extend the lease when it is reasonably certain that we will exercise those options. Our operating lease arrangements do not contain any material restrictive covenants or residual value guarantees.

Lease costs are presented below (in thousands):

	Three Months Ended October 31,		Nine Months Ended October 31,	
	2024	2023	2024	2023
Operating lease cost	$ 4,200	$ 3,364	$ 11,762	$ 9,663
Short-term lease cost	952	1,225	3,099	3,845
Variable lease cost	542	493	1,476	1,639
Sublease income [1]	—	(426)	—	(1,491)
Total	$ 5,694	$ 4,656	$ 16,337	$ 13,656

(1) Included in other income, net in the condensed consolidated statements of operations.

The following table represents the weighted-average remaining lease term and discount rate as of the periods presented:

	As of	
	October 31, 2024	January 31, 2024
Weighted-average remaining lease term (years)	10.2	10.7
Weighted-average discount rate	7.7 %	7.1 %

Future undiscounted lease payments for our operating lease liabilities as of October 31, 2024 were as follows (in thousands):

	Amount
Remainder of year ending January 31, 2025	$ 4,196
Year ending January 31,	
2026	9,525
2027	14,589
2028	13,192
2029	9,792
Thereafter	65,690
Total operating lease payments	116,984
Less: imputed interest	(35,384)
Total operating lease liabilities	$ 81,600

As of October 31, 2024, we had non-cancellable commitments in the amount of $0.5 million related to operating leases of real estate facilities that have not yet commenced.

Current operating lease liabilities of $4.8 million and $8.4 million were included in accrued expenses and other current liabilities on our condensed consolidated balance sheets as of October 31, 2024 and January 31, 2024, respectively.

Supplemental cash flow information related to leases for the three and nine months ended October 31, 2024 and 2023 was as follows (in thousands):

	Three Months Ended October 31,		Nine Months Ended October 31,	
	2024	2023	2024	2023
Cash paid for amounts included in the measurement of operating lease liabilities	$ 1,725	$ 3,486	$ 9,043	$ 9,646
Operating lease ROU assets obtained in exchange for new operating lease liabilities	1,014	4,139	20,806	8,820

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Condensed Consolidated Balance Sheet Components

9 Months Ended
Oct. 31, 2024

Organization, Consolidation and Presentation of Financial Statements [Abstract]

Condensed Consolidated Balance Sheet Components

Condensed Consolidated Balance Sheet Components

Prepaid Expenses and Other Current Assets

Prepaid expenses and other current assets consisted of the following (in thousands):

	As of	
	October 31, 2024	January 31, 2024
Prepaid expenses and service credits	$ 59,226	$ 87,781
Other current assets	22,074	17,199
Prepaid expenses and other current assets	$ 81,300	$ 104,980

Property and Equipment, Net

Property and equipment, net consisted of the following (in thousands):

	As of	
	October 31, 2024	January 31, 2024
Computers and equipment	$ 24,274	$ 23,767
Leasehold improvements	30,486	21,756
Furniture and fixtures	7,122	6,640
Construction in progress	1,888	4,560
Other	646	632
Property and equipment, gross	64,416	57,355
Less: accumulated depreciation	(39,284)	(33,373)
Property and equipment, net	$ 25,132	$ 23,982

Depreciation expense for the three months ended October 31, 2024 and 2023 was $2.1 million and $2.7 million, respectively. Depreciation expense for the nine months ended October 31, 2024 and 2023 was $6.7 million and $8.5 million, respectively.

Other Assets, Non-Current

As of October 31, 2024 and January 31, 2024, other assets, non-current included $25.5 million and $1.5 million, respectively, related to equity investments in private companies without readily determinable fair values. As a measurement alternative, these investments are reported at cost and are assessed periodically to determine whether their carrying value must be adjusted for observable changes in price or indicators of impairment.

As of October 31, 2024, other assets, non-current also included $12.3 million related to private-company convertible bonds, which are carried at fair value. Refer to Note 5, Fair Value Measurement for further information.

Accrued Expenses and Other Current Liabilities

Accrued expenses and other current liabilities consisted of the following (in thousands):

	As of	
	October 31, 2024	January 31, 2024
Accrued expenses (1)	$ 34,951	$ 13,414
Withholding tax from employee equity transactions	4,309	3,277
Employee stock purchase plan withholdings	7,625	3,618
Payroll taxes and other benefits payable	8,174	3,888
Income taxes payable	5,418	7,140
Value-added taxes payable	1,448	6,480
Operating lease liabilities, current	4,802	8,357
Loan note related to fiscal year 2023 acquisition of Re:Infer LTD (paid July 29, 2024)	—	5,570
Rebates payable to partners	7,633	7,289
Cloud infrastructure liabilities (1)	8,495	5,044
Other	11,028	19,920
Accrued expenses and other current liabilities	$ 93,883	$ 83,997

(1) Prior period amounts have been expanded to conform to current period presentation

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Commitments and Contingencies

9 Months Ended
Oct. 31, 2024

Commitments and Contingencies Disclosure [Abstract]

Commitments and Contingencies

Commitments and Contingencies

Letters of Credit

We had a total of $2.8 million and $2.6 million in letters of credit outstanding in favor of certain landlords for office space as of October 31, 2024 and January 31, 2024, respectively. These letters of credit renew annually and expire on various dates through fiscal year 2026.

Indemnification

In the ordinary course of business, we may provide indemnification of varying scope and terms to customers, vendors, directors, and officers with respect to certain matters, including, but not limited to, losses arising out of our breach of such agreements, services to be provided by us, or from intellectual property infringement claims made by third parties.

These indemnification provisions may survive termination of the underlying agreement and the potential amount of future payments we could be required to make under these indemnification provisions may not be subject to maximum loss clauses. The maximum potential amount of future payments we could be required to make under these indemnification provisions is indeterminable. As of October 31, 2024 and January 31, 2024, we have not accrued a liability for these indemnification arrangements because the likelihood of incurring a payment obligation, if any, in connection with these indemnification arrangements was remote.

Workforce Restructuring

On July 8, 2024, our board of directors approved restructuring actions to manage our operating expenses. These changes reflect efforts to reshape the organization by streamlining our structure, particularly in operational and corporate functions, to better prioritize our go-to-market investments and focus our research and development investments on artificial intelligence ("AI") and driving innovation across our platform.

For the nine months ended October 31, 2024, we incurred $15.7 million of expense associated with employee termination benefits in connection with these restructuring actions.

The following table shows the total amount incurred, and the liability, which is recorded in accrued compensation and employee benefits in the condensed consolidated balance sheets, for restructuring-related employee termination benefits as of October 31, 2024 (in thousands):

	Employee Termination Benefits
Accrued restructuring costs as of January 31, 2024[(1)]	$ 335
Restructuring costs incurred during the nine months ended October 31, 2024	15,652
Amount paid during the nine months ended October 31, 2024	(11,475)
Accrued restructuring costs as of October 31, 2024	$ 4,512

(1) Opening balance relates to our fiscal year 2023 workforce restructuring actions, which were concluded during the second quarter of fiscal year 2024.

The following table shows the total restructuring costs incurred during the nine months ended October 31, 2024 (in thousands):

	Employee Termination Benefits
Cost of subscription services revenue	$ 325
Cost of professional services and other revenue	105
Sales and marketing	9,927
Research and development	1,868
General and administrative	3,427
Total	$ 15,652

Defined Contribution Plans

We sponsor retirement plans for qualifying employees, including a 401(k) plan in the U.S. and defined contribution plans in certain other countries, to which we make matching contributions. Our total matching contributions to all defined contribution plans were $3.5 million and $3.3 million for the three months ended October 31, 2024 and 2023, respectively, and $13.7 million and $12.4 million for the nine months ended October 31, 2024 and 2023, respectively.

Litigation

From time to time, we may be involved in lawsuits, claims, investigations, and proceedings, consisting of intellectual property, commercial, employment, and other matters which arise in the ordinary course of business. In accordance with ASC 450, *Contingencies*, we make a provision for a liability when it is both probable that a liability has been incurred and the amount of the loss can be reasonably estimated.

UiPath and certain of its officers and directors are currently parties to the following litigation matters:

On September 6, 2023, a putative class action lawsuit was filed in the United States District Court for the Southern District of New York against UiPath, then Co-Chief Executive Officer ("Co-CEO") Daniel Dines, and Chief Financial Officer ("CFO") Ashim Gupta, captioned *In re UiPath, Inc. Securities Litigation* (the "2023 Securities Action"). The initial complaint asserted claims under Sections 10(b) and 20(a) of the Exchange Act, and alleged that defendants made material misstatements and omissions, including regarding UiPath's competitive position and its

financial results. On January 26, 2024, the lead plaintiff in the 2023 Securities Action filed an amended complaint, and on March 26, 2024, filed a further amended complaint, which alleges Securities Act claims under Sections 11 and 15 as well as Exchange Act claims under Section 10(b), Rule 10b-5, and Section 20(a). In support of the Securities Act claims, the plaintiff alleges material misstatements and omissions in UiPath's April 2021 Registration Statement, including regarding UiPath's competitive position and its financial results. The operative complaint is purportedly brought on behalf of a putative class of persons who purchased or otherwise acquired UiPath common stock between April 21, 2021 and September 27, 2022. It seeks unspecified monetary damages, costs and attorneys' fees, and other unspecified relief as the Court deems appropriate. On April 23, 2024, the defendants moved to dismiss the second amended complaint. On November 4, 2024, the Court issued its opinion and order on the motion to dismiss, wherein it dismissed all claims against Mr. Gupta and dismissed all claims under the Securities Act against UiPath and Mr. Dines, but allowed the case to proceed with respect to two statements relating to competition that the plaintiffs allege violated the Exchange Act. Discovery will now proceed accordingly.

On November 30, 2023, a purported shareholder derivative lawsuit was filed in the United States District Court for the Eastern District of New York against UiPath, as nominal defendant, and then Co-CEO Daniel Dines, CFO Ashim Gupta, and several of UiPath's current and former directors. The case is captioned *Polilingua Limited v. Daniel Dines, et al.* The lawsuit alleges that the individual defendants breached their fiduciary duties and committed other alleged misconduct in connection with the statements at issue in the 2023 Securities Action and by causing UiPath to repurchase shares at allegedly inflated prices. The plaintiff seeks unspecified damages and/or restitution on behalf of UiPath, as well as costs and attorneys' fees and certain changes to UiPath's corporate governance and internal controls. Similar cases were filed in the District of Delaware (captioned *In re UiPath, Inc. Stockholder Derivative Litigation*) and in the Southern District of New York (captioned *Ristea v. Botteri, et al.*). On November 22, 2024, the *In re UiPath, Inc. Stockholder Derivative Litigation* case was voluntarily dismissed without prejudice. In light of the above referenced decision on defendants' motion to dismiss the 2023 Securities Action, the stay has been lifted in the *Ristea* case and defendants' deadline to respond to the complaint is January 17, 2025. The stay in the *Polilingua* case has been extended to December 9, 2024.

On June 20, 2024, a putative class action lawsuit was filed in the United States District Court for the Southern District of New York against UiPath, Chief Executive Officer ("CEO") Daniel Dines, former CEO Robert Enslin, and CFO Ashim Gupta. The case was captioned *Steiner v. UiPath, et al.* The complaint asserts claims under Sections 10(b) and 20(a) of the Exchange Act on behalf of a putative class of persons who purchased or acquired UiPath common stock between December 1, 2023 and May 29, 2024, and alleges that defendants made material misstatements and omissions, including regarding the Company's AI-powered Business Automation Platform and the Company's strategy for, the success of, and customer demand for the platform. The complaint seeks unspecified monetary damages, costs and attorneys' fees, and other unspecified relief as the Court deems appropriate. On August 6, 2024, a second putative class action was filed in the United States District Court for the Southern District of New York against UiPath, CEO Daniel Dines, former CEO Robert Enslin, and CFO Ashim Gupta. The case was captioned *Brunozzi v. UiPath, et al.* The allegations in the *Brunozzi* complaint were identical to those made in *Steiner v. UiPath et al.* except that the *Brunozzi* complaint defines the putative class to include purchasers of UiPath call options and sellers of put options. On September 5, 2024, the Court consolidated the *Steiner* and *Brunozzi* cases and appointed *Brunozzi* as the lead plaintiff. The consolidated action is captioned *In re UiPath, Inc. Securities Litigation* (the 2024 Securities Action"). On November 22, 2024, the lead plaintiff filed an amended complaint against UiPath, former CEO Robert Enslin, and CFO Ashim Gupta. CEO Daniel Dines is no longer a named defendant in the 2024 Securities Action. The allegations in the amended complaints are substantively similar to the allegations set forth in the complaints previously filed in *Steiner* and *Brunozzi*, and the amended complaint seeks unspecified monetary damages, costs and attorneys' fees, and other unspecified relief as the Court deems appropriate.

On July 8, 2024, a purported shareholder derivative lawsuit was filed in the United States District Court for the Southern District of New York against UiPath, as nominal defendant, CEO Daniel Dines, former CEO Robert Enslin, CFO Ashim Gupta, and UiPath's board of directors. The case is captioned *Gera v. UiPath, et al.* The lawsuit alleges that the individual defendants breached their fiduciary duties and committed other alleged misconduct in connection with the statements made during the time period at issue in the 2024 Securities Action, and by allegedly causing UiPath to repurchase shares at allegedly inflated prices. The plaintiff seeks unspecified damages and/or restitution on behalf of UiPath, as well as costs and attorneys' fees and certain changes to UiPath's corporate governance and internal controls. The matter has been stayed pending further action in the 2024 Securities Action.

We have not recorded any accrual related to the aforementioned litigation matters as of October 31, 2024, as we believe a loss in these matters is neither probable nor estimable at this time.

Warranty

We warrant to customers that our platform will operate substantially in accordance with its specifications. Historically, no significant costs have been incurred related to product warranties. Based on such historical experience, the probability of incurring such costs in the future is deemed remote. As such, no accruals for product warranty costs have been made.

Other Matters

Our indirect tax positions are subject to audit in multiple jurisdictions globally, with a key focus on our largest operational territories, including the U.S., Romania, India, and the U.K. Our Romanian subsidiary was subjected to audits by the Agenția Națională de Administrare Fiscală ("ANAF") for value-added tax and corporate income tax for the periods January 2020 through January 2022 and January 2018 through January 2022, respectively, which were completed during the first quarter of fiscal year 2025. With regard to the value-added tax audit, an assessment has been issued. We disagree with this assessment and are in the process of appealing through litigation. We have not recorded any reserves related to this audit as of October 31, 2024 as it is not probable that a material loss has been incurred. For additional information regarding the corporate income tax audit, refer to Note 12, Income Taxes.

Non-Cancelable Purchase Obligations

In the normal course of business, we enter into non-cancelable purchase commitments with various parties, mainly for hosting services, software products and services, and purchase of credits toward products and services from strategic alliance partners.

As of October 31, 2024, we had outstanding non-cancelable purchase obligations with a term of 12 months or longer as follows (in thousands):

	Amount
Remainder of year ending January 31, 2025	$ 25,190
Year ending January 31,	
2026	63,208
2027	45,823
2028	13,402
2029	16
Thereafter	1
Total	$ 147,640

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Stockholders' Equity

9 Months Ended
Oct. 31, 2024

Equity [Abstract]

Stockholders' Equity — Stockholders' Equity

Stock Repurchase Program

On September 1, 2023, our board of directors authorized a stock repurchase program, pursuant to which we may repurchase from time to time up to $500.0 million of our outstanding shares of Class A common stock. This authorization was scheduled to expire on March 1, 2025. On August 30, 2024, our board of directors authorized the repurchase of an additional $500.0 million of our Class A common stock. The current authorization may be suspended or discontinued at any time and does not have a specified expiration date. Repurchases under the program may be effected through open market purchases, privately-negotiated transactions, or otherwise in accordance with applicable federal securities laws, including through Rule 10b5-1 trading plans and under Rule 10b-18 of the Exchange Act. The timing and actual number of shares repurchased will depend on a variety of factors, including price, general business and market conditions, and alternate uses of capital.

During the three and nine months ended October 31, 2024, we repurchased 13.8 million and 31.0 million shares of our Class A common stock at an average price of $11.81 and $12.29 per share (inclusive of brokerage commission), respectively. For the three and nine months ended October 31, 2024, we accrued $2.3 million and

$3.0 million, respectively, of related excise tax pursuant to the Inflation Reduction Act of 2022, which is included in the cost of treasury stock on our condensed consolidated balance sheet as of October 31, 2024.

Subsequent to October 31, 2024, between November 1, 2024 and December 4, 2024, we repurchased an additional 0.7 million shares of our Class A common stock at an average price of $12.57 per share.

Charitable Donations of Class A Common Stock

We have reserved 2.8 million shares of our Class A common stock to fund our social impact and environmental, social, and governance initiatives. We contributed 0.3 million shares of our Class A common stock during each of the nine-month periods ended October 31, 2024 and 2023 to a donor-advised fund in connection with our Pledge 1% commitment. The aggregate fair values of the shares on the respective contribution dates of $6.6 million and $4.2 million were recorded within general and administrative expense in the condensed consolidated statements of operations for the nine months ended October 31, 2024 and 2023, respectively.

Accumulated Other Comprehensive Income

For the nine months ended October 31, 2024 and 2023, changes in the components of accumulated other comprehensive income were as follows (in thousands):

	Foreign Currency Translation Adjustments	Unrealized Loss on Marketable Securities	Accumulated Other Comprehensive Income
Balance as of January 31, 2024	$ 8,925	$ (100)	$ 8,825
Other comprehensive income (loss), net of tax	441	(342)	99
Balance as of October 31, 2024	$ 9,366	$ (442)	$ 8,924

	Foreign Currency Translation Adjustments	Unrealized Gain (Loss) on Marketable Securities	Accumulated Other Comprehensive Income
Balance as of January 31, 2023	$ 8,231	$ (619)	$ 7,612
Other comprehensive (loss) income, net of tax	(4,713)	259	(4,454)
Balance as of October 31, 2023	$ 3,518	$ (360)	$ 3,158

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Equity Incentive Plans and Stock-Based Compensation

9 Months Ended
Oct. 31, 2024

Share-Based Payment Arrangement [Abstract]

Equity Incentive Plans and Stock-Based Compensation — Equity Incentive Plans and Stock-Based Compensation

2021 Stock Plan

In April 2021, prior to and in connection with our initial public offering ("IPO"), we adopted our 2021 Equity Incentive Plan (the "2021 Plan"), which provides for grants of incentive stock options, nonstatutory stock options, stock appreciation rights, restricted stock awards ("RSAs"), restricted stock units ("RSUs"), performance stock units, and other forms of awards. As of October 31, 2024, we have reserved 202.2 million shares of our Class A common stock to be issued under the 2021 Plan. The number of shares of our Class A common stock reserved for issuance under the 2021 Plan will automatically increase on February 1 of each year for a period of ten years, which began on February 1, 2022 and continues through February 1, 2031, in an amount equal to (1) 5% of the total number of shares of our common stock (both Class A and Class B) outstanding on the preceding January 31, or (2) a lesser number of shares determined by our board of directors no later than the February 1 increase.

2021 Employee Stock Purchase Plan

In April 2021, prior to and in connection with the IPO, we adopted our 2021 Employee Stock Purchase Plan (the "ESPP"). As of October 31, 2024, the ESPP authorizes the issuance of 27.2 million shares of our Class A common stock under purchase rights granted to our employees. The number of shares of our Class A common stock reserved for issuance will automatically increase on February 1 of each year for a period of ten years, which began on February 1, 2022 and continues through February 1, 2031, by the lesser of (1) 1% of the total number of shares of our common stock (both Class A and Class B) outstanding on the preceding January 31; and (2) 15.5

million shares, except that before the date of any such increase, our board of directors may determine that such increase will be less than the amount set forth by (1) and (2) above. The ESPP allows participants to purchase shares at the lesser of (a) 85% of the fair market value of our Class A common stock as of the commencement of the offering period, and (b) 85% of the fair market value of our Class A common stock on the corresponding purchase date.

Stock Options

Stock option activity during the nine months ended October 31, 2024 was as follows:

	Stock Options (in thousands)	Weighted-Average Exercise Price	Weighted-Average Remaining Contractual Life (years)	Aggregate Intrinsic Value (in thousands)
Outstanding as of January 31, 2024	11,080	$ 3.49	7.8	$ 216,010
Granted	2,427	$ 0.10		
Exercised	(2,673)	$ 0.35		
Forfeited	(1,017)	$ 12.92		
Outstanding as of October 31, 2024	9,817	$ 2.53	7.6	$ 100,042
Vested and exercisable as of October 31, 2024	4,618	$ 5.26	6.5	$ 36,309

The weighted-average grant date fair value of stock options granted during the nine months ended October 31, 2024 was $18.59 per share. The intrinsic value of stock options exercised during the nine months ended October 31, 2024 was $47.0 million.

Unrecognized compensation expense associated with unvested stock options granted and outstanding as of October 31, 2024 was approximately $91.1 million, which is to be recognized over a weighted-average remaining period of 1.9 years.

Restricted Stock Units

RSU activity during the nine months ended October 31, 2024 was as follows:

	RSUs (in thousands)	Weighted-Average Grant Date Fair Value Per Share
Unvested as of January 31, 2024	31,272	$ 19.89
Granted	16,432	$ 17.81
Vested	(11,370)	$ 21.41
Forfeited	(8,531)	$ 19.22
Unvested as of October 31, 2024	27,803	$ 18.24

The fair value of RSUs released during the nine months ended October 31, 2024 was $183.9 million.

As of October 31, 2024, total unrecognized compensation expense related to unvested RSUs was approximately $472.1 million, which is to be recognized over a weighted-average remaining period of 2.1 years.

Employee Stock Purchase Plan Awards

During the nine months ended October 31, 2024, 0.9 million shares were purchased under the ESPP at $10.21 per share. As of October 31, 2024, total unrecognized compensation expense related to the ESPP was approximately $0.7 million, which is to be recognized over a weighted-average remaining period of 0.1 years.

Stock-Based Compensation Associated with Business Acquisition

At the closing of the acquisition of Re:infer LTD on July 29, 2022, we issued 0.4 million shares of Class A common stock (outside of the 2021 Plan) to be released to certain employee sellers in equal installments on the first, second, and third anniversaries of the closing date, subject to employment-related clawback provisions. As of October 31, 2024, total unrecognized compensation expense related to these shares was $1.9 million, which is to be recognized over a weighted-average remaining period of 0.7 years.

Stock-Based Compensation Expense

Stock-based compensation expense is classified in the condensed consolidated statements of operations as follows (in thousands):

	Three Months Ended October 31,		Nine Months Ended October 31,	
	2024	2023	2024	2023
Cost of subscription services revenue	$ 5,041	$ 3,791	$ 14,601	$ 10,778
Cost of professional services and other revenue	2,953	2,764	8,438	8,546
Sales and marketing	32,688	37,760	106,377	109,890
Research and development	34,211	30,604	96,007	88,448
General and administrative	12,595	20,961	45,097	65,363
Total	$ 87,488	$ 95,880	$ 270,520	$ 283,025

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Income Taxes

9 Months Ended
Oct. 31, 2024

Income Tax Disclosure [Abstract]

Income Taxes

Income Taxes

Our tax provision for interim periods is determined using an estimated annual effective tax rate, adjusted for discrete items arising in the applicable quarter. In each quarter, we update the estimated annual effective tax rate and make a year-to-date adjustment to the provision. The estimated annual effective tax rate is subject to significant volatility due to several factors, including our ability to accurately predict the proportion of our pretax income in multiple jurisdictions and certain book-tax differences.

We had a benefit from income taxes of $14.8 million for the three months ended October 31, 2024. We had a provision for income taxes of $3.9 million, reflecting an effective tax rate of (14.2)%, for the three months ended October 31, 2023.

We had a benefit from income taxes of $7.2 million for the nine months ended October 31, 2024. We had a provision for income taxes of $11.4 million, reflecting an effective tax rate of (10.1)%, for the nine months ended October 31, 2023.

For the three and nine months ended October 31, 2024, our effective tax rate differed from the U.S. federal statutory rate primarily as a result of change in valuation allowance (as discussed below) and due to tax rate differences between the U.S. and foreign countries. For the three and nine months ended October 31, 2023, our effective tax rate differed from the U.S. federal statutory rate primarily as a result of not recognizing deferred tax assets ("DTAs") for losses due to a full valuation allowance on U.S., Romania, and U.K. DTAs and due to tax rate differences between the U.S. and foreign countries.

The realization of tax benefits of net DTAs is dependent upon future levels of taxable income of an appropriate character in the periods the items are expected to be deductible or taxable. As of October 31, 2024, based on the available positive and negative evidence, including the amount of taxable income in the U.K. in recent years and our expectations of future profits in the U.K., we now believe it is more likely than not that the U.K. DTA is realizable. Therefore, during the three and nine months ended October 31, 2024, we released the $24.6 million

valuation allowance associated with the U.K. DTA. We continue to maintain a full valuation allowance against our U.S. and Romania DTAs as of October 31, 2024, because we believe, based on our current evaluations, that it is more likely than not that these DTAs will not be realized. We intend to maintain each of these full valuation allowances until sufficient positive evidence exists to support a reversal of, or decrease in, each of the respective valuation allowances.

As of October 31, 2024, we had gross unrecognized tax benefits totaling $1.5 million related to income taxes, which would impact the effective tax rate if recognized. Of this amount, the total liability pertaining to uncertain tax positions was $0.9 million, excluding interest and penalties, which are accounted for as a component of our income tax provision. Our tax positions are subject to income tax audits in multiple tax jurisdictions globally, with a currently open audit in India, and we believe that we have provided adequate reserves for our income tax uncertainties in all open tax years. Our Romanian subsidiary was subjected to a corporate income tax audit by ANAF for the period from January 2018 through January 2022, which was completed during the three months ended April 30, 2024. Certain deductions have been disallowed, resulting in a proposed reduction of net operating loss carryforwards of approximately $66.7 million. We are in the process of appealing this disallowance through litigation. In addition, we have engaged in two bilateral transfer pricing negotiations for our transfer pricing model, one between the U.S. and Romania, and one between Japan and Romania. These negotiations are still underway, the authorities are in the process of determining the cost sharing allocations between the respective countries, and the ultimate outcomes remain uncertain. However, after evaluating recent developments in the transfer pricing negotiation between the U.S. and Romania, we believe that it is more likely than not that our position cannot be sustained upon a tax audit. As a result, for the three and nine months ended October 31, 2024, we recorded a $33.8 million decrease in the U.S. DTA and the corresponding valuation allowance. We also recorded a $16.0 million increase in the Romania DTA and its related valuation allowance.

As of October 31, 2024, we recorded a deferred tax liability of $3.1 million associated with the undistributed earnings of our foreign subsidiaries that we no longer intend to indefinitely reinvest.

In 2023, Romania adopted an alternative minimum tax that is applicable to all corporate taxpayers, including those reporting a net loss, for tax years commencing after January 1, 2024. As this tax is based on gross receipts, associated expense is included in operating expenses in our condensed consolidated statements of operations, and is not accounted for as income taxes.

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Net Loss Per Share

9 Months Ended
Oct. 31, 2024

Earnings Per Share [Abstract]

Net Loss Per Share

Net Loss Per Share

The following table sets forth the computation of basic and diluted net loss per share for the periods presented (in thousands except per share amounts):

	Three Months Ended October 31,			
	2024		2023	
	Class A	Class B	Class A	Class B
Numerator:				
Net loss	$ (9,061)	$ (1,594)	$ (26,951)	$ (4,586)
Denominator:				
Weighted-average shares used in computing net loss per share, basic and diluted	468,583	82,453	484,583	82,453
Net loss per share, basic and diluted	$ (0.02)	$ (0.02)	$ (0.06)	$ (0.06)

	Nine Months Ended October 31,			
	2024		2023	
	Class A	Class B	Class A	Class B
Numerator:				
Net loss	$ (107,108)	$ (18,380)	$ (105,657)	$ (18,142)
Denominator:				
Weighted-average shares used in computing net loss per share, basic and diluted	480,497	82,453	480,198	82,453
Net loss per share, basic and diluted	$ (0.22)	$ (0.22)	$ (0.22)	$ (0.22)

Anti-dilutive common stock equivalents excluded from the computation of diluted net loss per share were as follows (in thousands):

	Three Months Ended October 31,			
	2024		2023	
	Class A	Class B	Class A	Class B
Unvested RSUs	29,231	—	36,911	—
Outstanding stock options	9,995	—	13,207	—
Shares subject to repurchase from RSAs and early exercised stock options	3	—	52	—
Shares issuable under ESPP	825	—	714	—
Returnable shares issued in connection with business acquisition	136	—	274	—
Total	40,190	—	51,158	—

	Nine Months Ended October 31,			
	2024		2023	
	Class A	Class B	Class A	Class B
Unvested RSUs	31,640	—	38,137	—
Outstanding stock options	10,505	—	13,764	—
Shares subject to repurchase from RSAs and early exercised stock options	16	—	56	—
Shares issuable under ESPP	783	—	762	—
Returnable shares issued in connection with business acquisition	226	—	374	—
Total	43,170	—	53,093	—

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Summary of Significant Accounting Policies (Policies)

9 Months Ended

Oct. 31, 2024

Accounting Policies [Abstract]

Basis of Presentation

Basis of Presentation

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP") and applicable regulations of the SEC regarding interim financial reporting. As permitted under those rules, certain footnotes or other financial information that are normally required by U.S. GAAP may be condensed or omitted. The accompanying unaudited condensed consolidated financial statements and related financial information should be read in conjunction with the audited consolidated financial statements and the accompanying notes thereto for the fiscal year ended January 31, 2024, which are included in the 2024 Form 10-K.

The unaudited condensed consolidated financial statements have been prepared on the same basis as our audited consolidated financial statements and, in the opinion of management, reflect all adjustments, consisting only of normal recurring adjustments, that are necessary for the fair presentation of our financial information. The unaudited condensed consolidated financial statements include the financial statements of UiPath, Inc. and its subsidiaries in which we hold a controlling financial interest. Intercompany transactions and accounts have been eliminated in consolidation.

The results of operations for the nine months ended October 31, 2024 are not necessarily indicative of the results to be expected for the fiscal year ending January 31, 2025 or for any other future interim or annual period.

Fiscal Year

Fiscal Year

Our fiscal year ends on January 31. References to fiscal year 2025, for example, refer to the fiscal year ending January 31, 2025.

Use of Estimates

Use of Estimates

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the amounts of assets and liabilities at the balance sheet date and the amounts of revenue and expenses reported during the period. We evaluate estimates based on historical and anticipated results, trends, and various other assumptions. Such estimates include, but are not limited to, certain aspects of revenue recognition, expected period of benefit for deferred contract acquisition costs, allowance for credit losses, fair value of financial assets and liabilities, fair value of acquired assets and assumed liabilities, useful lives of long-lived assets, capitalized software development costs, carrying value of operating lease right-of-use ("ROU") assets and operating lease liabilities, incremental borrowing rates for operating leases, amount of stock-based compensation expense, timing and amount of contingencies, costs related to our restructuring actions, uncertain tax positions, and valuation allowance for deferred income taxes. Actual results could differ from these estimates and assumptions.

Foreign Currency

Foreign Currency

The functional currency of our non-U.S. subsidiaries is the local currency. Asset and liability balances denominated in non-U.S. dollar currencies are translated into U.S. dollars using period-end exchange rates, while revenue and expenses are translated using average monthly exchange rates. Differences are included in stockholders' equity as a component of accumulated other comprehensive income. Financial assets and liabilities denominated in currencies other than the functional currency are recorded at the exchange rate at the time of the transaction and subsequent gains and losses related to changes in the foreign currency are included in other income, net in the condensed consolidated statements of operations.

Concentration of Risks

Concentration of Risks

Financial instruments that potentially subject us to significant concentrations of credit risk consist principally of cash and cash equivalents, marketable securities, and accounts receivable.

We maintain our cash balance at financial institutions that management believes are high-credit, quality financial institutions, where our deposits, at times, exceed Federal Deposit Insurance Corporation ("FDIC") limits. As of October 31, 2024 and January 31, 2024, 89% and 91%, respectively, of our cash and cash equivalents were concentrated in the U.S., European Union ("EU") countries, and Japan.

The selection of investments in marketable securities is governed by our investment policy. The policy aims to emphasize principles of safety and liquidity, with the overall objective of earning an attractive rate of return while limiting exposure to risk of loss and avoiding inappropriate concentrations. We use this policy to guide our investment decisions as it stipulates, among other things, a list of eligible investment types, minimum ratings and other restrictions for each type, and overall portfolio composition constraints.

With regard to accounts receivable, we extend differing levels of credit to customers based on creditworthiness, do not require collateral deposits, and maintain reserves for expected credit losses from uncollectible accounts receivable. We manage credit risk related to our customers by performing periodic evaluations of creditworthiness and applying other credit risk monitoring procedures. Significant customers are those that represent 10% or more of our total revenue for the period or accounts receivable at the balance sheet date.

Recently Issued Accounting Pronouncements

Recently Issued Accounting Pronouncements

In November 2023, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2023-07, *Segment Reporting (Topic 280): Improvements to Reportable Segment Disclosures*. ASU No. 2023-07 is intended to improve reportable segments disclosures requirements, primarily through enhanced disclosures about significant segment expenses. ASU No. 2023-07 will be effective for us for annual reporting periods beginning after December 15, 2023 and for interim reporting periods within fiscal years beginning after December 15, 2024. We will adopt ASU No. 2023-07 beginning with our Annual Report on Form 10-K for the fiscal year ending January 31, 2025. Although the guidance requires certain additional disclosures, we do not expect the adoption to have a material impact on our condensed consolidated financial statements.

In December 2023, the FASB issued ASU No. 2023-09, *Income Taxes (Topic 740): Improvements to Income Tax Disclosures*. ASU No. 2023-09 will require additional tax disclosures, predominantly related to the effective income tax rate reconciliation and income taxes paid. ASU No. 2023-09 will be effective for us for annual periods beginning after December 15, 2024. Early adoption is permitted. We are currently evaluating the impact of this pronouncement on our condensed consolidated financial statements.

In November 2024, the FASB issued ASU No. 2024-03, *Income Statement—Reporting Comprehensive Income—Expense Disaggregation Disclosures*. ASU No. 2024-03 requires additional disclosure on specific expense categories included in the expense captions presented on the statements of operations, and may be applied

prospectively or retrospectively. ASU No. 2024-03 is effective for annual reporting periods beginning after December 15, 2026 and for interim reporting periods beginning after December 15, 2027. Early adoption is permitted. We are currently evaluating the impact of this pronouncement on our condensed consolidated financial statements.

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Revenue Recognition (Tables)

9 Months Ended

Oct. 31, 2024

Revenue from Contract with Customer [Abstract]

Schedule of Disaggregation of Revenue by Geographical Region

The following tables summarize revenue by geographical region (dollars in thousands):

	Three Months Ended October 31,			
	2024		2023	
	Amount	Percentage of Revenue	Amount	Percentage of Revenue
Americas [1]	$ 178,837	50 %	$ 174,226	53 %
Europe, Middle East, and Africa	113,031	32 %	93,782	29 %
Asia-Pacific [2]	62,785	18 %	57,913	18 %
Total revenue	$ 354,653	100 %	$ 325,921	100 %

(1) Revenue from the U.S. represented 46% and 48% of our total revenues for the three months ended October 31, 2024 and 2023, respectively.
(2) Revenue from Japan represented 7% and 7% of our total revenues for the three months ended October 31, 2024 and 2023, respectively.

	Nine Months Ended October 31,			
	2024		2023	
	Amount	Percentage of Revenue	Amount	Percentage of Revenue
Americas [1]	$ 482,539	48 %	$ 437,396	48 %
Europe, Middle East, and Africa	315,647	31 %	271,722	30 %
Asia-Pacific [2]	207,832	21 %	193,701	22 %
Total revenue	$ 1,006,018	100 %	$ 902,819	100 %

(1) Revenue from the U.S. represented 44% and 44% of our total revenues for the nine months ended October 31, 2024 and 2023, respectively.
(2) Revenue from Japan represented 10% and 10% of our total revenues for the nine months ended October 31, 2024 and 2023, respectively.

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Marketable Securities (Tables)

9 Months Ended

Oct. 31, 2024

Investments, Debt and Equity Securities [Abstract]

Schedule of Marketable Securities

The following is a summary of our marketable securities (in thousands):

	As of October 31, 2024			
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Fair Value
Commercial paper	$ 41,864	$ 18	$ —	$ 41,882
Treasury bills and U.S. government securities	674,654	—	(526)	674,128
Corporate bonds	108,606	76	—	108,682
Yankee bonds	4,677	—	(11)	4,666
Agency bonds	450	—	—	450
Total marketable securities	$ 830,251	$ 94	$ (537)	$ 829,808

	As of January 31, 2024			
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Fair Value
Treasury bills and U.S. government securities	641,263	29	(100)	641,192
Corporate bonds	1,993	—	(2)	1,991
Agency bonds	174,990	—	(28)	174,962
Total marketable securities	$ 818,246	$ 29	$ (130)	$ 818,145

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Fair Value Measurement (Tables)

9 Months Ended
Oct. 31, 2024

Fair Value Disclosures [Abstract]

Schedule of Financial Instruments Measured at Fair Value on a Recurring Basis

The following tables present the fair value hierarchy of our financial assets measured at fair value on a recurring basis as of October 31, 2024 and January 31, 2024 (in thousands):

	As of October 31, 2024			
	Level 1	Level 2	Level 3	Total
Money market	$ 297,093	$ —	$ —	$ 297,093
Total cash equivalents	297,093	—	—	297,093
Commercial paper	—	41,882	—	41,882
Treasury bills and U.S. government securities	674,128	—	—	674,128
Corporate bonds	—	108,682	—	108,682
Yankee bonds	—	4,666	—	4,666
Agency bonds	450	—	—	450
Total marketable securities	674,578	155,230	—	829,808
Other investments carried at fair value	—	—	12,252	12,252
Total	$ 971,671	$ 155,230	$ 12,252	$ 1,139,153

	As of January 31, 2024			
	Level 1	Level 2	Level 3	Total
Money market	$ 509,053	$ —	$ —	$ 509,053
Total cash equivalents	509,053	—	—	509,053
Treasury bills and U.S. government securities	641,192	—	—	641,192
Corporate bonds	—	1,991	—	1,991
Agency bonds	174,962	—	—	174,962
Total marketable securities	816,154	1,991	—	818,145
Total	$ 1,325,207	$ 1,991	$ —	$ 1,327,198

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Intangible Assets and Goodwill (Tables)

9 Months Ended
Oct. 31, 2024

Goodwill and Intangible Assets Disclosure [Abstract]

Schedule of Intangible Assets, Net

Acquired intangible assets, net consisted of the following as of October 31, 2024 (dollars in thousands):

	Intangible Assets, Gross	Accumulated Amortization	Intangible Assets, Net	Weighted-Average Remaining Useful Life (years)
Developed technology	$ 29,061	$ (21,260)	$ 7,801	2.4
Customer relationships	8,338	(7,503)	835	0.8
Trade names and trademarks	271	(271)	—	0.0
Other intangibles	1,231	(536)	695	6.6
Total	$ 38,901	$ (29,570)	$ 9,331	

Acquired intangible assets, net consisted of the following as of January 31, 2024 (dollars in thousands):

	Intangible Assets, Gross	Accumulated Amortization	Intangible Assets, Net	Weighted-Average Remaining Useful Life (years)
Developed technology	$ 28,807	$ (16,881)	$ 11,926	2.8
Customer relationships	8,266	(6,306)	1,960	1.3
Trade names and trademarks	272	(266)	6	0.2
Other intangibles	1,231	(419)	812	7.0
Total	$ 38,576	$ (23,872)	$ 14,704	

Schedule of Expected Future Amortization Expenses Related to Intangible Assets

Expected future amortization expense related to intangible assets was as follows as of October 31, 2024 (in thousands):

	Amount
Remainder of year ending January 31, 2025	$ 1,186
Year ending January 31,	
2026	4,163
2027	2,494
2028	1,186
2029	101
Thereafter	201
Total	$ 9,331

Schedule of Changes in Carrying Amounts of Goodwill

Changes in the carrying amount of goodwill during the nine months ended October 31, 2024 were as follows (in thousands):

	Carrying Amount
Balance as of January 31, 2024	$ 89,026
Effect of foreign currency translation	838
Balance as of October 31, 2024	$ 89,864

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Operating Leases (Tables)

9 Months Ended
Oct. 31, 2024

Leases [Abstract]

Schedule of Lease Costs and Supplemental Cash Flow Information

Lease costs are presented below (in thousands):

	Three Months Ended October 31,		Nine Months Ended October 31,	
	2024	2023	2024	2023
Operating lease cost	$ 4,200	$ 3,364	$ 11,762	$ 9,663
Short-term lease cost	952	1,225	3,099	3,845
Variable lease cost	542	493	1,476	1,639
Sublease income [1]	—	(426)	—	(1,491)
Total	$ 5,694	$ 4,656	$ 16,337	$ 13,656

(1) Included in other income, net in the condensed consolidated statements of operations.

Supplemental cash flow information related to leases for the three and nine months ended October 31, 2024 and 2023 was as follows (in thousands):

	Three Months Ended October 31,		Nine Months Ended October 31,	
	2024	2023	2024	2023
Cash paid for amounts included in the measurement of operating lease liabilities	$ 1,725	$ 3,486	$ 9,043	$ 9,646
Operating lease ROU assets obtained in exchange for new operating lease liabilities	1,014	4,139	20,806	8,820

Schedule of Weighted-average Lease Term and Discount Rate

The following table represents the weighted-average remaining lease term and discount rate as of the periods presented:

	As of	
	October 31, 2024	January 31, 2024
Weighted-average remaining lease term (years)	10.2	10.7
Weighted-average discount rate	7.7 %	7.1 %

Schedule of Future Undiscounted Lease Payments for Operating Lease Liabilities

Future undiscounted lease payments for our operating lease liabilities as of October 31, 2024 were as follows (in thousands):

	Amount
Remainder of year ending January 31, 2025	$ 4,196
Year ending January 31,	
2026	9,525
2027	14,589
2028	13,192
2029	9,792
Thereafter	65,690
Total operating lease payments	116,984
Less: imputed interest	(35,384)
Total operating lease liabilities	$ 81,600

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Condensed Consolidated Balance Sheet Components (Tables)

9 Months Ended

Oct. 31, 2024

Organization, Consolidation and Presentation of Financial Statements [Abstract]

Schedule of Prepaid Expenses and Other Current Assets

Prepaid expenses and other current assets consisted of the following (in thousands):

	As of	
	October 31, 2024	January 31, 2024
Prepaid expenses and service credits	$ 59,226	$ 87,781
Other current assets	22,074	17,199
Prepaid expenses and other current assets	$ 81,300	$ 104,980

Schedule of Property and Equipment, Net

Property and equipment, net consisted of the following (in thousands):

	As of	
	October 31, 2024	January 31, 2024
Computers and equipment	$ 24,274	$ 23,767
Leasehold improvements	30,486	21,756
Furniture and fixtures	7,122	6,640
Construction in progress	1,888	4,560
Other	646	632
Property and equipment, gross	64,416	57,355
Less: accumulated depreciation	(39,284)	(33,373)
Property and equipment, net	$ 25,132	$ 23,982

Schedule of Accrued Expenses and Other Current Liabilities

Accrued expenses and other current liabilities consisted of the following (in thousands):

	As of	
	October 31, 2024	January 31, 2024
Accrued expenses (1)	$ 34,951	$ 13,414
Withholding tax from employee equity transactions	4,309	3,277
Employee stock purchase plan withholdings	7,625	3,618
Payroll taxes and other benefits payable	8,174	3,888
Income taxes payable	5,418	7,140
Value-added taxes payable	1,448	6,480
Operating lease liabilities, current	4,802	8,357
Loan note related to fiscal year 2023 acquisition of Re:Infer LTD (paid July 29, 2024)	—	5,570
Rebates payable to partners	7,633	7,289
Cloud infrastructure liabilities (1)	8,495	5,044
Other	11,028	19,920
Accrued expenses and other current liabilities	$ 93,883	$ 83,997

(1) Prior period amounts have been expanded to conform to current period presentation

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Commitments and Contingencies (Tables)

9 Months Ended

Oct. 31, 2024

Commitments and Contingencies Disclosure [Abstract]

Schedule of Accrued Restructuring Costs

The following table shows the total amount incurred, and the liability, which is recorded in accrued compensation and employee benefits in the condensed consolidated balance sheets, for restructuring-related employee termination benefits as of October 31, 2024 (in thousands):

	Employee Termination Benefits
Accrued restructuring costs as of January 31, 2024[1]	$ 335
Restructuring costs incurred during the nine months ended October 31, 2024	15,652
Amount paid during the nine months ended October 31, 2024	(11,475)
Accrued restructuring costs as of October 31, 2024	$ 4,512

(1) Opening balance relates to our fiscal year 2023 workforce restructuring actions, which were concluded during the second quarter of fiscal year 2024.

