



**BILL (NYSE: BILL)**

# Investor Deck

## February 2025

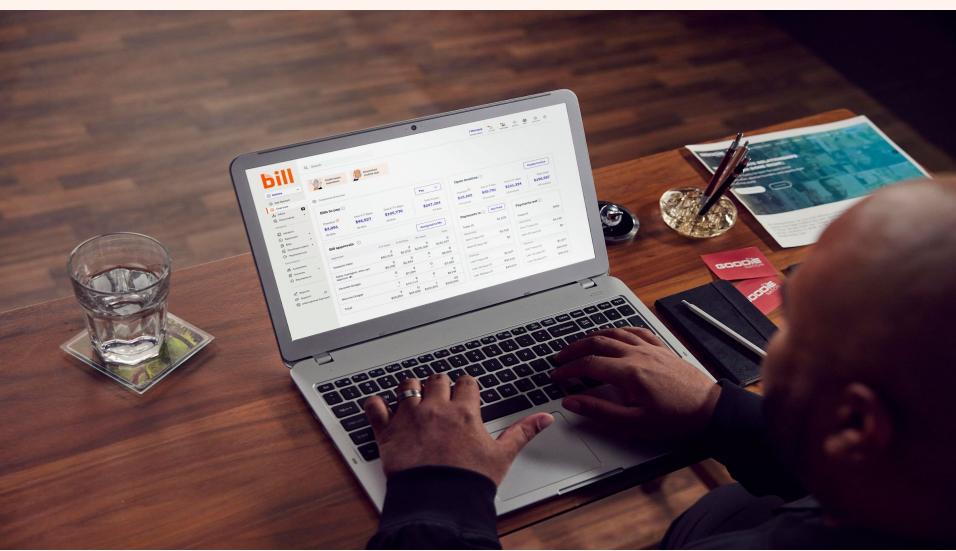
# Safe harbor

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, which are statements other than statements of historical facts, and statements in the future tense. Forward-looking statements are based on our expectations as of the date of this presentation and are subject to a number of risks, uncertainties and assumptions, many of which involve factors or circumstances that are beyond our control. These statements include, but are not limited to, statements regarding our expectations of future performance, including guidance for our total revenue, core revenue, non-GAAP operating income, non-GAAP net income, and non-GAAP net income per share for the fiscal third quarter ending March 31, 2025 and full fiscal year ending June 30, 2025, our planned investments in fiscal year 2025, our revenue growth, margin expansion and profitability profile in future years, our previously-announced share repurchase program, our expectations for the growth of demand on our platform and the expansion of our customers' utilization of our services. These risks and uncertainties include, but are not limited to macroeconomic factors, including changes in interest rates, tariffs and other trade barriers, inflation and volatile market environments, as well as fluctuations in foreign exchange rates, our history of operating losses, our recent rapid growth, the large sums of customer funds that we transfer daily, the risk of loss, errors and fraudulent activity, credit risk related to our BILL Divvy Corporate Cards, our ability to attract new customers and convert trial customers into paying customers, our ability to invest in our business and develop new products and services, increased competition or new entrants in the marketplace, potential impacts of acquisitions and investments, including our ability to integrate acquired businesses, incorporate their technology effectively and implement appropriate internal controls at such businesses, our relationships with accounting firms and financial institutions, the global impacts of ongoing geopolitical conflicts, and other risks detailed in the registration statements and periodic reports we file with the Securities and Exchange Commission (SEC), including our quarterly and annual reports, which may be obtained on the Investor Relations section of our website (<https://investor.bill.com/financials/sec-filings/default.aspx>) and on the SEC website at [www.sec.gov](http://www.sec.gov). You should not rely on these forward-looking statements, as actual results may differ materially from those contemplated by these forward-looking statements as a result of such risks and uncertainties. All forward-looking statements in this presentation are based on information available to us as of the date hereof. We assume no obligation to update or revise the forward-looking statements contained in this presentation because of new information, future events or otherwise.

In addition to financial measures prepared in accordance with U.S. generally accepted accounting principles (GAAP), this presentation contains non-GAAP financial measures, including non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating income and non-GAAP net income. The non-GAAP financial information is presented for supplemental informational purposes only and is not intended to be considered in isolation or as a substitute for, or superior to, financial information prepared and presented in accordance with GAAP. Investors are cautioned that there are material limitations associated with the use of non-GAAP financial measures as an analytical tool. We believe that these non-GAAP financial measures provide useful information about our financial performance, enhance the overall understanding of our past performance and future prospects and allow for greater transparency with respect to important metrics used by our management for financial and operational decision-making. We believe that these measures provide an additional tool for investors to use in comparing our core financial performance over multiple periods with other companies in our industry; however, it is important to note that the particular items we exclude from, or include in, our non-GAAP financial measures may differ from the items excluded from, or included in, similar non-GAAP financial measures used by other companies in the same industry. We also periodically review our non-GAAP financial measures and may revise these measures to reflect changes in our business or otherwise. Please see the reconciliation tables in the Appendix for a reconciliation of GAAP and non-GAAP measures.

Who we are:

Champions of small  
and midsize  
businesses.

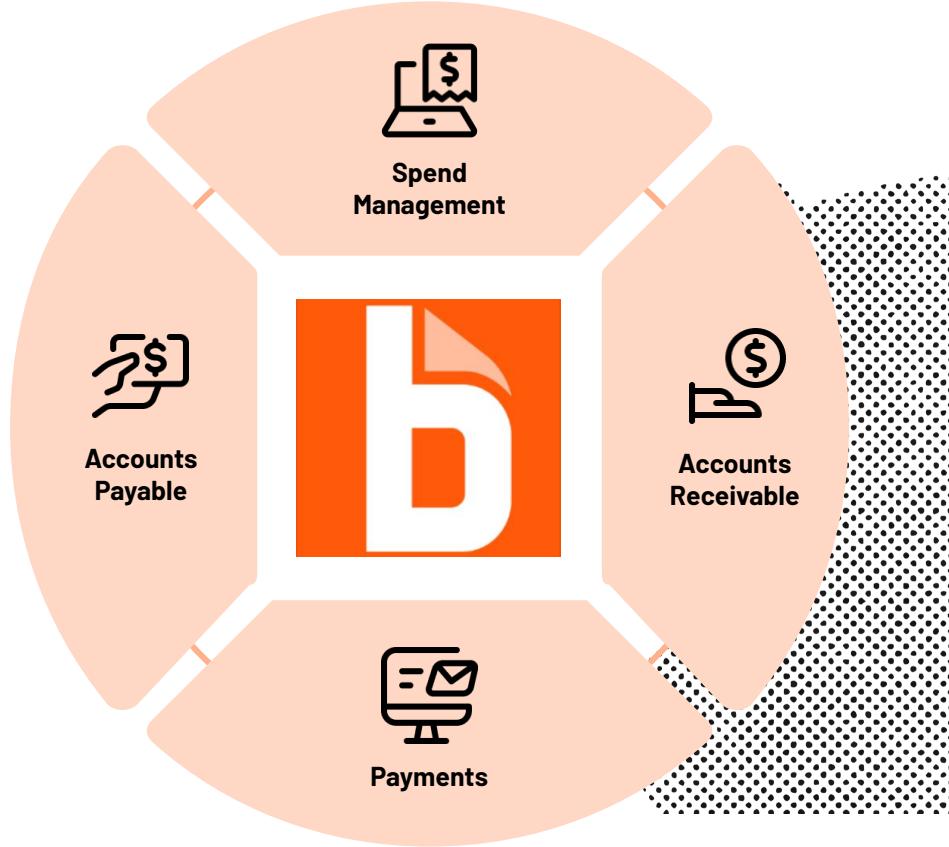


Our mission:

Make it simple to  
connect and do  
business.

# The Essential Financial Operations Platform

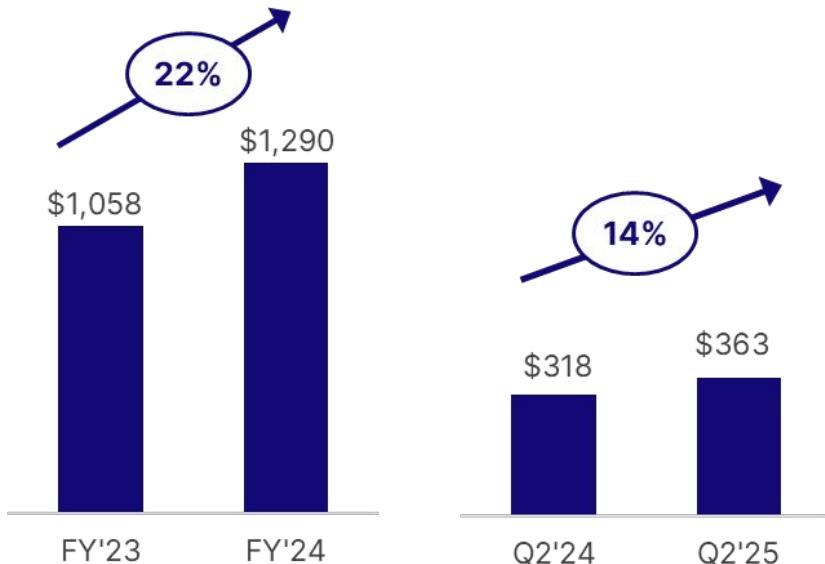
- Digital on-ramp to replace legacy paper-based processes
- Automate financial operations
- Make and receive payments
- Manage budgets and cash flow
- Gain insight, visibility, and control



# BILL at a glance

## Total Revenue

(\$ Millions)



480K+

Businesses using  
our solutions<sup>1</sup>

7.1M

Network members<sup>2</sup>  
(Suppliers & Clients)

92%

Net dollar  
retention rate<sup>3</sup>

85%

Gross margin  
(Non-GAAP)<sup>4</sup>

<sup>1</sup> As of December 31, 2024. Includes BILL AP/AR customers, BILL Spend and Expense spending businesses, and Embedded Solutions & Other customers. Businesses using more than one of our solutions are included separately for each solution.

<sup>2</sup> As of June 30, 2024, approximately 7.1 million network members have paid or received funds electronically using our platform. See our Annual Report on Form 10-K for the fiscal year ended June 30, 2024 for definitions and additional information.

<sup>3</sup> As of June 30, 2024. Net dollar retention rate is calculated by dividing total current period revenue by total prior period revenue. Does not include impact from BILL Spend and Expense or Invoice2go.

<sup>4</sup> As of December 31, 2024. Q2'25 GAAP gross margin was approximately 82%. See **5** appendix for reconciliation.

# All SMBs have a need for back-office efficiency



## Disparate systems

Antiquated paper-based processes. Spending hours manually processing bill payments and chasing down approvals and receipts.



## Lack of visibility

Lack of visibility into cash flow and real time financial status, making informed decisions difficult.