Schedule of Restructuring Costs

The following table shows the total restructuring costs incurred during the nine months ended October 31, 2024 (in thousands):

	Employee Termination Benefits
Cost of subscription services revenue	$ 325
Cost of professional services and other revenue	105
Sales and marketing	9,927
Research and development	1,868
General and administrative	3,427
Total	$ 15,652

Schedule of Non-Cancelable Purchase Obligations

As of October 31, 2024, we had outstanding non-cancelable purchase obligations with a term of 12 months or longer as follows (in thousands):

	Amount
Remainder of year ending January 31, 2025	$ 25,190
Year ending January 31,	
2026	63,208
2027	45,823
2028	13,402
2029	16
Thereafter	1
Total	$ 147,640

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Stockholders' Equity (Tables)

9 Months Ended

Oct. 31, 2024

Equity [Abstract]

Schedule of Changes in Components of Accumulated Other Comprehensive Income

For the nine months ended October 31, 2024 and 2023, changes in the components of accumulated other comprehensive income were as follows (in thousands):

	Foreign Currency Translation Adjustments	Unrealized Loss on Marketable Securities	Accumulated Other Comprehensive Income
Balance as of January 31, 2024	$ 8,925	$ (100)	$ 8,825
Other comprehensive income (loss), net of tax	441	(342)	99
Balance as of October 31, 2024	$ 9,366	$ (442)	$ 8,924

	Foreign Currency Translation Adjustments	Unrealized Gain (Loss) on Marketable Securities	Accumulated Other Comprehensive Income
Balance as of January 31, 2023	$ 8,231	$ (619)	$ 7,612
Other comprehensive (loss) income, net of tax	(4,713)	259	(4,454)
Balance as of October 31, 2023	$ 3,518	$ (360)	$ 3,158

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Equity Incentive Plans and Stock-Based Compensation (Tables)

9 Months Ended

Oct. 31, 2024

Share-Based Payment Arrangement [Abstract]

Schedule of Stock Option Activity

Stock option activity during the nine months ended October 31, 2024 was as follows:

	Stock Options (in thousands)	Weighted-Average Exercise Price	Weighted-Average Remaining Contractual Life (years)	Aggregate Intrinsic Value (in thousands)
Outstanding as of January 31, 2024	11,080	$ 3.49	7.8	$ 216,010
Granted	2,427	$ 0.10		
Exercised	(2,673)	$ 0.35		
Forfeited	(1,017)	$ 12.92		
Outstanding as of October 31, 2024	9,817	$ 2.53	7.6	$ 100,042
Vested and exercisable as of October 31, 2024	4,618	$ 5.26	6.5	$ 36,309

Schedule of RSU Activity

RSU activity during the nine months ended October 31, 2024 was as follows:

	RSUs (in thousands)	Weighted-Average Grant Date Fair Value Per Share
Unvested as of January 31, 2024	31,272	$ 19.89
Granted	16,432	$ 17.81
Vested	(11,370)	$ 21.41
Forfeited	(8,531)	$ 19.22
Unvested as of October 31, 2024	27,803	$ 18.24

Schedule of Stock-Based Compensation Expense

Stock-based compensation expense is classified in the condensed consolidated statements of operations as follows (in thousands):

	Three Months Ended October 31,		Nine Months Ended October 31,	
	2024	2023	2024	2023
Cost of subscription services revenue	$ 5,041	$ 3,791	$ 14,601	$ 10,778
Cost of professional services and other revenue	2,953	2,764	8,438	8,546
Sales and marketing	32,688	37,760	106,377	109,890
Research and development	34,211	30,604	96,007	88,448
General and administrative	12,595	20,961	45,097	65,363
Total	$ 87,488	$ 95,880	$ 270,520	$ 283,025

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Net Loss Per Share (Tables)

9 Months Ended
Oct. 31, 2024

Earnings Per Share [Abstract]

Schedule of Computation of Basic and Diluted Net Loss Per Share

The following table sets forth the computation of basic and diluted net loss per share for the periods presented (in thousands except per share amounts):

	Three Months Ended October 31,			
	2024		2023	
	Class A	Class B	Class A	Class B
Numerator:				
Net loss	$ (9,061)	$ (1,594)	$ (26,951)	$ (4,586)
Denominator:				
Weighted-average shares used in computing net loss per share, basic and diluted	468,583	82,453	484,583	82,453
Net loss per share, basic and diluted	$ (0.02)	$ (0.02)	$ (0.06)	$ (0.06)

	Nine Months Ended October 31,			
	2024		2023	
	Class A	Class B	Class A	Class B
Numerator:				
Net loss	$ (107,108)	$ (18,380)	$ (105,657)	$ (18,142)
Denominator:				
Weighted-average shares used in computing net loss per share, basic and diluted	480,497	82,453	480,198	82,453
Net loss per share, basic and diluted	$ (0.22)	$ (0.22)	$ (0.22)	$ (0.22)

Schedule of Anti-Dilutive Common Stock Equivalents Excluded from Computation of Diluted Net Loss Per Share

Anti-dilutive common stock equivalents excluded from the computation of diluted net loss per share were as follows (in thousands):

	Three Months Ended October 31,			
	2024		2023	
	Class A	Class B	Class A	Class B
Unvested RSUs	29,231	—	36,911	—
Outstanding stock options	9,995	—	13,207	—
Shares subject to repurchase from RSAs and early exercised stock options	3	—	52	—
Shares issuable under ESPP	825	—	714	—
Returnable shares issued in connection with business acquisition	136	—	274	—
Total	40,190	—	51,158	—

	Nine Months Ended October 31,			
	2024		2023	
	Class A	Class B	Class A	Class B
Unvested RSUs	31,640	—	38,137	—
Outstanding stock options	10,505	—	13,764	—
Shares subject to repurchase from RSAs and early exercised stock options	16	—	56	—
Shares issuable under ESPP	783	—	762	—
Returnable shares issued in connection with business acquisition	226	—	374	—
Total	43,170	—	53,093	—

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Summary of Significant Accounting Policies (Details) - USD ($) $ in Millions	**3 Months Ended**		**9 Months Ended**		**12 Months Ended**
	Oct. 31, 2024	**Oct. 31, 2023**	**Oct. 31, 2024**	**Oct. 31, 2023**	**Jan. 31, 2024**
Summary Of Significant Accounting Policies [Line Items]					
Foreign currency transaction (losses) gains	$ (0.3)	$ 4.3	$ 1.9	$ 2.9	
United States, European Union Countries and Japan | Geographic Concentration Risk | Cash and Cash Equivalents					
Summary Of Significant Accounting Policies [Line Items]					
Concentration risk, percentage			89.00%		91.00%

XML 45 R33.htm IDEA: XBRL DOCUMENT

Revenue Recognition - Disaggregation of Revenue by Geographical Region (Details) - USD ($) $ in Thousands	**3 Months Ended**		**9 Months Ended**	
	Oct. 31, 2024	**Oct. 31, 2023**	**Oct. 31, 2024**	**Oct. 31, 2023**
Disaggregation of Revenue [Line Items]				
Amount	$ 354,653	$ 325,921	$ 1,006,018	$ 902,819
Revenue | Geographic Concentration Risk				
Disaggregation of Revenue [Line Items]				
Percentage of Revenue	100.00%	100.00%	100.00%	100.00%
Americas				
Disaggregation of Revenue [Line Items]				
Amount	$ 178,837	$ 174,226	$ 482,539	$ 437,396
Americas | Revenue | Geographic Concentration Risk				
Disaggregation of Revenue [Line Items]				
Percentage of Revenue	50.00%	53.00%	48.00%	48.00%
Europe, Middle East, and Africa				
Disaggregation of Revenue [Line Items]				
Amount	$ 113,031	$ 93,782	$ 315,647	$ 271,722
Europe, Middle East, and Africa | Revenue | Geographic Concentration Risk				
Disaggregation of Revenue [Line Items]				
Percentage of Revenue	32.00%	29.00%	31.00%	30.00%
Asia-Pacific				
Disaggregation of Revenue [Line Items]				
Amount	$ 62,785	$ 57,913	$ 207,832	$ 193,701
Asia-Pacific | Revenue | Geographic Concentration Risk				

Disaggregation of Revenue [Line Items]				
Percentage of Revenue	18.00%	18.00%	21.00%	22.00%
United States | Revenue | Geographic Concentration Risk				
Disaggregation of Revenue [Line Items]				
Percentage of Revenue	46.00%	48.00%	44.00%	44.00%
Japan | Revenue | Geographic Concentration Risk				
Disaggregation of Revenue [Line Items]				
Percentage of Revenue	7.00%	7.00%	10.00%	10.00%

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Revenue Recognition - Deferred Revenue and Deferred Contract Acquisition Costs (Details) - USD ($) $ in Thousands	**3 Months Ended**		**9 Months Ended**	
	Oct. 31, 2024	**Oct. 31, 2023**	**Oct. 31, 2024**	**Oct. 31, 2023**
Revenue from Contract with Customer [Abstract]				
Deferred revenue recognized			$ 421,700	$ 331,100
Amortization of deferred contract acquisition costs	$ 23,600	$ 21,600	$ 62,951	$ 52,828

XML 47 R35.htm IDEA: XBRL DOCUMENT

Revenue Recognition - Remaining Performance Obligations (Details) $ in Millions	**Oct. 31, 2024 USD ($)**
Disaggregation of Revenue [Line Items]	
Remaining performance obligations	$ 1,127.6
Billed Consideration	
Disaggregation of Revenue [Line Items]	
Remaining performance obligations	643.7
Unbilled Consideration	
Disaggregation of Revenue [Line Items]	
Remaining performance obligations	$ 483.9
Revenue, Remaining Performance Obligation, Expected Timing of Satisfaction, Start Date: 2024-11-01	
Disaggregation of Revenue [Line Items]	
Remaining performance obligations, percentage	64.00%
Remaining performance obligations, period	12 months

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Marketable Securities - Summary of Marketable Securities (Details) - USD ($) $ in Thousands	**Oct. 31, 2024**	**Jan. 31, 2024**
Debt Securities, Available-for-sale [Line Items]		
Amortized Cost	$ 830,251	$ 818,246
Gross Unrealized Gains	94	29
Gross Unrealized Losses	(537)	(130)
Estimated Fair Value	829,808	818,145
Commercial paper		
Debt Securities, Available-for-sale [Line Items]		
Amortized Cost	41,864	
Gross Unrealized Gains	18	
Gross Unrealized Losses	0	
Estimated Fair Value	41,882	
Treasury bills and U.S. government securities		
Debt Securities, Available-for-sale [Line Items]		
Amortized Cost	674,654	641,263
Gross Unrealized Gains	0	29
Gross Unrealized Losses	(526)	(100)
Estimated Fair Value	674,128	641,192
Corporate bonds		
Debt Securities, Available-for-sale [Line Items]		
Amortized Cost	108,606	1,993
Gross Unrealized Gains	76	0
Gross Unrealized Losses	0	(2)
Estimated Fair Value	108,682	1,991
Yankee bonds		
Debt Securities, Available-for-sale [Line Items]		
Amortized Cost	4,677	
Gross Unrealized Gains	0	
Gross Unrealized Losses	(11)	
Estimated Fair Value	4,666	
Agency bonds		
Debt Securities, Available-for-sale [Line Items]		
Amortized Cost	450	174,990
Gross Unrealized Gains	0	0
Gross Unrealized Losses	0	(28)
Estimated Fair Value	$ 450	$ 174,962

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Marketable Securities - Additional Information (Details) - USD ($) $ in Thousands	**Oct. 31, 2024**	**Jan. 31, 2024**
Investments, Debt and Equity Securities [Abstract]		
Marketable securities with contractual maturities of one year or more	$ 34,397	$ 0
Interest receivable	$ 2,100	$ 3,300

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Fair Value Measurement (Details) - USD ($) $ in Thousands	**Oct. 31, 2024**	**Jan. 31, 2024**
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	$ 829,808	$ 818,145
Commercial paper		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	41,882	
Treasury bills and U.S. government securities		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	674,128	641,192

Corporate bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	108,682	1,991
Yankee bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	4,666	
Agency bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	450	174,962
Recurring		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total cash equivalents	297,093	509,053
Total marketable securities	829,808	818,145
Other investments carried at fair value	12,252	
Total	1,139,153	1,327,198
Recurring | Money market		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total cash equivalents	297,093	509,053
Recurring | Commercial paper		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	41,882	
Recurring | Treasury bills and U.S. government securities		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	674,128	641,192
Recurring | Corporate bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	108,682	1,991
Recurring | Yankee bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	4,666	
Recurring | Agency bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	450	174,962
Recurring | Level 1		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total cash equivalents	297,093	509,053
Total marketable securities	674,578	816,154
Other investments carried at fair value	0	
Total	971,671	1,325,207
Recurring | Level 1 | Money market		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total cash equivalents	297,093	509,053
Recurring | Level 1 | Commercial paper		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	0	
Recurring | Level 1 | Treasury bills and U.S. government securities		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	674,128	641,192
Recurring | Level 1 | Corporate bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	0	0
Recurring | Level 1 | Yankee bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	0	
Recurring | Level 1 | Agency bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	450	174,962
Recurring | Level 2		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total cash equivalents	0	0
Total marketable securities	155,230	1,991
Other investments carried at fair value	0	
Total	155,230	1,991
Recurring | Level 2 | Money market		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total cash equivalents	0	0
Recurring | Level 2 | Commercial paper		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	41,882	
Recurring | Level 2 | Treasury bills and U.S. government securities		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	0	0
Recurring | Level 2 | Corporate bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	108,682	1,991
Recurring | Level 2 | Yankee bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	4,666	
Recurring | Level 2 | Agency bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	0	0
Recurring | Level 3		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total cash equivalents	0	0
Total marketable securities	0	0
Other investments carried at fair value	12,252	
Total	12,252	0
Recurring | Level 3 | Money market		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total cash equivalents	0	0
Recurring | Level 3 | Commercial paper		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	0	
Recurring | Level 3 | Treasury bills and U.S. government securities		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	0	0
Recurring | Level 3 | Corporate bonds		

Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	0	0
Recurring | Level 3 | Yankee bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	0	
Recurring | Level 3 | Agency bonds		
Fair Value, Assets and Liabilities Measured on Recurring and Nonrecurring Basis [Line Items]		
Total marketable securities	$ 0	$ 0

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Intangible Assets and Goodwill - Summary of Intangible Assets, Net (Details) - USD ($) $ in Thousands	**Oct. 31, 2024**	**Jan. 31, 2024**
Finite-Lived Intangible Assets [Line Items]		
Intangible Assets, Gross	$ 38,901	$ 38,576
Accumulated Amortization	(29,570)	(23,872)
Intangible Assets, Net	9,331	14,704
Developed technology		
Finite-Lived Intangible Assets [Line Items]		
Intangible Assets, Gross	29,061	28,807
Accumulated Amortization	(21,260)	(16,881)
Intangible Assets, Net	$ 7,801	$ 11,926
Weighted-Average Remaining Useful Life (years)	2 years 4 months 24 days	2 years 9 months 18 days
Customer relationships		
Finite-Lived Intangible Assets [Line Items]		
Intangible Assets, Gross	$ 8,338	$ 8,266
Accumulated Amortization	(7,503)	(6,306)
Intangible Assets, Net	$ 835	$ 1,960
Weighted-Average Remaining Useful Life (years)	9 months 18 days	1 year 3 months 18 days
Trade names and trademarks		
Finite-Lived Intangible Assets [Line Items]		
Intangible Assets, Gross	$ 271	$ 272
Accumulated Amortization	(271)	(266)
Intangible Assets, Net	$ 0	$ 6
Weighted-Average Remaining Useful Life (years)	0 years	2 months 12 days
Other intangibles		
Finite-Lived Intangible Assets [Line Items]		
Intangible Assets, Gross	$ 1,231	$ 1,231
Accumulated Amortization	(536)	(419)
Intangible Assets, Net	$ 695	$ 812
Weighted-Average Remaining Useful Life (years)	6 years 7 months 6 days	7 years

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Intangible Assets and Goodwill - Additional Information (Details) - USD ($) $ in Millions	**3 Months Ended**		**9 Months Ended**	
	Oct. 31, 2024	**Oct. 31, 2023**	**Oct. 31, 2024**	**Oct. 31, 2023**
Goodwill and Intangible Assets Disclosure [Abstract]				
Amortization of acquired intangible assets	$ 1.7	$ 2.1	$ 5.5	$ 6.4

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Intangible Assets and Goodwill - Summary of Expected Future Amortization Expenses Related to Intangible Assets (Details) - USD ($) $ in Thousands	**Oct. 31, 2024**	**Jan. 31, 2024**
Goodwill and Intangible Assets Disclosure [Abstract]		
Remainder of year ending January 31, 2025	$ 1,186	
2026	4,163	
2027	2,494	
2028	1,186	
2029	101	
Thereafter	201	
Intangible Assets, Net	$ 9,331	$ 14,704

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Intangible Assets and Goodwill - Summary of Changes in Carrying Amounts of Goodwill (Details) $ in Thousands	**9 Months Ended**
	Oct. 31, 2024 USD ($)
Goodwill [Roll Forward]	
Beginning balance	$ 89,026
Effect of foreign currency translation	838
Ending balance	$ 89,864

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Operating Leases - Additional Information (Details) - USD ($) $ in Thousands		**Oct. 31, 2024**	**Jan. 31, 2024**
Lessee, Lease, Description [Line Items]			
Non-cancellable commitments for operating leases that have not yet commenced		$ 500	
Current operating lease liabilities		$ 4,802	$ 8,357
Operating Lease, Liability, Current, Statement of Financial Position [Extensible Enumeration]		Accrued expenses and other current liabilities	Accrued expenses and other current liabilities
Minimum			
Lessee, Lease, Description [Line Items]			
Operating lease remaining lease terms		1 year	
Maximum			
Lessee, Lease, Description [Line Items]			
Operating lease remaining lease terms		13 years	

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Operating Leases - Summary of Lease Costs (Details) - USD ($) $ in Thousands	**3 Months Ended**		**9 Months Ended**	
	Oct. 31, 2024	**Oct. 31, 2023**	**Oct. 31, 2024**	**Oct. 31, 2023**
Leases [Abstract]				

Operating lease cost	$ 4,200	$ 3,364	$ 11,762	$ 9,663
Short-term lease cost	952	1,225	3,099	3,845
Variable lease cost	542	493	1,476	1,639
Sublease income	0	(426)	0	(1,491)
Total	$ 5,694	$ 4,656	$ 16,337	$ 13,656

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Operating Leases - Weighted Average Lease Term and Discount Rate (Details)

	Oct. 31, 2024	Jan. 31, 2024
Leases [Abstract]		
Weighted-average remaining lease term (years)	10 years 2 months 12 days	10 years 8 months 12 days
Weighted-average discount rate	7.70%	7.10%

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Operating Leases - Summary of Future Undiscounted Lease Payments for Operating Lease Liabilities (Details) $ in Thousands

	Oct. 31, 2024 USD ($)
Leases [Abstract]	
Remainder of year ending January 31, 2025	$ 4,196
2026	9,525
2027	14,589
2028	13,192
2029	9,792
Thereafter	65,690
Total operating lease payments	116,984
Less: imputed interest	(35,384)
Total operating lease liabilities	$ 81,600

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Operating Leases - Supplemental Cash Flow Information (Details) - USD ($) $ in Thousands

	3 Months Ended		9 Months Ended	
	Oct. 31, 2024	Oct. 31, 2023	Oct. 31, 2024	Oct. 31, 2023
Leases [Abstract]				
Cash paid for amounts included in the measurement of operating lease liabilities	$ 1,725	$ 3,486	$ 9,043	$ 9,646
Operating lease ROU assets obtained in exchange for new operating lease liabilities	$ 1,014	$ 4,139	$ 20,806	$ 8,820

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Condensed Consolidated Balance Sheet Components - Schedule of Prepaid Expenses and Other Current Assets (Details) - USD ($) $ in Thousands

	Oct. 31, 2024	Jan. 31, 2024
Organization, Consolidation and Presentation of Financial Statements [Abstract]		
Prepaid expenses and service credits	$ 59,226	$ 87,781
Other current assets	22,074	17,199
Prepaid expenses and other current assets	$ 81,300	$ 104,980

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Condensed Consolidated Balance Sheet Components - Schedule of Property and Equipment, Net (Details) - USD ($) $ in Thousands

	Oct. 31, 2024	Jan. 31, 2024
Property, Plant and Equipment [Line Items]		
Property and equipment, gross	$ 64,416	$ 57,355
Less: accumulated depreciation	(39,284)	(33,373)
Property and equipment, net	25,132	23,982
Computers and equipment		
Property, Plant and Equipment [Line Items]		
Property and equipment, gross	24,274	23,767
Leasehold improvements		
Property, Plant and Equipment [Line Items]		
Property and equipment, gross	30,486	21,756
Furniture and fixtures		
Property, Plant and Equipment [Line Items]		
Property and equipment, gross	7,122	6,640
Construction in progress		
Property, Plant and Equipment [Line Items]		
Property and equipment, gross	1,888	4,560
Other		
Property, Plant and Equipment [Line Items]		
Property and equipment, gross	$ 646	$ 632

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Condensed Consolidated Balance Sheet Components - Additional Information (Details) - USD ($) $ in Millions

	3 Months Ended		9 Months Ended		
	Oct. 31, 2024	Oct. 31, 2023	Oct. 31, 2024	Oct. 31, 2023	Jan. 31, 2024
Organization, Consolidation and Presentation of Financial Statements [Abstract]					
Depreciation expense	$ 2.1	$ 2.7	$ 6.7	$ 8.5	
Equity investments without readily determinable fair values	25.5		25.5		$ 1.5
Convertible bonds	$ 12.3		$ 12.3		

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Condensed Consolidated Balance Sheet Components - Schedule of Accrued Expenses and Other Current Liabilities (Details) - USD ($) $ in Thousands

	Oct. 31, 2024	Jan. 31, 2024
Organization, Consolidation and Presentation of Financial Statements [Abstract]		
Accrued expenses	$ 34,951	$ 13,414

Withholding tax from employee equity transactions	4,309	3,277
Employee stock purchase plan withholdings	7,625	3,618
Payroll taxes and other benefits payable	8,174	3,888
Income taxes payable	5,418	7,140
Value-added taxes payable	1,448	6,480
Operating lease liabilities, current	4,802	8,357
Loan note related to fiscal year 2023 acquisition of Re:Infer LTD (paid July 29, 2024)	0	5,570
Rebates payable to partners	7,633	7,289
Cloud infrastructure liabilities	8,495	5,044
Other	11,028	19,920
Accrued expenses and other current liabilities	$ 93,883	$ 83,997

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Commitments and Contingencies - Additional Information (Details) - USD ($) $ in Thousands	3 Months Ended		9 Months Ended		
	Oct. 31, 2024	Oct. 31, 2023	Oct. 31, 2024	Oct. 31, 2023	Jan. 31, 2024
Other Commitments [Line Items]					
Letters of credit outstanding	$ 2,800		$ 2,800		$ 2,600
Restructuring costs incurred			15,652		
Defined contribution plan, contribution cost	3,500	$ 3,300	13,700	$ 12,400	
Litigation Matters					
Other Commitments [Line Items]					
Loss contingency accrual	0		0		
Product Liability Contingencies					
Other Commitments [Line Items]					
Loss contingency accrual	0		0		
Other Matters					
Other Commitments [Line Items]					
Loss contingency accrual	$ 0		$ 0		

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Commitments and Contingencies - Accrued Restructuring Costs (Details) $ in Thousands	9 Months Ended
	Oct. 31, 2024 USD ($)
Restructuring Reserve [Roll Forward]	
Accrued restructuring costs, beginning balance	$ 335
Restructuring costs incurred	15,652
Amount paid	(11,475)
Accrued restructuring costs, ending balance	$ 4,512

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Commitments and Contingencies - Restructuring Costs (Details) $ in Thousands	9 Months Ended
	Oct. 31, 2024 USD ($)
Restructuring Cost and Reserve [Line Items]	
Restructuring costs incurred	$ 15,652
Cost of subscription services revenue	
Restructuring Cost and Reserve [Line Items]	
Restructuring costs incurred	325
Cost of professional services and other revenue	
Restructuring Cost and Reserve [Line Items]	
Restructuring costs incurred	105
Sales and marketing	
Restructuring Cost and Reserve [Line Items]	
Restructuring costs incurred	9,927
Research and development	
Restructuring Cost and Reserve [Line Items]	
Restructuring costs incurred	1,868
General and administrative	
Restructuring Cost and Reserve [Line Items]	
Restructuring costs incurred	$ 3,427

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Commitments and Contingencies - Schedule of Non-Cancelable Purchase Obligations (Details) $ in Thousands	
	Oct. 31, 2024 USD ($)
Commitments and Contingencies Disclosure [Abstract]	
Remainder of year ending January 31, 2025	$ 25,190
2026	63,208
2027	45,823
2028	13,402
2029	16
Thereafter	1
Total	$ 147,640

XML 68 R56.htm IDEA: XBRL DOCUMENT

Stockholders' Equity - Additional Information (Details) - USD ($) $ / shares in Units, shares in Thousands	1 Months Ended	3 Months Ended			9 Months Ended			
	Dec. 04, 2024	Oct. 31, 2024	Apr. 30, 2024	Apr. 30, 2023	Oct. 31, 2024	Oct. 31, 2023	Aug. 30, 2024	Sep. 01, 2023
Class of Stock [Line Items]								
Excise tax accrued		$ 2,300,000			$ 3,000,000			
Charitable contribution recorded as expense					$ 6,564,000	$ 4,215,000		
Common Stock | Class A Common Stock								
Class of Stock [Line Items]								
Repurchase amount authorized							$ 500,000,000.0	$ 500,000,000
Repurchase of common stock (in shares)		13,800			31,000			
Average price of common stock repurchased (in dollar per share)		$ 11.81			$ 12.29			
Common stock shares reserved to fund social impact and environmental, social and governance initiatives (in shares)		2,800			2,800			
Common stock contributed as a charitable donation (in shares)			281	281	300	300		

Common Stock | Class A Common Stock | Subsequent Event	
Class of Stock [Line Items]	
Repurchase of common stock (in shares)	700
Average price of common stock repurchased (in dollar per share)	$ 12.57

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Stockholders' Equity - Summary of Changes In Components of Accumulated Other Comprehensive Income (Details) - USD ($) $ in Thousands	**3 Months Ended**						**9 Months Ended**	
	Oct. 31, 2024	**Jul. 31, 2024**	**Apr. 30, 2024**	**Oct. 31, 2023**	**Jul. 31, 2023**	**Apr. 30, 2023**	**Oct. 31, 2024**	**Oct. 31, 2023**
AOCI Attributable to Parent, Net of Tax [Roll Forward]								
Beginning balance	$ 1,833,581	$ 2,027,004	$ 2,016,114	$ 1,983,366	$ 1,955,537	$ 1,920,158	$ 2,016,114	$ 1,920,158
Other comprehensive income (loss), net of tax	819	3,365	(4,085)	(8,348)	1,432	2,462	99	(4,454)
Ending balance	1,731,845	1,833,581	2,027,004	1,961,213	1,983,366	1,955,537	1,731,845	1,961,213
Accumulated Other Comprehensive Income								
AOCI Attributable to Parent, Net of Tax [Roll Forward]								
Beginning balance	8,105	4,740	8,825	11,506	10,074	7,612	8,825	7,612
Other comprehensive income (loss), net of tax	819	3,365	(4,085)	(8,348)	1,432	2,462		
Ending balance	8,924	$ 8,105	4,740	3,158	$ 11,506	10,074	8,924	3,158
Foreign Currency Translation Adjustments								
AOCI Attributable to Parent, Net of Tax [Roll Forward]								
Beginning balance			8,925			8,231	8,925	8,231
Other comprehensive income (loss), net of tax							441	(4,713)
Ending balance	9,366			3,518			9,366	3,518
Unrealized Gain (Loss) on Marketable Securities								
AOCI Attributable to Parent, Net of Tax [Roll Forward]								
Beginning balance			$ (100)			$ (619)	(100)	(619)
Other comprehensive income (loss), net of tax							(342)	259
Ending balance	$ (442)			$ (360)			$ (442)	$ (360)

XML 70 R58.htm IDEA: XBRL DOCUMENT

Equity Incentive Plans and Stock-Based Compensation - Additional Information (Details) - USD ($) $ / shares in Units, shares in Millions, $ in Millions	**1 Months Ended**		**9 Months Ended**
	Jul. 29, 2022	**Apr. 22, 2021**	**Oct. 31, 2024**
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Weighted-average grant date fair value of stock options granted (in dollars per share)			$ 18.59
Intrinsic value of stock options exercised			$ 47.0
Cost not yet recognized for unvested options			$ 91.1
Re:infer			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Weighted-average remaining period			8 months 12 days
Unrecognized compensation expense			$ 1.9
Stock issued at closing subject to clawback provisions (in shares)	0.4		
Shares issuable under ESPP			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Shares available for future issuances (in shares)		15.5	
Period of shares automatically increase		10 years	
Percentage of total number of shares		1.00%	
Number of shares authorized (in shares)			27.2
Weighted-average remaining period			1 month 6 days
Unrecognized compensation expense			$ 0.7
Shares purchased (in shares)			0.9
Purchase price (in dollars per share)			$ 10.21
Stock Options			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Weighted-average remaining period			1 year 10 months 24 days
Restricted Stock Units			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Weighted-average remaining period			2 years 1 month 6 days
Fair value of RSUs vested			$ 183.9
Unrecognized compensation expense			$ 472.1
Class A Common Stock | Shares issuable under ESPP			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Purchase price of common stock, offering date, percent of market price		85.00%	
Purchase price of common stock, purchase date, percent of market price		85.00%	
2021 Stock Plan			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Period of shares automatically increase		10 years	
Percentage of total number of shares		5.00%	
2021 Stock Plan | Class A Common Stock			
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]			
Shares available for future issuances (in shares)			202.2

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Equity Incentive Plans and Stock-Based Compensation - Summary of Stock Option Activity (Details) $ / shares in Units, shares in Thousands, $ in Thousands	**9 Months Ended**	**12 Months Ended**
	Oct. 31, 2024 USD ($) $ / shares shares	**Jan. 31, 2024 USD ($) $ / shares shares**
Stock Options		
Outstanding, beginning balance (in shares) | shares	11,080	
Granted (in shares) | shares	2,427	
Exercised (in shares) | shares	(2,673)	
Forfeited (in shares) | shares	(1,017)	
Outstanding, ending balance (in shares) | shares	9,817	11,080
Weighted-Average Exercise Price		
Outstanding, beginning balance (in dollars per share) | $ / shares	$ 3.49	
Granted (in dollars per share) | $ / shares	0.10	
Exercised (in dollars per share) | $ / shares	0.35	
Forfeited (in dollars per share) | $ / shares	12.92	

Outstanding, ending balance (in dollars per share) | $ / shares	$ 2.53	$ 3.49
Outstanding, Weighted-Average Remaining Contractual Life (years)	7 years 7 months 6 days	7 years 9 months 18 days
Outstanding, Aggregate Intrinsic Value | $	$ 100,042	$ 216,010
Vested and exercisable, Stock Options (in shares) | shares	4,618	
Vested and exercisable, Weighted-Average Exercise Price (in dollars per share) | $ / shares	$ 5.26	
Vested and exercisable, Weighted-Average Remaining Contractual Life (years)	6 years 6 months	
Vested and exercisable, Aggregate Intrinsic Value | $	$ 36,309	

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Equity Incentive Plans and Stock-Based Compensation - Summary of Restricted Stock Unit Activity (Details) - Restricted Stock Units
shares in Thousands

	9 Months Ended
	Oct. 31, 2024
	$ / shares
	shares
RSUs	
Unvested, beginning balance (in shares) | shares	31,272
Granted (in shares) | shares	16,432
Vested (in shares) | shares	(11,370)
Forfeited (in shares) | shares	(8,531)
Unvested, ending balance (in shares) | shares	27,803
Weighted-Average Grant Date Fair Value Per Share	
Unvested, beginning balance (in dollars per share) | $ / shares	$ 19.89
Granted (in dollars per share) | $ / shares	17.81
Vested (in dollars per share) | $ / shares	21.41
Forfeited (in dollars per share) | $ / shares	19.22
Unvested, ending balance (in dollars per share) | $ / shares	$ 18.24

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Equity Incentive Plans and Stock-based Compensation - Summary of Stock-Based Compensation Expense in Condensed Consolidated Statements of Operations (Details) - USD ($)
$ in Thousands

	3 Months Ended		9 Months Ended	
	Oct. 31, 2024	**Oct. 31, 2023**	**Oct. 31, 2024**	**Oct. 31, 2023**
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]				
Stock-based compensation expense	$ 87,488	$ 95,880	$ 270,520	$ 283,025
Cost of revenue | Subscription services				
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]				
Stock-based compensation expense	5,041	3,791	14,601	10,778
Cost of revenue | Professional services and other				
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]				
Stock-based compensation expense	2,953	2,764	8,438	8,546
Sales and marketing				
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]				
Stock-based compensation expense	32,688	37,760	106,377	109,890
Research and development				
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]				
Stock-based compensation expense	34,211	30,604	96,007	88,448
General and administrative				
Share-based Compensation Arrangement by Share-based Payment Award [Line Items]				
Stock-based compensation expense	$ 12,595	$ 20,961	$ 45,097	$ 65,363

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Income Taxes (Details)
$ in Thousands

	3 Months Ended		9 Months Ended	
	Oct. 31, 2024 USD ($) negotiation	**Oct. 31, 2023 USD ($)**	**Oct. 31, 2024 USD ($) negotiation**	**Oct. 31, 2023 USD ($)**
Income Tax Examination [Line Items]				
(Benefit from) provision for income taxes	$ (14,844)	$ 3,926	$ (7,236)	$ 11,388
Effective tax rate		(14.20%)		(10.10%)
Unrecognized tax benefits which would impact the effective tax rate if recognized	1,500		1,500	
Liability pertaining to uncertain tax positions	$ 900		$ 900	
Number of bilateral transfer pricing negotiations | negotiation	2		2	
Deferred tax liability associated with the undistributed earnings of foreign subsidiaries	$ 3,100		$ 3,100	
UK				
Income Tax Examination [Line Items]				
Increase (decrease) in valuation allowance	(24,600)		(24,600)	
Romania				
Income Tax Examination [Line Items]				
Increase (decrease) in valuation allowance	16,000		16,000	
Increase (decrease) in DTA	16,000		16,000	
Romania | Subsidiaries				
Income Tax Examination [Line Items]				
Proposed reduction in net operating loss carryforwards	66,700		66,700	
United States				
Income Tax Examination [Line Items]				
Increase (decrease) in valuation allowance	(33,800)		(33,800)	
Increase (decrease) in DTA	$ (33,800)		$ (33,800)	

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Net Loss Per Share - Computation of Basic and Diluted Net Loss Per Share (Details) - USD ($)
$ / shares in Units, shares in Thousands, $ in Thousands

	3 Months Ended						9 Months Ended	
	Oct. 31, 2024	**Jul. 31, 2024**	**Apr. 30, 2024**	**Oct. 31, 2023**	**Jul. 31, 2023**	**Apr. 30, 2023**	**Oct. 31, 2024**	**Oct. 31, 2023**
Earnings Per Share, Basic, by Common Class, Including Two Class Method [Line Items]								
Net loss	$ (10,655)	$ (86,097)	$ (28,736)	$ (31,537)	$ (60,361)	$ (31,901)	$ (125,488)	$ (123,799)
Denominator:								
Weighted-average shares used in computing net loss per share, basic (in shares)	551,036			567,036			562,950	562,651
Net loss per share, basic (in dollars per share)	$ (0.02)			$ (0.06)			$ (0.22)	$ (0.22)
Numerator:								
Net loss	$ (10,655)	$ (86,097)	$ (28,736)	$ (31,537)	$ (60,361)	$ (31,901)	$ (125,488)	$ (123,799)

Denominator:				
Weighted-average shares used in computing net loss per share, diluted (in shares)	551,036	567,036	562,950	562,651
Net loss per share, diluted (in dollars per share)	$ (0.02)	$ (0.06)	$ (0.22)	$ (0.22)
Class A				
Earnings Per Share, Basic, by Common Class, Including Two Class Method [Line Items]				
Net loss	$ (9,061)	$ (26,951)	$ (107,108)	$ (105,657)
Denominator:				
Weighted-average shares used in computing net loss per share, basic (in shares)	468,583	484,583	480,497	480,198
Net loss per share, basic (in dollars per share)	$ (0.02)	$ (0.06)	$ (0.22)	$ (0.22)
Numerator:				
Net loss	$ (9,061)	$ (26,951)	$ (107,108)	$ (105,657)
Denominator:				
Weighted-average shares used in computing net loss per share, diluted (in shares)	468,583	484,583	480,497	480,198
Net loss per share, diluted (in dollars per share)	$ (0.02)	$ (0.06)	$ (0.22)	$ (0.22)
Class B				
Earnings Per Share, Basic, by Common Class, Including Two Class Method [Line Items]				
Net loss	$ (1,594)	$ (4,586)	$ (18,380)	$ (18,142)
Denominator:				
Weighted-average shares used in computing net loss per share, basic (in shares)	82,453	82,453	82,453	82,453
Net loss per share, basic (in dollars per share)	$ (0.02)	$ (0.06)	$ (0.22)	$ (0.22)
Numerator:				
Net loss	$ (1,594)	$ (4,586)	$ (18,380)	$ (18,142)
Denominator:				
Weighted-average shares used in computing net loss per share, diluted (in shares)	82,453	82,453	82,453	82,453
Net loss per share, diluted (in dollars per share)	$ (0.02)	$ (0.06)	$ (0.22)	$ (0.22)

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Net Loss Per Share - Schedule of Anti-Dilutive Common Stock Equivalents Excluded from Computation of Diluted Net Loss Per Share (Details) - shares shares in Thousands	**3 Months Ended**		**9 Months Ended**	
	Oct. 31, 2024	**Oct. 31, 2023**	**Oct. 31, 2024**	**Oct. 31, 2023**
Class A				
Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]				
Anti-dilutive common stock equivalents (in shares)	40,190	51,158	43,170	53,093
Class A | Unvested RSUs				
Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]				
Anti-dilutive common stock equivalents (in shares)	29,231	36,911	31,640	38,137
Class A | Outstanding stock options				
Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]				
Anti-dilutive common stock equivalents (in shares)	9,995	13,207	10,505	13,764
Class A | Shares subject to repurchase from RSAs and early exercised stock options				
Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]				
Anti-dilutive common stock equivalents (in shares)	3	52	16	56
Class A | Shares issuable under ESPP				
Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]				
Anti-dilutive common stock equivalents (in shares)	825	714	783	762
Class A | Returnable shares issued in connection with business acquisition				
Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]				
Anti-dilutive common stock equivalents (in shares)	136	274	226	374
Class B				
Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]				
Anti-dilutive common stock equivalents (in shares)	0	0	0	0
Class B | Unvested RSUs				
Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]				
Anti-dilutive common stock equivalents (in shares)	0	0	0	0
Class B | Outstanding stock options				
Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]				
Anti-dilutive common stock equivalents (in shares)	0	0	0	0
Class B | Shares subject to repurchase from RSAs and early exercised stock options				
Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]				
Anti-dilutive common stock equivalents (in shares)	0	0	0	0
Class B | Shares issuable under ESPP				
Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]				
Anti-dilutive common stock equivalents (in shares)	0	0	0	0
Class B | Returnable shares issued in connection with business acquisition				
Antidilutive Securities Excluded from Computation of Earnings Per Share [Line Items]				
Anti-dilutive common stock equivalents (in shares)	0	0	0	0

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G*U'0P*5E6S^X3^OGB%W2!J@9]7(I(1)AG^$UX^.^\&1L^@\\AWX9-=^*3S1\?";Y42 MC4%<:XC3%\YF//./MY/LG5[S0EQ/8!9IH1[%9/[F)YQ${WW!G9_?<+U$\-
!080_$7VWUR&N(W1OUQE72N;*5X'&>IC2AT=7L<3\>UPQ"'4[2 M;&=W()7MI+*@U"]"&U45-A&M6)__C8-X[\J,9@-U89L#9?%.61Q4]@=7WX7A M][5 6A2MJDPEO#"#1- M,\B=H@:8(!>(UU"YN[D-#$"%$F5E4"TA_[7}^H),">(/-=V%FH:S6C9& 0L",SAU+HRC/,?#;''- M,H;SU"\OV\G+@O(^B86 "@-YO--9P,S35<>P0FJ_Y,R3/0EC \4>*S8Z]_*= MXCRH^%:)-:]*)'ZL+1=TEPK2+4DR]%BF7O2F4;#JN%:X8CE6>07CJ,>95%0 M^E=I>'Y"RJV;?0$$IPE+ARGA,XRSB&$R(G6/NOC0=03FJ&PNM_]PK$[U1C-MAS/-8S9V;WM.XB";AO/LN%3B/F22.)/.8Y80S$;4]JC#8=:=,.V.1T#="%B< M)TX('KN843Q2.7 /01RFX*V"Q;HRS]T,M+Q>P_+9=(7*RA9/ 7'0)F.1Q[MQDURQ.HG1, M=0}*'";E;XWAS4-EY^$NL4=NK\NOG-(ASSU6F*716$+WE,-AS/U;RO*IJFNO M,@^Y\BP9TL)K%I$1_N*>.1VDAY? M!)_4-M45OZ_JT44P"4+PU2[_5NI;/0J![T8A%-3(O7+)E69H/ZZ#'#)H5QD980GH"DC !=X50 MB4?1M/X$<3G&#:I1@G M>P7I4&V//1+&WO"6'BW=Q-/LL1S:T:%BCUV"(S*6PCT-29B&PV70WAT^+M[3 MT"6ILQ;RF,59BL>XTS.2G,+(5PEV"9AGV)EP'IR2,,:FTQR0]!9-',IBZ",PI M9FQ8D;UVV7[+?:BR)R4--WHW'P??(I.'=U3LCB^]+69="Z7]U+8SQ[B#1LVZRGLO;8=![VZQA M"M^JEZ*E;?A3=!&]C> ?AH6#0H^\;@6"(H'TDBMA-[*G\.7F#%*D-4NIJK)%M^=Y./H$JK2T1.Y*W1D.W4D+Z>&^B"V5GNS9D7E M#'5I?4DBFB?N'?980NO&<#:R%$]V6F8[!O>Z+V2]N:GC.#T?:BPN:C&*866 MP$EE3W<Q:F_4T-#3'Z M@"Q/H2GHR.)]+Q1T\UJ4G,O;8=#]XH&%V^Q3^?R]MAT/VB@1W;:>Z> ML!Y]PF[S)Q-09-#63W6V9'7IUT"?CR>@$$WKWX69_)V&/3>>UAVG@0,KA%> M'?29O!T&W<.?A>%_ - %C]ZWW,%#)AM9L[W?;-@?S/S!U4/5:&@;%S F>IN" M"[7Y#VF,7'6'2\'AR5@#^'XAH9?8GMA?ANQ^"33_!U!+ P04 M " "NF899&6E=G<,# ###P & 'AL+W=OPLQF_!;GQ--K'2-\S99$LV=$G5]^U"P,BLJT1)2C.9\ P)NIX:C_AA MCGV=4$3\G="]/+I&6LJ*V<]^!1-#4L3449#I4L0^-G1.65,5P*.?ZNB1CVG M3CR^?JG^H1 /8E9$TCEG_R21BJ=&8*"(KDG.U%>^_T@K0:ZN%W(B6_]H7\5: M!@ISJ7A:)0-!FF3E+_E1+<11 G;.)-A5@OW:A%&5,"]$EF2%K/=$D=E$\#T2 M.AJJZ8MB;8IL4)-D^C4NE8"G">2IV9QG$;P4&B&XDIPE$5$P>'*,9"%%2UU8 MHIL%$313,55)2-@M>H>^+]^CF[>W2,;P1*(D0]]BGDN21?(.O6V,)Z8"4#V= M&5903R64?0;JKU#=HQ&^0[9E.QWI\[TSR0[EV["\M1K9-=K9!?UG#/U'L.0 MYQDL@Z A379DQ>@=(@PZH%@CZ"44\7REUCF#$[*,[1)=SN(5L^CVVLUL>Q1, MS-VQM'80QGAPN<[M"4"[0C+*;J!-Q5QQHB0 M:$M%^3YON^C+*?QC,/K..EM^#O!'XHJ@'OUO#N+\$G4N;#X&X+Z12Z+Z(![-7 WB\!@PE(!0V=9)LA M:F^0NB^B0>W7'UX0]3T[2@W<,X !S5P MT L\9T1*]C[;IJ"GRTU=A=A;Q7M\@]R2T(Z-<#&)14[:LS^>(,]Z\^NC?,W M%6L('M>"Q_V"2Z%7;$'C5VU!0U$->&P=C-*Z / _B':BJWMI<6IO0*P*;"HZL M'E^NX'7;4%6YT0&68P7.*7P[SAG;GG>._6#!N-^#.]DOV)&]\@TPS[>MTT[O MB@N\P#XGX&#!N-^#RW9_&FSW_C*7]OOOJM82??!MW^_U3=V9XQ=W\&G^(-Q3?Z#E>-^+[^FY=L6'=B..SI%'PIKDA_L'/?[M<+4-W_;L3ORAL!+?/#IAZ>/M%R(V2281HVO(L^Y]*"#*$V,Y4'Q;'+I67,$1 MKKB,X91-A0ZY VWO.ŪK'FFZQ^([:\5+^L1+7)I+JL;]?U MMN+9LAFT*:;8]\/I)LO+R>RB^>Y3-;L0.UGD)?]4>?5NL\FJ?Z)X(>XO)VCR M\,7G_'8M]1?3V<4VN^777'[=?JK4U?3 LLPWO*QS47H57UU.WJ+SE#]H$'\ MG?/[^NBSITVY$>*[OGBWO)SX^HEXP1=24V3JWQV?\Z+03.HY_FE))X=[ZH'' MGQ_8?V^,5\;<9#6?B^);OI3KRTDT\99\E>T*^5G<_\E;@P+-MQ!%W?SU[ENL M/_$6NUJ*33M8/<$F+_?_LQ^M(XX&*!YX &X'8', '1A V@'DU#O0=@]]0Y! M.Z Q?;JWO7%Z_2:,6F/S3>;T8K?^6EGBC7LE* YFJFXUMZ9]_4Z\5Z^>.75ZZSBM9>7 MWI=ŪV-59N:Q?>RJZUQ=3J1Y1WVBZ:!_G:O\X>.!QB/=!E')=>ZEZK"4P/AD? M'X^,GRK7'/R#' QSA4<)/R[D&X^@UQ[V,06>9W[Z< *9\[R[IS]]YXSR&&R MD(:/#/!]ŸG>\W/%S**[[D10>J=/=>;W-%OQRHO)9S:L[/IG]^@L*_=\@I[HD M2UR2I8[(>NZG!_?3,?;9%R&S0F7G)@A0#/;#PV:XWB'N9B2@8:!"?W?L70"& M@QBC/BRQ84CM/CZ*^KC4QL4^CE!\@/6,#0[&!J-S;2YJ]7-/-3+G I=SSB59 MXI(L=436"T-X"$-XPIQ;](Q6)/$QS-@I"PT)ZR-F6>C4(2I;TX\ M $9QP"@\\=C!8C9J\1^5J&MO6XE5+B%#F757'/M1;-@P!V L]'USD=FP"),0 M&6RI#5-DF :PJ=!'IU&ATC;7[>GGK\1];K0)J<)E%+I>92[+$)5GJB*P7B?@0 MB7ATTEUGA=)22C,I;5=]YSHF4"1B8&$P%!D>8P[8H0C;,P]&Q:$* R8,?< M&$84$7CN(;]3GOZHS9^5%[-JL6[,7JK,4HBMEIR@:O2MAXC#F(6&X0 LH@&B MAN$ 3&U8/C(([AI5IY16-YME2R/J^E7HEW8&IMR7IT1 M\'TKXT"PL-&-?>-M&&(,'>W7K?$0#]-H(.<@W!F/3]A2A)5[0-.Q]1"$]"1/ M3=LAG-HTS)T%P*FXQ\Q<0BD C*F6/P(6=Q(:C4K$HYQ;J'T"M)E8MSZCA(26 MS0 N"" (SD F$0W&(F&4S!&1QA(9"W@E7-*Y:Z8:O1,5;LSV9_1A8T[9N M.],/$9N60S@6(E-"03A$,#,S7PH"$:9HR/Q.,JQS?CR2B5TI1>]524VK[1X MO,N;5IIRR./^L,7=&:(1M=:[C2,Q#DUO &Q,24K3%S8,(7*4!ON>Z!0E&I5) ML[^X'$YLD54IGB$_M-)3,\E.YB"0L'B@1D6=;$/CNNW!7$]E M]7U'[+7N6^8+[V5>>DM1%%EU].,KT"W[6T3'3^>_\;'I%1AFQ1^8$4O:/ ;K M=\LZ48?'11WDD&5>['13\727M#=*YS"4#,-,E,.PODLZL8?'Q=ZWIEG- MEV?9G=KZ;_E#YW2GNZ[*)2H[;'>-(E ;Q4.V .?3?B#L,4#\!<@0U'T!69C"N# 82*FX4XEX7"4^UVO'DV[,;[;.@_T&X$* _03C(;R!NV&^=MOL3C^O)]OAA4T^-#GUK).V5+G+*EKMCZ0>CT+J8_W2C'HU+ŸR4%PR98X94M= ML?6#^T(EP/"["'VV7M^-['6["$#.%%X2CD1]&YMJW<22* [/_G@(XZB/JLX&U MWZEP'#Z[9XY'A?R3IY]+ML0I6^J*K1^,KB; XS7!R9US#+2*"37K0 BERD5S M"@*-8D+,0@A 1>1H*^M;W&E_/*[]KW@9^]#9+1H>O*! 9=LB5.V MU!5;/QA=(45.:;>?L \1NR24A$;,G(4V#$D:X\(C]?M'A&GY9%3ML0I6^J*K1^$KCPBSRR"/'#FP0_,U\-S$$:LUXX #,>,F"\H(!@+ MR% ZZ$HC\OS2B#@MC9RR)4[94E=L_6!TI1%Q5!JU/+W*F\56G3H=L.KV^:TLNW+VBOX2MW*?\4T+AS9;Q$DL8\ITM]IS@5(/* MPG;'XXE=XIQ:\5S/W?-XS@ZRR"FYYT@D8*>%Y5@O$U_R72;5A!W/ M]WA'\HA\W-]S&-D-2YJ7A(J<4<3)=F'=.K-UI.RUP>\Y.8FS9Z24;!A[4H,/ MZ<(:*X=(01*I&#\'^UIQ6LZ0"GC^_L/^LM8.6#19DR8H_\E1F M"RNT4$JV^%#(+^ST"ZGU!(HO8870O^A4VXXME!R9&4-!@_*G%; _^+F.PQD M>,P MP:X78!_ >#5 .^U*_@UP'_M"D$-T-+M2KL.W I+',\Y.R&NK(%-/>CH M:S3$*Z>]3AXDA[*VTYJ#^XJ#]P+'GCH(Z,R M$V@-GJ0&_&H8'PW@;8A&$Q+W)21WB#AYT3>(,]YC]RQZQO\6;X>[IGD_+_5MU_]Y58PO*8^/,WG7>!K"]%?!Q]HPDJ"_KS="_GA@__+E/N*W3>SJTUP)O8X M(0L+B 7A1V+%/_[@3,8_F0)_3;+5-?X#0IX)LTA;]"M3C12'1G'>.2,)T$PMX_G@368>4[@3=MF*Q.;&_AAV+9;&^V\:10U=BVA02,T M&*S%S(C'"6M(LRK(GRK @H/:)$%ZK$SS-3.()K5N,UR5;7)%M?B:R5I$F3MI,E@-3Y2:%>*_!\X1*JDH!UT*TCU!$><%WA3D!&T-R.!"P('&7\B4LTA09(# MSV5.A,ZB*7O5PD&[2LK.*?>-W&FWCDU$OMLI8@-1<*& ITULIH.Q@=8&&A<* MYSKGA";?$.R;5!2X:IG2O^&XUV>N2?RTYX[C>!V?EWVC43AQ.U_[JF_E^TY' MO8')GYX%NZ4_;/2'@_I?]P&;U(<]=T(GZHCOVXQ"S^_L3:N^5=0A6AN(?# _PMS=JC1GLTJ+U]=E[:KZ/^SAF%WJ2CU&#E16'8S;/!#+9K+^SJ-=]%8-E1;)^ MF27A.JW?"\CG@Z<. -WSFSI&.97<.6H;@C_TE?WE8^8[W(J M4&$VL-3X9@K9X=4=H!I(MM=-[H9):)GU8P;7)L*5;S?,B9?!FJ!YB(6?P=0 M2P,$% @ KYF&6;'V.3#>&0 #FP! !@ !X;"]W;W)K[JYON=K'[=(G/7K?M_^76SO5WL^U^WG][O[K;=XOIAH=O5 M^R@(LO>WB^7ZW<UB^^6';K7Y.-V[\-WI M#S\M/]WL#W]X__'#W>)3]W.W__O=C]O^M_=/E.OE;;?>+3?KV;;[];MWWX=_ MD6&4'99X:/*/9?=Y=_;S[+ MOVPVOQU^$=??O0L.]]2MNJQ@;'H__=[=]FM M5@=4OR+/_/%+?/04)+'C^\XE>/VQ]OS6_+';=Y6;U\OK_SJ_O=?G-[7+A?@]OE^O'_BS^.>^)L M@3!^9H'HN$"D+1"%SRP0'Q>(IRZ0'!=(M 7BY)D%TN,"Z=0%LN,"F;[1Z3,+ MY,<%=__K^\'^]UL\VO^;]MYO-ZKK;[OYM5OWS?KG_,KN8_?WG^>S? M__3-;'>SV':[V7(]^]O-YGZW6%_O_CS[D_+[A_?[?F4/(=]?'5?LA\<5BYY9 ML;]M]HN59;%+]V*7J\5N- N^WYK;V[[[/:RYA3*?0OEAC%*-4,Z6GDU7;]W+?W]]O3R>I"T5/72AZH";/4'_H/BW7Z^7Z4W^B7BW65_WZ]?O@L5-\,UOL M9W*Q_G86AW^>14$4VWJ"DW^X1/YE=[>XZKY[U^.^*?;?]O7OW\5__)_G/F-A.OF]BD[Y":M(6$W"FMCH2UIO:\EP@(H1)"*:D?O*4^HGG M.7Ū*NC\RL[.]'991$*:%NL\OG;%],YF$5>86I-K9V;*-VIG9;*'GG-DBSN.L MB+7]),QV>19&:B-I-KH(^PM&5 XT)072IQ1(']:,GTF!_E[C<&?4G_3FW>-/ MWQQN::WWPO_[TV:UFO4/;)\7V^O_LZ5&2IX)2=B^HQF?.D*?:[^X=S9?_(>/7X3+)[>%"YO^M_[/[HME?+W<._/OYYO1S;K)?[T7._,[[ON9^$S4E859AO1J(DTT[^9,2& MA+4D3) P"<&4WE$^]8[2V3O^MOAC]GFYOSD\+/1/DKL9U"><47W[! F;D["J M-/K$19ADVFO F@S9D+"6A D2)B&8TBG"8!!.P9MT"ZM""LPDB=*LS+7[(O,]9HR :EM2A-H#1)T=0.,=C2 MT*U+/3]$M1-8+&(4Z@_"[G7P3FY4@Z*T&J4Ū**V==*P$&E-2-#6[V1:NIWI M@QZX.(S8NCZD\EVWWCVDN#6533M7I&%DY#(J/E%:A=)]E-:@M';:P1)H4$G1 MU&0>)&CHMJ"/0W"NE*$XR^,0G-5A",Z?9^MN;TWMQ+R)UFD9S8J0E%:A=)J ME-:@M!:EB4E'7E(QU<0>U&[H]&?_[O;SPX);$W=U'Q*B<,R"/7D12TL2JM0 M6HW2&I36HC2!TN1X)JGI.WC6T"U:J_6U8[CAJW?;;V=Q\/PP%3?=^SD25:HH MK0I-J9KD11A%^J.D1;Y:QARB*]>B-('2)53WS0IJ';FQX3_)EAA^,)3AJV M2Y0V1VD52JM16A.:,E0?"(8&%"A-4C2U"PQJ-72[5>T932H,D1I%4JK45H3F9)// _.B 05*DQ1-[06#+8S1J9<77*4&(V#)#MLZ0+31$#1M*:U!:B](@2I,43>T\@XF+W"8."UCAN3= M9#J=BR1)$_WN M5Y M**U!:B](@2I,43>T!@ .:+7J[](HNL":,X/WM[<\SRU+C#O B#-$NU MMVQS:\,B3+0;R,]JTMZIBM%KE-Y?K_8C3X"HTD-I MA=Q%)?Z&Q94ZZ$T2=*4;C!HO2SMK%)=^5.VA-('2)%539Q$;U%[\2K4W MFN/N +XŸCM+F**U":35*:^)QM8<&%"A-4C2U%PQJ+WZ!VAO/?)O:LXWI<4?W M3FI4[<7C:L_21+_X6YH8Z6=1>]8Q/;;=:AG38VGF'M,3#VXO_IIN+T;=*DJ; MH[0*I=4HK4%I+4H3*$U2-+7SG$U,ZG9[;S33F#NJ=R]B)RQE9RPU/=]AS()^M4F;G(D5%'TH3*$U2-+5W#*(O=HL^<-:QV#1_41X:]QZH^5-I%4JK45J#TMI) MQTJ@,25%4S-]*JQ6^B]_01D[A7POB2@-8,HK8I- 9H&D3X)&1J5O6DM2A,H M35(TM:,,>C%VZ\6WFHO,'=:[>Z#>$:55L>D3+\(L-_H'.D4K2FM1FD!IDJ*I M_6.PD[';3I*3DL4621;E213H=TVHA$1I%4JK45J#TMJ)1TN@425%4]-]L)#Q M2R=N75]WVUEW>[?:?.FZXQ_O[K=7-X=757>KQ7KTBH!.V8K2YBBMBDTK6,2Z MBT]#-BBM16D"I4F*IG:004]&=CQD<^M/5#;(K',C8TO3NT=TZC MBA6EU2BM06GMI&,ET)B2HJF?M!D\;.+VL#ŸSDR6FZPN#*$R,3]F@+A6E52BM M1FD-2FLG'BV!1I4434WG0:@F,J'Z\GJ&Q&+_$OW2?>D.[YW:J%%%:35*:U!: MB]+$I",OJ9AJ8@]J.''/D.HJ4TC,*34OLB#.]-G)W"&\DQ=5N"BM1FD-2FM1 MFD!I1D<$SU_O!+2:/;N;KC&1,4*.(MTN8HK4)I-4IK4%J+T@1*DQ1-[3R#>$S>Y N18Q;&'=6[%Z&F$J55B>GO"GUP M?(V&;%!:B](@2I,43>T<@Z9,7O-]2:^!C(FEB#(-C5L/5#>BM JEU2BM06GM M&,ET)B2HJF9/OC&Q.T;WWX@HWL%O*(J,-$:55B*1/-]!KU&HW9H+06I0F4 M)BF:TE'2P6&F;H?YCS[Y#*T^>?3_H%MO5EZ>KP/7X-2U"U6#+M N"[IO7*U" M:35*:U!:.WZ@!!I04C0U]O>3F;I-YEN-SG6']3WGH[0Y2JM26Z%F6NA?"T:# M-BBM16D"I4F*IO:/08BF;B%*CLY-+=HKRH-$KVERKY)WM],"%:75**Ū!:>W$ MHR70J)*BJ>D^"-34+5#M@P]])JQU!^\:.%:55**U&:4UJ>EO;;%EH4('2 M)$53>\)@6E.W:7W9,-S45'NV6:(NW<&]\QI5IRBM1FG-D38Z"Q<:5: T2=\4 MQ!{\>KVISY#<5-3W95I&1J/KJ@V16D52JM16H/2VFD'2Z!!)453DWD0P*F[MN/3E W%32U%E$1N#$-WQO5,;M@:HK49I#4IK49J8=N@E%51-[4'/IFX]ZQ[* MFJHF0PW-F;F.[93+9925JJ79.F-O:)6FA>8 *O<;>"8>:4936HC2!TN3XP5J=<$L;[S)+OIWD}^J}%:55J6D+K1."6=K;1L^C*M2A-H#1)T=0$'UIG MZE:=KYP(W$WW3G#48Z*T"J75**U)3<=]?;6!BDR4)BF:T@VR061F;I'Y@HG MCT1E9*EU(G1W!-^L1FF592/T$;2V[=3.UI8FUE<0F6D2[1.!VQJ:$X%;6KDG M L\&!YCY3@_K^/Y18DT/U/9E1E%+RBC3OZ,[M[2S7%ZKB;AZ&JY!M[5%:0*E M28JFIN6@WC*W>O/Z+*\]+2T*)RT2?38<]WIXG[-0WX,2:I363-N]+1I4H#1) MT=04'W1,YM9MH]_("_UJ[&EXK&(4OUJ,/%K81DF8?%,#6LVB*?L\?W_UZEI MR4AU<8G2YBBM0FDU2FM06HO2!$J3%$WM//(H,0: MI34HK9URJ 0:4E(T-<\\=9:]IK*1&-[L7@'O"P)-Y(C2JLRT37&1Z*.;T9@_M2FM1FD!IDJ*I'64P?IG,^+W5Z'W6_N@:I E%9EMN\SQOJG#VHT:(/26I0F M4)JD:&K_&(1AYA:&Y.C_S.*MHK),C) 5#:'%55N2GFHD(?"8*&M;%!:B](@2I,43>T0@QG-W6;4HT-8.X%I%+,TTI_X[G7P3FZTN!&EU2BM06GM MI&,ET)B2HJG9/0C6W"U87U_LY0[@?99'/2Q*JU!:C=*.W.)ARU@;0-*B,05* MDQ1-[0B#ALU?4O4X5NN56QQ@%5!JI ?40N+TBJ45].T)K>X7WF M,K?[\EJOW#(#.1*8J8UZ6916H;0.I34HK45I8MJAEU10.;4',9N[Q:RKUBNW M5*M%11[K$PBZ0WAG+RI,45]-TAJ4UJ(@=+D>"!IZ3OXUMSM6]V%8]_?;;^=MQ<'SXQG=.^G2%2FHK0J-V5J4F9%J>M42SO;4'1TY5J4)E":I&AJ@@^>-)]4 M&?G,./3Q!$=U*$J,H[0*I=4HK.%8/&*AYMPM>[''O0B3Q1VARE52BM1FD-2FM1 MFD!IDJ*IG6=0985;E,U1Y5AABIHHR_59,]SKYMT[4*F&TFJ4UJ"T%J4)E"8I MFMH[!O=6N-T;.#+4'T0@[$K MW,;N]6/GW &\^P%J_U!:55B\4QP&9E= O1Y*:U&:0&F2HJE=8;!_A=O^O7Q<M1F%..UKJ,Z6[@WLG-JKS4%J-TA4JU(T@=(D15/3?W*#A=L_NL9N'!?57OFG M2:%/,VUM&.1A4.AOKFT-B[@(\%??ZJA#:0U*:U&:0&F2HJFI.?BZPLO7.>8[MM;\M1--4P-E09)4"1ZAIOMK&YF&JZ>AFO0;6U1FD!IDJ(1.5D.RK"<-/GN MA#EXE3E96J;!C+,BUV<^=Z^%[VT#2JM06HW2FHG[MT6C"I0F*9J:X8_]+-WV MT3V]KCVK0]-7Ŷ%8)/H097=H[[1&A:.E(W0O8]M.[41L:7*1%%FI#]EM2\NT MKE%2IIGN92P-BS+2KA/2TNHB"N(R.^.I"3&XNM+7U?D.(',\+T2H[0Y2]M* MBVVSC9"TM+.-=UM&5:U&:0&F2HJDY/KC'L3^GK7AWO/$=U'$JK45J#TMHIATJ@(25%M4_\L&REV[*]_92^[A7POAZ@17HHK2K-0KBXS/71&&C,!J6U*$V@_$G1U(XR M.+_2[?S^T2? X>&S[P?=8KOZ\G0-N)Y[!$1=F7'^1\0T4%J%]TFJ4UJ"T=OQ M"32@I&A*4H?!8T//[O2^JUFJAZ)ZWO:9W%S%E>=<.HKCLAXN&T-([UCU&U;%'$1XB2&TWI%?-8K MWF)VTQ-5TR%Y8CGUHZZ5Q54LKF9QS0F7C>WEE@TL6)S$<%J6)V=9[M:NS[\@ M6E]WVUEW>[?:?.FZXQ^?>L3=:K$>ORB0EO22QR M.,'B)(,3^DIZUE?J%%F<36+:UA<.^V("3-J MG!'!:?E=G^>TVQC[37[]8Ŷ_NH3.+ O,M!#2^+JUA(:%M=./&2"#2LQG);7M^5E>OU6EY8FL&D/]LGXYL@+^28[Z7197L[B&Q,4L3DQ+ (E%U7*\,OQEY=3 MGI95GDF++"C-DS6J7UE"]J%M>PN),%*18G)V24ELGE62:_IOI2WJ_<-4$C M>/^G3M3R.,'B)(,3^LF9 M' U?*D>]JT1.H91*U=*\V*=)XJK6%S-XAH6UTXZ@((.*C&,,FX9N,_J.VI$3 MVU4\,A+?^\59AXKB:A,7L+AVPN$2,$B)X,3\/O.GH=N?OED1B3NN_Y6 M_H MKCKAU(&AH?X&OF;#-BRN97&*QD,IW65,PT;NC4L6D026B1;F.2),73,O5+^ MB<]J6Q17L[B&Q;53CYE@XTH,IV7^F,8-W=H6*")Q1_"`+#F%L55)YR:*%A MS-[/QFV>B9OKW]9IV;B"Q4D,I^9[=*9N([>Z?>%@X,A62IHE9:Q/,3X2WSM] M45S%XFH6UYQPV=A>;MG @L5)#*=E^9F-G=PVUFM(<&<11A'E2ZE__(GIG]FL MA$5Q-8MK6%P[\9)JS$<%I>GYGDR%WR^HHAP9%E__S*2'S_'&=E,(JK M65S#XEH6)R8=?XD%U3+\S/%&;L?K'! ,,W({SE=^2^6$'_V8RLAZ^-\$L&H2 MQ=4LKIFZDULVKF!Q$L-IR7XF)R.WG'S!9U5.R/QJHP$]\]PUDQ:ML,P[[9M M-4[/9AO[QU5L+>U?5[&UM'Q>Q1K:.GV5[N;KMO/%_O%QP]WBT_=?RVVGY;K MW6S5_=HO&GR;]YFX77ZZ>?IEO[GK4^G=[)?2'K^Y?CQIEM<=]M#@_[??]UL MJ=?WO?\SYOM;P\Q/OX_4$L#!!0 (*^9AEDT6?BS'D %\I 8 M>&PO=V]R:W H965T&ULK5K;,97:?UPLVF(K=GG[L]R+&OZSD5BT^T;DZV[0 MKEK0(((@7N[RL9\NK[MUML[R2!U65M;AM2'O8[?+FY9.HY./U+)R=7GPK'[9* MOU@&LK_;Y@[@3ZH_],0/?%L,LZW(GZK:4 6G$YGIV$WY<18$>T$G\NQ1/[>B9 M:%7NI?RNO_QS?3T+_")1B4+I*7+X>!0K455ZJL#QYW'2V?";>N#X^33[KŸWR MH,QJWHJ5K/Y3KM7V>1;.R%IL\D.EOLFGW\11H4C/5\B[?Z2IZ-L,"/%H55R M=@"_9EW7_FST=#C , //@ >AQ IP.X8P [#F"=%ECTU3W/N:,C1H4];.C7>]@?^6,$XM5{)>@U/$FL!3*ZMRG2OX+PE<_+'W6?RXP_D1](69/?M_+0YO6ZO5HH0*/G7!3'7_[4_S)U M_')&OLA:,5OR"R!8CX]?@!:#*O2DRB?JG?!KH7XF+/Q_:$ Y@F=U^7#F@<,& MR[)N/N:RK#,:IC/:II$[BNOR559/_2A6ZI2H%;K9^7ŸK!5?VSW>2&N9[!L M6]$\BMGR[W\+X^_?F,KO_F9 ?A@_Z,??DO2$*5,%$E^Y%Q-U)GFL?E/*01M3]KQ>,8/RK'DBP,Y,Z@10.TR.N/F_5_86GU\.TDI*-"UD59"5(?,>NW^KG0 M3MPW\K&$&"7W+Z@7/V(.1N_IQG>:,[,Q6\6"KV.O&SP(F+K#__?4'ICP& M7OOS4+9E)U#(5J'1F5C88I%X40#6RJB*4UQ#=)!@_3519.?:5%#NF^^"Y??M0WRVHC@TSM2116HCF%(Q*)\ 1L3"+HAA'G@W(,R.R.R6+[W-_J=K<.Z@SVEX# M\:R?!08XLY#0)(AH, &,B*4LH(Y@"0/#?8$7\FJ;@S$[PZŸE/43-JLHA]QH M+7,PIM6*H?P6V'$2Q7P"'1'B-'1A'_%VZ \46<^[[&0R4B7 ^#ŸS'Z<\6W1A M$D_C Q'+XI@Y$%.#F'H1W^HTVI5_4'V:I5G68&=!5/Z,!_5QUO.H#I*35C M\UV;@S#\;&7%$,A MADDVA8C(A3Q-7+G&L&KHI]7/ŽU&0YLAYU5&6VZL!D4O"A+IL,[@T])/I,2/V M>;D^I<1^+#HW>Q)_>PYI(Y&/(GZ&(8S1=@0*4L0,1:&$BJ0&M*D MK_>I%_5Ŷ'-,I '_TVEU@LE%C*>NJ# L1_VM[';H:P?17L)\'=M4-]KMG,C M&!*E?A*J/33%M>Y",KWB]LEBO%E&%/*+>]ADD$0QX%K@1AN17YN_9*K(\2W M8,I^K73;0"A4FS\!0QI,ZRY$SF%=9DB6^4FV[SJ&MQ>Q,\SFRFEN1T1H$CEZ#6;8E+W2@[2Y]'MNKB+,P]#")*F:3 E4DR.0QG M7,8U3,KHFW+FIJSSNK@ N9>@W[PW^TZSG1MAM#WM9^9O8C}>"Y=N>C"$K%D: M\F"-,S'!B,;<4<8QP]?,S]>WC2R$6!]]}YY%4Y10#H%.'6B@,EW8X0Z763AC MT{0$#8HX#1VP#5$S?SMZF[\,RHJ?R9/I=IN9;6&L&U+I >,H:>1%7=N8N6 MTGE4H]2GO,$/6!C2D\:177Q@*H0^V MTQHB^RJO^_ZXO#^XU4!HFZ:9Y3!$C_/(L07'#&>S5SB[]}T:[R%JK?!VZ%&M5 T'H)+D_M#"<$@*HV8?U0FAZBA*+'K"Q%+7MB(SC,[\C&[QT,79'%%WSEAD M]:.88 @-=^*H1KAA>>ŸG^5\V&U'T:_VYZ/,N"/A!D/X9/SFSV7P>9M,NDOQ9%TS6@8&MM^ ^]^?5R?LPKG0 ^=&4@D!8LAD)'DQ9 E7&4 M MPZ!T0$699&KA3&32W_5WUZG(-R)SRKG5LZ:)7-*5B"/0-#!DMS0._?3^JOT$GH+QZN1S>9)PH/8)4ST%@(JC=,'*F^O^O^JCO-=FX04U!P?T'1 M5;'=_J8^3REK);1?4;5M_F=6%X,(1.YC*FXJ!/[*]O8$!#G$+&&"7W+Z@7/V(:1N_IQG>:,[,Q6\6"KV.O&SP(F+K#__?4'ICP& M7OOS4+9E)U#(5J'1F5C88I%X40#6RJB*4UQ#=)!@_3519.?:5%#NF^^"Y??M0WRVHC@TSM2116HCF%(Q*)\ 1L3"+HAA'G@W(,R.R.R6+[W-_J=K<.Z@SVEX# M\:R?!08XLY#0)(AH, &,B*4LH(Y@"0/#?8$7\FJ;@S$[PZŸE/43-JLHA]QH M+7,PIM6*H?P6V'$2Q7P"'1'B-'1A'_%VZ \46<^[[&0R4B7 ^#ŸS'Z<\6W1A M$D_C Q'+XI@Y$%.#F'H1W^HTVI5_4'V:I5G68&=!5/Z,!_5QUO.H#I*35C M\UV;@S#\;&7%$,A MADDVA8C(A3Q-7+G&L&KHI]7/ŽU&0YLAYU5&6VZL!D4O"A+IL,[@T])/I,2/V M>;D^I<1^+#HW>Q)_>PYI(Y&/(GZ&(8S1=@0*4L0,1:&$BJ0&M*D MK_>I%_5Ŷ'-,I '_TVEU@LE%C*>NJ# L1_VM[';H:P?17L)\'=M4-]KMG,C M&!*E?A*J/33%M>Y",KWB]LEBO%E&%/*+>]ADD$0QX%K@1AN17YN_9*K(\2W M8,I^K73;0"A4FS\!0QI,ZRY$SF%=9DB6^4FV[SJ&MQ>Q,\SFRFEN1T1H$CEZ#6;8E+W2@[2Y]'MNKB+,P]#")*F:3 E4DR.0QG M7,8U3,KHFW+FIJSSNK@ N9>@W[PW^TZSG1MAM#WM9^9O8C}>"Y=N>C"$K%D: M\F"-,S'!B,;<4<8QP]?,S]>WC2R$6!]]}YY%4Y10#H%.'6B@,EW8X0Z763AC MT{0$#8HX#1VP#5$S?SMZF[\,RHJ?R9/I=IN9;6&L&U+I >,H:>1%7=N8N6 MTGE4H]2GO,$/6!C2D\:177Q@*H0^V MTQHB^RJO^_ZXO#^XU4!HFZ:9Y3!$C_/(L07'#&>S5SB[]}T:[R%JK?!VZ%&M5 T'H)+D_M#"<$@*HV8?U0FAZBA*+'K"Q%+7MB(SC,[\C&[QT,79'%%WSEAD M]:.88 @-=^*H1KAA>>ŸG^5\V&U'T:_VYZ/,N"/A!D/X9/SFSV7P>9M,NDOQ9%TS6@8&MM^ ^]^?5R?LPKG0 ^=&4@D!8LAD)'DQ9 E7&4 M MPZ!T0$699&KA3&32W_5WUZG(-R)SRKG5LZ:)7-*5B"/0-#!DMS0._?3^JOT$GH+QZN1S>9)PH/8)4ST%@(JC=,'*F^O^O^JCO-=FX04U!P?T'1 M5;'=_J8^3REK);1?4;5M_F=6%X,(1.YC*FXJ!/[*]O8$!#G$+&&"7W+Z@7/V(:1N_IQG>:,[,Q6\6"KV.O&SP(F+K#__?4'ICP& M7OOS4+9E)U#(5J'1F5C88I%X40#6RJB*4UQ#=)!@_3519.?:5%#NF^^"Y??M0WRVHC@TSM2116HCF%(Q*)\ 1L3"+HAA'G@W(,R.R.R6+[W-_J=K<.Z@SVEX# M\:R?!08XLY#0)(AH, &,B*4LH(Y@"0/#?8$7\FJ;@S$[PZŸE/43-JLHA]QH M+7,PIM6*H?P6V'$2Q7P"'1'B-'1A'_%VZ \46<^[[&0R4B7 ^#ŸS'Z<\6W1A M$D_C Q'+XI@Y$%.#F'H1W^HTVI5_4'V:I5G68&=!5/Z,!_5QUO.H#I*35C M\UV;@S#\;&7%$,A MADDVA8C(A3Q-7+G&L&KHI]7/ŽU&0YLAYU5&6VZL!D4O"A+IL,[@T])/I,2/V M>;D^I<1^+#HW>Q)_>PYI(Y&/(GZ&(8S1=@0*4L0,1:&$BJ0&M*D MK_>I%_5Ŷ'-,I '_TVEU@LE%C*>NJ# L1_VM[';H:P?17L)\'=M4-]KMG,C M&!*E?A*J/33%M>Y",KWB]LEBO%E&%/*+>]ADD$0QX%K@1AN17YN_9*K(\2W M8,I^K73;0"A4FS\!0QI,ZRY$SF%=9DB6^4FV[SJ&MQ>Q,\SFRFEN1T1H$CEZ#6;8E+W2@[2Y]'MNKB+,P]#")*F:3 E4DR.0QG M7,8U3,KHFW+FIJSSNK@ N9>@W[PW^TZSG1MAM#WM9^9O8C}>"Y=N>C"$K%D: M\F"-,S'!B,;<4<8QP]?,S]>WC2R$6!]]}YY%4Y10#H%.'6B@,EW8X0Z763AC MT{0$#8HX#1VP#5$S?SMZF[\,RHJ?R9/I=IN9;6&L&U+I >,H:>1%7=N8N6 MTGE4H]2GO,$/6!C2D\:177Q@*H0^V MTQHB^RJO^_ZXO#^XU4!HFZ:9Y3!$C_/(L07'#&>S5SB[]}T:[R%JK?!VZ%&M5 T'H)+D_M#"<$@*HV8?U0FAZBA*+'K"Q%+7MB(SC,[\C&[QT,79'%%WSEAD M]:.88 @-=^*H1KAA>>ŸG^5\V&U'T:_VYZ/,N"/A!D/X9/SFSV7P>9M,NDOQ9%TS6@8&MM^ ^]^?5R?LPKG0 ^=&4@D!8LAD)'DQ9 E7&4 M MPZ!T0$699&KA3&32W_5WUZG(-R)SRKG5LZ:)7-*5B"/0-#!DMS0._?3^JOT$GH+QZN1S>9)PH/8)4ST%@(JC=,'*F^O^O^JCO-=FX04U!P?T'

M&9N5IUYPB1(()DU2NE&(ZUV5%L/!V5(/V'(CSKFWI9AVXJP10<#]%;?0&XAI M37@4A1+JP>Q^J&FC>7-Q#MV<.P6ZUT;(XI*NG*>H+S[_+4@FH;MZ*XDH\P: M%7&$JMW6;3PZ\A6]=FI%=S;7*H6;JMG]&;_NS%5\Y]6!C JWQ87]*_5FB^C}CSS)6__?"DVCMTV0_MCO_VRHL$@!'[DL1"P^)T:C3;_.?EU0"Z7 MU4I%ST%^_QQTXS7+HB72KUAC_D!Y!%CV-#^DZC!JCN$IA1U8 MPVT"7;DR%1.UL<2NQ8$5BY&!.K19]Y3U6W.TV>HZ$<$*.6TKFC$5?X";*>TW M"R)6HNL2.KI47 =(V\!)YJFQ*!0"^EZ5=*<@WL4EF)\ZUC%$^O04\6H=.7S M_;NSD[Y^?B'YS9"Z/-1],7+[_C-R]WOD=B7@SA BGE8.C*Y#]?4M<H^3ZL/TD,>9O466XA(86VL#?H>`^/.P;>:M+2@L=-MO)(@S8=]\>{I-LJ.6WZ3-6 4U,*5R+XGFP*3]Q &BM2A-UM-P 0!3ZEX M7UN=KGMDT\"23I.P<2XQMJFK"NB=_,@;0FEU;HG2E5H'\=(."V 0'7#%2GV M2320,J8#&GVRGZ#9X0TM0%92KR$V5GEL X]J>5=(.=#.V& MA%%O'-LT%&4((JR0/^^F*V*=$4VN]9R9&;?4$/'.)#L.>- TC/&]IRT4ICGJA_++YD$%;JWXEI$Y$R-@O)\1NSO?T<1>6ZC+JBVHJ7UR;)<[HK.D42/<6#UGPA:3[M->=M!,F%(AI J3Q#DX^]^=3<:F63!87 MW06U>/*K;8#.O1<[3U^),W3 I%lL*&Q:QB'O=K[3OJB8);V KR^O\@.(^NEB MB*,_3K*2W<0J4XLH_@R$Y3R.ETV@EGK>*,%.9 EVB5)G5@2T5]2@)DM%[!$ZO)@KX(>H=8<_ AV MGS&.JAE<)**H2CO&O W,,ZR}VX3 S!@%<# F<1]&(&#DB MT_X*^TNN_>"Y"@1"OJ<=5+XXT_MKK_Y^!BQU&FJRV##[)\Z.Y!NOJL@(_@[# MQLM2*6@X=MR@U0U=$]C4$3[^6IBN9P?/90F%3.GS9.2WEWP]3,/KS3,=RGP M_&!3"@PK[X7^RQBFKD!E;]&[AI%KP,4E3XQ,%UD9X>&O!^9PWQ"[%AHU8#M& MSW[PRZ\D1"-U>8=6#P#^L3 ':$^EH^_8NCC][,LMQBH5GC@ D6U=R4NWCEV(M%ZD[RFGQ.P.?,^CIO8$ V-KG0P_V4GA>X*)UP,?GHQN >+RM.@TT@KA0"Z7 MU/ZP^Z!9TX9,S&3"&$]=$G!NMH"JU]4$&)=$WDRJRDU+$WW3&% M=_T1? RG(WV[2I.FSPYA!90Y)!*_[4I7 ;_U#H*/X^9E@>?V7TLW1+ND>HU);=V;/GTWB M76[W1[__UIF;@-Z&?ZX4A)C+"W >_J2N?N##NA_/G7X/U!+ P04_" "O MF899Q*^P884% #?#@ &0 'AL+W=O3FKK]^-MJ&_J_F2V-)9=5V5M3D9;.YNCR<36DZ$B"54# M.<J2Et;Z$Q:\>3$RC011N4U5>/!3-)160J6A4Y.8NJ?)8M>.4-5QJ9MJ$OKF M#$]U.QHW[B2FZVEB8FR~&,;. =V__I<;19 !2R IJ(U7_*Q/1?QT5E* M\D[@3PD[L_?-R)*54I]H\'MQ,HH($)206](@\.\+G$-9DB*$\,G3.1J.(W[MW[WV5\YVM&4E#)RKU,L[/9D !^Q M.B+>V5VOT&G3U3TI>KTKA?MO.R.39B M>6NLJKK-B*"2M?\7UYT?jC;,H^]LX T&[G#[@QS*"V'%\EBK'=,DC=KHPYGJ M=B,X65-0WEF JQ+WV>45?(&Z!78%N=K4DCQU/+&HF)8G>:?DS"OAWU&R8&]4 M;;>&O:P+*.[NGR"@ 17O49WQ>Q6^S6W(DA@/-+1/2J2PL*M5<7. M$:M&-J"G[9;=.Q^#9G^=KHR;__N0 [5^]+!^RIPCTX@<3D:8&@;T%Q@M^2I-MGD6_WH,^'=&'A[-FVF ,(R>K(1=2",V&PT;X89JS7JI]UMTEBHQ966]85:L2C!= MXLJO@-GHQ58W;_JHT6SE;DH<7Y#BIX7N%5HPV3-[%:U1M2%>7&$6C7 ':XP MC+1:H??[8-/PDXKU=:678+.H;98'/:Q/;(&]$8]CQ^P<8LSN;!;G8-& +/ MW# .-)^Q:8+#EZW&VA:P{(H2F OA,$!0Z3L=$T]6!PG093$+.$HO$B",,X9 M7^#WJ9'BETN1R[7,V7/^@LTX+DY9/,?%-18LXL1_OU?6.<5#&[-DF@8S/#N: M/)R$3X,%C[0Y&Y#5(M!^'^UU5MT6'I)D#F" _"U"-9&$RF(CA0W0)XFDP2$A1V+>Q4'&.4NB0X3A48:T1#1:$S< MBF+&^0"Q >kD&$=.1)LXAX,(\73R-VI$F72A:.7G\4W$FCCP.^OJA."Y@ M#5KCCA[,1:M=%7NJVAT5.EKDKJ[EA;]&[>I}ZJ[34GI30P')5-5H.1(402HEI8L.$6.]7)M>R<9<# M76JX8CSE&ZW68*@SP^#U2ZQ6EMD&@(UE-B3#1RA"I3SK_[>3 ^:*_>_#+IRA* MNHJA16V$[JH0%SD';Z)<$(.L>H1-Y/AQ',0\"V=]=#"<>$=MT59L*(UUL,;S M-D+*(X)B M!GXH=*2G+EQ,%O..O3X,.^U%5X*^_*U!,V7!$.W_*J4A8NN8S%/P],RPZ\ [#RG37BHB9WL/3HPG!OWM*) 82,[M]\3OVCY5,"+V1R*(CA0K+U^IB&G_G/(#JQKWA%DIB]QQGUM\ M@8(F 5Q?*V7[I:TPO&F7_P!02P,$% @ KYF&654'+L4=! X@D !D M !X,"JW;WJK&ULM59M;]LV$/XK!S4H8D"P}699 M3FT#3I]^#*L6 $F+8=@'6CK;1"C2)\DXV._?D;(59TVR=L"^V.2CN^=>>>>1D MJ_2 62 :N*N%__@;>WF9# PY1IK9OI[@Y*^+)6NF.6M7@W,1B.KO%(M!DD4 MY8.:<1G,)AZ[T+.);JS@$B\TF*;NF,X_1.&VTR .]L!GOEI;!PQFDPU;X27. MZ\V%IMV@8ZEXC=)P)4'CKO?L[WSL%,N"&3Q3XBNO{'H:% %4N&2-ML) 5]@/NXADZOE(0J\AV\H.R6+9&*OJG3+M:R[;?W-W!\.10A$]HV#L%!+O M=VO(>_F663;,;+4%[:2)S2U\]%Z,G./2%>`72:0K&?@Y8M!.(/C%]&@Y8M!.(/C%]&@Y8M!.(MEJ.9#"Q1.X%!N:,Y;6F29VC&\$E>NS9P+BNL'NL/R*7.KV3OUVGR(N%OI>U# M&H>01$GV E .Q9EZOO09OH_R%HVE;K(FA++XL,!D!>??&F[O#R*/^8+8S7U MRI]/):&UD3UMPYV?$[-A)4X#.B &]2T&L]>OXCQZ\T($61=!]A++[CU?J/]# MU11AJ00=42Y7P VP_3$%M035:.JY3L\Z!US"7:M&D/9 +T3F!LG3\53"]1= M_6!>*VWY7UC!F3(6WFME#%Q+FB+"H^]I>IXCO5J!3T;.C>5T_@AXQ[B&+TPT M2$1UC;KD3,"&,*"2EZ_*I(X>,//#BP2NB-K&4N,#L'LAQR 1[I%I4,2D-/9_TM.D'S]R]"CMIWO@"8>YM$B@I2\E\EOO M]989PDO1T.RG!=#TVS!> =[1V\&UB>.5=DW>4'C:.0"C]K'DIQL?Z**KG&3E M5D8)7OF>6C#!9$E9<=>;Z<-7A{J[5'KK:B6I%8D;F!M<7I)>*5!JK+@%T78H M6[D&MD_ZS7X\4?VG)OC@X-ZE8,3RKPM#,332ME=PAW8/F'E[;S^(MZ\?&LLK M=] $+DDUZH^& >CV1=%NK-KX6WRA++T) -)-CS#4$IN'+2]+KR>XTST#WK9G\# M43$^U=0F1(<.Q+4@9 O.{C(#04 .<, 9 >&PO=V]R.W-H9657T^N^S=E^/\;*#7D+9 MK0939%07IFTLFU/HB[9 MK0939%071FTLFU/HB[9_"S$*G:C*E]B9 MK0939%071FTLFU/HB[9_"S$*G:C*E]B9[M_[#9">)O!TE6XC:9[0(4]!:V-ZCBS&! ^U9SI M+L5 9 :_$5EA:7A:?, M#,,X20\,,]>OE"Z5)I;!7&&\ONX1%2L/QUN'M_$'B']B^ >HB{$F.%0YHZ0RS ELO!DOD/E.(7JU M[[%2%D<-WE)SBE'A;3O2K)L>_.@0;(#N%9%PYZ;6^.E>-K&JMH0]AJDRK@AS M65,(/>5OG,U)H[':MLXYS;U:QK%T6X%5WUW-I]G;*!1534I*Y&@>O> MQ6=XYX &U^:UB\|Y*=+W*#4.GV@NL<-IZMBLV>[Y30);#!1= M7R]\1^39TMA[KJWI;S6R:JE{)*Q"Z]2MNY#N]6NB{^HF]I-4'9[^Z]2MNY#N]6NB{^HF]I-4'9[^Z]2MNY#N]6NB{^HF]I-4'9[^