## Siloed workflows

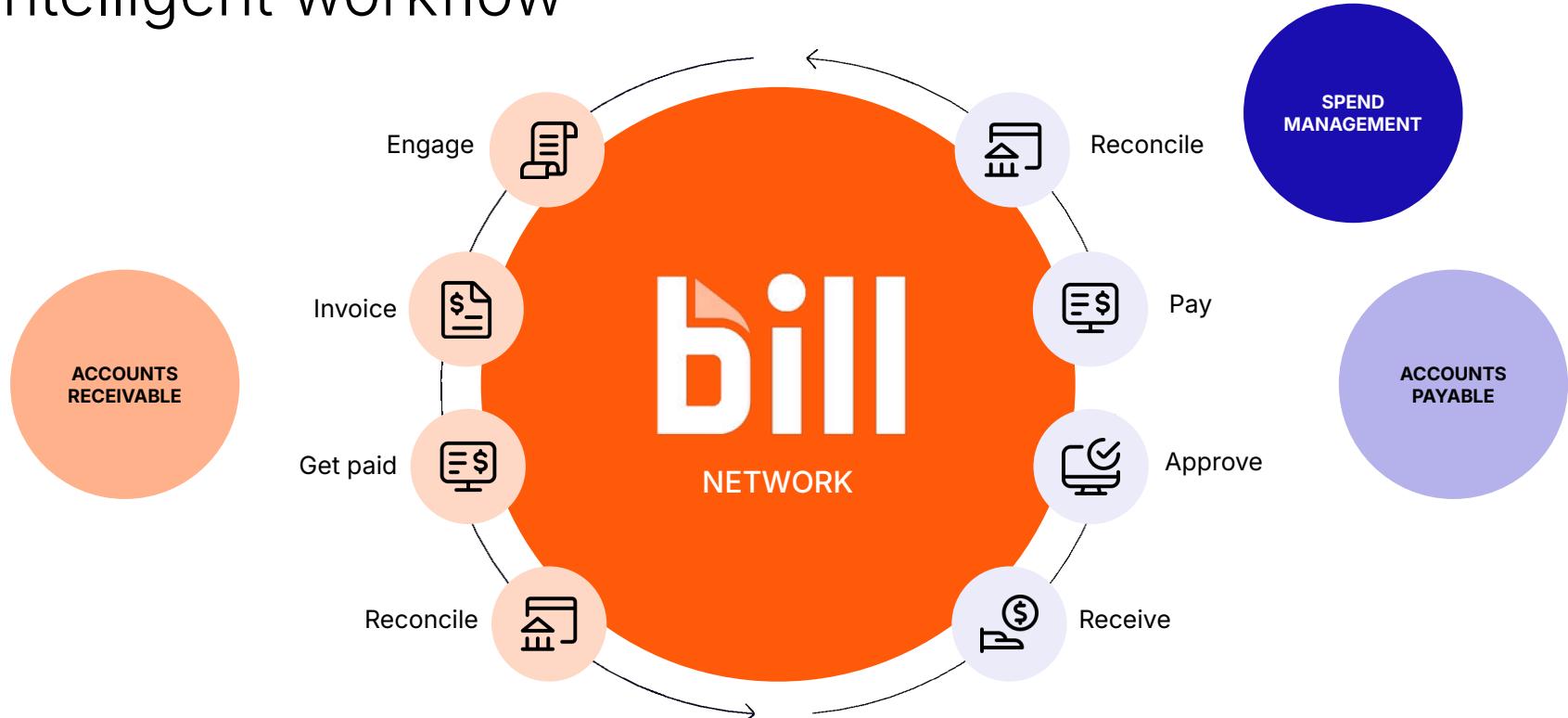
Inability to scale financial operations without growing finance team, which can be time- and cost-intensive

# Our opportunity to create value in the SMB segment is significant

|                       | <b>Number of SMBs and Sole Proprietors</b> | <b>SMB Software Spend</b> | <b>B2B Payment Volume</b> |
|-----------------------|--|---------------------------|---------------------------|
| U.S.<br>Opportunity   | 34M <sup>1</sup>                           | \$75B <sup>2</sup>        | \$36T <sup>3</sup>        |
| Global<br>Opportunity | 72M+ <sup>4</sup>                          | \$344B <sup>5</sup>       | \$135T <sup>6</sup>       |

<sup>1</sup>Nonemployer Statistics, 2021 (Census); Small Business Administration, 2021 (Census). <sup>2</sup> McKinsey: Winning the SMB tech market in a challenging economy: 2021 SMB tech spending, 2023. <sup>3</sup>eMarketer: Cards, ACH, and FedNow will drive B2B payments growth, 2024 estimates, April 2024. <sup>4</sup> Nonemployer Statistics, 2019 (Census); Statistics of US Businesses, 2020 (Census); Government of Canada Key Small Business Statistics, 2021; Eurostat, 2021; Australian Bureau of Statistics, 2022; New Zealand Ministry of Business, Innovation, and Employment, 2022; UK Office for National Statistics, 2022. (Figure includes SMEs in US, CAN, EU, AUS, NZ, and the UK only). <sup>5</sup> Gartner Market Statistics Forecast: IT Spending by Employment Size: 2021-2027, Q1 2023. Includes Software and IT Services spend. <sup>6</sup> Mastercard, World Bank, IMF, and UBS estimates, 2021 stat.