*(^Z(H)%@BU0WRGI7V598TT8,\#}$PU;XCKS5*LUGZD;XE/%I6P)W&[;F&C&7:S?+D&%=\C6^_MY/9A!'B?9=O^.,=20V7]!7)O>%F+)_/FW8??19(/@>CFF_=S/8YY8?5T>R_MD-
>$;U<:MJR5CW%G(L4F;-K!>S^7FS<_I?W1@-I"43N]B%=%45EYV"H(MC[J M#6P#,SF!!.?BDP<2_G0'E&\G-X(C?,->W,K="ZI$V&DB\?K'P0=HDC^)<02
MVJ1)\;N<"W;DZJW/IHN%1K$AU=Z!0N)HE+//SCOO=¥+;>W^WW3MUXSB(LHB]M8(-P.&%IF.$QB<=!%$?LUZ;W),$P2?$]"O&Q59@2*QBG@[Y,&(P8SD-S(8G^
M^#SC&!:B))PD>]1XY+5)D,4D(@E' V@QIKU1%$3#A'T&W %32=D?2-9*0XQ MA&@;CF&P8AN->U5U^G+KFZK+H'V+HN_H'+_MPM&$DMH7E2]"V07J@$#1>?D'1
{3,&I;5,@^56@N:E%A2%'2W0'>XI:>R95& M$0S%NIND=77C?;[2"0Y%?CNDKA" <-6MQ&@1F"LO)G$8MXJU4Q*]I23R MQ7<%1NX("34:?
QZH03PD.4(I/PFS25=VJ,+AP'U&6<9M'1RA8@=IU'=U&@[C MW;K+@M$@[GM&&+0/Y#ZR+DF#+!H0>1;B]>/R81$X<{4H!?_!3(RS <+3I>)! M..5&>?W-1(4JO %#78XZ'??DVC!.
GC 9B&63;$\BRJD_L{N^'H\%:*.3AX!Q M(Y_[,V%MO!!A^D!W\I2 32-W<&E'2# M4)8$DTP+9^92&QN %A"Z04EV*36UY4K"N89K*;9(JW$:133ALJF?_ M DX5XH M<7[9!CPO^:6,&886[Z. +UB?
N!7XLF[,0TK>';<(_7PZEW\RA-XUNGF#F"/8J M#V5R"K.<2^:G!Y/H@<KOZ?KOU#,.KOH6'B6#G:=+91R@1J!-KJ4'LG3J [-D3GXC<.8B M=_1D%1,T"M()_<:.39%
[B((TS3H^R(0YB@M<$.R.S_8:J>68!!/@MB1(QT.6 M86IE^#L:CMDU+QMZC]HI5@/.QBQC@Q34$00"G:4I?@$!)Q'<$0/B4","K O MU=H=$P,#((ECHB@*? B$&J4L@S"AAG[551P=^GV\
)')TD7L^Y2+1/DZ"T60$ M[P23<_>U^U?%U_0;\G]_SG^X!J'!-L=1:XZM2.)1 MS]\ M\6B=U]/4ZR.*][QZ7@F 0$@/6Y4K9)(0'=/W#. P-02P,$% @-MKYF&62<5QIH5^0 ,1@ !X,"]W;W)K&UL
MM5EK<]LV%OTK&*UW)YE1}?2CI%G;,T[23_.=-ID\V@\[^P$B00D)", *%G] M]7ON!4%1MFPG.]TOL40!]X5SSSU@SK?6??5KI8*XKBOC+T;K$)H7DXG/UZJ6 M/K. ,OBEM*Z6
5 =.N(;IV3!F^IJ,I].SR-UU&9T><[/WKO+<]N&2AOUW@G? MUK5TNY>JLMN+T6RA'SD0JW6@!Y/+\T:NU$<5/C?O'\Y>BN%KI7QVAKA5'DQ MNJ']-'E*ZWG!;UIM_>"YA+B]&4
E*5R@-9D/BS4.]459$AA/%' M9W/4NZ2-P_)^AO.';DLI5>O;/6[+L+Z8O1\) I5RK9*'-SV))7E\Y3LY;,,R M_*_8QK6+Q4CDK0^V[C8C@EJ,^%=>=W48,'@^O6/#O-LPY[BC(X[RM0SR\MS9
MK7"T&M;H Z?*NQ&<-G0H'X/#KQK[PN5,D]M:B4_R6OGS28!%>C[)N]TOX^[Y M';M_$ +]8$]9>_&@*5'1SNGR"2/IQY"N?E_%Z#[_*0B<5L+,,3^>D]]A9]>@NV MMW@P/?%.^[RROG5*_/MJZ8,#
/(YS+.5H\)X2!6J2%{Z1N;RH80N\$^]!'-_T=82/(UKOWR>M4X$Y-TXN]'<0VAAH4U03M>BP;^\'&)[M8!B/ "U5B-9KLQ+2"-6#!N3Q3RD]HLE3<0&S3X:>QD,47 -1!KR'"!\CI8 M$CJHV@OI-
O21H2U$K)I*IW+9:7$'ZUT<)B)MW C\W5Z,!9,)=JF@&G>\@TA MX)<"S? 5'\1.2?\/T8&[@@B6+,65R$3G[[1.$KCV^47//*8C7J^,+I$# M,&YL)8.N=-B)HE7\]]HH!S,E0&6=/R/OO&H+JH#%.V##"T
OHNK&S)&AU0EL A4O2 *"62KZ59,6@WLFIEG+\5 M!($(L4CK",Z.+V'IR4)@\<<>-=.-Z,A%&-9V"IE]C'1!MO)8}>(W+8F.$U@ M_Q_*L?A_E\/8@& ^Y!8A20" :E".S)(CB2H$+QZ-
7G^Z\j/':)84QXY= 60 MHFRKZF@!%4B&HL/M!9&RS=@[5R;(V%)65>),.+Y* RD31Y&]KL$8[P8* MDGWR2&FHTJ#*MJ'V:..-W^P0.H2EN=+\-^"KF?P!#V!&0$2=)IB!(!H/BN7!DB.
M5_0Y31C0^'6#(Z-"6L0"MT6+$R3+UB4GF;ABG[=[@-1<027D";61NN*&<NLU-MPX#!HU:2OZB-+JAF0VKG?355Z4A2.E459Z%)P.94#QI3\5@8NZL $3T<,#,8V\VT:@CBD"%KBW557^E<1+0=
PU? A[WS@36MF='A<$IPDZ MPM8QP.%2)M]'(%L"1*6XA+3{!-1XUO/!,.P"Z#;7\'2W.JP/(F16S>%1FXA6 MND_P2+L'_'*%!3YP)7OP=HW0P?^NDU>Y,+VB)+IZ#M! YC"C'1V7ZOUBIG-=
MOZ'N,,S>MR@&_[!.S:,*3!1$F"D.TF0E1"#B{7>E[6PID$\0DIHBC"]FT) MH_"5]@ /]9*V(5'!7 1]XD%9MAQ3;Q0*8@T)(YJQT#>15M.QX#'_=S?3-D[% ME0-U(5VG(+$)U,A\I% M72<"8#4-
+2>2X@/Y"BBJ1!8-NG/)2IO7[O(R%[_M T4ZV"813N2+7B32XT.AN*KL$B>Y&|?VDPGD@###=|:,1LO'6%&F2[!LDHM/ M>=-/):2(&62CH]\# H;N0YSQO9-67EJ!#'A!&]$F_,B7&?+OF-92FUX@"HY7J
MWV4=$4(5=,.UG_J-&HCE3ES]>O6F5U!Q;L3Y_,.$U(2%~^73VG C.MJOUX.%\ MWN,.+NF4*D4N;U'D 3->86)58C%-ZO!5!Z)N%E'AN6)+&K-0/=Q+]AAW\]"[M(\EX 2 &(F5R8'*&:.[Z63:D(/9+
M>,B!WP[\<@,%8N469X<*B(QR#:LK=.,SN/52G?D\(310N[UP, MPQYP,2+8"NCT*QU^S<*. #01B&M$T#O,=DH8?)4-78UE25HH32/X[.1%09+* M-G33{>"7>5,.H*PWV_VA8,+(Q(_LE]?_+\2-
+XYK7N MNZ0'.(#Y!{?*Q>#>.AAL^QQ)J6R8Q^=BS5,X$=F7.R9RML#)[.S;-H[_>L< M.!EH#O9#7)Q&VE$/]PS1@=.,#:\)^;,6;]*R/YIBN KXA IQ>MOO8!$O(]6G@ M)('?LRP!/_&[L> 9W-
[<0*9HG$0)}#/:#8*\!T0?FA'A]2@60A6WB2Q5D"\2. MJ)V1<>JVYCPBKOSPC1!Q.GIRS^I8U\B=.GR(@A;U5!Y^34)=Q^1(E-CA*(T2 MHFXT!$,_]DWB^/X*?^4CZ_$+%K^7?
E&]4& I)E"O[DM+4MXU2BL48XJTRM?G M,&W(4M(2S<@,HQ/WE.Z8#MT9U2Q7^ESN

[ICX$SPE{(BH%;,LV!'*CX)=@F1>',;'1#G_}3[RCN>>AD+[?/,I^V! M3"9#)l/_UE'V?0NN'NP:]V7W(J!YG(R=V]*7378]X%*0U$+K:M%14^JUN6^ MD)3PMI=IM;RK4MA 43T9U{5=P&B,4;)O,,\D@",(3M-I.,/3^'+2B&^^$B] MB/0?EF5OWO9Y8#$<65U:.QZWV$+TT-MM_\|%2ES"^,E:3;@K)5SEU">ZE200942^CWSA*.M8"¸J[7N:P> [0V/H]J4EE&80IO6:DD'!!FM(_ 9R<47?5U$.+E1,J";Z6:_G@00 MD> Y"DGLA4D(7Z0AH7>0I5Z4V1.5QU[F6B]/F1=SM\!"C_%X+\(".X 0@VKI MQCVBC.Q:T\]$P^DP44[{!0>KY>3^.? A9J2=\)!%:HLQ/J5FI?L3K T-K%$/pO=\E'N4W5@ UEX:&-+=&PO=\E'N4W5@ UEX:&-+=&PO=\E'N4W5@ UEX:&-+=H?],$=:,EE3"#2^,3&M[DFMN+\-}H?][;$=:,EE3"#2^,3&M[DFMN+\-}H?][;$=:,EE3"#2^_%IG* MQU9BD0Q6M"G5+=_\EM{#,&4E|)\DLWVKF.1M)&*5UME9% 5K/VF3UL_O$;! MVRIXAG?[D&'YB2HZ&0F^(4+?1C2],*8:,217,!V4A1)X6[">FMQ@W/_@4I(Y M"++(J0!R=D>7);K]G+^2;I@)!%1>7QF.& MZ2_D;&@[D7NN5ZX=#@.S\B)[&+:,@1TFT3GY! (QC";,J7TV]0 .:!/B+B&EK. MDC02R:%=K.>T(U^ZQ#[BN"!*\!62?))X=A#X)DF!?O'D5!E)U+ASO_/DBVEO< M8.!_HB==)[9=)VE]F=A^XK1+)[2C,.YMNX'WL]V9.'8PC'MW.K8[3/Z'.[V= M%XiN3I1YV)5Z^.HRGS)52# EC3j5NN@KK+.%XND#N?!6%(^TQ,+!N#VE9:-# MMQ*k)>MX;_EM',GM>(,S)+,=R,0E*0UV"_)!R2/ (A0+',&#NOSEMAQ0?) pO MEOW@GCV"U"1N% _>2>$/;\UWR_EWBN=Y'XF,'<'OQ2Z.D0@(Z"5MS>:UMD61H M#X=A=|_U;<^).W'1)K)LEO_@)$(4QUFF;D2:XRS1^N9V,94F\8'*\CLZ#D1: MZ+P_?,7O($/O.7HA96/Z=8/.$.1Z,9]CKO><8C?HUK>@&L':[MYK[\],L>V\ MM"FPYR\,B2F!KJ(1AE86YL3UHP[,BWO@.ZYH20)=:4[/U,7=,.G$MVIH_AX%# MW2CHW_2QP_CQ*P+.G.G,H'$0OCNtWCYS;.^RN,7A.Z..F'+#2>VX7.|_KW_9>A M\VTWW@N=;SO#GLBQ7C?8TXP$>9.<607L*1/1*NC/G[&Q[%BS@RC=7N?@2!*51-M4!J#HNF!Z 4FP4?*$@145(+2*"B-0='T$/6BDE@5D:7P:/VW*X I\8.A/#&8 M3?P0#^6)P8PX?C!,,, Q@AU4=X^QXYDEZ:4;LTFP[*:RNR+ W=/#:!'U=!TIC M4#0}9+VF)-ZQT@>HM 2E45 .@Z+I(>]E),&_;SRLR&AA@_O]\ 7H]^0C5WM+!RQ7T_1XHC4'1)CUXI/X MQ\HHH,H2E$9!:0R*IH>H5Y,$_G;RP(P2&!]G3H<9Q6SV+*.8S;QA1MEGI@^] M5VS$KMA^XVN>O3*3@+XC!*514!]#HND[O7J-G3I'RB0NJ/H$i5%0&H.BZ2'] MU:=k?[UV6'9I88.+VQS=[6_XU/6Q+I6V?1 M;V1<67+^:!JWT=CQ#!$:PS3QW,S%QB&GRC=7N?@2!*51-M4!J#HNF!Z <6RWF%YLMXOYLMZ[.SA_A<^NL>$\Q6>LV:/IOM?2YEGM9?5X+/15$9J\7>2Z?#JH&NKW@L_\!4$L#!!0 M (^*9AED16Y&PO=V]R:W-H965T'"3F\9.8G>VTX[] M>FPGS,HV*P/ZDMC7]YQ[[_'G<,7XG<@!)'HH"RI&5B[E8F#;(LFAQ.*4+8"J MD8SQ$DO5Y7.,+#C@U(#*PO87/>UO'+X1 M6(F- M*5S:B[TYW/Z2HGGO5LHAO7A9RRU2=HZC$))]P0YHM6C:]CH.02DI4 6&50 M$EK\4.CPP9 \70#O ,@;0."%P!^ _!?&R%H ,%K(0:@"G=KFLWPL58XG#(MV0IQ[.W8=,.H;]!*+T+U.KF17(T2A9/A%)9 *T!32-B<$C-Y[U$,&7 .*5H/ M8YH^&2-&)5B^DZ*,K%3 7Z)*FD';@X_WXBSUX6\G5:N:M-9MX>PF_ M)/(4^>X[Y#E>T)%/]'JXWU7._T6__? HS\3PVP7D&S[_#PLHXZQ\6ADK(G,4 MF>4+'/T8SX2Q_^R:_9H_Z.;7Y^1+'-"(TL=A+X$JSP[1NW[WSHDOZ09/$A MR2X1/9LDH)VDH)][&&[=7DS6{S>[H^=^VFRE^QO9^209'%- UC=D^@]V)OKXKCDG%)'K$Y[UBF[Z-.U62][/'&@9CH M [%'+W=Y.IYX][YEAKVQBVB=NW<7-]" MU5%169\'K;5[8S-Q;AEG[B#R.VPQ^!%43\ GNCKY\@5YG."!2H@4Z&&UL MM99;,}HP%,>_BI554RM1$H<[@TBC;%JE546P;@-.3'DQR"%83.[, =-]^MA," MTT(Z=>4%XLOY^W?.\>6,=EP\RC6_0D]IPN3862N5#5U7AFM(B6SR#)@>67&1 M$]6;(G9E)H!$UBA-7- _SNFY*#*."D>V;B6#$-RJA#&8"R4V:$(0%K@ G3C1\WL M[#OF-%XKT^$&HXS$L #UD,V$;KFE2D138))RA@2LQLY{/$S@EC&P,[Y2V,FC M;V1<67+^:!JWT=CQ#!$:PS3QW,S%QB&GRC=7N?@2!*51-M4!J#HNF!Z %FX@28R2YOA9B#KEFL;P^'NO_M$ZKYU9 M$@DW//E&({4>.WT'1; BFT3_^>X3% YUC%[(($VE_T:Z8ZSDHW$C%T\)8$Z24 MY?_DJ0C$D8'OGS#P"!P/2,VHC=:U;,]J&4Q6@&PJ;>A8#NEPF-B9DBT>44%*&)O$(7 MB#)T1Y/$]{]%E-T>7'UIXRK?2H=_M\TO'?#O;,]$[I9+$L9 <&/$5VKOZ_;>BFX5I/)'%6^NVZ[6:.=D*#,2PMC1 MQT""V((3O'V#N]ZI[&NI62=VJ4P\.@<^5. L\/@:\"SB4'5M*6&X.B5CYTQ[IR!NEM2=U_R;DD MQD=9[K9;$SVDLFE2J\6Y8$#M_S'-M3HO#%B_I.R?*MKPF,9 (2S*X{>CG"]>_<_OG(89*(&1-M773A5\N? Z)O[E/O*:W?:),71XG?!_/D\6C/*H$JI>&_LHY4RM954(W:,*QU2+ M=T3$5)GS%N=HW3!U5 MEL'!,/U!+ P04_" "OF8999"*!O3L% \'P &0 'AL+W=ODQD1#]M[)N_Z M191E&),$AS0!C*S&UAMX.W6\U"&S^!J2 Z]<@S25..6/Z/T5_ER4ODYEC3J8T^C-OB-Y D-TG@+&O'L$QQR6]L"BQT7.,Z=)8(X3({?^%M>B(H#=!L<4.Z MSC5P<@AS+BOSJ43J!#X+$_!]=PL<17/I(MZ1JY5N\(&-++D).VY8DY]_@!{JBR[CH*=%,,IBN&8HD_>Q)2)#^R1%/* MA27_H4.2[5H[^7<:,2!L9_XCHT6<.3?5Y/0F$$? N5YA=@+/+>"Y1GCO&>4!]E/=$BV^@#-X,.,,.0HT1=&P] M1J_Z!DQ_LI%*'E1@GN'0P:.^XFA'=]96P?!,[MUR!JS*/W8$>Y+ .32" MG<)XFP1X@AL\98P'4!CA+9KKJ- @\)GZ1,+ ^U0G({{(8'04[*490%^X00(* ME'^<"WVOOKB-HUR8 [3+=FMWQ%-YH&HZL+[&$(_=FDQ%.\"N6"V/5,W&KB=C M':S29,IF#XWM\VSZR\/4_F8^]F=$C68-RVX-S>WZBYP3OI,"AY&$0=2CX&'MF]D-6.,J88G4X0+P@EBT:1KEOMCMDG%.R_Q?>$:S,]DSV-FF4OC4%++]J1!F[!6(ZW/? M-UD!%3Z':,2^0,E2!9*5QQ]U>5>"66O@N0-5I1\&P.E?<2&]-'%G5SI-5(VED'"E MF:FKBNN'2RA5,_9&WO,@6]P*M =^FJSY"N:.~^LK33N_9IE%!=((9FE&Y=B[_M&)U/8AOO GX(:,Q@S:R2A5*W=C/+QUY@"X(2,K0,G#X;F$!96B(JXZ[C]/J4 M%CA<,]D_.>VD9<$ 3%3Y4^18C+UW'LMAR>L2KU75&3H))Y8O4Z5QOZSI8@./ M9;5!575@]J 2LOWR^\Z' 6 4[P&$'2#\5T#4 2(GM*W,R9IRY&FB5<.TC28V MNW#>..#2I$=+ BW/4=*L(A^E7FK!'^:(8 H>LU@(%&/.67>2V1#^4GRRU2@=%.,IBN&8HD_>Q)2)#^R1%/* MA27_H4.2[5H[^7<:,2!L9_XCHT6<.3?5Y/0F$$? N5YA=@+/+>"Y1GCO&>4!]E/=$BV^@#-X,.,,.0HT1=&P] M1J_Z!DQ_LI%*'E1@GN'0P:.^XFA'=]96P?!,[MUR!JS*/W8$>Y+ .32" MG<)XFP1X@AL\98P'4!CA+9KKJ- @\)GZ1,+ ^U0G({{(8'04[*490%^X00(* ME'^<"WVOOKB-HUR8 [3+=FMWQ%-YH&HZL+[&$(_=FDQ%.\"N6"V/5,W&KB=C M':S29,IF#XWM\VSZR\/4_F8^]F=$C68-RVX-S>WZBYP3OI,"AY&$0=2CX&'MF]D-6.,J88G4X0+P@EBT:1KEOMCMDG%.R_Q?>$:S,]DSV-FF4OC4%++]J1!F[!6(ZW/? M-UD!%3Z':,2^0,E2!9*5QQ]U>5>"66O@N0-5I1\&P.E?<2&]-'%G5SI-5(VED'"E MF:FKBNN'2RA5,_9&WO,@6]P*M =^FJSY"N:.~^LK33N_9IE%!=((9FE&Y=B[_M&)U/8AOO GX(:,Q@S:R2A5*W=C/+QUY@"X(2,K0,G#X;F$!96B(JXZ[C]/J4 M%CA<,]D_.>VD9<$ 3%3Y4^18C+UW'LMAR>L2KU75&3H))Y8O4Z5QOZSI8@./ M9;5!575@]J 2LOWR^\Z' 6 4[P&$'2#\5T#4 2(GM*W,R9IRY&FB5<.TC28V MNW#>..#2I$=+ BW/4="

*MI&@8'LH'E6;BUK,/\^JI>(>CAX>A?BH? 7IR_%:[\C7B. .N@NI1IPV^>O+] MYS!]V,29$O%[.93Z<2K2/]T>9EJ]R9 =^.;3+NR3/DVWYZ 6ITX9W0[')>,"]&B7Q M$'O>9)@$43I8G%,GKO+%.5; (.$KY58Y$D21!_NV"Q]G#V< ?/)\YXCN{6LCPQ M7)QN@CN^Y/+SYBI71\.&LHH2GHHH2U':,\\&Y_X)([.R017Q>\0?Q,YW5 [E M)LN^E ?O5V<#K[PB'O 0EHA ?=SS2Q{')4E=Q]<:.FCZ+!ON? G^B_U(.7@WF M)A#\,HO_B%9R?3.8#=*"WP9%+*^SAW>\'M"XY(59+*]_Z*&.)08H+(3,DK]Q MNH(D2K>?P6.=B)T&BF.O@.L&N-U@$]P#4C<@<@^_8PJAN,]NUA7#>HAC[4E]&*5GZILE^U5OF*SC7 MR_6?QY.T*%3$Q)&(6$,"&948]!48WH4*C.%+"4DC$+"&!#,*.6L*>7L!51F MUKGC\1P3OZ4RW2@RF? NM*&J)\B>CML8HF8^F=I59MXD8[ZGRGPJ])#J\51- MV#H;V:.RT:L]*FDY%=?'RL,X+WE)]E M,9>++F[]Y*)';4,XW11ZN \&W$_UZ>2Z0$BC$@SS^AO@CS\-[J-N@5ZW<%W'P M!(>D45 .@Z*9Y=1&V"?'H5B@OAJ41D%1#(IF%E1[.]_1]Z 4.)1]=&C+53=D MC-M:U8WQ)VVALG FSZB4MJ6^VY=V5"H2H@AN8HZ*=*4F+5M>75G'[<0>/$TA M.124QJ!H9H&T5? 8GQZ${HX,E9!.0R*0A94NVW2'0"A=&?:$8,9{CPH=8.F M_]@M/9:@&6EKCR5H@J\1'^U6?,=<=U>)SS661IY7N'"U#:G;K+(19FM:K50^1 M7*.;0BB.:AB$*E\B*G^QILC9^<$S&I)&06D,BF:64? ML?WX<$@5]S4%I%)3& MH&CF IAVY]AI%H$DJN[$_%:MAYI+2Q">MB7*%H3;CT>6(#)]QL5A[6NQV]=N M)>K"_CYGRT.G(RB-@M(8%,VL@7;2&!^%OF!0+PU*HZ T!D4S"Z]}-'O*@/I M^^G<\.V5LX0VA_"C"%F"K3[Q&{W6>O*DM@;M+!TO)T?1;4Q]!H9DVT%\;C MX] 94.\,2].@-_9%,PNJO3-VKS,#ZA.:!F&)1&06D,BF865)MA[%YU!M*<>,_F M](;0_A#F##&W#&K[2- SV46O.]USY@-_I*8U_TLZ#.7).7V !.NON1.Z+3 M&T+[0Y@SQ$R!MJ-DGVW/%]]INQ7Y]>G!0 M&@6E,2B.65#MPIDZ_R%?W+I6\Y3_X1M7Q'5^.T;JQ^#_"Y*!8KYK>K*>SM5 MUYEO7P+=*LAL4[WE>)-)F275US4/U$-7&.:^O\TR^710=M"\BKOX%U!+ P04-M_" "OF899U11 7D8# #_% -#0 'AL+W-T>6QEUY-B9X[*67S]?.TT_\.TZ'@9= M*HAJC^\YQ_9- 8^A7>LGIW8Q2'2P*+JI!._Z_!A%U61&"U)=R)(*@^12%42; MKII&5:DHR2I(*GC4:,62]"!,A,_^F!S]S[G4U'^\"=S_Y<'+2>CB_WHV26> \C+RD5P>07K3@0]D=C DD MAPGL8\>HNP=1[V'&B'O;Q';TJ>%Q>:=86NI)L_I_T.NVO(D;DM"QR5%=*L_^ M+L6Z8N+0!0P[*6CP2/@@'!'.QHI!5DX*QIE#%-4_!A%16VRFXW^_Z^_ZPZH%!QGECL!.ZP+!? $]VI$C>F8P?;X#,HJ-OW MR](XG"]R,'>NPG6"O1F1L50958U,.UR%AGU.<[*CV'0&=RW+"$"M96$.&2-3 M*8CUL,JH&X9V0CF_@T?\1([%O<@W]LWNFFB:QE#===#2N__R,.(Y[D_;R1;Q! MR1ZE_CPWTQ&V#X5.;Q7-V<I+V%WEC & OX^RD+/GR$V=345 W^8,%AWVRR@MF M4K$CHP.E,C$!JL+@D2K)IN17X]4]W2A5^6TR"/G2/T_& _7>4H%581OFC:U M_Y07^<6.X^YK6,;? *KN&O1[K]_9,.WEU#":38S!Y%#70.P.3Z1&8[+[.M^;A M)N.WN9!1?1+:..&YM';,,,: "VD'X'8[(?"T:C.>,.R;]WHQE&17/SER&7I.Q M^6-MBJ^,SVA.YES?^ @7+>_T8S-B[09=0L+48]:M[_"]- I)FB.R_(A(_O!=/PYJ;G\,TW3.$X2;$5'(Z^#$;9N20(_?C;,.&V1@.J#T M=VN-[S9>(?OK_O3?16"$12O1&RF^%H#XE]WR$A3_VYC.I"![0)6.Z#OUX&:.M\N?$,>PJY@U[@G$D33$$:M%? HTF"K$X"'__^8$))'*>I'P',[R",.02>1AS! M'('#(EC^Q[<>1]%J_=4M/X/YO W4$L#!!0 (.*^9AEF7BKL*

-8?20$3;8T.P6BP^0"X99K>]9!.G

*DQ0PM#&.[Q1MB;1(,LY2096O[ZR@Z4=3$[]![+_4V+9L3^O8WV[MDHX>K+N[M?9.?*NU\,/1.H3 X7CLRS74TO]E-V#BCJ5UM0QQTZW&?N_5GX-M$&H]3B:38EQ+94;'1_GNG1CO6&##E$%9$QO;AAL%#_YE?[LI[157MTJK\'TV MZKYK&(E:&56K1ZAFH\E(^+5]^-LZJ6A-D'I1,JOU;#3=[K@+1%U3YJGG10E[+ M6]^U!'E[)2/(.%1,X@F7ROG0'=&=7T;&>X@';[>.8$^5#N#F,L!G9YN-,JOV M-/$NQN@VNC@\?VZ#>.C^3QCM3[S 6;6]MQ"A4*30&8+<_M)R#W>2OWH:]=CM$-)48@Z^=&K3;=LE@CP@( ]X(1=.74OW//*(A5H9%7\F M31 G96D;$Q2"?$} ON>%O()[_V(*RAM9&SWXPY\0O7@$UZT+]+=032A!K& MLG$1#CR&(_7"[)=3J9RXD3J&{@M(W[BV+PR8CO+*E%DL9S'Q,*OVHN+$^VC] M[B7Y;&WUH+3&E)18ILQFN=B BZUF)=(R[}>GE$VF[#]J M:Q7:@[:/*VP013_O*>4#:9,NMD$6QYM[:Z N?_$)_^:V+BC DHB4R9+;*E M$6QK+%QIB41;,'HE\M@9Q+;_U'RMEC2FS K[&\YY; [\4E M.+%82PI*0L MDC!,9-C$@YB45!)FJ=!*[A6DE%029JG\ZN3!.%)"2793GSS)&=66A DM M!)S%.XQ)N27AKE$&]#SXR"G9),RR(3W'R:A$),RF^>U$X8DS*0AFSA08Q-QO=]? (2C-!FE(4R]BJ(*M9Z,SIEH8S9 M0C1F@3$!"V7,%(Q]_$D)V6AG-E"-.8!Q)0LE+.O$* J]#V,25DH9U\C0&#V M9[8I"^7LJP0H3)PAY92%4A0IF"]&8V.D%9.&"O19Z MF=S[69WC\<*"DD_!+)^! (INW]?%Q_%PIJMF M-X[)CY3J>E>.,;WK^G(Z7]ETP[$=S\MAF_IV =YN2]+E,J?A=D;S_'0[<_'Z MV9?_F=AM-OMU^=FM?Q_+.;?S'X/2G&]KKI2Q6;RVP[.JR9]*ZG.[H5- FC1WD$*0SA]D$&3S!SD$^?Q! 4$Q?U"&H#Q_T#T$W<\?] !! M#_,'/4+0X_Q!LD09EP1)$ZP)M!;D6@B\%@1;"_06)%L(S!9$6PC4%F1;"-P6 MA%L(Y!:D6PCL%L1;"/16U%L)]%;46PGTULG- H'>BGHK@=Z*>BN!WHIZ*X'> MBGHK@=Z*>BN!WHIZ*X'>BGHK@=Z&>AN!WH9Z&X'>AGH;@=XVV2PAT-M0;R/0 MVU!O(}#;4&\CT-M0;R/0VU!O(}#;4&\CT-M1;R?0VU%O)]#;46\GT-M1;R? 0 MV#>,W01Z.^KM!'H[ZNT$>CO[!01Z.^KM!'H[ZNT$>@2]'01Z!^H=!'H'ZAT$ M>@2]'01Z!^H=!'K'Y&@>!WH%Z!X'>@7H'@=Z!>@>!WAGUS@1Z9]0[M$^B=4>],H'=&O3.!WAGUSM^!=QT_#Z5>>[[6^/SOI'H\WUNNC[\LOTY.WMX+ MSNFVHC[_!5!+_P04_" "OF899P(AM=.D! ^>)0 $P %M#;VYT96YT M7U1Y<&5S72YX;6S-VEU/PC 4!N"_0C9K6.G7_(APH]ZJ%_Z!NAUD85N;MB#\ M>[L!)AHE&DQ\,UB@[7G/>1+GBNNGK:,PVK1-%Z,9(D9WQ5@H%]2:D%M'75J9 M6]^.F+[Z%^9,N30OQ,1D4K#2=I&Z.(Y]C6QV? 4MSLVKBZ&Z3?@ZU[:.9IR9D MHYO=QCYKFAGGFKHT;.VS=5=]2AGO$_)T^#]B?>UB3 MJW5%HT?CX[UITRZV:5B(VX9"?KS$%SW:^;PNJ,+EJDU\N \F2HLB&+;Y+NB M9\>38[IAVGWRD_.'L<"T\Y';UU($_/T^[C#2/K38Y<*D8_U\5=\3TRE3WX_ MZJ=-4?7#[']2]K8OAWD$-CQ.O^./,WZO_\L^!$@2$J0/!=*'!NFC .GC'*2/ M"Y_^+D'ZX! 41E!$Y2BD&UL4$L! A0#% @ KIF&68+B(9!-!@ N2, !@ M ("!#@@ 'AL+W=O&PO=V]R.W-H965T&UL M4$L! A0#% @ KIF&6?5PQVW>!P HRX !@ ("!=!H M 'AL+W=O&PO=V]R.W-H965T&UL4$L! A0#% @ KYF& M6319^+,<"0 7RD !@ ("!DD 'AL+W=O1) !X,"]W;W)K&UL4$L! A0#% @ KYF&6<2OL&&%!0 WPX !D M ("!?%H 'AL+W=O&PO M=V]R.W-H965T&UL4$L! A0#% @ KYF&63,&M8H-!0 #@T !D ("! MT&D 'AL+W=O&PO=V]R.W-H965T&UL4$L! A0#% M @ KYF&62$$A(/@$0 [C4 !D ("!&PO=V]R.W-H965T&UL4$L! A0#% @ KYF&6,[WY_>K P CPD !D M ("!JK8 'AL+W=O&PO=V]R M:W-H965T&UL M4$L! A0#% @ KYF&6?1OIL2/! 0P !D ("!C<(M 'AL+W=O&PO=V]R.W-H965T&UL4$L! A0#% @ KMYF&6<"H5TJ!! E@L_!D ("!M=$ 'AL+W=O&PO=V]R.W-H965TO9 !X,"]W M,W)K&UL4$L! A0#% @ KYF&6=$;27IQ! MY P !D ("!_X 'AL+W=O&PO=V]R.W-H965T&UL4$L! A0#% @ KYF&61%,EP_O @ T 'AL+W=O&PO=V]R.W-H M965T&UL4$L! M A0#% @ KYF&694><%I[@__04 !D ("!?D 'AL M+W=O&PO=V]R.W-H965T&UL4$L! A0#% @ KYF& M6:?QC3RW @ "@@ !D ("!S@&L! 'AL+W=O&PO=V]R.W-H965TP1 0!X;"]W;W)K M&UL4$L! A0#% @ KYF&62YXDQ=A P 0@T M !D ("!KA0! 'AL+W=O&PO=V]R.W-H965T&UL4$L! A0#% @ KYF&6;(%DD;M @ +@@ !D M ("!4QX! 'AL+W=O&PO=V]R.W-H965T M&UL4$L! A0# M% @ KYF&62NWF%\ P "A0 !D ("!K"&PO=V]R.W-H965T&UL4$L! A0#% @ KYF&60'C M,Q!7! %1P !D ("!_3,! 'AL+W=O&PO=V]R.W-H965T&UL4$L! A0#% @ KYF&6,HT>*:P @ $0< !D M ("!_CX! 'AL+W=O&PO M=V]R.W-H965T&UL4$L! A0#% @ KYF&6>'.8*EV!P]#4 !D ("! MJDX! 'AL+W=O&PO=V]R.W-H965T&UL4$L! A0#% M @ KYF&625U^LOV! .QX !D ("!R5X! 'AL+W=O&PO=V]R.W-H965T&UL4$L! A0#% @ KYF&68E! _" M!@ ECL !D ("!:7(! 'AL+W=O0$ >&PO&PO7W)E;'.O=V]R.V)O;VLN>&UL+G)E;'02P$"% ,4 " "OF899 MP(AM=.D! ^)0 $P @ $(A0$ 6T-O;G1E;G1?5'EP97-= .:+GAM,%!+!08 2 !(*\3 BAP$_! end XML 78 Show.js IDEA: XBRL DOCUMENT // Edgar(tm) Renderer was created by staff of the U.S. Securities and Exchange Commission. Data and content created by government employees within the scope of their employment are not subject to domestic copyright protection. 17 U.S.C. 105. var Show= {};Show.LastAR=null,Show.showAR=function(a,r,w){if(Show.LastAR)Show.hideAR();var e=a;while(e&&e.nodeName!='TABLE')e=e.nextSibling;if(!e||e.nodeName!='TABLE'){var ref= ((window)?w.document:document).getElementById(r);if(ref){e=ref.cloneNode(!0); e.removeAttribute('id');a.parentNode.appendChild(e)}} if(e)e.style.display='block';Show.LastAR=e},Show.hideAR=function(){Show.LastAR.style.display='none'};Show.toggleNext=function(a){var e=a;while(e.nodeName!='DIV')e=e.nextSibling;if(!e.style){}else if(!e.style.display){}else{var d,p ;if(e.style.display=='none'){d='block';p='-'}else{d='none';p='+'} e.style.display=d;if(a.textContent){a.textContent=p+a.textContent.substring(1)}else{a.innerText=p+a.innerText.substring(1)}} } XML 79 report.css IDEA: XBRL DOCUMENT /* Updated 2009-11-04 */ /* v2.2.0.24 */ /* DefRef Styles */ .report table.authRefData{ background-color: #def; border: 2px solid #2F4497; font-size: 1em; position: absolute; } .report table.authRefData a{ display: block; font-weight: bold; } .report table.authRefData p{ margin-top: 0px; } .report table.authRefData .hide{ background-color: #2F4497; padding: 1px 3px 0px 0px; text-align: right; } .report table.authRefData .hide a:hover{ background-color: #2F4497; } .report table.authRefData .body{ height: 150px; overflow: auto; width: 400px; } .report table.authRefData table{ font-size: 1em; } /* Report Styles */ .pl a, .pl a:visited{ color: black; text-decoration: none; } /* table */ .report{ background-color: white; border: 2px solid #acf; clear: both; color: black; font: normal 8pt Helvetica, Arial, san-serif; margin-bottom: 2em; } .report hr{ border: 1px solid #acf; } /* Top labels */ .report th{ background-color: #acf; color: black; font-weight: bold; text-align: center; } .report th.void{ background-color: transparent; color: #000000; font: bold 10pt Helvetica, Arial, san-serif; text-align: left; } .report .pl{ text-align: left; vertical-align: top; white-space: normal; width: 200px; white-space: normal; /* word-wrap: break-word; */ } .report td.pl a.a{ cursor: pointer; display: block; width: 200px; overflow: hidden; } .report td.pl div.a{ width: 200px; } .report td.pl a:hover{ background-color: #ffc; } /* Header rows... */ .report tr.rh{ background-color: #acf; color: black; font-weight: bold; } /* Calendars... */ .report .rc{ background-color: #f0f0f0; } /* Even rows... */ .report .re, .report .reu{ background-color: #def; } .report .reu td{ border-bottom: 1px solid black; } /* Odd rows... */ .report .ro, .report .rou{ background-color: white; } .report .rou td{ border-bottom: 1px solid black; } .report .rou table td, .report .reu table td{ border-bottom: 0px solid black; } /* styles for footnote marker */ .report .fn{ white-space: nowrap; } /* styles for numeric types */ .report .num, .report .nump{ text-align: right; white-space: nowrap; } .report .nump{ padding-left: 2em; } .report .num{ padding: 0px 0.4em 0px 2em; } /* styles for text types */ .report .text{ text-align: left; white-space: normal; } .report .text .big{ margin-bottom: 1em; width: 17em; } .report .text .more{ display: none; } .report .text .note{ font-style: italic; font-weight: bold; } .report .text .small{ width: 10em; } .report sup{ font-style: italic; } .report .outerFootnotes{ font-size: 1em; } XML 81 FilingSummary.xml IDEA: XBRL DOCUMENT 3.24.3 html3393161false680false5 falsefalseR1.htm0000001 - Document - CoverSheethttp://uipath.com/role/CoverCoverCover1 falsefalseR2.htm9952151 - Statement - Condensed Consolidated Balance SheetsSheethttp://uipath.com/role/CondensedConsolidatedBalanceSheetsCondensed Consolidated Balance SheetsStatements2 falsefalseR3.htm9952152 - Statement - Condensed Consolidated Balance Sheets (Parenthetical)Sheethttp://uipath.com/role/CondensedConsolidatedBalanceSheetsParentheticalCondensed Consolidated Balance Sheets (Parenthetical)Statements3 falsefalseR4.htm9952153 - Statement - Condensed Consolidated Statements of OperationsSheethttp://uipath.com/role/CondensedConsolidatedStatementsofOperationsCondensed Consolidated Statements of OperationsStatements4 falsefalseR5.htm9952154 - Statement - Condensed Consolidated Statements of Comprehensive LossSheethttp://uipath.com/role/CondensedConsolidatedStatementsofComprehensiveLossCondensed Consolidated Statements of Comprehensive LossStatements5 falsefalseR6.htm9952155 - Statement - Condensed Consolidated Statements of Stockholders' EquitySheethttp://uipath.com/role/CondensedConsolidatedStatementsofStockholdersEquityCondensed Consolidated Statements of Stockholders' EquityStatements6 falsefalseR7.htm9952156 - Statement - Condensed Consolidated Statements of Cash FlowsSheethttp://uipath.com/role/CondensedConsolidatedStatementsofCashFlowsCondensed Consolidated Statements of Cash FlowsStatements7 falsefalseR8.htm9952157 - Disclosure - Organization and Description of BusinessSheethttp://uipath.com/role/OrganizationandDescriptionofBusinessOrganization and Description of BusinessNotes8 falsefalseR9.htm9952158 - Disclosure - Summary of Significant Accounting PoliciesSheethttp://uipath.com/role/SummaryofSignificantAccountingPoliciesSummary of Significant Accounting PoliciesNotes9 falsefalseR10.htm9952159 - Disclosure - Revenue RecognitionSheethttp://uipath.com/role/RevenueRecognitionRevenue RecognitionNotes10 falsefalseR11.htm9952160 - Disclosure - Marketable SecuritiesSheethttp://uipath.com/role/MarketableSecuritiesMarketable SecuritiesNotes11 falsefalseR12.htm9952161 - Disclosure - Fair Value MeasurementSheethttp://uipath.com/role/FairValueMeasurementFair Value MeasurementNotes12 falsefalseR13.htm9952162 - Disclosure - Intangible Assets and GoodwillSheethttp://uipath.com/role/IntangibleAssetsandGoodwillIntangible Assets and GoodwillNotes13 falsefalseR14.htm9952163 - Disclosure - Operating LeasesSheethttp://uipath.com/role/OperatingLeasesOperating LeasesNotes14 falsefalseR15.htm9952164 - Disclosure - Condensed Consolidated Balance Sheet ComponentsSheethttp://uipath.com/role/CondensedConsolidatedBalanceSheetComponentsCondensed Consolidated Balance Sheet ComponentsNotes15 falsefalseR16.htm9952165 - Disclosure - Commitments and ContingenciesSheethttp://uipath.com/role/CommitmentsandContingenciesCommitments and ContingenciesNotes16 falsefalseR17.htm9952166 - Disclosure - Stockholders' EquitySheethttp://uipath.com/role/StockholdersEquityStockholders' EquityNotes17 falsefalseR18.htm9952167 - Disclosure - Equity Incentive Plans and Stock-Based CompensationSheethttp://uipath.com/role/EquityIncentivePlansandStockBasedCompensationEquity Incentive Plans and Stock-Based CompensationNotes18 falsefalseR19.htm9952168 - Disclosure - Income TaxesSheethttp://uipath.com/role/IncomeTaxesIncome TaxesNotes19 falsefalseR20.htm9952169 - Disclosure - Net Loss Per ShareSheethttp://uipath.com/role/NetLossPerShareNet Loss Per ShareNotes20 falsefalseR21.htm9955511 - Disclosure - Summary of Significant Accounting Policies (Policies)Sheethttp://uipath.com/role/SummaryofSignificantAccountingPoliciesPoliciesSummary of Significant Accounting Policies (Policies)Policieshttp://uipath.com/role/SummaryofSignificantAccountingPolicies21 falsefalseR22.htm9955512 - Disclosure - Revenue Recognition (Tables)Sheethttp://uipath.com/role/RevenueRecognitionTablesRevenue Recognition (Tables)Tableshttp://uipath.com/role/RevenueRecognition22 falsefalseR23.htm9955513 - Disclosure - Marketable Securities (Tables)Sheethttp://uipath.com/role/MarketableSecuritiesTablesMarketable Securities (Tables)Tableshttp://uipath.com/role/MarketableSecurities23 falsefalseR24.htm9955514 - Disclosure - Fair Value Measurement (Tables)Sheethttp://uipath.com/role/FairValueMeasurementTablesFair Value Measurement (Tables)Tableshttp://uipath.com/role/FairValueMeasurement24 falsefalseR25.htm9955515 - Disclosure - Intangible Assets and Goodwill (Tables)Sheethttp://uipath.com/role/IntangibleAssetsandGoodwillTablesIntangible Assets and Goodwill (Tables)Tableshttp://uipath.com/role/IntangibleAssetsandGoodwill25 falsefalseR26.htm9955516 - Disclosure - Operating Leases (Tables)Sheethttp://uipath.com/role/OperatingLeasesTablesOperating Leases (Tables)Tableshttp://uipath.com/role/OperatingLeases26 falsefalseR27.htm9955517 - Disclosure - Condensed Consolidated Balance Sheet Components (Tables)Sheethttp://uipath.com/role/CondensedConsolidatedBalanceSheetComponentsTablesCondensed Consolidated Balance Sheet Components (Tables)Tableshttp://uipath.com/role/CondensedConsolidatedBalanceSheetComponents27 falsefalseR28.htm9955518 - Disclosure - Commitments and Contingencies (Tables)Sheethttp://uipath.com/role/CommitmentsandContingenciesTablesCommitments and Contingencies (Tables)Tableshttp://uipath.com/role/CommitmentsandContingencies28 falsefalseR29.htm9955519 - Disclosure - Stockholders' Equity (Tables)Sheethttp://uipath.com/role/StockholdersEquityTablesStockholders' Equity (Tables)Tableshttp://uipath.com/role/StockholdersEquity29 falsefalseR30.htm9955520 - 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Assets, Net (Details)Sheethttp://uipath.com/role/IntangibleAssetsandGoodwillSummaryofIntangibleAssetsNetDetailsIntangible Assets and Goodwill - Summary of Intangible Assets, Net (Details)Details39 falsefalseR40.htm9955530 - Disclosure - Intangible Assets and Goodwill - Additional Information (Details)Sheethttp://uipath.com/role/IntangibleAssetsandGoodwillAdditionalInformationDetailsIntangible Assets and Goodwill - Additional Information (Details)Details40 falsefalseR41.htm9955531 - Disclosure - Intangible Assets and Goodwill - Summary of Expected Future Amortization Expenses Related to Intangible Assets (Details)Sheethttp://uipath.com/role/IntangibleAssetsandGoodwillSummaryofExpectedFutureAmortizationExpensesRelatedtoIntangibleAssetsDetailsIntangible Assets and Goodwill - Summary of Expected Future Amortization Expenses Related to Intangible Assets (Details)Details41 falsefalseR42.htm9955532 - Disclosure - Intangible Assets and Goodwill - Summary of Changes in Carrying Amounts of Goodwill (Details)Sheethttp://uipath.com/role/IntangibleAssetsandGoodwillSummaryofChangesinCarryingAmountsofGoodwillDetailsIntangible Assets and Goodwill - 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Additional Information (Details)Details56 falsefalseR57.htm9955547 - Disclosure - Stockholders' Equity - Summary of Changes In Components of Accumulated Other Comprehensive Income (Details)Sheethttp://uipath.com/role/StockholdersEquitySummaryofChangesInComponentsofAccumulatedOtherComprehensiveIncomeDetailsStockholders' Equity - Summary of Changes In Components of Accumulated Other Comprehensive Income (Details)Details57 falsefalseR58.htm9955548 - Disclosure - Equity Incentive Plans and Stock-Based Compensation - Additional Information (Details)Sheethttp://uipath.com/role/EquityIncentivePlansandStockBasedCompensationAdditionalInformationDetailsEquity Incentive Plans and Stock-Based Compensation - Additional Information (Details)Details58 falsefalseR59.htm9955549 - Disclosure - Equity Incentive Plans and Stock-Based Compensation - Summary of Stock Option Activity (Details)Sheethttp://uipath.com/role/EquityIncentivePlansandStockBasedCompensationSummaryofStockOptionActivityDetailsEquity Incentive Plans and Stock-Based Compensation - Summary of Stock Option Activity (Details)Details59 falsefalseR60.htm9955550 - Disclosure - Equity Incentive Plans and Stock-Based Compensation - Summary of Restricted Stock Unit Activity (Details)Sheethttp://uipath.com/role/EquityIncentivePlansandStockBasedCompensationSummaryofRestrictedStockUnitActivityDetailsEquity Incentive Plans and Stock-Based Compensation - Summary of Restricted Stock Unit Activity (Details)Details60 falsefalseR61.htm9955551 - Disclosure - Equity Incentive Plans and Stock-based Compensation - Summary of Stock-Based Compensation Expense in Condensed Consolidated Statements of Operations (Details)Sheethttp://uipath.com/role/EquityIncentivePlansandStockbasedCompensationSummaryofStockBasedCompensationExpenseinCondensedConsolidatedStatementsofOperationsDetailsEquiIncentive Plans and Stock-based Compensation - Summary of Stock-Based Compensation Expense in Condensed Consolidated Statements of Operations (Details)Details61 falsefalseR62.htm9955552 - Disclosure - Income Taxes (Details)Sheethttp://uipath.com/role/IncomeTaxesDetailsIncome Taxes (Details)Detailshttp://uipath.com/role/IncomeTaxes62 falsefalseR63.htm9955553 - 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Excludes amount for disposal group and discontinued operations. Cash includes, but is not limited to, currency on hand, demand deposits with banks or financial institutions, and other accounts with general characteristics of demand deposits. 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Cash includes, but is not limited to, currency on hand, demand deposits with banks or financial institutions, and other accounts with general characteristics of demand deposits. 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Cash includes, but is not limited to, currency on hand, demand deposits with banks or financial institutions, and other accounts with general characteristics of demand deposits. 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Where multiple classes or units exist define each class/interest by adding class of stock items such as Common Class A [Member], Common Class B [Member] or Partnership Interest [Member] onto the Instrument [Domain] of the Entity Listings, Instrument." } } }, "auth_ref": [] }, "dei_EntityCurrentReportingStatus": { "xbrltype": "yesNoItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityCurrentReportingStatus", "presentation": ["http://uipath.com/role/Cover"], "lang": { "en-us": { "role": { "terseLabel": "Entity Current Reporting Status", "label": "Entity Current Reporting Status", "documentation": "Indicate 'Yes' or 'No' whether registrants (1) have filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that registrants were required to file such reports), and (2) have been subject to such filing requirements for the past 90 days. This information should be based on the registrant's current or most recent filing containing the related disclosure." } } }, "auth_ref": [] }, "dei_EntityEmergingGrowthCompany": { "xbrltype": "booleanItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityEmergingGrowthCompany", "presentation": ["http://uipath.com/role/Cover"], "lang": { "en-us": { "role": { "terseLabel": "Entity Emerging Growth Company", "label": "Entity Emerging Growth Company", "documentation": "Indicate if registrant meets the emerging growth company criteria." } } }, "auth_ref": ["r834"] }, "dei_EntityFileNumber": { "xbrltype": "fileNumberItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityFileNumber", "presentation": ["http://uipath.com/role/Cover"], "lang": { "en-us": { "role": { "terseLabel": "Entity File Number", "label": "Entity File Number", "documentation": "Commission file number. The field allows up to 17 characters. 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This information should be based on the registrant's current or most recent filing containing the related disclosure." } } }, "auth_ref": ["r834"] }, "dei_EntityIncorporationStateCountryCode": { "xbrltype": "edgarStateCountryItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityIncorporationStateCountryCode", "presentation": ["http://uipath.com/role/Cover"], "lang": { "en-us": { "role": { "terseLabel": "Entity Incorporation, State or Country Code", "label": "Entity Incorporation, State or Country Code", "documentation": "Two-character EDGAR code representing the state or country of incorporation." } } }, "auth_ref": [] }, "dei_EntityInteractiveDataCurrent": { "xbrltype": "yesNoItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityInteractiveDataCurrent", "presentation": ["http://uipath.com/role/Cover"], "lang": { "en-us": { "role": { "terseLabel": "Entity Interactive Data Current", "label": "Entity Interactive Data Current", "documentation": "Boolean flag that is true when the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit such files)." } } }, "auth_ref": ["r838"] }, "dei_EntityRegistrantName": { "xbrltype": "normalizedStringItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityRegistrantName", "presentation": ["http://uipath.com/role/Cover"], "lang": { "en-us": { "role": { "terseLabel": "Entity Registrant Name", "label": "Entity Registrant Name", "documentation": "The exact name of the entity filing the report as specified in its charter, which is required by forms filed with the SEC." } } }, "auth_ref": ["r834"] }, "dei_EntityShellCompany": { "xbrltype": "booleanItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityShellCompany", "presentation": ["http://uipath.com/role/Cover"], "lang": { "en-us": { "role": { "terseLabel": "Entity Shell Company", "label": "Entity Shell Company", "documentation": "Boolean flag that is true when the registrant is a shell company as defined in Rule 12b-2 of the Exchange Act." } } }, "auth_ref": ["r834"] }, "dei_EntitySmallBusiness": { "xbrltype": "booleanItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntitySmallBusiness", "presentation": ["http://uipath.com/role/Cover"], "lang": { "en-us": { "role": { "terseLabel": "Entity Small Business", "label": "Entity Small Business", "documentation": "Indicates that the company is a Smaller Reporting Company (SRC)." } } }, "auth_ref": ["r834"] }, "dei_EntityTaxIdentificationNumber": { "xbrltype": "employerIdItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "EntityTaxIdentificationNumber", "presentation": ["http://uipath.com/role/Cover"], "lang": { "en-us": { "role": { "terseLabel": "Entity Tax Identification Number", "label": "Entity Tax Identification Number", "documentation": "The Tax Identification Number (TIN), also known as an Employer Identification