# We digitally transform back-office operations with intelligent workflow



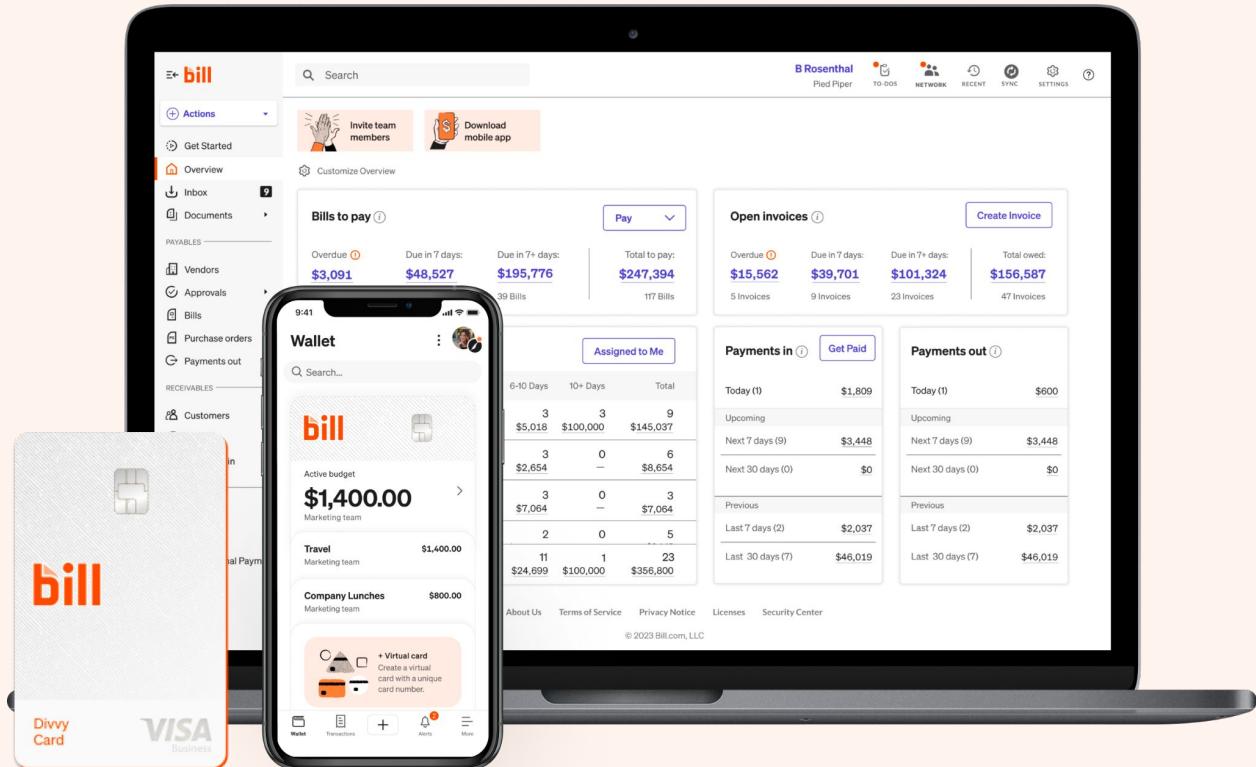
# Integrated Financial Operations Platform

Accounts Payable

Accounts Receivable

Spend & Expense

Financial Planning &  
Analysis Tools



# We empower SMBs with

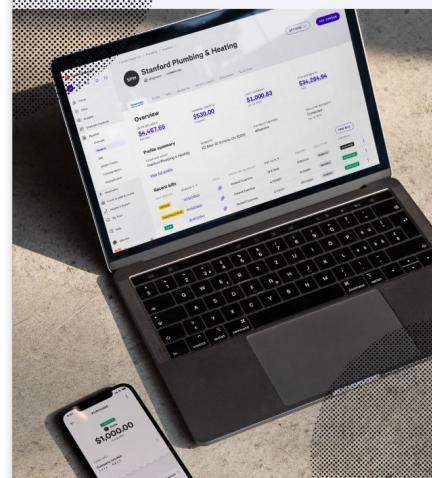
More time for  
their mission.



More time for  
customers.



Less paper.  
More control.



We partner with  
SMBs' most  
trusted financial  
partners.

Our partners use  
our platform to  
better serve their  
clients.