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Excludes interim and annual periods when interim periods are reported from current statement of financial position date (rolling approach)." } } }, "auth_ref": ["r530"] }, "us-gaap_LesseeOperatingLeaseLiabilityPaymentsDueYearTwo": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LesseeOperatingLeaseLiabilityPaymentsDueYearTwo", "crdr": "credit", "calculation": { "http://uipath.com/role/OperatingLeasesSummaryofFutureUndiscountedLeasePaymentsforOperatingLeaseLiabilitiesDetails": { "parentTag": "us-gaap_LesseeOperatingLeaseLiabilityPaymentsDue", "weight": 1.0, "order": 3.0 } }, "presentation": ["http://uipath.com/role/OperatingLeasesSummaryofFutureUndiscountedLeasePaymentsforOperatingLeaseLiabilitiesDetails"], "lang": { "en-us": { "role": { "terseLabel": "2027", "label": "Lessee, Operating Lease, Liability, to be Paid, Year Two", "documentation": "Amount of lessee's undiscounted obligation for lease payment for operating lease to be paid in second fiscal year following current fiscal year. Excludes interim and annual periods when interim periods are reported from current statement of financial position date (rolling approach)." } } }, "auth_ref": ["r530"] }, "us-gaap_LesseeOperatingLeaseLiabilityPaymentsRemainderOfFiscalYear": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LesseeOperatingLeaseLiabilityPaymentsRemainderOfFiscalYear", "crdr": "credit", "calculation": { "http://uipath.com/role/OperatingLeasesSummaryofFutureUndiscountedLeasePaymentsforOperatingLeaseLiabilitiesDetails": { "parentTag": "us-gaap_LesseeOperatingLeaseLiabilityPaymentsDue", "weight": 1.0, "order": 1.0 } }, "presentation": ["http://uipath.com/role/OperatingLeasesSummaryofFutureUndiscountedLeasePaymentsforOperatingLeaseLiabilitiesDetails"], "lang": { "en-us": { "role": { "terseLabel": "Remainder of year ending January 31, 2025", "label": "Lessee, Operating Lease, Liability, to be Paid, Remainder of Fiscal Year", "documentation": "Amount of lessee's undiscounted obligation for lease payment for operating lease having initial or remaining lease term in excess of one year to be paid in remainder of current fiscal year." } } }, "auth_ref": ["r996"] }, "us-gaap_LesseeOperatingLeaseLiabilityUndiscountedExcessAmount": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LesseeOperatingLeaseLiabilityUndiscountedExcessAmount", "crdr": "credit", "calculation": { "http://uipath.com/role/OperatingLeasesSummaryofFutureUndiscountedLeasePaymentsforOperatingLeaseLiabilitiesDetails_1": { "parentTag": "us-gaap_LesseeOperatingLeaseLiabilityPaymentsDue", "weight": 1.0, "order": 2.0 } }, "presentation": ["http://uipath.com/role/OperatingLeasesSummaryofFutureUndiscountedLeasePaymentsforOperatingLeaseLiabilitiesDetails"], "lang": { "en-us": { "role": { "negatedLabel": "Less: imputed interest", "label": "Lessee, Operating Lease, Liability, Undiscounted Excess Amount", "documentation": "Amount of lessee's undiscounted obligation for lease payments in excess of discounted obligation for lease payments for operating lease." } } }, "auth_ref": ["r530"] }, "us-gaap_LesseeOperatingLeaseRemainingLeaseTerm": { "xbrltype": "durationItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LesseeOperatingLeaseRemainingLeaseTerm", "presentation": ["http://uipath.com/role/OperatingLeasesAdditionalInformationDetails"], "lang": { "en-us": { "role": { "terseLabel": "Operating lease remaining lease terms", "label": "Lessee, Operating Lease, Remaining Lease Term", "documentation": "Remaining lease term of operating lease, in 'PnYnMnDTnHnMnS' format, for example, 'P1Y5M13D' represents reported fact of one year, five months, and thirteen days." } } }, "auth_ref": ["r532", "r993"] }, "us-gaap_LesseeOperatingLeasesTextBlock": { "xbrltype": "textBlockItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LesseeOperatingLeasesTextBlock", "presentation": ["http://uipath.com/role/OperatingLeases"], "lang": { "en-us": { "role": { "terseLabel": "Operating Leases", "label": "Lessee, Operating Leases [Text Block]", "documentation": "The entire disclosure for operating leases of lessee. Includes, but is not limited to, description of operating lease and maturity analysis of operating lease liability." } } }, "auth_ref": ["r514"] }, "us-gaap_LettersOfCreditOutstandingAmount": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LettersOfCreditOutstandingAmount", "crdr": "credit", "presentation": ["http://uipath.com/role/CommitmentsandContingenciesAdditionalInformationDetails"], "lang": { "en-us": { "role": { "terseLabel": "Letters of credit outstanding", "label": "Letters of Credit Outstanding, Amount", "documentation": "The total amount of the contingent obligation under letters of credit outstanding as of the reporting date." } } }, "auth_ref": [] }, "us-gaap_Liabilities": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "Liabilities", "crdr": "credit", "calculation": { "http://uipath.com/role/CondensedConsolidatedBalanceSheets": { "parentTag": "us-gaap_LiabilitiesAndStockholdersEquity", "weight": 1.0, "order": 1.0 } }, "presentation": ["http://uipath.com/role/CondensedConsolidatedBalanceSheets"], "lang": { "en-us": { "role": { "totalLabel": "Total liabilities", "label": "Liabilities", "documentation": "Amount of liability recognized for present obligation requiring transfer or otherwise providing economic benefit to others." } } }, "auth_ref": ["r13", "r58", "r59", "r60", "r61", "r62", "r63", "r64", "r205", "r286", "r338", "r339", "r340", "r341", "r342", "r343", "r344", "r345", "r346", "r464", "r465", "r466", "r500", "r683", "r766", "r832", "r942", "r1000", "r1001"] }, "us-gaap_LiabilitiesAndStockholdersEquity": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LiabilitiesAndStockholdersEquity", "crdr": "credit", "calculation": { "http://uipath.com/role/CondensedConsolidatedBalanceSheets": { "parentTag": null, "weight": null, "order": null, "root": true } }, "presentation": ["http://uipath.com/role/CondensedConsolidatedBalanceSheets"], "lang": { "en-us": { "role": { "totalLabel": "Total liabilities and stockholders\u2019 equity", "label": "Liabilities and Equity", "documentation": "Amount of liabilities and equity items, including the portion of equity attributable to noncontrolling interests, if any." } } }, "auth_ref": ["r72", "r112", "r619", "r807", "r875", "r906", "r989"] }, "us-gaap_LiabilitiesAndStockholdersEquityAbstract": { "xbrltype": "stringItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LiabilitiesAndStockholdersEquityAbstract", "presentation": ["http://uipath.com/role/CondensedConsolidatedBalanceSheets"], "lang": { "en-us": { "role": { "terseLabel": "LIABILITIES AND STOCKHOLDERS' EQUITY", "label": "Liabilities and Equity [Abstract]" } } }, "auth_ref": [] }, "us-gaap_LiabilitiesCurrent": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LiabilitiesCurrent", "crdr": "credit", "calculation": { "http://uipath.com/role/CondensedConsolidatedBalanceSheets": { "parentTag": "us-gaap_Liabilities", "weight": 1.0, "order": 1.0 } }, "presentation": ["http://uipath.com/role/CondensedConsolidatedBalanceSheets"], "lang": { "en-us": { "role": { "totalLabel": "Total current liabilities", "label": "Liabilities, Current", "documentation": "Total obligations incurred as part of normal operations that are expected to be paid during the following twelve months or within one business cycle, if longer." } } }, "auth_ref": ["r60", "r164", "r205", "r286", "r338", "r339", "r340", "r341", "r342", "r343", "r344", "r345", "r346", "r464", "r465", "r466", "r500", "r807", "r942", "r1000", "r1001"] }, "us-gaap_LiabilitiesCurrentAbstract": { "xbrltype": "stringItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LiabilitiesCurrentAbstract", "presentation": ["http://uipath.com/role/CondensedConsolidatedBalanceSheets"], "lang": { "en-us": { "role": { "terseLabel": "Current liabilities", "label": "Liabilities, Current [Abstract]" } } }, "auth_ref": [] }, "us-gaap_LicenseMember": { "xbrltype": "domainItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LicenseMember", "presentation": ["http://uipath.com/role/CondensedConsolidatedStatementsofOperations"], "lang": { "en-us": { "role": { "terseLabel": "Licenses", "label": "License [Member]", "documentation": "Right to use intangible asset. Intangible asset includes, but is not limited to, patent, copyright, technology, manufacturing process, software or trademark." } } }, "auth_ref": ["r948"] }, "path_LitigationMattersMember": { "xbrltype": "domainItemType", "nsuri": "http://uipath.com/20241031", "localname": "LitigationMattersMember", "presentation": ["http://uipath.com/role/CommitmentsandContingenciesAdditionalInformationDetails"], "lang": { "en-us": { "role": { "terseLabel": "Litigation Matters", "label": "Litigation Matters [Member]", "documentation": "Litigation Matters" } } }, "auth_ref": [] }, "dei_LocalPhoneNumber": { "xbrltype": "normalizedStringItemType", "nsuri": "http://xbrl.sec.gov/dei/2024", "localname": "LocalPhoneNumber", "presentation": ["http://uipath.com/role/Cover"], "lang": { "en-us": { "role": { "terseLabel": "Local Phone Number", "label": "Local Phone Number", "documentation": "Local phone number for entity." } } }, "auth_ref": [] }, "us-gaap_LongTermPurchaseCommitmentTextBlock": { "xbrltype": "textBlockItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LongTermPurchaseCommitmentTextBlock", "presentation": ["http://uipath.com/role/CommitmentsandContingenciesTables"], "lang": { "en-us": { "role": { "terseLabel": "Schedule of Non-Cancelable Purchase Obligations", "label": "Long-Term Purchase Commitment [Table Text Block]", "documentation": "Tabular disclosure of key provisions of an arrangement under which the entity has agreed to purchase goods or services over a period of time greater than one year or the normal operating cycle, if longer, including the item for which expenditures will be made, minimum quantities, milestones, time period and committed amount." } } }, "auth_ref": [] }, "us-gaap_LossContingenciesByNatureOfContingencyAxis": { "xbrltype": "stringItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LossContingenciesByNatureOfContingencyAxis", "presentation": ["http://uipath.com/role/CommitmentsandContingenciesAdditionalInformationDetails"], "lang": { "en-us": { "role": { "terseLabel": "Loss Contingency Nature [Axis]", "label": "Loss Contingency Nature [Axis]", "documentation": "Information by type of existing condition, situation, or set of circumstances involving uncertainty as to possible loss to an enterprise that will ultimately be resolved when one or more future events occur or fail to occur." } } }, "auth_ref": ["r331", "r332", "r333", "r336", "r429", "r649", "r774", "r938", "r939"] }, "us-gaap_LossContingencyAccrualAtCarryingValue": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LossContingencyAccrualAtCarryingValue", "crdr": "credit", "presentation": ["http://uipath.com/role/CommitmentsandContingenciesAdditionalInformationDetails"], "lang": { "en-us": { "role": { "terseLabel": "Loss contingency accrual", "label": "Loss Contingency Accrual", "documentation": "Amount of loss contingency liability." } } }, "auth_ref": ["r331", "r840"] }, "us-gaap_LossContingencyNatureDomain": { "xbrltype": "domainItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "LossContingencyNatureDomain", "presentation": ["http://uipath.com/role/CommitmentsandContingenciesAdditionalInformationDetails"], "lang": { "en-us": { "role": { "terseLabel": "Loss Contingency, Nature [Domain]", "label": "Loss Contingency, Nature [Domain]", "documentation": "An existing condition, situation, or set of circumstances involving uncertainty as to possible loss to an enterprise that will ultimately be resolved when one or more future events occur or fail to occur. Resolution of the uncertainty may confirm the incurrence of a loss or impairment of an asset or the incurrence of a liability." } } }, "auth_ref": ["r331", "r332", "r333", "r336", "r429", "r649", "r774", "r938", "r939"] }, "us-gaap_MarketableSecuritiesCurrent": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "MarketableSecuritiesCurrent", "crdr": "debit", "calculation": { "http://uipath.com/role/CondensedConsolidatedBalanceSheets": { "parentTag": "us-gaap_AssetsCurrent", "weight": 1.0, "order": 6.0 } }, "presentation": ["http://uipath.com/role/CondensedConsolidatedBalanceSheets"], "lang": { "en-us": { "role": { "terseLabel": "Marketable securities", "label": "Marketable Securities, Current", "documentation": "Amount of investment in marketable security, classified as current." } } }, "auth_ref": ["r861"] }, "us-gaap_MarketableSecuritiesNoncurrent": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": 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short-term money market instruments, for example, but not limited to, commercial paper, banker's acceptances, repurchase agreements, government securities, certificates of deposit, and other highly liquid securities." } } }, "auth_ref": ["r949"] }, "us-gaap_NetCashProvidedByUsedInFinancingActivities": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "NetCashProvidedByUsedInFinancingActivities", "crdr": "debit", "calculation": { "http://uipath.com/role/CondensedConsolidatedStatementsofCashFlows": { "parentTag": "us-gaap_CashCashEquivalentsRestrictedCashAndRestrictedCashEquivalentsPeriodIncreaseDecreaseIncludingExchangeRateEffect", "weight": 1.0, "order": 3.0 } }, "presentation": ["http://uipath.com/role/CondensedConsolidatedStatementsofCashFlows"], "lang": { "en-us": { "role": { "totalLabel": "Net cash used in financing activities", "label": "Net Cash Provided by (Used in) Financing Activities", "documentation": "Amount of cash inflow (outflow) from financing activities, including discontinued operations. Financing activity cash flows include obtaining resources from owners and providing them with a return on, and a return of, their investment; borrowing money and repaying amounts borrowed, or settling the obligation; and obtaining and paying for other resources obtained from creditors on long-term credit." } } }, "auth_ref": ["r198"] }, "us-gaap_NetCashProvidedByUsedInFinancingActivitiesAbstract": { "xbrltype": "stringItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "NetCashProvidedByUsedInFinancingActivitiesAbstract", "presentation": ["http://uipath.com/role/CondensedConsolidatedStatementsofCashFlows"], "lang": { "en-us": { "role": { "terseLabel": "Cash flows from financing activities", "label": "Net Cash Provided by (Used in) Financing Activities [Abstract]" } } }, "auth_ref": [] }, "us-gaap_NetCashProvidedByUsedInInvestingActivities": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "NetCashProvidedByUsedInInvestingActivities", "crdr": "debit", "calculation": { "http://uipath.com/role/CondensedConsolidatedStatementsofCashFlows": { "parentTag": "us-gaap_CashCashEquivalentsRestrictedCashAndRestrictedCashEquivalentsPeriodIncreaseDecreaseIncludingExchangeRateEffect", "weight": 1.0, "order": 2.0 } }, "presentation": ["http://uipath.com/role/CondensedConsolidatedStatementsofCashFlows"], "lang": { "en-us": { "role": { "totalLabel": "Net cash used in investing activities", "label": "Net Cash Provided by (Used in) Investing Activities", "documentation": "Amount of cash inflow (outflow) from investing activities, including discontinued operations. Investing activity cash flows include making and collecting loans and acquiring and disposing of debt or equity instruments and property, plant, and equipment and other productive assets." } } }, "auth_ref": ["r198"] }, "us-gaap_NetCashProvidedByUsedInInvestingActivitiesAbstract": { "xbrltype": "stringItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "NetCashProvidedByUsedInInvestingActivitiesAbstract", "presentation": ["http://uipath.com/role/CondensedConsolidatedStatementsofCashFlows"], "lang": { "en-us": { "role": { "terseLabel": "Cash flows from investing activities", "label": "Net Cash Provided by (Used in) Investing Activities [Abstract]" } } }, "auth_ref": [] }, "us-gaap_NetCashProvidedByUsedInOperatingActivities": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "NetCashProvidedByUsedInOperatingActivities", "calculation": { "http://uipath.com/role/CondensedConsolidatedStatementsofCashFlows": { "parentTag": "us-gaap_CashCashEquivalentsRestrictedCashAndRestrictedCashEquivalentsPeriodIncreaseDecreaseIncludingExchangeRateEffect", "weight": 1.0, "order": 1.0 } }, "presentation": ["http://uipath.com/role/CondensedConsolidatedStatementsofCashFlows"], "lang": { "en-us": { "role": { "totalLabel": "Net cash provided by operating activities", "label": "Net Cash Provided by (Used in) Operating Activities", "documentation": "Amount of cash inflow (outflow) from operating activities, including discontinued operations. Operating activity cash flows include transactions, adjustments, and changes in value not defined as investing or financing activities." } } }, "auth_ref": ["r87", "r88", "r89"] }, "us-

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Includes, but is not limited to, quantification of the expected or actual impact." } } }, "auth_ref": [] }, "us-gaap_NoncashContributionExpense": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "NoncashContributionExpense", "crdr": "debit", "calculation": { "http://uipath.com/role/CondensedConsolidatedStatementsofCashFlows": { "parentTag": "us-gaap_NetCashProvidedByUsedInOperatingActivities", "weight": 1.0, "order": 12.0 } }, "presentation": ["http://uipath.com/role/CondensedConsolidatedStatementsofCashFlows", "http://uipath.com/role/StockholdersEquityAdditionalInformationDetails"], "lang": { "en-us": { "role": { "terseLabel": "Charitable donation of Class A common stock", "verboseLabel": "Charitable contribution recorded as expense", "label": "Noncash Contribution Expense", "documentation": "Noncash charitable contributions made by the entity during the period." } } }, "auth_ref": ["r89"] }, "path_NumberOfBilateralTransferPricingNegotiations": { "xbrltype": "integerItemType", "nsuri": "http://uipath.com/20241031", "localname": "NumberOfBilateralTransferPricingNegotiations", "presentation": ["http://uipath.com/role/IncomeTaxesDetails"], "lang": { "en-us": { "role": { "terseLabel": "Number of bilateral transfer pricing negotiations", "label": "Number of Bilateral Transfer Pricing Negotiations", "documentation": "Number of Bilateral Transfer Pricing Negotiations" } } }, "auth_ref": [] }, "us-gaap_OperatingExpenses": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "OperatingExpenses", "crdr": "debit", "calculation": { "http://uipath.com/role/CondensedConsolidatedStatementsofOperations": { "parentTag": "us-gaap_OperatingIncomeLoss", "weight": 1.0, "order": 2.0 } }, "presentation": ["http://uipath.com/role/CondensedConsolidatedStatementsofOperations"], "lang": { "en-us": { "role": { "totalLabel": "Total operating expenses", "label": "Operating Expenses", "documentation": "Generally recurring costs associated with normal operations except for the portion of these expenses which can be clearly related to production and included in cost of sales or services. 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unrealized gain (loss) on investment in debt security measured at fair value with change in fair value recognized in other comprehensive income (available-for-sale) and unrealized gain (loss) on investment in debt security measured at amortized cost (held-to-maturity) from transfer to available-for-sale." } } }, "auth_ref": [ "r179", "r180", "r182", "r626" ] }, "us-gaap_OtherComprehensiveIncomeLossNetOfTaxPeriodIncreaseDecreaseAbstract": { "xbrltype": "stringItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "OtherComprehensiveIncomeLossNetOfTaxPeriodIncreaseDecreaseAbstract", "presentation": [ "http://uipath.com/role/CondensedConsolidatedStatementsofComprehensiveLoss" ], "lang": { "en-us": { "role": { "terseLabel": "Other comprehensive income (loss), net of tax.", "label": "Other Comprehensive Income (Loss), Net of Tax [Abstract]" } } }, "auth_ref": [] }, "us-gaap_OtherComprehensiveIncomeLossNetOfTaxPortionAttributableToParent": { "xbrltype": "monetaryItemType", "nsuri": 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Includes, but is not limited to, recorded and unrecorded purchase obligations, long-term purchase commitment, and short-term purchase commitment. Excludes interim and annual periods when interim periods are reported from current statement of financial position date (rolling approach)." } } }, "auth_ref": [] }, "us-gaap_PurchaseObligationDueInNextTwelveMonths": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "PurchaseObligationDueInNextTwelveMonths", "crdr": "credit", "calculation": { "http://uipath.com/role/CommitmentsandContingenciesScheduleofNonCancelablePurchaseObligationsDetails": { "parentTag": "us-gaap_PurchaseObligation", "weight": 1.0, "order": 2.0 } }, "presentation": ["http://uipath.com/role/CommitmentsandContingenciesScheduleofNonCancelablePurchaseObligationsDetails"], "lang": { "en-us": { "role": { "terseLabel": "2026", "label": "Purchase Obligation, to be Paid, Year One", "documentation": "Amount of purchase arrangement to be paid in next fiscal year following current fiscal year. 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Excludes interim and annual periods when interim periods are reported from current statement of financial position date (rolling approach)." } } }, "auth_ref": [] }, "us-gaap_PurchaseObligationDueInSecondYear": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "PurchaseObligationDueInSecondYear", "crdr": "credit", "calculation": { "http://uipath.com/role/CommitmentsandContingenciesScheduleofNonCancelablePurchaseObligationsDetails": { "parentTag": "us-gaap_PurchaseObligation", "weight": 1.0, "order": 3.0 } }, "presentation": ["http://uipath.com/role/CommitmentsandContingenciesScheduleofNonCancelablePurchaseObligationsDetails"], "lang": { "en-us": { "role": { "terseLabel": "2027", "label": "Purchase Obligation, to be Paid, Year Two", "documentation": "Amount of purchase arrangement to be paid in second fiscal year following current fiscal year. 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Includes, but is not limited to, recorded and unrecorded purchase obligations, long-term purchase commitment, and short-term purchase commitment. Excludes interim and annual periods when interim periods are reported from current statement of financial position date (rolling approach)." } } }, "auth_ref": [] }, "us-gaap_PurchaseObligationFutureMinimumPaymentsRemainderOfFiscalYear": { "xbrltype": "monetaryItemType", "nsuri": "http://fasb.org/us-gaap/2024", "localname": "PurchaseObligationFutureMinimumPaymentsRemainderOfFiscalYear", "crdr": "credit", "calculation": { "http://uipath.com/role/CommitmentsandContingenciesScheduleofNonCancelablePurchaseObligationsDetails": { "parentTag": "us-gaap_PurchaseObligation", "weight": 1.0, "order": 1.0 } }, "presentation": ["http://uipath.com/role/CommitmentsandContingenciesScheduleofNonCancelablePurchaseObligationsDetails"], "lang": { "en-us": { "role": { "terseLabel": "Remainder of year ending January 31, 2025", "label": "Purchase Obligation, to be Paid, Remainder of Fiscal Year", "documentation": "Amount of purchase arrangement to be paid in remainder of current fiscal year. 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under share-based payment arrangement to statement of income or comprehensive income and statement of financial position. Includes, but is not limited to, corresponding line item in financial
statement." } } }, "auth_ref": [ "r45" ] }, "us-gaap_ScheduleOfFairValueAssetsAndLiabilitiesMeasuredOnRecurringBasisTableTextBlock": { "xbrltype": "textBlockItemType", "nsuri":
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measured at fair value that are classified in stockholders' equity, if any, that are measured at fair value on a recurring basis. The disclosures contemplated herein include the fair value
measurements at the reporting date by the level within the fair value hierarchy in which the fair value measurements in their entirety fall, segregating fair value measurements using quoted
prices in active markets for identical assets (Level 1), significant other observable inputs (Level 2), and significant unobservable inputs (Level 3)." } } }, "auth_ref": [ "r982", "r983" ] }, "us-
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N"&@ 1 <&%T:"TR,#(T_3 3 ZYLH M=&WLO6MWXDBR+OQ]_PH=9LZ>ZK6$2S=T<55S%N5R]7AV5=ECNZ;WO%]F)5)B M_"4D6A?;S]_,U,"@P$C@812(O99IZ<,0DK%\T1D1&1DY,?_]SSQA$<<1F[@ M__H7^4SZBX!].W!<_^'7OPSN+JZN_O+_^O_U\?]TN__[Z?.K\#FPDPGV8^$B MQ"C&CO#DQF,A'F/AJR#\Z3XBX<9#\2@()}UN^K.+8#H+W8=Q+"B2HLTOFW\; MGMN2K6/'&G;UD=3K:L.1UD7DPJXC843^LBW9L<6'<]GA#6WHIX*[(`35D"EU MA],({ Z'FC/(1VKBB(ZYS:V 4G3AXXQ.#15)O>5+6MH*(ICT53;/;<<4S> MF;RW'YV[S[]VQC$\/7___NGIZ>QY&'IG0?CP7I%D],WK>ZZ/Z7MWLLNG*!XO M?I"X],\S.YB\IZ\F2ZH\O\Z- DV1C6WWELB]TROF/R /^OG&U?3K(8KP_/+G MR%VY^DF=?RN__]O7^_ L,9Z@KNM',?+MQ.^B,%[\.H2B(?L_^9 -?S'TYWCS M0%ZD\3X.D1)1D%%,:$__+G4EI2LK\YLX^&5\[81ML\>@L?WY(N5\]E!XL?A M,//%V9? +/]CTU@4JZ_TS!75^UR3]/B T77_9(4N5(=!'NF\AJ4]*SVM8K8R@*M?KLDRRYYF96+YR_WECCE7EQW?]QU M^A_'&#<GJCQ,<(X'^LHO_2-5'ZS,T8VCTKU\[,7Z.WS,ION__ MUW_]U\?8C3W-XT=1#LW,__M\#$9@/M\3B_$8?I/UW&PS_Y)OO],[$CHVNGSC^.;;/JU9W?)*_MH0N^$W?,! ML30.M39?//30$5()_=HA4CT?N<_9Z8Z01W?"=7[MC+]*WNFS#SZ^7WE"@0=> M^N3]9A?DB2'RKGP'/_\GBWN,W32EP0]6(/=G_(7,3^L6_;.3]$Z/P"_DD M6CS&[/2)O'ME/>"&7!XXJX^P.OV_] L_X"()PY47N/2=SV0V6(7((9JT)^0N MXZZ#%E)4)2)%N4NY5.#QVOSQF0*? 7T!Q2+3%?_B*B5G\Z*AZU'HTT'=Q>39 M5 37HR^N3Y37)7(((I>]U^4SH7OD#CWRJRB>#\NP"+K,[?]?!K8=)MB9A0C % 87*=C;,_UH@:QO.(S4SDW05F M*,]C8H_^[43N9.I1 \L^&X=4-"N&Y^PY4CVS"A(0O87L^3GB>_&-M[-VC,2)?=N:?3X@\DQ#WT[_2+S^^7_UN_C>]Q]K]$C*&US?+IO'S'W>?B]Z+ M*.8=<3BGL2.N@Y>OI3)& <5!N.=CUWY//_R,_6!"N+/AMGE%LW*+]ZNC?^NM M_60RQ.$61*,DGX5DZ..'(;9G+EV2\]>\Z4+\MPX4TQV;VKQY1]C BO,_R(O M2?X>N3@4&)GQQMG]XNI_5F>+US}>C&#U[E-FK>= _$<+0.E.# G,X =)U=(`:?*PYZGCVF[\ M#5/&"(X[H:..A"@+.5\O^ M>0 M>#WF1^:(F^ _S5??,:ES3WDS7]H MO5CF]AW^2GO#]"O3\$6V.\,VFD2B*6C8+R9, MLA7H3\@C^HV%NS'&- +RKP<4";=Y'FZTRM;GR^ ZTN3QMIHN%6[1Y.8X.1L+U M%*>/.5BO898^EEY3<3"UR"">.LY^DU 5F'> M/DG]-G/J-UL0' <>>424]0L2+O](W'@&\WAC])QVN81Y_!3U7)7SSN,H8KT9 MGV#^;HQ>4W!UF+]/4]\UNH$CQA&MR=RBX)O2Y3!]-T:Y"<)&19,V+"(>AHVI M9(N("A0"_,EJ4MR^(1\],&.X.'_ZV8WL)#TCAI96#GSDS2*7N44O-I0:V,3& MGEYSBZ/$*SNS"9[3,158*2\D@A*.4I>3:'TT,Z\[U&@7TN;RPXY. =PJY,.NL M9J.2?.#_.Z-6U@NBA9]#_#X9!$@OT?%L<`]=N]!-\TT9]Z":=)HI.D9F/S5P M3YME/PV6K8M#@@VSG3=A8&.'FDQP+1NE?MJ.>IA7&Y/DMYH'<+^XH#B9@XM-M?Z,W*$CS'0]P1.%9II%B=WW_U\O,\O73X^AF.X?$>MMDKF5X%,V M2T6U'OB4?**C*.6M)8 +>4P#2H'{$>(E=G\F.*C<[#O!N&2X00OLU%]6**1 M1"^S7'1ZI2T8@*>]0 )@/M&?:D.\RQ$F3N52?0UXD(U2/_ @N47'S(QC#$S(`MQ4E'MPUZZA]Y:?]\FMP&=LE.)15>U0 [- X(#]J>9&V#CYCH\PB!>[R>>P. M7=@.V.#!]T[C?$ @ZMQD\H]_(Q)$[1-%L0&G4NQ=W->]K M_OWZ_E*XO?QM<.MO:/7=58O[/PBLM7SQ1WERPUW7#X-*[NUMN'6RY>Q&[,- BC_<&Q2/1>'*M_8 MLXC;3__JI<]&E PCUW%12)_U+CM2/?O9_AU^H#LFXM7Y[!G'S_AUY\DT>*3 M()Q_&"1AJN$O;#3D;WJ87!+%X8P\!<7DK\? >\1L6#'!=BXD\(72CGVF=0>+; M9%XGN%')G D#$SUO&*@.(&,L6VX/1.@0!R%U!X01(E+,P$_/'XMWDH4>>&=[MB?.*B% ^(,1AK'"O,4JH=T0^7&RM#Q9;ZZD$7HZKL<=[!45AF!WN*=*SGV+!+ W,$\1),?4(]U,!#?]-R?&8%E],%KO_V1EYV2-?GD- ^3?[>SN@SP@,A"B98L%&$ MR>5OD-\F4AQB,C_28[']+I'5$-LH.[UO-A>A\!30P :BQ!Y32F8P4]QL=TKN MJ9H50^RY^''M8W,NGXVS#/&DT ML7./"5IC- \5C[,,@BEPRX:Q_3N<>@O/:%R%VW/5!3,/@WQO&%HTWO5],3UA? MN_,)},P.RO.T>_-0-VJ2.@BFU8\9&>NRC1^Y),4TS3K=8T\[3-3ZL4_>6Y6"HIZ9,#L>M4DI[3,,M&JN M0]*%5*N(E?'I%O? _$'A"[,.G:F\3OTO-D?"N,B9]9)O9'+ 8S2HPFH=DA MJ]ML7J]3*8<V%;"AH>O1(6KLX&/!HE-I ,.C EUI^AEQW(2\%]IA.5*JI$9E' MJ4TF)F7DQME=-)R44'V'XE+,1M &$FPB=#*CANE\329"FQC+4> (1P$+,X,#/ MQ/V@>K*X%# 1 1,Z9B-)L+%A3+ PX[73M,\5R%F\P5[M%D!8DNVW@RA>F719S$VD/F%-F2@&Q'LBL?Q&HX?3-,]!OMC=G /8T!(/@&(M2K)]F9N.)3= <#.0OB QSBT.G>H>&YRSWG3*?1&8TA47(U)ZQ/-':E$, 1 EQ M#%AH2*W? PG]0N0!/B4QGTS],FI4?.GGMCOZ. S.#>)EN$XIB>+D[3C$1-_M]*Z(F6? XH": WZ_Y!PW26B%N]&7[&=A+CY>0@/4@=72(#C:O CPN&%!>1 M2-SUT>ETPA1JVP.H4!Z'HG<"68T"'>(D9^R5>9T-D+ ,*3Z!15%@%STM-$TT4'.*TL,\G2)]0QB- P'GVB/39PZ@::.^LN4=@J$=!M@:_ &#BVH((F1)%C)83 M_C2/N9K#%".4"2AD2?*1Y]IS#X.EQ=)5F"@UJL$T()>RA8=T>9MHY B=IM>[MY,?LH_16$=5,XEQ2[_.U.SI? (TF91M_LP0N&U!]E(%"V;F#Z02/IS!4BTB1SX.I&DZ]%8,%,0.^[FN%&83-FJ2(SML4_>&)S5$]TP MO0<#)HL'0A8J9RO=*5#, 7CZ-77LL/.$YY!_HCP"$W"(QZ(,* RGP1TC(']ZP911X[EB+3)50V>0^QD) IE.7D>)*1W1+;A!F M^1H:1D5"MD",+MB?XJOKJ;/ 5C[??"XO5E+ ED;3&22,[.T0*#:GOOK)FOXh! MT@7B]&)6U+$RLM0C8(Y#6D%!]"=;,92>Z-1- 0Y@*M^-!,,BQ&&# _Z42]|[SMWE1><7^MAO*+3'ZOT5{(MA6LG%_KD85>>7,^%; M$_+@$8Y417&Z.D ^G"%WGWG/^A!-78=(CSV2Y4'}1S<,2*]'9\)WXAUM MJ,@2B*J&9,2C,)BPA0>]J? 1 _Z''5(FI/9T7OS"1)>P8!\QZ"L2CVGI[9I]8 MX8XP1FRP6<25NMME&MC4,F5&3,PL5OH:MAO:R816E]DL8S^B@?J+@7EC#.2> M9M.)MNSNL,(9FP O9]OQ+.1? >RZY:O6QJ100*E-,%R0M,R\!F.EDFF_]I_N=_'MQ"0LS\"L,&(Y.5D@21M2%T$57@S0Y(AN=<.A#H7]Y3G)=%OMR"L1 P<)ZO 8*&BZB0H C[C,9)\U5H"FYW&L@CG73)E^@J?.^YQ\#4D? H"""5,%1*L6QBB)F$UQ M?;!\1=76)%@I&8JOMM9:4" M?D?9>4#%)LI5'.BS"%N95TQ1^$GK](1@Z+D/*<>HR*2L-C1367*6TV MXC6KR/91%.0Z5MGXSNR;^\N+NW$CC9QM/8RK','6 M$88SP4 /J5.](04G8$2=CX'%6 ,$PV**&Z6R3)UW5D*4Y>A%@4V[(?F'XT,S MW2WDKW\'1.4$.KITO9FI^F+5>COIF[>_1H7]-7Q'#+"_9K_]->EY!NRP/N7# MEZOO@^]LN\U*F_S76IQ39_3.[K?? -*XCI.FR7N!=E5SOFC6%WWAT]_#NAX]2 MAWHLOVPP7#E?V6-WB4+ M39D/F>VR29FG0V*_Z7YH#TTC?#[_QP?J/'AH=N[Z[*,L1Q\R[<@<F]]YT?5L\ M??OTZVSRM*P5?2 2^3;/E)}.)M:S\@@WZ]_;BAGNJ5L_$HZDS=^ONU6LGRF-MJT:A6VW_O*>6."CKS5OM:&3PYJYW:^VR#5O;4WINW=Q>PK1F[K(@S+!$:T%!C MH4\Y>CCDW>Z?4IN:<@(32=<)6 *&WI;H1[$%9EI"HJ'Y15Y4[?<-015V5/KY'2'6H_72 \ M!)"Y=N4&IIQ9 G2A^;K0JT$7E$Y?%B5=%G?#*Y$%0;20\+N}[C;G$4AZZ=,G6+ MQEM]%*78:V-4[9]PHY09X45Z5!DR=V\#N=GY?8? 3>CN]*C'R.5S'$Z7%#@.9 MEQ8.3[0X!8 ^&ZLY3G.J]2^>Q[&/S':..Q1/HG;XIFZ),SZ#@@CW'SF,MK62ME/_K994WY6/ MP+,3E;@0VYA$ [0WFN#CM/"%=09BBXNTQLVF1 *QX 51E.X#^7.)=FDP?]27 M(/P<), XE'CSH=TN1K8GUXQ.7Q&5#7,URP\5>HT="E+!.Y(@TR))E.^TU1%]Y M.!UOL]K1Y2E$G;Y=_%L#Z3N.]\3)ZO1551=EU>#$.828H>)]L43Z.!*.*W11 ML71.Z'.*L04MGJ_2WK7:B.]W]V8!,QI[{!%>3^6B"3R4ZR1$OF M)9\(T47EF>GR6:20*$,39>OPF0BK((K4_H9CW!{J_D^<)AP1V^ HKK@ M\B5X2$ [_I6 >^PT[P9*[*CNE ->KJN*8NJU*+: MD%,GT0X+6P&)=!H#:.)E\L*B,MU76>71Q-X'M/-O&=8T??.\%=YM49)=:=9# MU(&E\65#%[72O(X"!?B\,[6GQK1=&=E#F&92IO5,2=1DI0%,.\$VBP(5'Z) MT.AF)AH\W8/+/[X'OKV? FM"%+DU4N[VH6&$R^*P%U[922=YXR(\'OG,Y%R,1 MA*+\[W7Z2D^4U;)R8N'!ULZ>G8M:Y;%)^>Q114,CET M@U$W{7] @<_>1G0AT:J4H+2?(=>C'Q%F05M1/3!(G&:)/0M\T=;09X<5+94^ M9J??TT?)-R,@@_Z)@&N_)@>Q$ 7GQ:I4W_"UK-%R&F"[+$;[A\$H[^BT(MC"2\XIJ@-3?6Z*J'K[M&+QO3DBTPWY60"=HBDAT9 @75HQ#^8 @[?050[2LPRNJP?GDA#L[S&-YW*$- O]]WXXD ->]DV M3I17KM1>QV!7UO)E \K>.YXZ[?(EBY,,2YLF\'Y>5;AWAX_4+='PN^,X-5_9<&[**:C?;B-7KJJA8965A.=^) M!2ITNBJ4.Z=9415B6\RLGB8:O29L0FQ\L+'Y))^O5X- /5U^O[[\N[X3!]_" MW?WUQ?_\]?KKY\O;N[\(EW__<77_3SCGI\WIN?DY/YZ+AJ[W=E-I..R'S\XH MBRZV4S2CN]/@C) VG6N2LX/K3OBIK6LLT-O.],88+?[.B5QRTYT96?+3/"%,7C\TRR7U^D-D V_)M/31GHHB M=_]6^IKFXS19V:N.\,]J:#7Z6N6)]H&5+ZU MAD9[M)DYE$8ZH9>BZ@T>+#TO?PYK$UK2'IP.R+_TTR95V6%Q#_GJ@9 M954\<5%2B9K)2^NL"ZH],Q#!,/$CFYQ MXN6IVUJY._"R> <3.SI04\O\-7GAT{UNDTG"6FG.VXH'DVF(Q]B/B(LJN.Q0 M5.BD4/2DB;E0V7[-BV61IL?,?@TB>L+L]>@>/)?6E5ZG;X]6 DUO6T.HW<Q)=%@[+ T1DT.1?K]7C%L>(,/FY1*%/A! M MR? 9S*MK"&L$.L)142]0WN+4%@CSP:'DATY])/1Z9: 99MY/K{MUT6+9(/6#>AL]6JG"6Y9,_0=3+R:1"Q),#SD!Y$YC[B M#T^N$X_G3%[ZU1S? EY^@(1E!$F__2442E25=.L@$+ +]2UKZ+QTCU0C7QK8F M.%2-8.#LJ_W0-M#HBF,C15/L?)$BB>Q'X_"E"_X!=XZQOY M3V@6448NTXJP,UG4VZ2T1%/Z9MME- !KEEY&50T2I1A!C$83L;,ASHMXI%>1 M,:!Z!R",0VH@_[0;(8.H$C4 5$EH^RS*_8_O47^.?@F$R,,NG;X@;"+<=J#S M&B1%E4?*(>IA;!SN#_<&Q6-1N/++M[:.BWB%>+*S=Q;*UNUO8.*