## ACCOUNTING FIRMS 8,500+

Decimal



MOSSADAMS



CliftonLarsonAllen



bakertilly

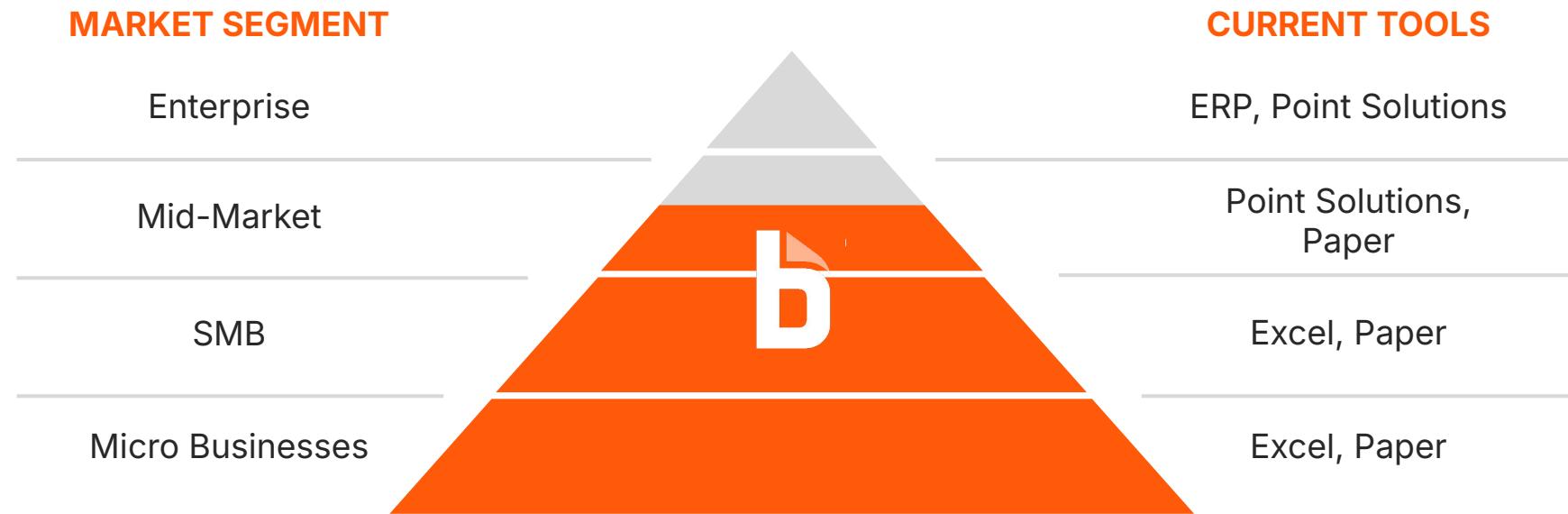
## LEADING FINANCIAL INSTITUTIONS



JPMORGAN CHASE & Co.

BANK OF AMERICA The logo for Bank of America, featuring a stylized 'A' and the words 'BANK OF AMERICA'.

# Our target segments



# Why we win

## Platform

- Purpose-built financial operations platform
- Proprietary money movement rails & infrastructure
- Proprietary risk management and compliance

## Ecosystem

- Efficient go-to-market: self-serve, direct to SMBs, strategic partnerships with accounting firms and financial institutions
- Proprietary network for customers and suppliers

## Scale

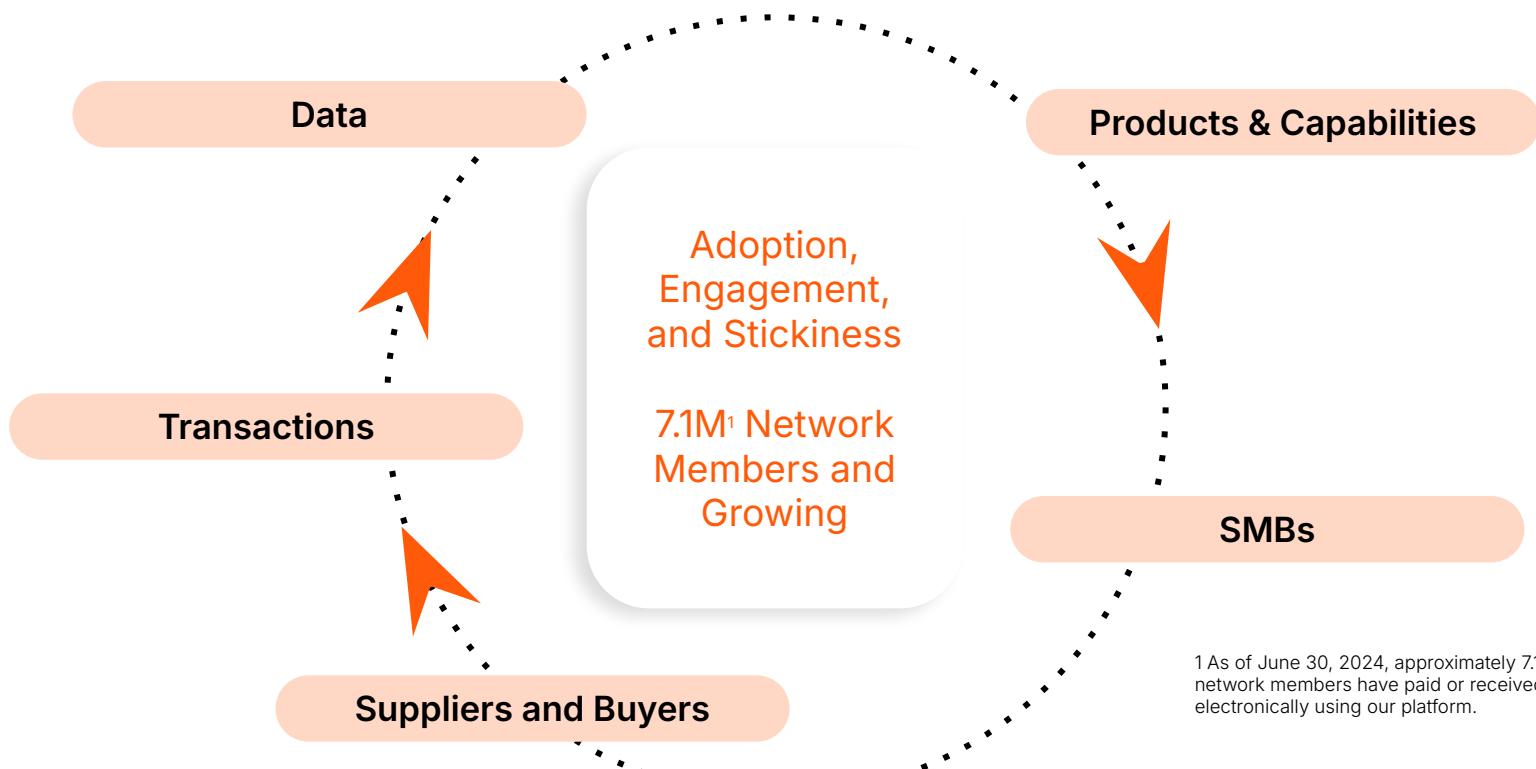
- Over 480,000 SMBs
- 7.1 million network members<sup>1</sup>
- \$338 billion annualized run rate total payment volume<sup>2</sup>
- Large and growing data asset

<sup>1</sup>As of June 30, 2024. Approximately 7.1 million network members have paid or received funds electronically using our platform.