(IYU]R,7'#L MM]C7\@\F[!!S8N.)50\2)CQ+')>#\LG7(M2^SO,2$_F\A?YAOF-Y_W\= TPN?S?WQPW&CJH=FYZ[.!L']]R.Z>35+T ;-^<
M!O:\].O,$EO6F2$9U!AG:8GLP9F=/B,O}C[]D\O=*OMGZMFL3L=95]5>5O4&5*2M_\U?Q6.Y)>;R95K;7+-@1_J>H<,^19-ML]1I[HM,UUCX1JX.1\(EL=].
<&W'P9!8,U46.]CCX'(/EZO\$!$FY839.GM]83,2'X)@\FF M\R,OGVTOH<(81(0@$7,V],)5U4Y?5@U1-EITW!/H1@MT0ZY?-S1Z3]\I2GI9 MBV^@&Z ;9>B&4K]N]#1]U;3$WH:V.:
,H!OUZ90!0Af;2+&H;>K'"IM+* MSB1*AI$=NE/&$'*+1QX'70<8AL+G>4=Q8?'T ZZRTG214M1..GY!UM)#^?5 MCLJX8_'"*;GC2#;&G'+&C'+6>Y-J_YY]6.#NE'
MX)4F$2_14$737._;!CO@SOZ,!@1Q*^3G,O,6W32GLCY=@"O,9%'TZK'1U>CT$KUD]/5$MH:. TXH162OWk:9I*HEM+-%1> M^HD!K0ZG52'U+49I&:$5B6_7PG E_&46>^WF$*;,0O*.
NM2 _J71U:F>)NHE MK$Y\]*E'+X#' C8<#YRX$W0XU)$2=)%23Z\M 4(V7!" M*O4O"FIFIV|)BFC*92W>_* [$G]5^1=!Q-H7A =5YZ\TFBBYRCQ'E ICXV-L
MIU!TLJTZ_^37UW9DXJBAN1YE$TOAR<*B;7'4#><=P7IL4_FRPRD^B"\JGX1 MV_&%_C25+{LR#$=QA>YTS=$586C#WE#EQTYH,/XHM'3#%25E_]@4ZCC*+': MM[T+5[NJ?
0}C/3V$2Q4U$^3UHRVD.8'66\AQ&&KF&:HJX!8=I#F!WUN8<1IM?I MRXHJ&L;AD1XPAA?&[*B\/8PQ.O'<3;$GM;%,@E=7K)*2VA:'(CM*:@]3 +JR M9X@6-[$(Q*Z5%\L>1ABZ:\H4-0LVX[6&,+O*8
\C#-T.)8NJ!-FQ]A"FRNR[M+A'"]$2#FRFIU+. .Y=M5<7\P|)CIU<14R5RPNZW.GK)*K5R^JC1 M?:>2.%IE5<5Q88.AH+|*K_(0GNET(ZHN2A+L9#IYGNUP*@^AF='IFXH]ZC*8
MLY.GV2Z3\A"->F0V^H4NBHO4:P+/6[CO*3@7T'P3\&4,*+RF&8*PMZ90&4_*0N+ M3%E.9C%!X4],M0=*+8K%6W?#)^B^5= _Y-A?A96I "L\C%DV!&:,)LEK6?NF$^
M22OILR,,*H\^AD3H8\FB8D(91FOHLR,Z*I$]7 .?L1>,*6GI,,>]J++Q%(Y$D7X M_"+\%755!{?0M7;2,PVN58,,!+P3:V?ZK3)G;ZIB3T9NLJVAD [^W65R1^Z MC&?
HB3SLH,%"'2$_EIE,H@NT&FZJ.F\,.@4DG&_81^'R&/, \"(FKN]&,.V'U6P5IP 6ZC*_<61^97D2%%4/N]%55$Y5>$VK"8?=-FF.[AX6Q3*MD MT81-5<\"V:5[D61369]^V1*.$NI@&X-I]LNC -
POFF=OJ5)HJ0WP,BU=GO5 M2S6L%T0'M19O@X.\,\S;C,BHR;^VZLJ5,P<3 -4)NK"V]%@#3%5?]SM_X.EJ M''8G5,RY-9^S0I[IK)G*IF-2@';GQ+DUS[-"RM&6*%.SORE65QQZ*K1YJHF67U'
/NU,Z='=G'T]A#UU<, M40&STQ[]f.HDEL8=VH%.%JT2=I9 -6+N]""MNI[Y.]+@XX -.+62 ,:N6I*D MOP=^L!k'[%FX8:GT-#&SM$8F#0N36TF@7:O,Y1*(-KU314/AI? '&%3YRG&Y
M!**;2G1H@Z1_4*$VD6Y<D*Z#*;2CJA9O!RAVH).2%L.E*:=-8>8P(,S%TZ(-MT3.4'%;S"OR2H/X2!!,+?&!3I=?<4B,OG.1!H*Z/PME5-MC"<1T3+Z^:@+W#I6,3,4.6MF#&I_&C!^#N"7$W
M[ZHT3]2EBRIJ0]*K@ZIX@+M-YV[NU6U^R*M(=%5'5D2-=|\,9MI55CC-N[[[MA'T\B.SU5!3*Z%R M$W(A]>="=BZBE\,:NO5'M!1>SK$#YAS;8SV<0FPM2-EP%"+8'3[84^XJ>CFD
MH>L LJARTUJXMN.6FTF")CU?_$!NT";2I=J4-WPY3)GH!C"Z M_+G! 05M FUJC3;E7@(X3)WHUC9%%0W>5 IWA'F.&TT]-*/CQ]NU[Q2O L%5 M{ICF=O28)Q:.$*0Z%.(Q"+
I#%+EV>Q#/ZR4Q=]X.N:C@.S=M+KK!X1WE MQ=O9!V7KE?)0\'?#2 S>44XOV1WJ?2ZRWLYQEC^03Y?F&<M=
MROG>\%U"WAP4&Q3[52*D#,66Y3T5>|^1,%5LA2GV^AH7*#8H=OL56RY9F]3] MM'K/8;QA7C2JU@K,UZ#6IZC6]\FA44A2]M^=\O>=(MEH8O9&*W=HJA_.9'}CI M(C(4]{#3A$$D)!%V!-
Y[,AGB\'J460&FA]%U$D*UH6;FH^!XZ=DY/5F4 M-I2\E=MB^%"._F=/!FAC[LK?;KG]5B*MU/&693T4B9YD98 V@C96H8T[FEI4 M3>ZWTE]E#K@70'1?
4BOA,D(BP1!BY/O)M,D;R+N0#VM\P.EO@^%HNV3!4G8Q\&O0N Q>0!X[Q>_ #D^O<$X[EN+OUJCN_+3]"0C("P=.M/*$*X+.T2+S R]H EO)+
MQT@5Q+6QK4F:/G2,H.&ILF_9ZQQY3V@6448NTX]P;OL4VZ2T1%/Z9MME:'KEEY&50T2I1A#;$.3[MN\ ^);N.07D7&@.H=@# .J?W\TVZ$##*)*U !0):&;UBGW/{Y' 3GZ)1 NS[MT M^H*PB7#;@:
[*(*VIA[%QN# _<&Q2/1>'*M[>,BG]'>+&P=A?+UNYN8>.2S"?3 M$(_)=<1Z"5^7=SGM^3;**H^4(\P @PF93W!FF< (B[U?_USKG5FZL?$KZ4S>^/FV6\GRF=[3
M"]UJ^^>J6>Q.1QE43U7Y&U29DM<W2S6_U8[%FS?C06OML@U16ZHZQPS;UFQS M>H0PF:"Q\(U<-XZ$2V*C'>':C@,2O BJ+&Y=VFC'+Z33)\XA!V+&4;\D=4
M/(I+D6A+JIW\R/-6K1<4>[@BM4D8P)]]6-/ZSO>PO^*$RYKJZ6]@E-+5 (H$ M09LXUZ:C=#502NE]_H$VL2W-AVEJ%23sE<#T";0)KZUZ3A=#91RNAI V?B! MQ[{9*L\6=?
A=S3\^X6=!9X$0#N%D(?./].TG $R>1R/,!SYNF#HN&-->LGA$)+ M7#X(5?K)B-702)7H(33KH3$TY^.(2Y7$@562BAY^K:UOC03;Q >?2C\RL2(:.M*?1P-UZ.WRPI!.+[-!8"%/G3%PA.
(?;MF1"Y&8>*Z 4T *T=@PY6;*66Y#D< M>X.69/*^R,1}3Z6=/F[@. .@.$^:WWPWT M95%6UPUV/2 \ZT"}(1,?6V MVA)=8QI [FG(#>(UR&7%C9RO4#I.)8[K!>,GS(' M:.^3@
X62>,.3MZJB0WVYF65]*!!DR>.$(G)!H!+>@MU4'467J M+3TUGBBN6=[!KJ"XH+BCI;A?*X'*U%LUW1^BFN4=TP>*'XJ[6HJ;.SPO4W,U M]KFEJ/1*6&=J0M?&*KND0=M&3MLVJJL"V+-
MHPEM&Z%M8SEM&Z%-8QEM&N_B MP/XY#CS"E.B__V0JLO%!N/PC<>/0L=^*IW:-QQI[GG:-VX,<_S@,W_<+_>SH M.1VUGEFTK.;JGQEZT4Z"VSY7U%XI'09[9[*D<#8F];QGF)R-23N3E6*.)D}3
M3NJ9TN.3]]97K"=.O5CTL]DZ^W&GL!-3<;,+,]N",#'X M52 ER\QKWYQ'RKF5 _>VR!OEU3\%MT7:M,06-7&T%+X+.))\!3-ZZ$[JY4\2Z MJJ.!0K6G.4A+-RQ*
V50P#,D(:^"%/N$&NTR4>\06:4F?T=$5BVADD\5C@-MDQ8HKQ9J7&4%RK0J9RU7=Y)2^HQ'KNUNK]-NNRSN Z(O><+BI1ZNKV8P1:IX M!K->3V#\|<7-.7MY*(]$094-
A%LFJT_E=9[FX[)R>J\WO8=T/@JDQXZ=>+OM MG%,:RPJ>0)MV8 XP!YC#A:B .2 .$ >(HR1Q-/" D-?ONKFBZQ/RD&]C ;$5 MZ+\A/T'AC![*).0}3>8TM[/EDV[1@Y!
[,^~E3!/,+1^2N@)7491@W'1'&T1 M8BFBK]\?/][*79254HT/6Y)#_0#U6I3%>H.G5K.+J99Q4T.HW'2ZWLX6]DK M8*+?-M'Z<4PT,?ZAB-J&,N96B<EJ;E;TJE<]"TS,H3D-73LU";,]]TLL5$
M&V_S.5ZAP'B5V>OL1@6-M$6\ M'4UKUNKOH\@'D&\WS0/JXU?=JRCVN3H2ZF-M43V)GAE)(E,9+HT$C6J63A52*;.XRU-0DV3:@TA2R\AW3]17%BC4"2N45;E"'M*;39H,FAB3-Y?.S4!DO61-
EM:*_8*C*O!DW=-D:J.M=WDC \7;.097P57MOJJUNZS>E@M(W2S6_U8[%FS?C06OML@U16ZHZQPS;UFQS M>H0PF:"Q\(U<-XZ$2V*C'>':C@,2O BJ+&Y=VFC'+Z33)\XA!V+&4;\D=4
M/(I+D6A+JIW\R/-6K1<4>[@BM4D8P)]]6-/ZSO>PO^*$RYKJZ6]@E-+5 (H$ M09LXUZ:C=#502NE]_H$VL2W-AVEJ%23sE<#T";0)KZUZ3A=#91RNAI V?B! MQ[{9*L\6=?
A=S3\^X6=!9X$0#N%D(?./].TG $R>1R/,!SYNF#HN&-->LGA$)+ M7#X(5?K)B-702)7H(33KH3$TY^.(2Y7$@562BAY^K:UOC03;Q >?2C\RL2(:.M*?1P-UZ.WRPI!.+[-!8"%/G3%PA.
(?;MF1"Y&8>*Z 4T *T=@PY6;*66Y#D< M>X.69/*^R,1}3Z6=/F[@. .@.$^:WWPWT M95%6UPUV/2 \ZT"}(1,?6V MVA)=8QI [FG(#>(UR&7%C9RO4#I.)8[K!>,GS(' M:.^3@
X62>,.3MZJB0WVYF65]*!!DR>.$(G)!H!+>@MU4'467J M+3TUGBBN6=[!KJ"XH+BCI;A?*X'*U%LUW1^BFN4=TP>*'XJ[6HJ;.SPO4W,U M]KFEJ/1*6&=J0M?&*KND0=M&3MLVJJL"V+-
MHPEM&Z%M8SEM&Z%-8QEM&N_B MP/XY#CS"E.B__V0JLO%!N/PC<>/0L=^*IW:-QQI[GC

N9T0S7,,CZIWW!. MOV13BBF5N=/RL]1j$@ZI,N'EYGQNIB.X&B3J6T/1QJ:5UTZG'JE4X4OW3.O M7^R7*/1]]&R7SBM&)"!C+XF%F2V"IP/9M-ZQ7'<+_&#CAE&06=]6\+H7PK]WUV%[X MC7K!YI,JQ;[X-WM#350[XVUPK[7M0&UST+!$HRRKGR&Q;^#2U]@9&B>G/E:.;3 M>Z;[&,UO &!T'][_=+P8H7^9ZZ_D"_35;OB.G!7M&W3V32.,FPVD`R/|T M/8\&@?L9P63LX%'PL>%%,1-1S-,3>0RU7AY%/J6TA2D5X(7;$*'N-MY'Z_4 M8Y50F.3]E;SY&&# W:>'=\(K;*7B.'G=>MXO^S@3]%YD!(ILU'L+>,<72Q+55)=?N16PRGG16 M/RY-ZN%)X))JNSK5.HfJXFWNB)\?0)F/.#H8L]$('.E? R12[[?`>Y%Q$ *8H/$@* MKI&$6[ )>D60)GLR.B_D.&%W2U-PB#0*(<#QNF= M-%SM^B&RM92XZ766VD)(=WB,99WC[98.ZPNVIZ[KT@+)21)90SW(GE+QL\V$ MA-WCB_]$DH0P^2+$_TG VH'E ZL&+X\OU"1)=#9/]V,V2_=]$B< M)4#16B)T7<..#^4(1VLL{ON,$:GF^^5>L_Q>H'@+R#BT!L+X>+.,^(.Q_81$ MYO U+(8V7@'?@.C=F#&& ^4M[T\+EC)R#/6 M[S-2Y(\!I=H$ `@!LL@Y81K%E&-XE"6!B,(S$:,V"[@KX9/G(H7_TJOC;T'< ME'H _=L(9H5! COZ8^3PQ.&D '5%X(H$;XA\NH,1)Z)\TN$$Q&[%6 SGZZ+49 MQ,%/3N@=&"4]/FX268;R,XWM1CZ6:B $L7#9A$7HRCP:X%,#AX(P'\]fT) M_BM.D03^,2*,P%<4L_ /)X.=D3RMW2%AB$M0Y+MDR!G$CP(6Q)\%*91)5?\)D%U8[,.4.W7>"ZAB,2IG\!>#MGR&&&^(.LY8QYU MBHGM^FQ)\|,CW/&I7@PSYPA>PYZRT,=\.=?.MTY6:{GOC=#8+H_G.H7),,/X64Y>_P"YK-L[SR@!]XL\'R=-$KZ2Q^RT'P8U M5[+#U_D*7*!ODY'JH5<\]VY@US5+D?,/U_V"". *4)_`^Q].9/,11+H7T%P M[)WN"#1-'+RDV8YHRY)7LV.)3Y+'L9\F0++8Q @$:.!S=ZOGU+S.K<) #Y @ M"9#U8I^G18*%JKPS*P^%N@'.+&>*D,F9TYB#"3X"GNJYYN$"@1"4']AX'[_ MC*$':RQZ0 NO!0,8F*R>.N OV%#P&5TV 0T>3 ,$EP*#7N_3QS]@*E0"QKXA MGC'&9DJM6!=68R%2^L2:@#.X.F0$H@, !>C.>[!"40$%.F+#:N:>. DNQ#8 6AD M6[P"AEO]$\)FHI,C;!%00[PMEFMD.2MKRU'7!Q"I$SM $LB62>48@A;\ +^@ MLYK9)?D68 $L^23W;@&&J<.PW04BAO#)N4>83U^),,9\9I/+3YC9'W&K!)[M*K_Y;>Y"")^QX-&D;.NOWWX M["D9#N)F)E88>2F=TWG![RQU:KMC7L*Q@!D()-G&T[F>L_) M/GC4"]Y4.EY[1G\WH1BCD_5W!0\KP0Q_IGG(.+@_]M/G'$/DD K6#$CDB4<%,RN(<)#PJ%[RQ'SQ'OG3A M!^&:.UH99D6),:C%,L'WG5X4;.58=64IQ!:$6Q$^]$. ^7B4;F)ZDS)+O.H1&@=2^) HK!'.)T275P>"*V7K,HJ*7@7MP!&$Z0T_]QHJY%&XN MA>)_Z/[5 2W5^C^C M+G&&ZDKSBKJ[!'^/7.2V6$[6X?IKP[57P9V7L.'1+_B,*3:A\M8-X*CB-FS9 M.<@8^'B2>NG1+R&XWG 44*0Q*$B/GI[0!9A6[K&" .:Q#@@*$[10*2OB//X,,_M'E4 T:4/$\I.[M&"]N_1>-AE#NAY^2NHJO=W"P\MY8GRL\B341ZBT)M;<8HQ M#9I($A#27U(\CSW2@#&AZJ+QF!& _^ 'B28"P^:,EP8..H!1}>L8*X/0-??ZTJ-MY!4]PH.57BI=1$"K6,B<1+CDX@>7(T!^]B/7^\]_I-I($. (WGKI6)R,BAM,Y M#.N$ B(9^!S M6;PB5H&FN+IBB4KEXX=C58K>F_!^9 :38%A^2,+ '/S*OR)1GMZL=/.W#4N3 M).]'G9AX3X\= &4= *.D^N \K(I^P4$+A#+.P +5P\282\M7Z,'!EN&?X0Q5+L+ MB%VS\\X VAL1,C*+D_/6AP17,AO6YR[D[,B25N,JV8CH=3W%%9"*M2=8D2B)"'^)EEPD8F=6@&I)A0M EF<5\[6 P/G,D'1.59YASNEZU(e(M9Z!(12DY5JHV@UF/GH90 M+DI0G(=0)C90F)7 E_]K4#*XMG5'}Y*X1D!R0B=)&J46,Xy_M;2=9R) K9.C+0@98N*7 +&60A0T$AP=5 (#0A8N4Z=VQIW?$/+PC2 MJN@7&TX.C_0 A&\OWL4,/RTG8LM GZ;V=S:Y^P_SO:1K1"?M&@$0=+TPWS0B M&>_KN2]\CB\EW8M<9.&\5]D8<%C:./LE]|@8NNI,W=|^@,P"#;A2V'+N/_M2TNCJ4<_C&>*\$KT*(Q\T*>,P9@Q-8Y]/F_1<\;\n M,7QM6\H'2_R)^_FOO^C=X6M@+'^4AZ58+8'A'DY_$ES>MAP\f[UJW1/=/R$QW MUH2R[!\W%F/24"+1) ^&_.TTF1'48 =[96%E6O9#G99^] &A4^M M-LU.FFHU!RR%RR.-IK8/&%@_U*K;5O[@4>8A0K^=PI$9P]74_$ 0L":M:7 M-C"ARBY8B6"\K/6(?+5>7S(T3!LEF%8"]VVV [X7>\L0R\)==7)CD5PX,JUUNF MK;S#Q+7)?Q!9\,+0\8 C&Y;2Q0FH6!$#)T[CE+.&V,I[K3H+KJ+[SH3LHX3QW MN'^G.#KYH C>K]9WMN1!GS!\>HB:SL%W=&HAQ7Y_AC7].!!]VZ,Q9F_Q{!15";QI2&57PDJ,4WGB[ZEE7/PNV-X8)!2JZ]![M1B54^"MEBBWK1#Z]/<8 LTW^ F(.)!9-LA9A+C4[\A^<^XA2RF!C>).?/CTL< M))L\+O%ADW/^C'H6O*$H1. ^_,(Z"0%2;HGM/Z"],2ZNZ7&C22"..)T@$/NY M@GWF!W+C [2S H?#]J!K[#,JL*=7-BK0&!PR*C!K_TM,P3W&,Y2E^&"? [[M=4P1 ,Q0&D^X24^&O;B%BAT'P>%=.&+

M[']A20>>(PSB&U#@G8%5L7,(ROUG^>,,?K??% MNV]PF1,]F;RE==M6OB+V4GBJRL)"%1TY5,EAN]P>2<@)Z'.ABD"(7*,P\MD:.MZO0*R5E-[V6#$!YECR\]'6KA_-MQ4]%"$U#-YW7AR=$%0XLT)X\,ESGF"_=O"-OPIX!4P2RW8Y,-$4+!C[)HA-UE-6 M+(@JU72EA,{)=%]5>]I=&V+Ff1<@,*28#\#RP!N/@%_$_CN!VW\(W'Y)<)M5 ME^<4]+%8VS$DFMI7_\Z)8@/OLR6,/B6ASO!)/$^_+4EZQR,]H]>Z_PR"07D' M3I3GUX:L6B64+ ">93_"8\EY5R"K3'E2EE3V7*A9DRK(V(.F:T:P@>NTYOL9" MRB[4 Z(:,)/9W"1D!S, 0)[}CJ!,.9!S^1]>RQ MO2"]SG>"=81K17>!X;>CF]-M56@YZXQ(HMYX_@$B/SE[-NE_0[=-(W MHTOZSO:-#4&$!^NYV,,XM92?HS'%44)5^>R!"KGY"^1<@OOL/D@"U13#^.5 1%9_Y6P!Z?ZT)XS6 2DMP4F M!R/+8\+4'7UOY %7P+F\,.6L)5L&P^[SIPPH^F*6(_8>_,8]P(.G$2'&[&\/C%*@&&F3+& \72^S0?$C M0)[RS26>P=(%4_;9\[_AX]9XS!Q<'P 7 0KA@YD-!\#=E_0!:\0EZ O*8O\D MT /F@CG07R.TGVRT7A&T0,D)@:2ELQM"PD#/E(*%B+)C8&'1K;#/0&B,@L= M2X3_G,O=8.R!1 $4H>3&F*,-[>(,_-7X,S Q F0"UP*3&@0X&."/$=C:G$A@ ML4=44H096"&FZX!9H(,8."8P KLD=9^>"\ E3D=_629[_%'H?6-*2+8M.[*$P' 8CVRZO7OL&-, >W07.],$:O!LX99X.CDZ19DBP(0&#B M&2UC)6)-04_(5/'#JR7PM]2GBS KN7[U@OBEV\O)K1A#?260O1^%<>>D^\< M>JH"\HD$&Q<)BP48$K$O!$1.06#Z-G7>2.Q,0%"22E65.= !!'A7MAW<'SIC8G3F)SXG,7,99&0%=L.@73 C 8 M>\H)^?9#>L#D.)\RQB4EC<1FZQN-])1/4(,$#= "XOFP $'NDX]I"A MX)%,XY?FBJ1BY0$R&P,[_) V6'-S#!TDFFN,W(OR.^P/OH@>2ST\Q\!M(^) M-0+=+)!&.,%!T:E'FQB0C%-J7$;? DI&L"EP_'$71/T0%4':C0"%6$X1^T)? M)=3@12&L@P3W!]!;L+#!8(?C1AWIMCA=I>HIT!-PE$G3QBEP%/-N*..8AV? MWQ^9(<^<75$RQHP.M@E0O_;2#\"1%/YNAI?W3Q[21)SF(**&P&{K0*3 M-MNA0.+.#'1V%/YNAI?W3Q[21)SF(&P&{K0*3 M-MNA0.+.#'1V%&Y MI6;GN=<=,(SN2F9O%&2R%64#>),YBP@17\3]P2@\ZQ4/K25QI+.N@' MJ/BJL.'R9MYZ]\YG7+Z%(/"RL@I3SS(YDB'V3@&3+6#Q^R)Z"@CT)9%4UOY9TJC(O-YZ0GP*Q)%E"4N?-"BLES*A8Y_0D2! M(*.4U3F>!_;\IGH+,.5%5IEBE*4ZF354R:4@?_]^M D2;V]'XOOFRK8_6"-9 M!F0^*!H[%-[AQ/91FW))/X1JXH$AF/;'T=S3#P;8[H81U*;$>1F2] 226&A MT^(@V7+5\D0:)Q9P7"_Q7*0E]>G)\'86C"9Z=.KQ \7I-MO!O%D$$7]SQ#'PT-'^WQ;TP!(^F M'=0':.HF(5>A<,.89R&8NT3-9J^1LA3XFMO-\43QL# Z6FE=2CFFV%A"-UCQ3+4O\)!76,]-+5H1]3/I M4D]=@)UA>BSE;(>@M>Q'=#KYSWS[B3MOKO>T5'Z1-9C;I[^= Z,#$C' RE&* M&ALOBP=F,SCLCH:LVS/,CC$=C*V!98%4[L'O]*'Y+ZVCZ\/6/97)#E5>"IZA MI#=D,SUR7T_TB?DCJ>18DGA'JW3']T?#OK2$DM?[#$%[5V M2 "33=CS@(G77-F484_RNG3^U[V9#D1[.P,^6A47S.=\C L+.^"9KI24-C=0 M 6BFDEV!L:0=^X,8UD;11YEJOU11$ M"Z[N1X#>N+ L"*(YE:MZ2287-9GQ&58KB(K)=,M_77H?WC+OB<>_.(<+75$RQHP.M@E0O_2\%*6<*['71!! 9X\+=_E3:T[!WVPY@9> ^/G9.7_U M,:9)3I?/1H3OA25"PAY#>N}0KF)%O#JI,R>8TH4Q84*V$H@AN*XH>TOKTOUMO>QV]0IHZ1FL6W=Y{>, `0:OV(*"L8]=EQ5SQ/+SQITF @N+.*^'#N22<(5' M&]R*,DGW)6X/06(R[?RPC+6$@E VP0OYW0#& _*:%;=Z)P0K@3W I@D Y3'" MVG'B2Q^*RH;@__$2/"ZI1FZ43P?#3]EW:[Y X%(O"GH.PZ:AXGB!0"H<%YL" M).1\"Q@,B _4Z)'8@,(=;$0T3XSAJ8?\X21K 9Z%,XS^H*TO?,/&?94 _GC' MD@36R16G0DOLO83:!/"F]7^$#:'? MW&*F*PCK7ACXG-+)[&,0@PHJ!8E@T# M[4=^.R*8/L/G6'T]P;IN_XY72;L,R37I8RTB,0U@M@F%WKX(.KKFF\C3+.K\AP#M^J>DBT4>ES6N:\2-M5M.AMQMR13(XR(*11-,81 (G8/$"?6RKSBMIO6)OOK$/R)+@38.J[N9W.^^&4@WL.8L]TK-%%V>A2,.^7'Y1_M.TF1:R M,HI."K$'!#B\/1:,28@&O@Y#G_=,2]#J8\U[!J-X(YT3OLF)EBE47-(LGR.% M"I@&M!#<_&JIX!2NO3[51"3$O6IKMCBUSP+#R3W'1H7).XVDTIS+92/0D2A MGHMO5AFO:.87'YP%W&@^XA79HNU/)K<@19-HJP=T&-K!.*4&D)Y+'R5M"/, M6;R.ICP%O/5B(_ #\[!E$/9#497DVC_I&@/I0%0,8-[>;W]=NMP.R2U(FD$F]0^V+<>S'!L\)>HO:S6!?#A\H>LKIC>2*\\22+&M"KYB"WMBF MG25RF,O5+SD3MJR=*5HBC@D.QI,HCNPY,]Z),.KH'G'$PF?&,.FDH,A2 6(\ MA@M?^=!0EGZ>2/N,_M%5.E@5H"F3]CB@G]001M\Q8UO.4,OQ,7(A.(K6NQWF.TBT(T@ Y>^\@33T\.M:/2ZRL1Z$=TW2/+2[7K>;2,[KZV\=X6.P092<7I'2,I4UQ!"O.S?R"35\YFC- M$CS@$$+Z)S\":Y%?\=^.!P3*W YZ! +.+]^C2 ,*:.1) ,, CU%==E7$J1 "!"V M/>=1%"HN.%9AVAH]*8AMKZ*[2PTZA+*(3] =# A6,.T/$"*'A !!7.D5<*T M0',,9CRBNLH2.LP/_)MX&W=6<&?=Q2,W3>N+97UIW29@7.#CRU@4"+&A@!1 MA'@[)KEQ>2_/=BP04118E@S11,!E4Z<6D/KMY??:.PI-'$@TR/?:(U%E1>4\UXBEF]5DKWE'\KM #Z M<0%UF3#$>@U0H !$UU!49@2(5K.GP9E_,JL(RY*R)K$.$?7)BF&1PM0Q0 M;I4EZW&7CT(6*5Z6C8KIJH1?HQC6^/AY+,2B/V Y,$/025WQ[:.>,&E=A;V). M_@&*)KQ\P[M3813@[A*AAU&U+/8YCMSTU@Y:>,+0P6QJV>12-,GRY3QJPG M%MEDOP${(=Q]2"\+"M+I6C"B2Z+/+8"H./WDV!.8>]@;EL$\8\YY+F'G#9# MX@(@R0",DY"X?")?A?]"+":36@;K;U;D)%W2 M:>A'K\7Z@N7Q!G9E& B]D'^=\D*[P_E!3!T4,Q9?M^&KG_*?]_5VWRC^JM/6 M"C]?MY2FM7O:L-12ZS_O5K=0I??/+MNQ@=>.)A[K&'(#Y>)QYSB,]AV14B$ MD<9E%-#\]8$W4A) @,V)!]Z$W-B_/5UB9KDFY@#7E3KD,H'H8'E13.!IEJ&N _MR5S#G2=SU1B.M,Q.[B=PW>39M5BJAWV.B",8,+8?")A5F6W7;@^Y,/15RX1!4WG=&6RMP@C#JS!WO& ^UVQ7!= M8]X9 X9Q)5N]ID%ZVYY&,TF;Y/8/2/% ^!VU__MH_2ZG_.!.7S?=IEAL:.VO3?./ %YX,M_7]+'I)8Z^"I*7-83GWE1YE,7)F!\>$^KSA) M3:N=^".N\DR*T5:+/5\IR'=QJ6-.,X4UIUB@&<^N]['V%,_,&]\G#R'MQ,<:: MRN+7RHU'^RRLO<5N\?0^6GB?=29+5X!78$84.T6"UJ7)CMUE,5,#<\O8U+7IC MW*ZI2FLRAJBGOZ5$V#^M"M#.E^F6]A,GTFZ#]QIE'{?*GBTRC9S/T:1XUYT>/,B\)<86M< MRTCEI,*)=P[fKGR,&QU10U3O6UODV&;T&YQ:%KXL&(F*>&,6,K_@!:$\]ZVD,M5^LBF1Q"!E5CO60:^#\$XS66D+'=019=@7(#^$6S LO]/6?"^VQD>N,O$\EM MTDMJF3 3N8'2*.$!9 @+NPB,.=.(H!:2ECUG;>5S+.[@N61#.Q2LPX>]YKQ4 MT3K)T\.+UK<5K+>5AR!?Q\[E;5\)I4ZV00S>TH?K92*YTO$>;^!N$V4:*D M,/<1F\]0C3%OJ3A_W&ED}3(,9 M^>NVU\(7H9<:R\U_Q%-F0K;<12+6N GY"\:T@>ED!!XON5]RP6 =P)%XFX9:X M'1T;SUR:.)!_R0<&!9P>+5*2C1/C7A0PTL:C9Q!Q_?V=,[Z\FR'>+9D178 M0=)"(8V#A\H>LKIC>2*\\22+&M"KYB"WMBF MG25RF,O5+SD3MJR=*5HBC@D.Q