<sup>2</sup>As of December 31, 2024. The total payment volume transacted by BILL AP/AR customers was approximately \$71.9 billion; the total card payment volume transacted by spending businesses that used BILL Divvy Corporate Cards was approximately \$5.2 billion; the total payment volume transacted by Embedded Solutions and Other customers was approximately \$7.4 billion. An annualized rate was calculated by multiplying the most recent quarter by four.

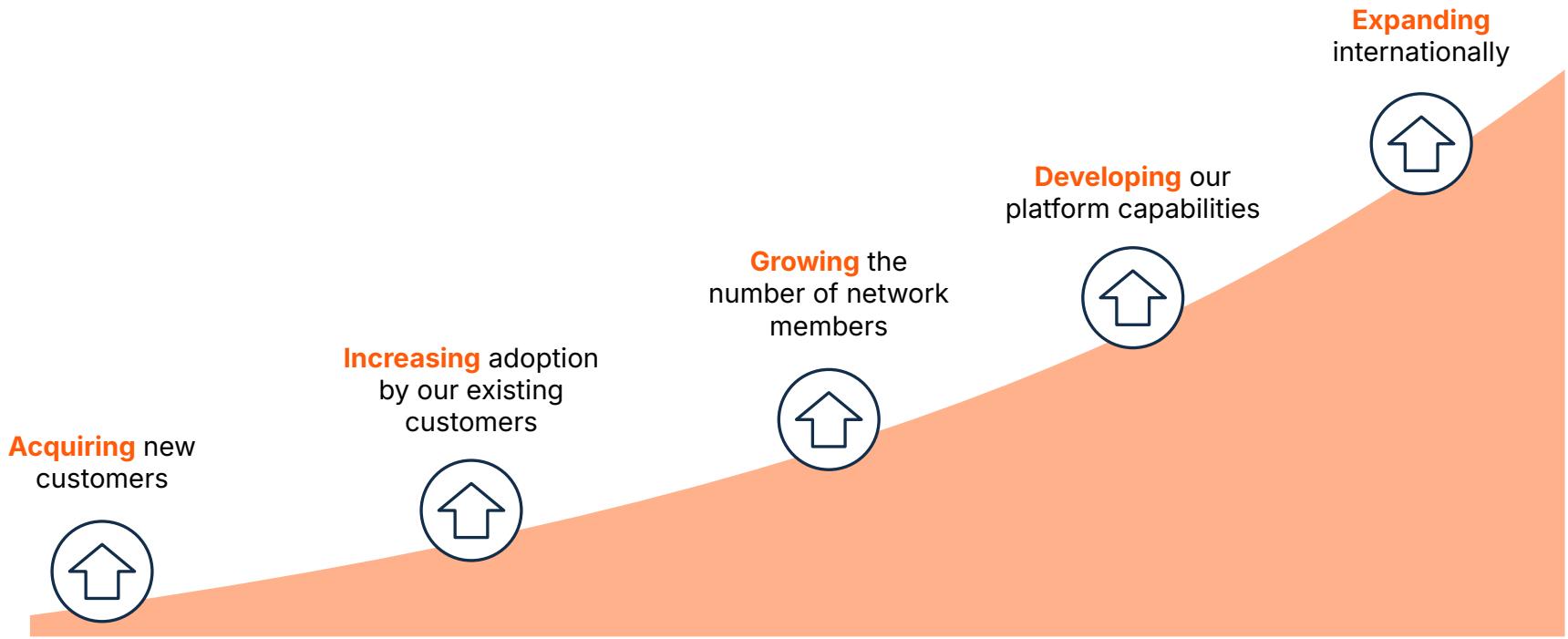


# Expanding network effects



1 As of June 30, 2024, approximately 7.1 million network members have paid or received funds electronically using our platform.

# Multiple drivers for future growth



bill

# Financial Overview



# Our financial profile

**\$1,388M**

Trailing 12 mos Revenue<sup>1</sup>

**Scale**

**16%**

Core revenue y/y growth<sup>2,3</sup>

**Growth**

**85%**

Non-GAAP gross margin<sup>2,4</sup>

**Attractive Margin Profile**

**89%**

of Core Revenue<sup>3,5</sup>

**From Existing Customers**

**92%**

Dollar-based net retention rate<sup>6</sup>

**Land and Expand**

**6 Quarters**

Payback period<sup>7</sup>

**Efficient Business Model**

<sup>1</sup>Total revenue for the 12 months ended December 31, 2024.

<sup>2</sup>For the Fiscal Quarter ended December 31, 2024.

<sup>3</sup>Core revenue defined as revenue derived from subscription and transaction fees.

<sup>4</sup>Non-GAAP gross margin is a non-GAAP metric. GAAP gross margin was approximately 82%. See Appendix for reconciliation.