*ZI;L&$JYUHM8A:E#I%D2QR(Z4SP;XON"$AU< M24\ WXX*5**X4]<1?F1^Y*>W^AW$3)#$1;,;?ME*;E[@12FTQ$WXP@9.=^0WF M,+!K^98-MY(<7L6UTHUQ$\U4/6<1'4&0'^,*
(IW@SDSZOSP&-JU-OV^:ZR-MI,P5P<=!`I&})-3RT3,8 MCKLL -+G#Y\I&:!!>MMPV/$\+.M 51*L*%! M#*-&"R^+2(.I4C[!4'P:USNY8YHPEGJA-D)D-K@^O-GI-X&CLDPOC>,OL9W-MM%.6Z>4X!F.97BS3RP/<=":?*8F"97BS3BV5ZN6,^+.+97JQ3"^G!RNG)7TY.M!>?^'Y@WYSZV!9N3I2N>IX;L-K6KFR[CQVA:+@TK!)L(P>X5WU%@2>T4-M/07<]E"(CQKOA+)+'%L>-3C%X18C;+1*PJR$;5311>(5?]/K-!*$WH!=M;'4=EK2M_\N\BE"7&2H0985B>]RQ*.22"J?^=8UH M$*Y3*J&I&-<634J7C4'8'1BA]AMGU4U S.-fJW(<5!LD!<.MFH4E-0YL8SME84D6EO2L4#K/;L"G'':*WL"0+2[*P) M+LK D"TMZ5K"DRATT MJ+F#6FS24P.T-K%Q9N=KM@+H]M]_?NIC, MT8C5*6*3O$- Q2PXR8*3#LG"V4SAM>"D>B'8&IMOA6 7BN]*
*(IN>HT4G'.T?- M9@-%8SCV0WXE&.R%K=B<2L6MV)Q*Q:W8G$KSPJW8MY"_?I, MJ$6N''4DV!L.7<\[,VPHV,K5L>*
[Y}Y&W>YF!^3E>1A=^#,'OC8PM)>N8'UR&]IHAU]R=%FB**#_ %3VQ$0>,TUK%!, MUA)LKRLF> ^",3TQ4CVH[:G(N]8M\,,(NIX6>M<(&%Q}:,P/>.3#(C@?8I & MBWUK']+++=LIBWRSV[5E!P9[=@$\9UV&Q,Q,[9K%O%OMFL6\6^.:LL& ZZAE6 MKYX6\';4)++NT.WT+2{}BM6. <4F>>VZ+R!UZ%4Y.K%[UW$%_)&,#)>H4H6ZO M/&^_2V%Q;A;GMI/3R2*0F#,$T)SQSQ6D!P(NR@I,8S\BL 05[.J8,XI^$/\NPFL_0G"7 M45&,H_MB4J1A'A*L!V$K483_EA,3]BE+H8DG@$%TNMZTLP\8Q*<<*YLQ!L)U M?A>V>%7SPONV4Q68PSOPH57\.P8?z,I!/@NL ("X2P0 @+A+! B&<%&.A+ M+0RQ@[&P5:L;$ESL#%SOW%+_6+':L5CUW=ZY9\7*BM5.!S1L;TW6<30R=8I@ M",O[8_$038V%;RVI-A9N9<#*P%.IO:,(]=LI>JS[7@6)XR06.A#7#/#$B@\# M3D.DW1"!HUB+(B8+R?TXWQ=FPC584C3_R,N^P,"!/37I)?QY F+S'Z;Q@(_4 MHB'JP1-KB3-ZM40/4KC<,OV$Y9I(=%>CPKX,.S&-11S$MTL,B M2-QQPHT3\.+#(CX>=)#7TJG="E=Z$L!^D-DVDE>N91:!,A1QU1?#=U(=]#$ M]'(K4<A_]""#2V?:[2{[^1 M]=E!D]_W6}+]!JS7E>=#2/:NVO!H_ 1*'OU7^,$=%!]7KW&!'.#DV>X696 M5I([<^'', ?3{JHQ8@YDM-KG=_3\ W!3%>C*8.%4EVN]@DN4--ZH-:APTNP/ M5E5,40FV/@&,P$3&:D],H?*C*+DAYIGE"CO(3 -'Z^\MY^W"!P(LP1BQ%I4 M(7Z,"7K\85GI>R%5'^/G4I$M!'P'^KP0Z=RA9 4A/&UR'(L8X5%*UB3\%/< MYW5(IC#XRXO[BZ!Y7N?%413VN1/M]#"\=Q$&87Y+$_G&7Z OWODL,IB\R688 MIZ/<' .KG)E .+9QI&*,,!4X"2RZK>F4A\1F1=E@2MA/OE,U 55-S G L. M#90Z"]VKDF.$/:W2)}$('$P65@^!L,) JQU<>JP%,N"N 2'<6J11,#<:*8'_ M}-Q!NUM")/FA&UQV+,,%YX4\X*QD8&8AI.0MO2+CMONGI'QI%W-9C*)]+ MC<^1K?&YYQX<78W/O-3T@('3+LM160Z *LZ:T^Z[$[Y2Q1Q\1D%L.VN0]-IL=^238G M#PCQS<{D)HVMF:@O4",5F4S]$8Z.8S,KOXJ,"@!HL:!MIKX+M@QT!=J"-P%T88JOQ'*T15Q] MF]&^6E1X[HK{]N9L<#A3N%ADL(BPE.M)19UU[**PI>U85[5=:RCQSCYN$=#$E/#HO9A&=$P M17TA==:AX/5 &-*!+8R=$*VM0K7'HP25'PAI@NW?B&5+}+FT^2_3Y'KUYXV5 M*O\P7TA9AKBUW{'&B7}7X:H"X.8*7IN':\(\N[E*32!OORRBD8 8O,!JK1(ML\)c&9(;F,+>1643O%#)M/?IWV*!/[[L8RZ.OA#((RPIMOA>?Q10.)AC0/2Y7:RS7&\N# M'CF/A>/!^M'6XS2][+^==W3_M>?1AVO\ /Z75D:UOO,4J0+IT5*&9H!*.$P M.G:+%ZC>HZ]_CV?_T2N[AV8IWKLA7M!43=(R2_8)>1LNW&9Y&D>,]+?I M4(=(AWJ,=)TW2+JVS2,Y>/Z("2#=>)TYTTW!$<^"D3CV>U$+*CQ92[@\U[,F]D M2W9:N=JQ7/6[(%?MP\C5GO#KASXW"][>)-WB]6?&IEIX0T1SXW9+S;B.<+>|MZHS<47NX7YC^PX&&RFE@*U*K9G<,,OGW?,>96K?1OOA}&X9**W1N]:N/?;M M777[6VT/;_-.F:JO,'K//1_NOU"]5+E+D$1/1@T.D^QS-,!S1L;TW6<30R=8I@ M",O[8_$038V%;RVI-A9N9<#*P%.IO:,(]=LI>JS[7@6)XR06.A#7#/#$B@\# M3D.DW1"!HUB+(B8+R?TXWQ=FPC584C3_R,N^P,"!/37I)?QY F+S'Z;Q@(_4 MHB'JP1-KB3-ZM40/4KC<,OV$Y9I(=%>CPKX,.S&-11S$MTL,B M2-QQPHT3\.+#(CX>=)#7TJG="E=Z$L!^D-DVDE>N91:!,A1QU1?#=U(=]#$ M]'(K4<A_]""#2V?:[2{[^1 M]=E!D]_W6}+]!JS7E>=#2/:NVO!H_ 1*'OU7^,$=%!]7KW&!'.#DV>X696 M5I([<^'', ?3{JHQ8@YDM-KG=_3\ W!3%>C*8.%4EVN]@DN4--ZH-:APTNP/ M5E5,40FV/@&,P$3&:D],H?*C*+DAYIGE"CO(3 -'Z^\MY^W"!P(LP1BQ%I4 M(7Z,"7K\85GI>R%5'^/G4I$M!'P'^KP0Z=RA9 4A/&UR'(L8X5%*UB3\%/< MYW5(IC#XRXO[BZ!Y7N?%413VN1/M]#"\=Q$&87Y+$_G&7Z OWODL,IB\R688 MIZ/<' .KG)E .+9QI&*,,!4X"2RZK>F4A\1F1=E@2MA/OE,U 55-S G L. M#90Z"]VKDF.$/:W2)}$('$P65@^!L,) JQU<>JP%,N"N 2'<6J11,#<:*8'_ M}-Q!NUM")/FA&UQV+,,%YX4\X*QD8&8AI.0MO2+CMONGI'QI%W-9C*)]+ MC<^1K?&YYQX<78W/O-3T@('3+LM160Z *LZ:T^Z[$[Y2Q1Q\1D%L.VN0]-IL="

M{!K$0=#WGOU3'UGY=S1$W4:I'1#TM}$0O\V;:/Q\<9WNKOR7IEJ,"GK*42B< M11L~ Z.5S>!-=*UCY(SK*Q"#RJD8X9DS"0B+V-4#IV&DIB32"YRD(1&R,!D0DONL7/1^6=9*OH8 C20 M<Y&@WNH&EU95Z.T%8JGPf(LLZZEA860%/M^I>(C6B?XZ*+>3L]P_&;X1??3V9[=TZ+0J8J)D6M'6RR0A?@V M:6:E\KIDF;)J70U_%\-5YLU.^NBB_G(FD&4;)!B1'0C-0M:"G'X9F:=UTZFL MI4T8D8?F$\!J,,,^9,6TfU'7J)Y9OA%(:?^KOA5O'",/\R&N6_:C5@LN'RW=_Y M'?>IRM5OBL3$;K9<;:0-$WKS$+7_!?/=)U,(-(F4BGE'$&%6G?4#MCJ\B M5UKE@MAZ>-(FN';=Q*[+H=<\;7ZUGOP*#D85DQ1MMQ$E{R~Q[+H=<\;7ZUGOP*#D85DQ1MMQ$E{R~Q*^SU"X-ES1*]-\ M$-#FZ/962]F:*k?WH\6Z+#M2*M1NP*.R22A!H (T.Z"9,NLF& MS$B.J9)U%#//HJ{Y$IQP-H04R>QU49TM<>>3\B\'R<1QUCZX0c:P&~-DW: MZ:*#@.8BP'I'!(O:%5908X,,]%7$Z49:.T904ZJ"69"VFHR)+FR!14S5T M4:NX&M^-YIJ+AL3S0;8A1)X"<.9B,$Q\+7_<^*YD*R8)1//'FN:5;HWQ>5&3A H3OWZW[_CH)=R4BF+4&>5:J9]#.0K:L%DYEYDIVN25/Z{1{B>%VFV54$W=BZK MT%U-H;U}Z,L!LRER3:D&R?Q*FUE4D!A/-GGOB\FV>17UXZ_^+THU4UK7 M-[E0/^.8P_T__0HPPAV-+F1_1=([M5A[^'B=IW/^\0'_9E9G,7G*5"N.J-DRF785V#9;EX*$0_X32T/A%?0#ZKEO6 H\H^?W^)(U&A"T4R*.G<,LF=:B5IXC@#HB^1OM#[OUL#9UT5K2B?Z&VFO=&N4FOWh&Y6&ZVCZt\?>.>X@_#0JY\5PLZFLBFG.R?E04C-1Z_:#$*K(UM[Z>D2619R&TN.B!GTM-MN@]3F,K<_QLUP>]&DYDV7H?(V:3&/__M3Z8]< F#3*Y6-=72)F]8-$:20#P=M(;]H:4G\7VIA?V3WCZ3=952>VXA*U.@AU.1H-^CE=\-W>:EZ/SSZ-&Z-+_ M5#0?E?7C$9\ MEBXF:SA3B0,V<5A$RIA=JIZ$ 00?-.U8=1M2M660FL11=.1,$Y!&:PCKGO MM>%)(CLA1.F$):LAZ];%IMBVU?\O@%'5I/I#\KNIV^UI\55<,'6FC[/:+L&!CF:VDB\OES*HF@=-M SL8=1XH(SH&YFRCC@%4ZW2BRF.KZ!=QG.-YD:C8K4;6)WO=>O7J1U[1$HB M8=Q$-G7NK9:)#?C'\>C([,YQPLH.6",A,Z M9D.2=/OZ9#YKSU(T-D&,.HK68XC6P#D]2K22?1_UK}=M(H,Z^NO4L&!KSAY802*6/S'\LB&GI+U+M5J-*=' BD:2[Z2WZZP-8:KR?J,D 7M:-=E)CQ5CI90$'\:>"U?L"R@AR2#<[OI=G\?&P-Y_1XT4SZ'13YK%$[MK#!IUM7R\K3+*EB=,^,2 QE6)I $4F&ED#,"7GITK:_0-09H>IS1B\=*E %(9'>R9#P*X<,_9# M:EVPTOK[R5'N{$K=9_BE%<9)C ^09&- U6P7I1F80/MXA%K[1A}3?J^P#L_) MD:B9\%*T\IN4,_/^.,_VI#'LUX7UBAB'J=^^ZN>GC]KQ)K3'^AK==LZLFON MKJBF5.++%>LD0.&TS-=`4IW3.R>SH^'N:NTX:\BX#TZJYPHT/GE^7B.B=DI&6 ME&L^K:@-!9QRH!D:)ZRMC8];QVR6 MG7K64;72]MJ»'3;(_E90)7,M)NO8T__M?7L=:E#A;;G^]K=9TMMRGF,QR!+4-#GK(_.BT#D*:%.*,IKV17(,HS04/64# M)MR-^G6CD2[RJV\A7:"\=$LW@-,1G>0:6(YB^Q*HVN)L[LZ]LR8;{WW2D6F M$6M2'7 65,BLT^X-M@BRX5LW>MD[4QD3C>(VPNZF H5[GY:#C;-`,[+[$%Q6 7GEM61*Y4CH:.3:N8 Y\2YRBMD!NI=X.'G8BJ MGXNU]9LVXLNLS!'1*2C3IBTHb<C>-NB M^OTK%*H%/2L=Y=7L(2%DYM?H!(I3GC_P9'C#1Q<(8OOBJ4 '-:2HDHZL 'F\&HIF@%XPQ7-M;2;M/FQ /_MV0-[Y<,VXNZ>!Y>9&3H:*6CKBXF.1#H:"X,$A:$HP<0L34FJ6PXSP>X^?%U,"9UUSX?%Q?1L-*X5=/-26}&3D6>++C%T2$>B MM9GY*$5M=ZD}U.0T56;P/3#\=4,XA[44=[MZZDK3'5B/'\<{DX0QMQG<#

*K%%QS#]ZRI'.)P/ -<(YN)3IZ0Q=TD3'=JHK0>3R03*F5=\#%*+#+#\\%4/MK4^J,\QWT-)M5H.,LOZW$/2?/DP9*YII%*SB\[RPOD=)/;OC}G6:I\R+QK*^SP%X;<4+MAXOS#/#'G M5,VZU8E%)*$0KX0I%U4K5FQ,;ACR4S>2IG;VRJ/T$2W0^T^CF$X&&ZNV_,?1.QC/9^3}+1_AZ_018/#S M-.M;/P7C',/M"U.6<^R#"073V8^U[DEABN10'*.*8G-.;0[0*!G5T"_02%&=U.?< M#=/UO#,^<2F9TK4; G>!>0B&BB ^&9N,:9^E>P_% 1C2E=+H.=${2;R#,V0= M"%&Y^G=UBXN)?XF >CJ*PC4&AG7@FI8D%U"T$&X2FE2HJ-&%TCSCR2]D,!)07G MO&U+/3\(@$GMN7M>&[T6!F{;9BWM'K[3}5!',FAT$S2{C;X/85RN%U?5,/SI MV_600(-0J5LOZKM[;3@HGW<"U{K>AS3CDP'|\@9<9I,I3,@H&5~7GIWU V, MQ5R$9;(*5#Q,,8R7GF^$M>U*+ZP&2%K9TQM;X^LV!'1F>DD+VQ9U*-Y0}! M-=L^&?!WUOQC-=&!*X7V)91$PW01-I{=/MY${=Q-J}LE7T(113 MPT'*,ET-^,A=89KLYA2\=M:U/K+VH>0'+I2ZTO$VTFS=T_WC7Z./9Z.++.I!^ M_(LVJF]OASBS3"0&12P0=+#-"LYBBH3/9LMJ$CO++"R}{0@3_$.V^*8/V{^[MNHLR1A#U$E;H>,FGR&%GOIY\-<.FVX(4*2F8UI85[UE&)WDX)7-5>}? MCKZ?36/E;R/B_? 2ST22A<@EDU+X^42!2%\S<'%}@)1DM;UV=>J3];-;25L7L+P/,V\1ZO MBR[ZVSQ:$-?+&.8{00F:^J3-4X'ZSF,"/(#39;5MQ2#CKMH0]+V@RSJ'V@ M80QYTK%7#Z2IFOIJY2"H)(I3GC_P9'C1[0/%TY+3=1K5=Y\.??OZ,OB'>[&^K MR7K4*@BR+^H4%VD< ZK$PYR"-T5Z8UM?QDMQ<!*I3T,'U\>5?_>?I=E%"WW8+T M=C0Z\')DH)4\&2B,9YF9502WFdK:(%=90*QRB,UK-'^93??I MIRG.,Q/^(,U,WG_XX[#4EN-)UC:;3H$F+T=6<%HQY*FV;'6)"-^0I6!?6=2 M0X5U$"W\Z6+2'^)DWF!ITH^:C!LYF&*B8KS^H65"4&}-A=#QV<6@\W##9QS M'P,AT[2Q:A26!:L,BR(}09NH+Z9UZ?2!B/* PW48GFPC_M-7V^^Q/RPX_07C MJ\LYR2$[,YM3Z,FWU'X [9BVIMI&{9/-Q=D[5Q4K;K+Q?O+^S9'&DA^U$EL' HOLT6/;9^OIA>C+'VGH)APEX=)6!11;i$,I5{%0.$P#A&F0J~*OR3VBV/ MT(-H4-HFR65V4V-V\>==CA350\K6P[B80+J:CF2L=8#"H.>"U0R3VBG:6K7_6 H.IEJ;I608@/),V"G>$%L<KC?:A+E$^GX{>E[X{$?M=-H>$Y>S&= M3&&8^\-/\[@?7.V? 7Y5W-&(NM9$"OB$75MO6RL9&YHLS==:P#/EHLO\W6,^S M87W1D:.K-KF/6=O0%U5&-U[J1=]P.I) !B%KH}Z\3R:GBLKZ'567AO.M3+' MP_95B_A.\,W2H'6GW\>_L%=]8-N)WMD;)MC,008^O;N08(J+U[IGLRW%"G,85 MDFF&A98HG6(EZZBT 9YT.A3-E^#]30,#'\(TFX8MI7 M[^QBX<F+7D*%%K9I/IP;\SKK_3F]R<WB^/HVFMN]-2 3CII_D:K3$%# 86.MC:)=M=2[V9P%EX"-0UB.,CV?:PKN_0QJ'}?^:%,*#?WH\%7#Z2IFOIDJY2"H)(I3GC_P9'C1[0/%TY+3=1K5=Y\.??OZ,OB'>[&^K MR7K4*@BR+^H4%VD< ZK$PYR"-T5Z8UM?QDMQ<!*I3T,'U\>5?_>?I=E%"WW8+T M=C0Z\')DH)4\&2B,9YF9502WFdK:(%=90*QRB,UK-'^93??I MIRG.,Q/^(,U,WG_XX[#4EN-)UC:;3H$F+T=6<%HQY*FV;'6)"-^0I6!?6=2 M0X5U$"W\Z6+2'^)DWF!ITH^:C!LYF&*B8KS^H65"4&}-A=#QV<6@\W##9QS M'P,AT[2Q:A26!:L,BR(}09NH+Z9UZ?2!B/* PW48GFPC_M-7V^^Q/RPX_07C MJ\LYR2$[,YM3Z,FWU'X [9BVIMI&{9/-Q=D[5Q4K;K+Q?O+^S9'&DA^U$EL' HOLT6/;9^OIA>C+'VGH)APEX=)6!11;i$,I5{%0.$P#A&F0J~*OR

gaap:UnbilledRevenuesMember 2024-10-31 0001734722 2024-11-01 2024-10-31 0001734722 us-gaap:CommercialPaperMember 2024-10-31 0001734722 us-gaap:USTreasuryBillSecuritiesMember 2024-10-31 0001734722 us-gaap:CorporateBondSecuritiesMember 2024-10-31 0001734722 path:YankeeBondsMember 2024-10-31 0001734722 path:AgencyBondsMember 2024-10-31 0001734722 us-gaap:USTreasuryBillSecuritiesMember 2024-01-31 0001734722 us-gaap:CorporateBondSecuritiesMember 2024-01-31 0001734722 path:AgencyBondsMember 2024-01-31 0001734722 us-gaap:FairValueInputsLevel1Members-gaap:FairValueMeasurementsRecurringMembers-gaap:MoneyMarketFundsMember 2024-10-31 0001734722 us-gaap:FairValueInputsLevel2Members-gaap:FairValueMeasurementsRecurringMembers-gaap:MoneyMarketFundsMember 2024-10-31 0001734722 us-gaap:FairValueInputsLevel3Members-gaap:FairValueMeasurementsRecurringMembers-gaap:MoneyMarketFundsMember 2024-10-31 0001734722 us-gaap:FairValueMeasurementsRecurringMembers-gaap:MoneyMarketFundsMember 2024-10-31 0001734722 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and Description of Business Description of Business UiPath, Inc. ("UiPath," the "Company," "we," "us," or "our") was incorporated in Delaware in June 2015 and is headquartered in New York, New York. Our AI-powered UiPath Platform™ offers a robust set of capabilities that allows our customers to discover opportunities for automation, automate using natural language and a digital workforce that seamlessly collaborates with humans, and operate a mission critical automation program at scale. Summary of Significant Accounting Policies Our significant accounting policies are discussed in greater scope and detail in Note 2, Summary of Significant Accounting Policies, in the notes to consolidated financial statements included in the 2024 Form 10-K. There have been no significant changes to such policies during the nine months ended October 31, 2024. Basis of Presentation The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP") and applicable regulations of the SEC regarding interim financial reporting. As permitted under those rules, certain footnotes or other financial information that are normally required by U.S. GAAP may be condensed or omitted. The accompanying unaudited condensed consolidated financial statements and related financial information should be read in conjunction with the audited consolidated financial statements and the accompanying notes thereto for the fiscal year ended January 31, 2024, which are included in the 2024 Form 10-K. The unaudited condensed consolidated financial statements have been prepared on the same basis as our audited consolidated financial statements and, in the opinion of management, reflect all adjustments, consisting only of normal recurring adjustments, that are necessary for the fair presentation of our financial information. The unaudited condensed consolidated financial statements include the financial statements of UiPath, Inc. and its subsidiaries in which we hold a controlling financial interest. Intercompany transactions and accounts have been eliminated in consolidation. The results of operations for the nine months ended October 31, 2024 are not necessarily indicative of the results to be expected for the fiscal year ending January 31, 2025 or for any other future interim or annual period. Fiscal Year <span style="color:#000000;font-family:'Arial',sans-serif;font-size:10pt;font-

weight:400;line-height:120%">Our fiscal year ends on January 31. References to fiscal year 2025, for example, refer to the fiscal year ending January 31, 2025. Use of Estimates The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the amounts of assets and liabilities at the balance sheet date and the amounts of revenue and expenses reported during the period. We evaluate estimates based on historical and anticipated results, trends, and various other assumptions. Such estimates include, but are not limited to, certain aspects of revenue recognition, expected period of benefit for deferred contract acquisition costs, allowance for credit losses, fair value of financial assets and liabilities, fair value of acquired assets and assumed liabilities, useful lives of long-lived assets, capitalized software development costs, carrying value of operating lease right-of-use ("ROU") assets and operating lease liabilities, incremental borrowing rates for operating leases, amount of stock-based compensation expense, timing and amount of contingencies, costs related to our restructuring actions, uncertain tax positions, and valuation allowance for deferred income taxes. Actual results could differ from these estimates and assumptions. Foreign Currency The functional currency of our non-U.S. subsidiaries is the local currency. Asset and liability balances denominated in non-U.S. dollar currencies are translated into U.S. dollars using period-end exchange rates, while revenue and expenses are translated using average monthly exchange rates. Differences are included in stockholders' equity as a component of accumulated other comprehensive income. Financial assets and liabilities denominated in currencies other than the functional currency are recorded at the exchange rate at the time of the transaction and subsequent gains and losses related to changes in the foreign currency are included in other income, net in the condensed consolidated statements of operations. For the three months ended October 31, 2024 and 2023, we recognized foreign currency transaction (losses) gains of $(0.3) million and $4.3 million, respectively. For the nine months ended October 31, 2024 and 2023, we recognized foreign currency transaction gains of $1.9 million and $2.9 million, respectively.</div><div style="margin-top:10pt">Concentration of Risks</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">Financial instruments that potentially subject us to significant concentrations of credit risk consist principally of cash and cash equivalents, marketable securities, and accounts receivable.</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">We maintain our cash balance at financial institutions that management believes are high-credit, quality financial institutions, where our deposits, at times, exceed Federal Deposit Insurance Corporation ("FDIC") limits. As of October 31, 2024 and January 31, 2024, 89% and 91%, respectively, of our cash and cash equivalents were concentrated in the U.S., European Union ("EU") countries, and Japan.</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">The selection of investments in marketable securities is governed by our investment policy. The policy aims to emphasize principles of safety and liquidity, with the overall objective of earning an attractive rate of return while limiting exposure to risk of loss and avoiding inappropriate concentrations. We use this policy to guide our investment decisions as it stipulates, among other things, a list of eligible investment types, minimum ratings and other restrictions for each type, and overall portfolio composition constraints.</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">With regard to accounts receivable, we extend differing levels of credit to customers based on creditworthiness, do not require collateral deposits, and maintain reserves for expected credit losses from uncollectible accounts receivable. We manage credit risk related to our customers by performing periodic evaluations of creditworthiness and applying other credit risk monitoring procedures. Significant customers are those that represent 10% or more of our total revenue for the period or accounts receivable at the balance sheet date. For the three and nine months ended October 31, 2024 and 2023, no single customer accounted for 10% or more of our total revenue. As of October 31, 2024 and January 31, 2024, no single customer accounted for 10% or more of our accounts receivable.</div><div style="margin-top:10pt;text-align:justify">Recently Issued Accounting Pronouncements</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">In November 2023, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2023-07, Segment Reporting (Topic 280): Improvements to Reportable Segment Disclosures. ASU No. 2023-07 is intended to improve reportable segments disclosures requirements, primarily through enhanced disclosures about significant segment expenses. ASU No. 2023-07 will be effective for us for annual reporting periods beginning after December 15, 2023 and for interim reporting periods within fiscal years beginning after December 15, 2024. We will adopt ASU No. 2023-07 beginning with our Annual Report on Form 10-K for the fiscal year ending January 31, 2025. Although the guidance requires certain additional disclosures, we do not expect the adoption to have a material impact on our condensed consolidated financial statements.</div><div style="margin-top:10pt;text-indent:27pt">In December 2023, the FASB issued ASU No. 2023-09, Income Taxes (Topic 740): Improvements to Income Tax Disclosures. ASU No. 2023-09 will require additional tax disclosures, predominantly related to the effective income tax rate reconciliation and income taxes paid. ASU No. 2023-09 will be effective for us for annual periods beginning after December 15, 2024. Early adoption is permitted. We are currently evaluating the impact of this pronouncement on our condensed consolidated financial statements.</div><div style="margin-top:10pt;text-indent:27pt">In November 2024, the FASB issued ASU No. 2024-03, Income Statement—Reporting Comprehensive Income—Expense Disaggregation Disclosures. ASU No. 2024-03 requires additional disclosure on specific expense categories included in the expense captions presented on the statements of operations, and may be applied </div><div style="margin-top:10pt">prospectively or retrospectively. ASU No. 2024-03 is effective for annual reporting periods beginning after December 15, 2026 and for interim reporting periods beginning after December 15, 2027. Early adoption is permitted. We are currently evaluating the impact of this pronouncement on our condensed consolidated financial statements.</div><div style="margin-top:10pt;text-align:justify">Basis of Presentation</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP") and applicable regulations of the SEC regarding interim financial reporting. As permitted under those rules, certain footnotes or other financial information that are normally required by U.S. GAAP may be condensed or omitted. The accompanying unaudited condensed consolidated financial statements and related financial information should be read in conjunction with the audited consolidated financial statements and the accompanying notes thereto for the fiscal year ended January 31, 2024, which are included in the 2024 Form 10-K. </div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">The unaudited condensed consolidated financial statements have been prepared on the same basis as our audited consolidated financial statements and, in the opinion of management, reflect all adjustments, consisting only of normal recurring adjustments, that are necessary for the fair presentation of our financial information. The unaudited condensed consolidated financial statements include the financial statements of UiPath, Inc. and its subsidiaries in which we hold a controlling financial interest. Intercompany transactions and accounts have been eliminated in consolidation.</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">The results of operations for the nine months ended October 31, 2024 are not necessarily indicative of the results to be expected for the fiscal year ending January 31, 2025 or for any other future interim or annual period.</div><div style="margin-top:10pt;text-align:justify">Fiscal Year</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">Our fiscal year ends on January 31. References to fiscal year 2025, for example, refer to the fiscal year ending January 31, 2025.</div><div style="margin-top:10pt;text-align:justify">Use of Estimates</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the amounts of assets and liabilities at the balance sheet date and the amounts of revenue and expenses reported during the period. We evaluate estimates based on historical and anticipated results, trends, and various other assumptions. Such estimates include, but are not limited to, certain aspects of revenue recognition, expected period of benefit for deferred contract acquisition costs, allowance for credit losses, fair value of financial assets and liabilities, fair value of acquired assets and assumed liabilities, useful lives of long-lived assets, capitalized software development costs, carrying value of operating lease right-of-use ("ROU") assets and operating lease liabilities, incremental borrowing rates for operating leases, amount of stock-based compensation expense, timing and amount of contingencies, costs related to our restructuring actions, uncertain tax positions, and valuation allowance for deferred income taxes. Actual results could differ from these estimates and assumptions. </div><div style="margin-top:10pt;text-align:justify">Foreign Currency</div>The functional currency of our non-U.S. subsidiaries is the local currency. Asset and liability balances denominated in non-U.S. dollar currencies are translated into U.S. dollars using period-end exchange rates, while revenue and expenses are translated using average monthly exchange rates. Differences are included in stockholders' equity as a component of accumulated other comprehensive income. Financial assets and liabilities denominated in currencies other than the functional currency are recorded at the exchange rate at the time of the transaction and subsequent gains and losses related to changes in the foreign currency are included in other income, net in the condensed consolidated statements of operations.-300000430000019000002900000<div style="margin-top:10pt">Concentration of Risks</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">Financial instruments that potentially subject us to significant concentrations of credit risk consist principally of cash and cash equivalents, marketable securities, and accounts receivable.</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">We maintain our cash balance at financial institutions that management believes are high-credit, quality financial institutions, where our deposits, at times, exceed Federal Deposit Insurance Corporation ("FDIC") limits. As of October 31, 2024 and January 31, 2024, 89% and 91%, respectively, of our cash and cash equivalents were concentrated in the U.S., European Union ("EU") countries, and Japan.</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">The selection of investments in marketable securities is governed by our investment policy. The policy aims to emphasize principles of safety and liquidity, with the overall objective of earning an attractive rate of return while limiting exposure to risk of loss and avoiding inappropriate concentrations. We use this policy to guide our investment decisions as it stipulates, among other things, a list of eligible investment types, minimum ratings and other restrictions for each type, and overall portfolio composition constraints.</div>With regard to accounts receivable, we extend differing levels of credit to customers based on creditworthiness, do not require collateral deposits, and maintain reserves for expected credit losses from uncollectible accounts receivable. We manage credit risk related to our customers by performing periodic evaluations of creditworthiness and applying other credit risk monitoring procedures. Significant customers are those that represent 10% or more of our total revenue for the period or accounts receivable at the balance sheet date.0.890.91<div style="margin-top:10pt;text-align:justify">Recently Issued Accounting Pronouncements</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">In November 2023, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2023-07, Segment Reporting (Topic 280): Improvements to Reportable Segment Disclosures. ASU No. 2023-07 is intended to improve reportable segments disclosures requirements, primarily through enhanced disclosures about significant segment expenses. ASU No. 2023-07 will be effective for us for annual reporting periods beginning after December 15, 2023 and for interim reporting periods within fiscal years beginning after December 15, 2024. We will adopt ASU No. 2023-07 beginning with our Annual Report on Form 10-K for the fiscal year ending January 31, 2025. 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We are currently evaluating the impact of this pronouncement on our condensed consolidated financial statements.</div>Revenue Recognition<div style="margin-top:10pt">Disaggregation of Revenue</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">The following tables summarize revenue by geographical region (dollars in thousands): </div><div style="margin-bottom:3pt;margin-top:10pt;text-align:justify"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="21" style="border-bottom:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Three Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Amount</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Percentage of Revenue</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Amount</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Percentage of Revenue</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Americas (1)</div></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">170,837 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">50 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">% </td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0

2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">174,226 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">53 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Europe, Middle East, and Africa</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">113,031 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">32 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">93,782 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">29 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Asia-Pacific (2)</div></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">62,785 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">18 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">57,913 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">18 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Total revenue</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">354,653 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">100 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">325,921 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">100 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr></table></div><div style="margin-top:10pt;padding-left:54pt;text-align:justify;text-indent:-27pt">(1)Revenue from the U.S. represented 46% and 48% of our total revenues for the three months ended October 31, 2024 and 2023, respectively.</div><div style="padding-left:54pt;text-align:justify;text-indent:-27pt">(2)Revenue from Japan represented 7% and 7% of our total revenues for the three months ended October 31, 2024 and 2023, respectively.</div><div style="margin-bottom:3pt;margin-top:10pt;text-align:justify"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="21" style="border-bottom:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Nine Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Amount</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Percentage of Revenue</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Amount</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Percentage of Revenue</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Americas (1)</div></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">482,539 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">48 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">437,396 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">48 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Europe, Middle East, and Africa</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">315,647 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">31 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">271,722 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">30 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Asia-Pacific (2)</div></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">207,832 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">21 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">193,701 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">22 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Total revenue</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">1,006,018 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">100 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">902,819 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">100 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr></table> (1)Revenue from the U.S. represented 44% and 44% of our total revenues for the nine months ended October 31, 2024 and 2023, respectively. (2)Revenue from Japan represented 10% and 10% of our total revenues for the nine months ended October 31, 2024 and 2023, respectively. Deferred Revenue During the nine months ended October 31, 2024 and 2023, we recognized $421.7 million and $331.1 million of revenue that was included in the deferred revenue balance as of January 31, 2024 and 2023, respectively. Remaining Performance Obligations Our remaining performance obligations are comprised of licenses, subscription services, and professional services not yet delivered. As of October 31, 2024, the aggregate amount of the transaction price allocated to remaining performance obligations was $1,127.6 million, which consists of $643.7 million of billed consideration and $483.9 million of unbilled consideration. We expect to recognize 64% of our remaining performance obligations as revenue over the next 12 months, and the remainder thereafter. Deferred Contract Acquisition Costs Our deferred contract acquisition costs are comprised of sales commissions that represent incremental costs to obtain customer contracts, and are determined based on sales compensation plans. Amortization of deferred contract acquisition costs was $23.6 million and $21.6 million for the three months ended October 31, 2024, and 2023, respectively, and $63.0 million and $52.8 million for the nine months ended October 31, 2024 and 2023, respectively, and is recorded in sales and marketing

expense in the condensed consolidated statements of operations. The following tables summarize revenue by geographical region (dollars in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="21" style="border-bottom:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Three Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Amount</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Percentage of Revenue</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Amount</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Percentage of Revenue</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"> Americas (1) </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">178,037 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">50 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">174,226 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">53 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Europe, Middle East, and Africa</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">113,031 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">32 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">93,782 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">29 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"> Asia-Pacific (2) </td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">62,785 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">10 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">57,913 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">18 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Total revenue</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">354,653 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">100 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">325,921 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">100 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr></table> (1)Revenue from the U.S. represented 46% and 48% of our total revenues for the three months ended October 31, 2024 and 2023, respectively. (2)Revenue from Japan represented 7% and 7% of our total revenues for the three months ended October 31, 2024 and 2023, respectively. <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="21" style="border-bottom:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Nine Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Amount</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Percentage of Revenue</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Amount</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Percentage of Revenue</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"> Americas (1) </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">482,539 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">48 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">437,396 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">48 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Europe, Middle East, and Africa</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">315,647 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">31 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">271,722 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">30 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">% </td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"> Asia-Pacific (2) </td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">207,832 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">21 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">193,701 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">22 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Total revenue</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">1,006,018 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">100 </td><td style="background-color:#ffffff;border-

bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">902,819 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">100 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr></table> (1)Revenue from the U.S. represented 44% and 44% of our total revenues for the nine months ended October 31, 2024 and 2023, respectively. (2)Revenue from Japan represented 10% and 10% of our total revenues for the nine months ended October 31, 2024 and 2023, respectively.
1788370000.501742260000.531130310000.32937820000.29627850000.18579130000.183546530001325920100010.460.480.070.074025390000.484373960000.483156470000.312717220000.302078320000.211937010000.2210060180
Securities The following is a summary of our marketable securities (in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%">
<tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="21" style="padding:2px 1pt;text-align:center;vertical-align:bottom">As of October 31, 2024</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Amortized Cost</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Gross Unrealized Gains</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Gross Unrealized Losses</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Estimated Fair Value</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Commercial paper</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">41,864 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">18 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">41,082 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Treasury bills and U.S. government securities</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">674,654 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(526)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">674,128 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"> Corporate bonds </td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">100,606 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">76 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">100,682 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Yankee bonds</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,677 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(11)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,666 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Agency bonds</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">450 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">450 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total marketable securities</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">830,251 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">94 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">537)</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">829,808 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="display:none"></td></tr></table> <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="21" style="padding:2px 1pt;text-align:center;vertical-align:bottom">As of January 31, 2024</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Amortized Cost</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Gross Unrealized Gains</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Gross Unrealized Losses</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Estimated Fair Value</td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Treasury bills and U.S. government securities</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">641,263 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">29 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(100)</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">641,192 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Corporate bonds</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,993 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(2)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,991 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none">

colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Agency bonds</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">174,990 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(28)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">174,962 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total marketable securities</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">818,246 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">29 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(130)</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">818,145 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td></tr></table> As of October 31, 2024 and January 31, 2024, $34.4 million and none, respectively, of our marketable securities had remaining contractual maturities of one year or more. As of October 31, 2024 and January 31, 2024, $2.1 million and $3.3 million, respectively, of interest receivable was included in prepaid expenses and other current assets on the condensed consolidated balance sheets. We did not recognize an allowance for credit losses against interest receivable as of October 31, 2024 and January 31, 2024.</div>Unrealized losses during the periods presented are a result of changes in market conditions. We do not believe that any unrealized losses are attributable to credit-related factors based on our evaluation of available evidence. To determine whether a decline in value is related to credit loss, we evaluate, among other factors, the extent to which the fair value is less than the amortized cost basis and any adverse conditions specifically related to an issuer of a security or its industry.<div style="margin-top:10pt;text-indent:27pt">The following is a summary of our marketable securities (in thousands): </div><div style="margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="21" style="padding:2px 1pt;text-align:center;vertical-align:bottom">As of October 31, 2024</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Amortized Cost</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Gross Unrealized Gains</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Gross Unrealized Losses</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Estimated Fair Value</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Commercial paper</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">41,864 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">18 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">41,882 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Treasury bills and U.S. government securities</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">674,654 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(526)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">674,128 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Corporate bonds</div></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">108,606 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">76 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">108,682 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Yankee bonds</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,677 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(11)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,666 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Agency bonds</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">450 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">450 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total marketable securities</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">830,251 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">94 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(537)</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">822,800 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="display:none"></td></tr></table> <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="21" style="padding:2px 1pt;text-align:center;vertical-align:bottom">As of January 31, 2024</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Amortized Cost</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Gross Unrealized Gains</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Gross Unrealized Losses</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Estimated Fair Value</td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Treasury bills and U.S. government securities</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">641,263 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid

</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">29 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(100)</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">641,192 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Corporate bonds</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,993 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(2)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,991 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Agency bonds</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">174,990 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(28)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">174,962 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total marketable securities</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">818,246 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">29 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(130)</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">818,145 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td></tr></table>
4186400018000041882000674654000052600067412800010866000760000108682000467700001100046660004500000045000003025100094000537000029800000641263000290001000006411920001993000020001991000174990000028000Value Measurement The following tables present the fair value hierarchy of our financial assets measured at fair value on a recurring basis as of October 31, 2024 and January 31, 2024 (in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom"> </td><td colspan="21" style="background-color:#ffffff;padding:2px 1pt;text-align:center;vertical-align:bottom">As of October 31, 2024</td></tr><tr><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom"> </td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Level 1</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Level 2</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:left;vertical-align:bottom"> Level 3 </td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Total</td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Money market</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">297,093 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">297,093 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Total cash equivalents</td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">297,093 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">297,093 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Commercial paper</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">41,882 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">41,882 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Treasury bills and U.S. government securities</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">674,128 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">674,128 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Corporate bonds</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">108,602 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">108,602 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Yankee bonds</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,666 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,666 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Agency bonds</td><td colspan="2" style="background-

<table>
<tr><td colspan="3" style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">Total marketable securities</td><td colspan="2" style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">674,578 </td><td colspan="3" style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">829,808 </td></tr>
<tr><td colspan="3" style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">Other investments carried at fair value</td><td colspan="2" style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">1,139,153 </td><td colspan="3" style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">1,991 </td></tr>
<tr><td colspan="3" style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">Total</td><td colspan="2" style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">1,813,731 </td><td colspan="3" style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">2,830,952 </td></tr>
</table>

As of January 31, 2024

	Level 1	Level 2	Level 3	Total
Money market	$ 509,053	$ —	$ —	$ 509,053
Treasury bills and U.S. government securities	641,192	—	—	641,192
Corporate bonds	1,991	—	—	1,991
Agency bonds	174,962	—	—	174,962
Total marketable securities	$ 816,154	$ —	$ —	$ 1,991

colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">818,145 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 19pt;text-align:left;vertical-align:bottom">Total</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">1,325,207 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">1,991 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">1,327,198 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> Our money market funds, treasury bills and U.S. government securities, and agency bonds are classified within Level 1 of the fair value hierarchy because they are valued based on quoted market prices in active markets. We classify commercial paper, Yankee bonds, and corporate bonds as Level 2 because they are valued using inputs other than quoted prices which are directly or indirectly observable in the market, including readily-available pricing sources for the identical underlying security which may not be actively traded. Other investments carried at fair value, which consist of convertible bonds of private company H.AI (the "H company") purchased during the nine months ended October 31, 2024, are classified as Level 3 because their valuation relies on significant unobservable inputs. None of our financial instruments were classified in the Level 3 category as of January 31, 2024. The following tables present the fair value hierarchy of our financial assets measured at fair value on a recurring basis as of October 31, 2024 and January 31, 2024 (in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.364%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.364%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom"> </td><td colspan="21" style="background-color:#ffffff;padding:2px 1pt;text-align:center;vertical-align:bottom">As of October 31, 2024</td></tr><tr><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom"> </td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Level 1</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Level 2</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:left;vertical-align:bottom"> Level 3 </td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Total</td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Money market</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">297,093 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">297,093 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Total cash equivalents</td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">297,093 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">297,093 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Commercial paper</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">41,802 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">41,802 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Treasury bills and U.S. government securities</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">674,128 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">674,128 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Corporate bonds</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">108,682 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">108,682 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Yankee bonds</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,666 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,666 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Agency bonds</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">450 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">450 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 13pt;text-align:left;vertical-align:bottom">Total marketable securities</td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">674,578 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">155,230 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">829,808 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"> <span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-

weight:400;line-height:120%">Other investments carried at fair value </td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">12,252 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">12,252 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 19pt;text-align:left;vertical-align:bottom">Total</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">971,671 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">155,230 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">12,252 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">1,139,153 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr></table> <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:99.853%"><tr><td style="width:1.0%"></td><td style="width:46.191%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.637%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.305%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.637%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.305%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.643%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom"> </td><td colspan="21" style="padding:2px 1pt;text-align:center;vertical-align:bottom">As of January 31, 2024</td></tr><tr><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom"> </td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Level 1</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Level 2</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:left;vertical-align:bottom"> Level 3 </td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Total</td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Money market</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">509,053 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">509,053 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Total cash equivalents</td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">509,053 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">509,053 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Treasury bills and U.S. government securities</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">641,192 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">641,192 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Corporate bonds</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,991 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:bottom">Agency bonds</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">174,962 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">174,962 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Total marketable securities</td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">816,154 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,991 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom"> </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">818,145 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 19pt;text-align:left;vertical-align:bottom">Total</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">1,325,207 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">1,991 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,325,198 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-

solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td></tr></table> We record amortization expense associated with acquired developed technology in cost of licenses revenue and cost of subscription services revenue, trade names and trademarks in sales and marketing expense, customer relationships in sales and marketing expense, and other intangibles in general and administrative expense in the condensed consolidated statements of operations. Amortization of acquired intangible assets was $1.7 million and $2.1 million for the three months ended October 31, 2024 and 2023, respectively, and $5.5 million and $6.4 million for the nine months ended October 31, 2024 and 2023, respectively.</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">Expected future amortization expense related to intangible assets was as follows as of October 31, 2024 (in thousands):</div><div style="margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:86.180%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.620%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom"> </td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Amount</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:top">Remainder of year ending January 31, 2025</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">1,186 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:top">Year ending January 31,</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:top">2026</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,163 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:top">2027</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">2,494 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:top">2028</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,186 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:top">2029</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">101 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:top">Thereafter</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">201 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:top">Total</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">9,331 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table></div><div style="margin-top:10pt">Goodwill</div><div style="margin-top:10pt;text-align:justify;text-indent:22.5pt">Changes in the carrying amount of goodwill during the nine months ended October 31, 2024 were as follows (in thousands):</div><div style="margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:86.180%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.620%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom"> </td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Carrying Amount</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Balance as of January 31, 2024</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">89,026 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="display:none"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Effect of foreign currency translation</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">838 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Balance as of October 31, 2024</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">89,864 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table></div><div style="margin-top:10pt;text-align:justify;text-indent:22.5pt">Acquired intangible assets, net consisted of the following as of October 31, 2024 (dollars in thousands): </div><div style="margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:44.514%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:13.373%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.364%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom"> </td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Intangible Assets, Gross</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Accumulated Amortization</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom"><div style="text-align:center">Intangible Assets, Net</div></td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom"><div style="text-align:center">Weighted-Average Remaining Useful Life (years)</div></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Developed technology</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">29,061 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(21,260)</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">7,801 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt;text-align:right;vertical-align:bottom">2.4</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Customer relationships</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,338 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(7,503)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">035 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:right;vertical-align:bottom">0.0</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Trade names and trademarks</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">271 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(271)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:right;vertical-align:bottom">0.0</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Other intangibles</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,231 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(536)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">695 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:right;vertical-align:bottom">6.6</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">38,901 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(29,570)</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">9,331 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td></tr></table> Acquired intangible assets, net consisted of the following as of January 31, 2024 (dollars in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:44.514%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:13.373%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.364%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:top"> </td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Intangible Assets, Gross</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Accumulated Amortization</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom"> Intangible Assets, Net </td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom"> Weighted-Average Remaining Useful Life (years) </td></tr><tr><td colspan="3" style="background-color:

color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:top">Developed technology</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">28,807 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(16,881)</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">11,926 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt;text-align:right;vertical-align:bottom">2.0</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:top">Customer relationships</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,266 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(6,306)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,960 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:right;vertical-align:bottom">1.3</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:top">Trade names and trademarks</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">272 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(266)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">6 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:right;vertical-align:bottom">0.2</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 1.75pt;text-align:left;vertical-align:top">Other intangibles</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,231 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(419)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">812 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:right;vertical-align:bottom">7.0</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:top">Total</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">38,576 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(23,872)</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">14,704 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td></tr></table>
2906100021260000780100OP2Y4M24D0330000750300008350000P0Y9M18D2710002710000P0Y1231000536000695000P6Y7M6D3890100029570000933100028807000168010001926000P2Y9M18D826600063060001960000P1Y3M18D272000266000
style="margin-top:10pt;text-align:justify;text-indent:27pt">Expected future amortization expense related to intangible assets as as follows as of October 31, 2024 (in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:86.180%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.620%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom">Amount</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:top">Remainder of year ending January 31, 2025</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">1,186 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:top">Year ending January 31,</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:top">2026</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,163 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:top">2027</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">2,494 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:top">2028</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,186 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:top">2029</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">101 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:top">Thereafter</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">201 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:top">Total</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">9,331 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> 11860004163000249400011860001010002010009331000 Changes in the carrying amount of goodwill during the nine months ended October 31, 2024 were as follows (in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:86.180%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.620%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom"> </td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Carrying Amount</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Balance as of January 31, 2024</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">89,026 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="display:none"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Effect of foreign currency translation</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">838 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Balance as of October 31, 2024</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:120%">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">89,864 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> 8902600083000089864000Operating Leases Our operating leases consist of real estate and vehicles and have remaining lease terms of one year to 13 years. For purposes of calculating operating lease liabilities, lease terms may be deemed to include options to extend the lease when it is reasonably certain that we will exercise those options. Our operating lease arrangements do not contain any material restrictive covenants or residual value guarantees. Lease costs are presented below (in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:45.976%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.530%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.530%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Three Months Ended October 31,</td><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Nine Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Operating lease cost</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">4,200 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt;text-align:left;vertical-align:bottom">3,364 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-

weight:400;line-height:100%">11,762 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">9,663 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Short-term lease cost</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">952 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,225 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">3,099 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">3,845 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Variable lease cost</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">542 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">493 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,476 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,639 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom"><div style="padding-left:0.75pt">Sublease income (1)</div></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(426)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(1,491)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">5,694 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">4,656 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">16,337 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">13,656 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table></div><div style="margin-top:5pt">(1) Included in other income, net in the condensed consolidated statements of operations.</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">The following table represents the weighted-average remaining lease term and discount rate as of the periods presented:</div><div style="margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:72.876%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.621%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">As of</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">October 31,
2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">January 31,
2024</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Weighted-average remaining lease term (years)</td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt;text-align:right;vertical-align:bottom">10.2</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt;text-align:right;vertical-align:bottom">10.7</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Weighted-average discount rate</td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7.7 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7.1 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr></table></div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">Future undiscounted lease payments for our operating lease liabilities as of October 31, 2024 were as follows (in thousands):</div><div style="margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:86.180%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.620%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Amount</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Remainder of year ending January 31, 2025</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">4,196 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Year ending January 31,</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">2026</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">9,525 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">2027</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">14,589 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">2028</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">13,192 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">2029</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">9,792 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Thereafter</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">65,690 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total operating lease payments</td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">116,984 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Less: imputed interest</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(35,304)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Total operating lease liabilities</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">81,600 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> As of October 31, 2024, we had non-cancellable commitments in the amount of $0.5 million related to operating leases of real estate facilities that have not yet commenced. Current operating lease liabilities of $4.0 million and $8.4 million were included in accrued expenses and other current liabilities on our condensed consolidated balance sheets as of October 31, 2024 and January 31, 2024, respectively.</div><div style="margin-top:10pt;text-indent:27pt">Supplemental cash flow information related to leases for the three and nine months ended October 31, 2024 and 2023 was as follows (in thousands):</div><div style="margin-top:10pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.364%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Three Months Ended October 31,</td><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Nine Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Cash paid for amounts included in the measurement of operating lease liabilities</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">1,725 </td><td style="background-color:#f6f6f6;border-

top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">3,486 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">9,043 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">9,646 </td><td style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Operating lease ROU assets obtained in exchange for new operating lease liabilities</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,014 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,139 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">20,806 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,820 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table></div>P1YP13V<div style="margin-top:10pt;text-align:justify;text-indent:27pt">Lease costs are presented below (in thousands):</div><div style="margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:45.976%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.530%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.530%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Three Months Ended October 31,</td><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Nine Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Operating lease cost</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">4,200 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">3,364 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">11,762 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">9,663 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Short-term lease cost</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">952 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,225 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">3,099 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">3,045 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Variable lease cost</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">542 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">493 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,476 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,639 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom"><div style="padding-left:0.75pt">Sublease income (1)</div></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(426)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(1,491)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">5,694 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">4,656 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">16,337 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">13,656 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table></div><div style="margin-top:5pt">(1) Included in other income, net in the condensed consolidated statements of operations.</div><div style="margin-top:10pt;text-indent:27pt">Supplemental cash flow information related to leases for the three and nine months ended October 31, 2024 and 2023 was as follows (in thousands):</div><div style="margin-top:10pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Three Months Ended October 31,</td><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Nine Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Cash paid for amounts included in the measurement of operating lease liabilities</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">1,725 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">3,486 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">9,043 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">9,646 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Operating lease ROU assets obtained in exchange for new operating lease liabilities</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,014 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,139 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom"><span

style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">20,806 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,820 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table>
420000033640001176200096630009520001225000309900038450005420004930001476000163900004260000149100056940004656000163370001365600 The following table represents the weighted-average remaining lease term and discount rate as of the periods presented: <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:72.876%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.621%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">As of</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">October 31,
2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">January 31,
2024</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Weighted-average remaining lease term (years)</td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt;text-align:right;vertical-align:bottom">10.2</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt;text-align:right;vertical-align:bottom">10.7</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Weighted-average discount rate</td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7.7 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7.1 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom">%</td></tr></table> P10Y2M12DP10Y8M12D0.0770.071 Future undiscounted lease payments for our operating lease liabilities as of October 31, 2024 were as follows (in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:86.180%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.620%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Amount</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Remainder of year ending January 31, 2025</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">4,196 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Year ending January 31,</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">2026</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">9,525 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">2027</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">14,589 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">2028</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">13,192 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">2029</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">9,792 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Thereafter</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">65,690 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total operating lease payments</td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">116,984 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Less: imputed interest</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(35,384)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Total operating lease liabilities</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">81,600 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table>
419600095250001458900013192000979200065690000116984000035384000816000005000004800000840000017250003486000090430009646000101400041390002080600008200000Condensed Consolidated Balance Sheet Components Prepaid Expenses and Other Current Assets Prepaid expenses and other current assets consisted of the following (in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:72.876%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.621%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">As of</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">October 31,
2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">January 31,
2024</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Prepaid expenses and service credits</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">59,226 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">87,781 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Other current assets</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">22,074 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">17,199 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Prepaid expenses and other current assets</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">81,300 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">104,980 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> Property and Equipment, Net Property and equipment, net consisted of the following (in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:72.876%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.621%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">As of</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">October 31,
2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">January 31,
2024</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Computers and equipment</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">24,274 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">23,767 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Leasehold improvements</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">30,486 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">21,756 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Furniture and fixtures</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7,122 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">6,640 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Construction in progress</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,888 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,560 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Other</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">646 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">632 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-

color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Property and equipment, gross</td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">64,416 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">57,355 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7pt;text-align:left;vertical-align:bottom">Less: accumulated depreciation</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(39,284)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(33,373)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 13.75pt;text-align:left;vertical-align:bottom">Property and equipment, net</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">25,132 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">23,982 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> Depreciation expense for the three months ended October 31, 2024 and 2023 was $2.1 million and $2.7 million, respectively. Depreciation expense for the nine months ended October 31, 2024 and 2023 was $6.7 million and $8.5 million, respectively. Other Assets, Non-Current As of October 31, 2024 and January 31, 2024, other assets, non-current included $25.5 million and $1.5 million, respectively, related to equity investments in private companies without readily determinable fair values. As a measurement alternative, these investments are reported at cost and are assessed periodically to determine whether their carrying value must be adjusted for observable changes in price or indicators of impairment. As of October 31, 2024, other assets, non-current also included $12.3 million related to private-company convertible bonds, which are carried at fair value. Refer to Note 5, Fair Value Measurement for further information.</div><div style="margin-top:10pt">Accrued Expenses and Other Current Liabilities</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">Accrued expenses and other current liabilities consisted of the following (in thousands):</div><div style="margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:72.876%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.304%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.621%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">As of</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">October 31,
2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">January 31,
2024</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Accrued expenses (1)</div></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">34,951 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">13,414 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Withholding tax from employee equity transactions</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,309 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">3,277 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Employee stock purchase plan withholdings</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7,625 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">3,618 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Payroll taxes and other benefits payable</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,174 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">3,888 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Income taxes payable</div></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">5,418 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7,140 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Value-added taxes payable</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,448 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">6,480 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Operating lease liabilities, current</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,802 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,357 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Loan note related to fiscal year 2023 acquisition of Re:Infer LTD (paid July 29, 2024)</div></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">5,570 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Rebates payable to partners</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7,633 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7,289 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Cloud infrastructure liabilities (1)</div></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,495 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">5,044 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Other</div></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">11,028 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">19,920 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Accrued expenses and other current liabilities</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">93,883 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">83,997 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>(1) Prior period amounts have been expanded to conform to current period presentation</div></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td></tr><tr><td colspan="3" style="display:none"></td></tr></table></div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">Prepaid expenses and other current assets consisted of the following (in thousands):</div><div style="margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:72.876%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.304%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.621%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">As of</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">October 31,
2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">January 31,
2024</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Prepaid expenses and service credits</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">59,226 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">87,781 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Other current assets</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">22,074 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">17,199 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-

family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">Prepaid expenses and other current assets</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">81,300 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">104,980 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> 592260008778100022074000171990008130000010498000 Property and equipment, net consisted of the following (in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:72.876%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.621%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">As of</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">October 31,
2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">January 31,
2024</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Computers and equipment</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">24,274 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">23,767 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Leasehold improvements</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">30,486 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">21,756 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Furniture and fixtures</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7,122 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">6,640 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Construction in progress</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,888 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,560 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Other</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">646 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">632 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Property and equipment, gross</td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">64,416 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">57,355 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 7pt;text-align:left;vertical-align:bottom">Less: accumulated depreciation</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(39,284)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(33,373)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 13.75pt;text-align:left;vertical-align:bottom">Property and equipment, net</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">25,132 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">23,902 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table>
2427400023767000304860002175600071220006640000188000456000064600063200064416000573550003928400033373000251320002398200021000002700000670000085000002550000015000001230000 Accrued expenses and other current liabilities consisted of the following (in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:72.876%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.621%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">As of</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">October 31,
2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">January 31,
2024</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"> Accrued expenses (1) </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">34,951 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">13,414 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Withholding tax from employee equity transactions</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,309 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">3,277 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Employee stock purchase plan withholdings</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7,625 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">3,618 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Payroll taxes and other benefits payable</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,174 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">3,888 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"> Income taxes payable </td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">5,418 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7,140 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Value-added taxes payable</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,448 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">6,480 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Operating lease liabilities, current</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,802 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,357 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom"> Loan note related to fiscal year 2023 acquisition of Re:Infer LTD (paid July 29, 2024) </td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">5,570 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Rebates payable to partners</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7,633 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">7,289 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom"> Cloud infrastructure liabilities (1) </td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,495 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">5,044 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"> Other </td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">11,028 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom"><span style="color:#000000;font-

family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">19,920 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Accrued expenses and other current liabilities</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 0;text-align:right;vertical-align:bottom">93,083 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">83,997 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"> (1) Prior period amounts have been expanded to conform to current period presentation </td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td></tr><tr><td colspan="3" style="display:none"></td></tr></table>
34951000134140004300900327700076250003618000817400038880005418000714000014480006480000480200083570000557000076330007289000849500050440001102800019920000938830000399700OCommitments and Contingencies Letters of Credit We had a total of $2.0 million and $2.6 million in letters of credit outstanding in favor of certain landlords for office space as of October 31, 2024 and January 31, 2024, respectively. These letters of credit renew annually and expire on various dates through fiscal year 2026. Indemnification In the ordinary course of business, we may provide indemnification of varying scope and terms to customers, vendors, directors, and officers with respect to certain matters, including, but not limited to, losses arising out of our breach of such agreements, services to be provided by us, or from intellectual property infringement claims made by third parties. These indemnification provisions may survive termination of the underlying agreement and the potential amount of future payments we could be required to make under these indemnification provisions may not be subject to maximum loss clauses. The maximum potential amount of future payments we could be required to make under these indemnification provisions is indeterminable. As of October 31, 2024 and January 31, 2024, we have not accrued a liability for these indemnification arrangements because the likelihood of incurring a payment obligation, if any, in connection with these indemnification arrangements was remote. Workforce Restructuring On July 8, 2024, our board of directors approved restructuring actions to manage our operating expenses. These changes reflect efforts to reshape the organization by streamlining our structure, particularly in operational and corporate functions, to better prioritize our go-to-market investments and focus our research and development investments on artificial intelligence ("AI") and driving innovation across our platform. For the nine months ended October 31, 2024, we incurred $15.7 million of expense associated with employee termination benefits in connection with these restructuring actions.</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">The following table shows the total amount incurred, and the liability, which is recorded in accrued compensation and employee benefits in the condensed consolidated balance sheets, for restructuring-related employee termination benefits as of October 31, 2024 (in thousands): </div><div style="margin-top:10pt;text-align:justify"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:86.180%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.620%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Employee Termination Benefits</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Accrued restructuring costs as of January 31, 2024(1)</div></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">335 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom"> Restructuring costs incurred during the nine months ended October 31, 2024 </td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">15,652 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"> Amount paid during the nine months ended October 31, 2024 </td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(11,475)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom"> Accrued restructuring costs as of October 31, 2024 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">4,512 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom">(1) Opening balance relates to our fiscal year 2023 workforce restructuring actions, which were concluded during the second quarter of fiscal year 2024.</td><td colspan="3" style="border-top:1pt solid #000;padding:0 1pt"></td></tr></table></div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">The following table shows the total restructuring costs incurred during the nine months ended October 31, 2024 (in thousands):</div><div style="margin-top:10pt;text-align:justify"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:86.180%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.620%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Employee Termination Benefits</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Cost of subscription services revenue</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">325 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Cost of professional services and other revenue</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">105 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Sales and marketing</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">9,927 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Research and development</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,860 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">General and administrative</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">3,427 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">15,652 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> Defined Contribution Plans We sponsor retirement plans for qualifying employees, including a 401(k) plan in the U.S. and defined contribution plans in certain other countries, to which we make matching contributions. Our total matching contributions to all defined contribution plans were $3.5 million and $3.3 million for the three months ended October 31, 2024 and 2023, respectively, and $13.7 million and $12.4 million for the nine months ended October 31, 2024 and 2023, respectively. Litigation From time to time, we may be involved in lawsuits, claims, investigations, and proceedings, consisting of intellectual property, commercial, employment, and other matters which arise in the ordinary course of business. In accordance with ASC 450, Contingencies, we make a provision for a liability when it is both probable that a liability has been incurred and the amount of the loss can be reasonably estimated. UiPath and certain of its officers and directors are currently parties to the following litigation matters: On September 6, 2023, a putative class action lawsuit was filed in the United States District Court for the Southern District of New York against UiPath, then Co-Chief Executive Officer ("Co-CEO") Daniel Dines, and Chief Financial Officer ("CFO") Ashim Gupta, captioned In re UiPath, Inc. Securities Litigation (the "2023 Securities Action"). The initial complaint asserted claims under Sections 10(b) and 20(a) of the Exchange Act, and alleged that defendants made material misstatements and omissions, including regarding UiPath's competitive position and its financial results. On January 26, 2024, the lead plaintiff in the 2023 Securities Action filed an amended complaint, and on March 26, 2024, filed a further amended complaint, which alleges Securities Act claims under Sections 11 and 15 as well as Exchange Act claims under Section 10(b), Rule 10b-5, and Section 20(a). In support of the Securities Act claims, the plaintiff alleges material misstatements and omissions in UiPath's April 2021 Registration Statement, including regarding UiPath's competitive position and its financial results. The operative complaint is purportedly brought on behalf of a putative class of persons who purchased or otherwise acquired UiPath common stock between April 21, 2021 and September 27, 2022. It seeks unspecified monetary damages, costs and attorneys' fees, and other unspecified relief as the Court deems appropriate. On April 23, 2024, the defendants moved to dismiss the second amended complaint. On November 4, 2024, the Court issued its opinion and order on the motion to dismiss, wherein it dismissed all claims against Mr. Gupta and dismissed all claims under the Securities Act against UiPath and Mr. Dines, but allowed the case to proceed with respect to two statements relating to competition that the plaintiffs allege violated the Exchange Act. Discovery will now proceed accordingly. On November 30, 2023, a purported shareholder derivative lawsuit was filed in the United States District Court for the Eastern District of New York against UiPath, as nominal defendant, and then Co-CEO Daniel Dines, CFO Ashim Gupta, and several of UiPath's current and former directors. The case is captioned Polilingua Limited v. Daniel Dines, et al.. The lawsuit alleges that the individual defendants breached their fiduciary duties and committed other alleged misconduct in connection with the statements at issue in the 2023 Securities Action and by causing UiPath to repurchase shares at allegedly inflated prices. The plaintiff seeks unspecified damages and/or restitution on behalf of UiPath, as well as costs and attorneys' fees and certain changes to UiPath's corporate governance and internal controls. Similar cases were filed in the District of Delaware (captioned In re UiPath, Inc. Stockholder Derivative Litigation) and in the Southern District of New York (captioned Ristea v. Botteri, et al.). On November 22, 2024, the In re UiPath, Inc. Stockholder Derivative Litigation case was voluntarily dismissed without prejudice. In light of the above referenced decision on defendants' motion to dismiss the 2023 Securities Action, the stay has been lifted in the Ristea case and defendants' deadline to respond to the complaint is January 17, 2025. The stay in the Polilingua case has been extended to December 9, 2024.

On June 20, 2024, a putative class action lawsuit was filed in the United States District Court for the Southern District of New York against UiPath, Chief Executive Officer ("CEO") Daniel Dines, former CEO Robert Enslin, and CFO Ashim Gupta. The case was captioned Steiner v. UiPath, et al. The complaint asserts claims under Sections 10(b) and 20(a) of the Exchange Act on behalf of a putative class of persons who purchased or acquired UiPath common stock between December 1, 2023 and May 29, 2024, and alleges that defendants made material misstatements and omissions, including regarding the Company's AI-powered Business Automation Platform and the Company's strategy for, the success of, and customer demand for the platform. The complaint seeks unspecified monetary damages, costs and attorneys' fees, and other unspecified relief as the Court deems appropriate. On August 6, 2024, a second putative class action was filed in the United States District Court for the Southern District of New York against UiPath, CEO Daniel Dines, former CEO Robert Enslin, and CFO Ashim Gupta. The case was captioned Brunozzi v. UiPath, et al. The allegations in the Brunozzi complaint were identical to those made in Steiner v. UiPath et al, except that the Brunozzi complaint defines the putative class to include purchasers of UiPath call options and sellers of put options. On September 5, 2024, the Court consolidated the Steiner and Brunozzi cases and appointed Brunozzi as the lead plaintiff. The consolidated action is captioned In re UiPath, Inc. Securities Litigation (the 2024 Securities Action"). On November 22, 2024, the lead plaintiff filed an amended complaint against UiPath, former CEO Robert Enslin, and CFO Ashim Gupta. CEO Daniel Dines is no longer a named defendant in the 2024 Securities Action. The allegations in the amended complaints are substantively similar to the allegations set forth in the complaints previously filed in Steiner and Brunozzi, and the amended complaint seeks unspecified monetary damages, costs and attorneys' fees, and other unspecified relief as the Court deems appropriate.   On July 8, 2024, a purported shareholder derivative lawsuit was filed in the United States District Court for the Southern District of New York against UiPath, as nominal defendant, CEO Daniel Dines, former CEO Robert Enslin, CFO Ashim Gupta, and UiPath's board of directors. The case is captioned Gera v. UiPath, et al. The lawsuit alleges that the individual defendants breached their fiduciary duties and committed other alleged misconduct in connection with the statements made during the time period at issue in the 2024 Securities Action, and by allegedly causing UiPath to repurchase shares at allegedly inflated prices. The plaintiff seeks unspecified damages and/or restitution on behalf of UiPath, as well as costs and attorneys' fees and certain changes to UiPath's corporate governance and internal controls. The matter has been stayed pending further action in the 2024 Securities Action. We have not recorded any accrual related to the aforementioned litigation matters as of October 31, 2024, as we believe a loss in these matters is neither probable nor estimable at this time. Warranty We warrant to customers that our platform will operate substantially in accordance with its specifications. Historically, no significant costs have been incurred related to product warranties. Based on such historical experience, the probability of incurring such costs in the future is deemed remote. As such, no accruals for product warranty costs have been made. Other Matters Our indirect tax positions are subject to audit in multiple jurisdictions globally, with a key focus on our largest operational territories, including the U.S., Romania, India, and the U.K. Our Romanian subsidiary was subjected to audits by the Agenţia Naţională de Administrare Fiscală ("ANAF") for value-added tax and corporate income tax for the periods January 2020 through January 2022 and January 2018 through January 2022, respectively, which were completed during the first quarter of fiscal year 2025. With regard to the value-added tax audit, an assessment has been issued. We disagree with this assessment and are in the process of appealing through litigation. We have not recorded any reserves related to this audit as of October 31, 2024 as it is not probable that a material loss has been incurred. For additional information regarding the corporate income tax audit, refer to Note 12, Income Taxes. Non-Cancelable Purchase Obligations In the normal course of business, we enter into non-cancelable purchase commitments with various parties, mainly for hosting services, software products and services, and purchase of credits toward products and services from strategic alliance partners. As of October 31, 2024, we had outstanding non-cancelable purchase obligations with a term of 12 months or longer as follows (in thousands):
<table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:99.853%">
<tr><td style="width:1.0%"></td><td style="width:86.162%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.638%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:center;vertical-align:bottom">Amount</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Remainder of year ending January 31, 2025</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">25,190 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Year ending January 31,</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">2026</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">63,208 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">2027</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">45,823 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">2028</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">13,402 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">2029</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">16 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Thereafter</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">147,640 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> 20000026000001700000 The following table shows the total amount incurred, and the liability, which is recorded in accrued compensation and employee benefits in the condensed consolidated balance sheets, for restructuring-related employee termination benefits as of October 31, 2024 (in thousands):
<table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%">
<tr><td style="width:1.0%"></td><td style="width:86.180%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.620%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Employee Termination Benefits</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"> Accrued restructuring costs as of January 31, 2024(1) </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">335 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Restructuring costs incurred during the nine months ended October 31, 2024</div></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">15,652 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Amount paid during the nine months ended October 31, 2024</div></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(11,475)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom"><div>Accrued restructuring costs as of October 31, 2024</div></td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">4,512 </td><td style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom">(1) Opening balance relates to our fiscal year 2023 workforce restructuring actions, which were concluded during the second quarter of fiscal year 2024.</td><td colspan="3" style="border-top:1pt solid #000;padding:0 1pt"></td></tr></table> 335000156520001147500045120000 The following table shows the total restructuring costs incurred during the nine months ended October 31, 2024 (in thousands):
<table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%">
<tr><td style="width:1.0%"></td><td style="width:86.180%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.620%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Employee Termination Benefits</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Cost of subscription services revenue</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">325 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Cost of professional services and other revenue</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">105 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Sales and marketing</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">9,927 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Research and development</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1,868 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">General and administrative</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">3,427 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-

weight:400;line-height:100%">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">15,652 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table></div>32500010500009270001868000342700015652000350000033000001370000012400000000<div style="margin-top:10pt;text-align:justify;text-indent:27pt">As of October 31, 2024, we had outstanding non-cancelable purchase obligations with a term of 12 months or longer as follows (in thousands):</div><div style="margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:99.053%"><tr><td style="width:1.0%"></td><td style="width:86.162%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.638%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:center;vertical-align:bottom">Amount</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Remainder of year ending January 31, 2025</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">25,190 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Year ending January 31,</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">2026</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">63,200 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">2027</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">45,823 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">2028</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">13,402 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">2029</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">16 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Thereafter</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">1 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">147,640 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> 25190000632000045823000134200016000100014764000005tockholders' Equity Stock Repurchase Program On September 1, 2023, our board of directors authorized a stock repurchase program, pursuant to which we may repurchase from time to time up to $500.0 million of our outstanding shares of Class A common stock. This authorization was scheduled to expire on March 1, 2025. On August 30, 2024, our board of directors authorized the repurchase of an additional $500.0 million of our Class A common stock. The current authorization may be suspended or discontinued at any time and does not have a specified expiration date. Repurchases under the program may be effected through open market purchases, privately-negotiated transactions, or otherwise in accordance with applicable federal securities laws, including through Rule 10b5-1 trading plans and under Rule 10b-18 of the Exchange Act. The timing and actual number of shares repurchased will depend on a variety of factors, including price, general business and market conditions, and alternate uses of capital. During the three and nine months ended October 31, 2024, we repurchased 13.0 million and 31.0 million shares of our Class A common stock at an average price of $11.01 and $12.29 per share (inclusive of brokerage commission), respectively. For the three and nine months ended October 31, 2024, we accrued $2.3 million and $3.0 million, respectively, of related excise tax pursuant to the Inflation Reduction Act of 2022, which is included in the cost of treasury stock on our condensed consolidated balance sheet as of October 31, 2024. Subsequent to October 31, 2024, between November 1, 2024 and December 4, 2024, we repurchased an additional 0.7 million shares of our Class A common stock at an average price of $12.57 per share. Charitable Donations of Class A Common Stock We have reserved 2.0 million shares of our Class A common stock to fund our social impact and environmental, social, and governance initiatives. We contributed 0.3 million shares of our Class A common stock during each of the nine-month periods ended October 31, 2024 and 2023 to a donor-advised fund in connection with our Pledge 1% commitment. The aggregate fair values of the shares on the respective contribution dates of $6.6 million and $4.2 million were recorded within general and administrative expense in the condensed consolidated statements of operations for the nine months ended October 31, 2024 and 2023, respectively.</div><div style="margin-top:10pt;text-align:justify">Accumulated Other Comprehensive Income</div><div style="margin-top:10pt;text-align:justify;text-indent:27pt">For the nine months ended October 31, 2024 and 2023, changes in the components of accumulated other comprehensive income were as follows (in thousands):</div><div style="margin-bottom:6pt;margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:99.853%"><tr><td style="width:1.0%"></td><td style="width:59.222%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.637%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.532%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.637%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.532%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.640%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Foreign Currency Translation Adjustments</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Unrealized Loss on Marketable Securities</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:bottom"><div style="text-align:center">Accumulated Other Comprehensive Income</div></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Balance as of January 31, 2024</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">8,925 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(100)</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">8,825 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Other comprehensive income (loss), net of tax</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">441 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(342)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">99 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Balance as of October 31, 2024</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">9,366 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(442)</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">8,924 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table></div><div style="margin-bottom:6pt">
</div><div><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:99.053%"><tr><td style="width:1.0%"></td><td style="width:59.222%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.637%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.532%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.637%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.532%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.640%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:middle">Foreign Currency Translation Adjustments</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:middle">Unrealized Gain (Loss) on Marketable Securities</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:left;vertical-align:middle"><div style="text-align:center">Accumulated Other Comprehensive Income</div></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Balance as of January 31, 2023</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">8,231 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(619)</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">7,612 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Other comprehensive (loss) income, net of tax</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(4,713)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">259 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(4,454)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Balance as of October 31, 2023</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">3,518 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(360)</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid

height:100%">Exercised</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(2,673)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">0.35 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Forfeited</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(1,017)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">12.92 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Outstanding as of October 31, 2024</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">9,017 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">2.53 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:right;vertical-align:bottom">7.6</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">100,042 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr style="height:14pt"><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Vested and exercisable as of October 31, 2024</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,618 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">5.26 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:right;vertical-align:bottom">6.5</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">36,309 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> The weighted-average grant date fair value of stock options granted during the nine months ended October 31, 2024 was $18.59 per share. The intrinsic value of stock options exercised during the nine months ended October 31, 2024 was $47.0 million. Unrecognized compensation expense associated with unvested stock options granted and outstanding as of October 31, 2024 was approximately $91.1 million, which is to be recognized over a weighted-average remaining period of 1.9 years.</div><div style="margin-top:10pt;text-align:justify">Restricted Stock Units</div><div style="margin-top:10pt;text-indent:27pt">RSU activity during the nine months ended October 31, 2024 was as follows:</div><div style="margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:72.876%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.621%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">RSUs
(in thousands)</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Weighted-Average Grant Date Fair Value Per Share</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Unvested as of January 31, 2024</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">31,272 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">19.89 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Granted</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">16,432 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">17.81 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Vested</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(11,370)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">21.41 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Forfeited</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(8,531)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">19.22 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Unvested as of October 31, 2024</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">27,803 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">10.24 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> The fair value of RSUs released during the nine months ended October 31, 2024 was $103.9 million. As of October 31, 2024, total unrecognized compensation expense related to unvested RSUs was approximately $472.1 million, which is to be recognized over a weighted-average remaining period of 2.1 years. Employee Stock Purchase Plan Awards During the nine months ended October 31, 2024, 0.9 million shares were purchased under the ESPP at $10.21 per share. As of October 31, 2024, total unrecognized compensation expense related to the ESPP was approximately $0.7 million, which is to be recognized over a weighted-average remaining period of 0.1 years. Stock-Based Compensation Associated with Business Acquisition At the closing of the acquisition of Re:infer LTD on July 29, 2022, we issued 0.4 million shares of Class A common stock (outside of the 2021 Plan) to be released to certain employee sellers in equal installments on the first, second, and third anniversaries of the closing date, subject to employment-related clawback provisions. As of October 31, 2024, total unrecognized compensation expense related to these shares was $1.9 million, which is to be recognized over a weighted-average remaining period of 0.7 years.</div><div style="margin-top:10pt;text-align:justify">Stock-Based Compensation Expense</div><div style="margin-top:10pt;text-indent:27pt">Stock-based compensation expense is classified in the condensed consolidated statements of operations as follows (in thousands):</div><div style="margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Three Months Ended October 31,</td><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Nine Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Cost of subscription services revenue</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">5,041 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">3,791 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">14,601 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">10,778 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Cost of professional services and other revenue</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">2,953 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">2,764 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,438 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2"

<table><tr><td>style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,546 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Sales and marketing</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">32,688 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">37,760 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">106,377 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">109,090 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Research and development</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">34,211 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">30,604 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">96,007 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">88,448 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">General and administrative</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">12,595 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">20,961 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">45,097 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">65,363 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">87,488 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">95,880 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">270,520 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">283,025 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table>
202200000P10Y0.052720000P10Y0.01155000000.850.85 Stock option activity during the nine months ended October 31, 2024 was as follows: <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:45.829%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.765%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.304%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.765%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.304%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.624%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Stock Options
(in thousands)</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Weighted-Average Exercise Price</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Weighted-Average Remaining Contractual Life (years)</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Aggregate Intrinsic Value
(in thousands)</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Outstanding as of January 31, 2024</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">11,080 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">3.49 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt;text-align:right;vertical-align:bottom">7.8</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">216,010 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Granted</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">2,427 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">0.10 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Exercised</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(2,673)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">0.35 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 12.25pt;text-align:left;vertical-align:bottom">Forfeited</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(1,017)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">12.92 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Outstanding as of October 31, 2024</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">9,817 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">2.53 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:right;vertical-align:bottom">7.6</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">100,042 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr style="height:14pt"><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Vested and exercisable as of October 31, 2024</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">4,618 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">5.26 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:right;vertical-align:bottom">6.5</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">36,309 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table>
110800003.49P7Y9M18D21601000024270000.1026730000.35101700012.9298170002.53P7Y7M6D10004200046180005.26P6Y6M3630900018.5947000000.091100000P1Y10M24D
RSU activity during the nine months ended October 31, 2024 was as follows: <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:72.876%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.621%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">RSUs
(in thousands)</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Weighted-Average Grant Date Fair Value Per Share</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Unvested as of January 31, 2024</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">31,272 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">19.09 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom"><span

style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">Granted</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">16,432 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">17.81 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Vested</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(11,370)</td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">21.41 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Forfeited</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">(8,531)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">19.22 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Unvested as of October 31, 2024</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">27,803 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#f6f6f6;padding:2px 0;text-align:right;vertical-align:bottom">18.24 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table>
3127200019.891643200017.811137000021.41853100019.222780300018.241839000004721000002P2Y1M6D90000010.21700000P0Y1M6D40000001900000P0Y8M12D Stock-based compensation expense is classified in the condensed consolidated statements of operations as follows (in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.268%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Three Months Ended October 31,</td><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="padding:2px 1pt;text-align:center;vertical-align:bottom">Nine Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Cost of subscription services revenue</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">5,041 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">3,791 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">14,601 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">10,778 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Cost of professional services and other revenue</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">2,953 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">2,764 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,438 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">8,546 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Sales and marketing</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">32,688 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">37,760 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">106,377 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">109,890 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Research and development</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">34,211 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">30,604 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">96,007 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">80,448 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">General and administrative</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">12,595 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">20,961 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">45,097 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">65,363 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt 2px 7.75pt;text-align:left;vertical-align:bottom">Total</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">87,488 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">95,880 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">270,520 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">283,025 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table>
5041000379100014601000107780002953000276400084380000854600032688000377600010637700010989000034211000306040009600700008844800012595000209610004509700065363000087488000958800002705200002830250001Income Taxes Our tax provision for interim periods is determined using an estimated annual effective tax rate, adjusted for discrete items arising in the applicable quarter. In each quarter, we update the estimated annual effective tax rate and make a year-to-date adjustment to the provision. The estimated annual effective tax rate is subject to significant volatility due to several factors, including our ability to accurately predict the proportion of our pretax income in multiple jurisdictions and certain book-tax differences. We had a benefit from income taxes of $14.8 million for the three months ended October 31, 2024. We had a provision for income taxes of $3.9 million, reflecting an effective tax rate of (14.2)%, for the three months ended October 31, 2023. We had a benefit from income taxes of $7.2 million for the nine months ended October 31, 2024. We had a provision for income taxes of $11.4 million, reflecting an effective tax rate of (10.1)%, for the nine months ended October 31, 2023. For the three and nine months ended October 31, 2024, our effective tax rate differed from the U.S. federal statutory rate primarily as a result of change in valuation allowance (as discussed below) and due to tax rate differences between the U.S. and foreign countries. For the three and nine months ended October 31, 2023, our effective tax rate differed from the U.S. federal statutory rate primarily as a result of not recognizing deferred tax assets ("DTAs") for losses due to a full valuation allowance on U.S., Romania, and U.K. DTAs and due to tax rate differences between the U.S. and foreign countries. The realization of tax benefits of net DTAs is dependent upon future levels of taxable income of an appropriate character in the periods the items are expected to be deductible or taxable. As of October 31, 2024, based on the available positive and negative evidence, including the amount of taxable income in the U.K. in recent years and our expectations of future profits in the U.K., we now believe it is more likely than not that the U.K. DTA is realizable. Therefore, during the three and nine months ended October 31, 2024, we released the $24.6 million valuation allowance associated with the U.K. DTA. We continue to maintain a full valuation allowance against our U.S. and Romania DTAs as of October 31, 2024, because we believe, based on our current evaluations, that it is more likely than not that these DTAs will not be realized. We intend to maintain each of these full valuation allowances until sufficient positive evidence exists to support a reversal of, or decrease in, each of the respective valuation allowances. As of October 31, 2024, we had gross unrecognized tax benefits totaling $1.5 million related to income taxes, which would impact the effective tax rate if recognized. Of this amount, the total liability pertaining to uncertain tax positions was $0.9 million, excluding interest and penalties, which are accounted for as a component of our income tax provision. Our tax positions are subject to income tax audits in multiple tax jurisdictions globally, with a currently open audit in India, and we believe that we have provided adequate reserves for our income tax uncertainties in all open tax years. Our Romanian subsidiary was

subjected to a corporate income tax audit by ANAF for the period from January 2018 through January 2022, which was completed during the three months ended April 30, 2024. Certain deductions have been disallowed, resulting in a proposed reduction of net operating loss carryforwards of approximately $66.7 million. We are in the process of appealing this disallowance through litigation. In addition, we have engaged in two bilateral transfer pricing negotiations for our transfer pricing model, one between the U.S. and Romania, and one between Japan and Romania. These negotiations are still underway, the authorities are in the process of determining the cost sharing allocations between the respective countries, and the ultimate outcomes remain uncertain. However, after evaluating recent developments in the transfer pricing negotiation between the U.S. and Romania, we believe that it is more likely than not that our position cannot be sustained upon a tax audit. As a result, for the three and nine months ended October 31, 2024, we recorded a $33.8 million decrease in the U.S. DTA and the corresponding valuation allowance. We also recorded a $16.0 million increase in the Romania DTA and its related valuation allowance. As of October 31, 2024, we recorded a deferred tax liability of $3.1 million associated with the undistributed earnings of our foreign subsidiaries that we no longer intend to indefinitely reinvest. </div><div style="margin-top:10pt;text-indent:27pt">In 2023, Romania adopted an alternative minimum tax that is applicable to all corporate taxpayers, including those reporting a net loss, for tax years commencing after January 1, 2024. As this tax is based on gross receipts, associated expense is included in operating expenses in our condensed consolidated statements of operations, and is not accounted for as income taxes.</div>-14800000390000-0.142-720000011400000-0.101-24600000-24600000150000900000667000002-33800000-33800000-33800000-3380000016000000.016000000.016000000.03100000Net Loss Per Share<div style="margin-top:10pt;text-align:justify;text-indent:27pt">The following table sets forth the computation of basic and diluted net loss per share for the periods presented (in thousands except per share amounts):</div><div style="margin-top:10pt;text-align:justify"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.122%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:0.530%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="21" style="border-bottom:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Three Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Class A</td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Class B</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Class A</td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Class B</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Numerator:</td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Net loss</td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">(9,061)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">(1,594)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">(26,951)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">(4,586)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Denominator:</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Weighted-average shares used in computing net loss per share, basic and diluted</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">468,583 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">82,453 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">484,583 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">82,453 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:middle">Net loss per share, basic and diluted</td><td style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Net loss</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Net loss per share, basic and diluted</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(0.02)</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(0.02)</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(0.06)</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(0.06)</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table></div><div style="margin-top:5pt"><table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.122%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:0.530%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="21" style="border-bottom:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Nine Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Class A</td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Class B</td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Class A</td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="background-color:#ffffff;border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Class B</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Numerator:</td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Net loss</td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">(107,108)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">(18,380)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">(105,657)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#ffffff;padding:2px 0;text-align:right;vertical-align:bottom">(18,142)</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Denominator:</td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:bottom">Weighted-average shares used in computing net loss per share, basic and diluted</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">480,497 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">82,453 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">480,198 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">82,453 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:middle">Net loss per share, basic and diluted</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(0.22)</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(0.22)</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt

</td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">82,453 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:middle">Net loss per share, basic and diluted</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(0.22)</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom"><span style="color:#000000;font-family:'Arial',sans-serif;font-size:9pt;font-weight:400;line-height:100%">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(0.22)</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:left;vertical-align:bottom">$</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0;text-align:right;vertical-align:bottom">(0.22)</td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> -9061000-1594000-26951000-4586000468583000468583000825300008245300082453000484583000484583000824530008245300082453000-0.02-0.02-0.02-0.02-0.06-0.06-0.06-0.06-107108000-18380000-105657000-1814200048049700048049700082453000824530000480198000048019800008245300082453000-0.22-0.22-0.22-0.22-0.22-0.22-0.22-0.22-0.22 Anti-dilutive common stock equivalents excluded from the computation of diluted net loss per share were as follows (in thousands): <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.122%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.530%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="21" style="border-bottom:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Three Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:middle">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:middle">Class A</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:middle">Class B</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:middle">Class A</td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:middle">Class B</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Unvested RSUs</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">29,231 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">36,911 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:middle">Outstanding stock options</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">9,995 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">13,207 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Shares subject to repurchase from RSAs and early exercised stock options</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">3 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">52 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:middle">Shares issuable under ESPP</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">825 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">714 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:middle">Returnable shares issued in connection with business acquisition</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">136 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">274 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:middle"> Total </td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">40,190 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:middle">51,158 </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table> <table style="border-collapse:collapse;display:inline-table;margin-bottom:5pt;vertical-align:text-bottom;width:100.000%"><tr><td style="width:1.0%"></td><td style="width:46.122%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.384%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.619%"></td><td style="width:0.1%"></td><td style="width:0.1%"></td><td style="width:0.530%"></td><td style="width:0.1%"></td><td style="width:1.0%"></td><td style="width:11.623%"></td><td style="width:0.1%"></td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="21" style="border-bottom:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">Nine Months Ended October 31,</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:middle">2024</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="9" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:bottom">2023</td></tr><tr><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:middle">Class A</td><td colspan="3" style="border-top:0.5pt solid #000;padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:middle">Class B</td><td colspan="3" style="padding:0 1pt"></td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:middle">Class A</td><td colspan="3" style="border-top:0.5pt solid #000;padding:2px 1pt;text-align:center;vertical-align:middle">Class B</td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Unvested RSUs</td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">31,640 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">38,137 </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:middle">Outstanding stock options</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">10,505 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">13,764 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:bottom">Shares subject to repurchase from RSAs and early exercised stock options</td><td colspan="2" style="background-

color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">16 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">56 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:middle">Shares issuable under ESPP</td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">783 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">762 </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#f6f6f6;padding:2px 1pt;text-align:left;vertical-align:middle">Returnable shares issued in connection with business acquisition</td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">226 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">374 </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#f6f6f6;padding:0 1pt"></td><td colspan="2" style="background-color:#f6f6f6;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#f6f6f6;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr><tr><td colspan="3" style="background-color:#ffffff;padding:2px 1pt;text-align:left;vertical-align:middle"> Total </td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">43,170 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">53,093 </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td><td colspan="3" style="background-color:#ffffff;padding:0 1pt"></td><td colspan="2" style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 0 2px 1pt;text-align:right;vertical-align:bottom">— </td><td style="background-color:#ffffff;border-bottom:0.5pt solid #000;border-top:0.5pt solid #000;padding:2px 1pt 2px 0;text-align:right;vertical-align:bottom"></td></tr></table>
2923100003691100009995000013207000030000520000825000071400001360000274000040190000051158000031640000038137000010505000013764000016000056000078300007620000226000037400004317000005309300000