<sup>5</sup>Represents core revenue generated in the fiscal year ended June 30, 2024 from BILL standalone customers acquired prior to the fiscal year ended June 30, 2023. See our Annual Report on Form 10-K for the fiscal year ended June 30, 2024, for definitions and additional information.

<sup>6</sup>Data for LTM ended June 30, 2024. Calculated by dividing total current period revenue by total prior period revenue. Excludes impact from BILL Spend & Expense and Invoice2go.

<sup>7</sup>Data for customers acquired during FY2023. Defined as the number of quarters it takes for the cumulative non-GAAP gross profit earned from BILL standalone customers acquired during a given quarter to exceed total sales and marketing spend in that same quarter, excluding customers acquired through financial institutions and the related sales and marketing spend.

# Our business model

## CORE

### Subscription Revenue

Per user pricing to use our platform

Fixed monthly or annual rate

Price plans depend on feature and functionality



% of Q2'25 Revenue

### Transaction Revenue

Usage-based transactional fees and interchange income

Charged on either fixed or variable basis



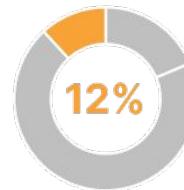
% of Q2'25 Revenue

## FLOAT

### Float Revenue

Interest we earn from customer funds while payment transactions are clearing

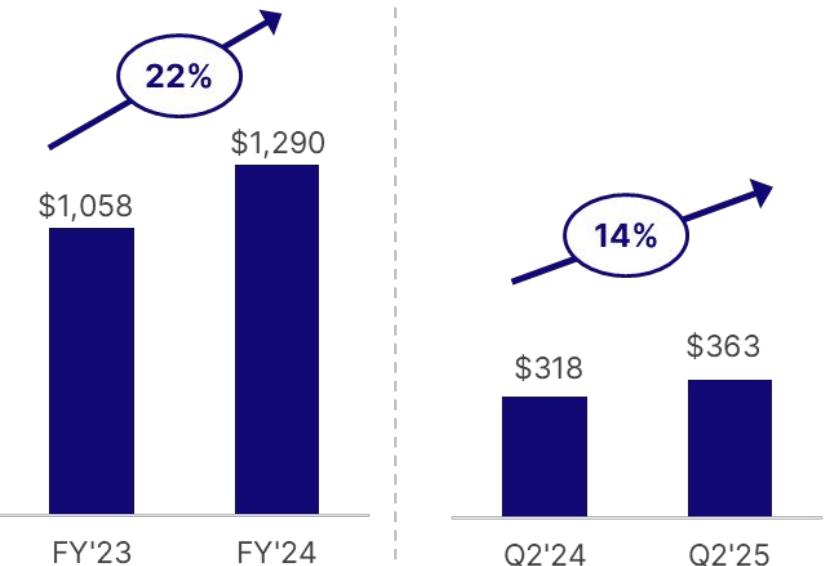
Derived from payment volume, transit times, and interest rates



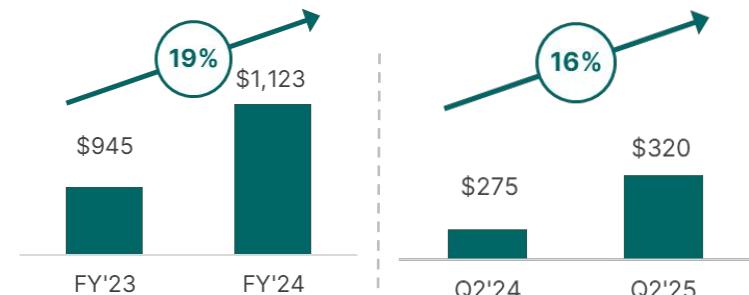
% of Q2'25 Revenue

# Strong revenue growth<sup>1</sup>

## TOTAL REVENUE



## CORE REVENUE



## FLOAT REVENUE

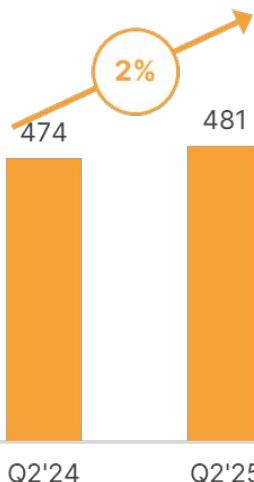


<sup>1</sup>Dollars in millions.

# Growing adoption & usage

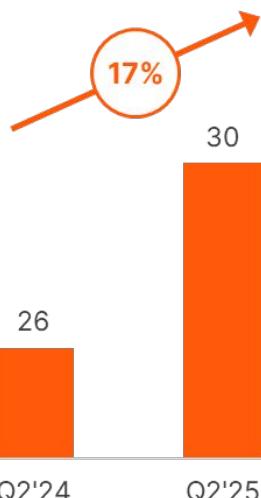
## Businesses using our solutions<sup>1</sup>

(in thousands)



## Transactions processed<sup>2</sup>

(in millions)



## Total payment volume<sup>3</sup>

(\$ in billions)

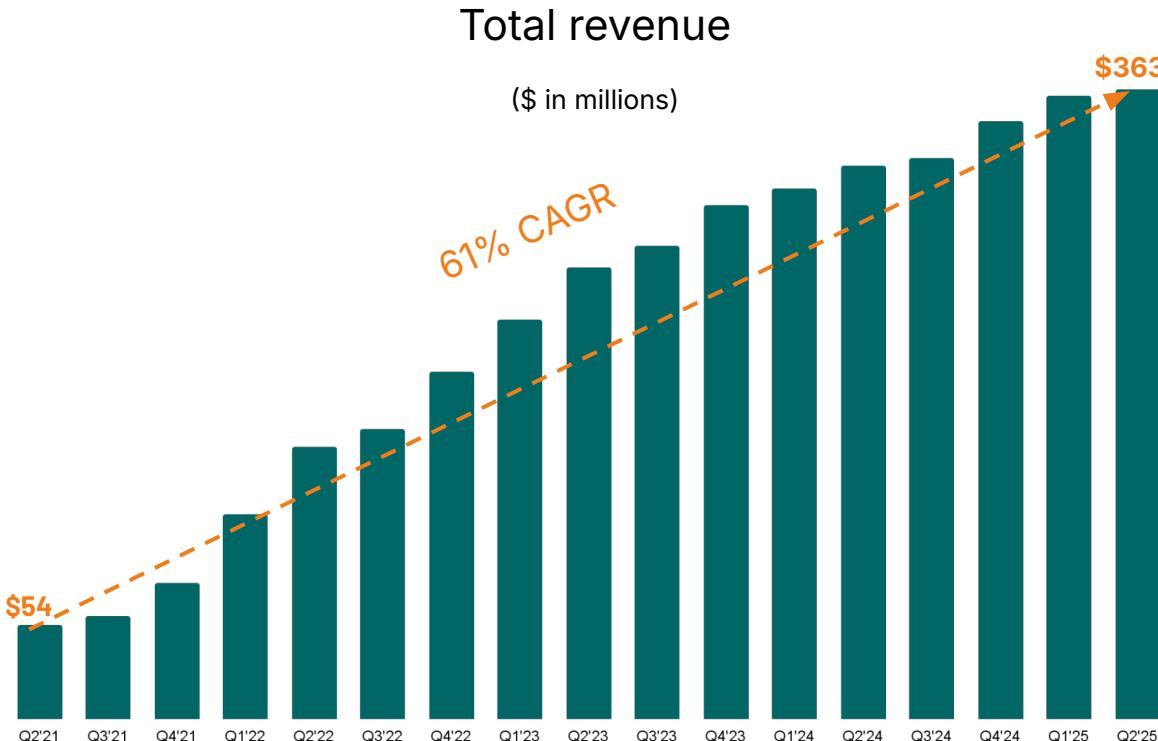


<sup>1</sup>The total number of BILL AP/AR customers was approximately 160,600; the total number of spending businesses that used our BILL Spend and Expense solution was approximately 37,800; and the total number of Embedded Solutions and Other customers was approximately 282,900; Businesses using more than one of our solutions are included separately for each solution.

<sup>2</sup>The total transactions executed by BILL AP/AR customers was approximately 12.2 million; the total transactions executed by spending businesses that used BILL Divvy Corporate Cards were approximately 16.1 million; the total transactions executed by Embedded Solutions and Other customers were approximately 1.7 million.

<sup>3</sup>The total payment volume transacted by BILL AP/AR customers was approximately \$71.9 billion; the total card payment volume transacted by spending businesses that used BILL Divvy Corporate Cards was approximately \$5.2 billion; the total payment volume transacted by Embedded Solutions and Other customers was approximately \$7.4 billion.

# Consistent growth & execution



Note: FY ends June 30.

# Appendix

# Metrics Presentation

In the first quarter of fiscal 2025, we revised our metrics presentation to reflect our evolving product solution set. This new presentation provides investors with an enhanced view of our **Integrated Platform** and of our **Embedded Solutions and Other**.

This presentation provides **BILL AP/AR** and **BILL Spend and Expense** metrics, which exclude financial institution metrics. These two solutions comprise our **Integrated Platform**. Sales of these solutions and our Integrated Platform happen through direct sales and relationships with accounting firms.

This presentation also provides combined metrics for solutions that are not a part of our Integrated Platform in a line called **Embedded Solutions and Other**. These include embedded solutions provided by financial institutions and other organizations, Invoice2go, and other. These solutions are either completely separate from our Integrated Platform (such as Invoice2go) or use select or customized features of our Integrated Platform (such as financial institutions). Sales of these solutions to SMBs happen through embedded partners' platforms or separate sales motions from the Integrated Platform.

The following tables provide a nine-quarter lookback reflecting this updated presentation.

# Supplemental Information

| <b>Amounts in Millions</b>        | <b>Q2'23</b> | <b>Q3'23</b> | <b>Q4'23</b> | <b>Q1'24</b> | <b>Q2'24</b> | <b>Q3'24</b> | <b>Q4'24</b> | <b>Q1'25</b> | <b>Q2'25</b> |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>TOTAL AND CORE REVENUE</b>     |              |              |              |              |              |              |              |              |              |
| Subscription Fees                 | \$61.5       | \$66.7       | \$66.9       | \$62.4       | \$63.3       | \$65.6       | \$65.8       | \$67.4       | \$67.7       |
| Transaction Fees                  | 169.6        | 172.8        | 192.6        | 202.7        | 211.6        | 215.7        | 235.5        | 247.5        | 251.9        |
| Core Revenue                      | 231.1        | 239.5        | 259.5        | 265.1        | 275.0        | 281.3        | 301.3        | 314.9        | 319.6        |
| Float Revenue (Interest on Funds) | 28.9         | 33.1         | 36.5         | 39.8         | 43.5         | 41.7         | 42.4         | 43.5         | 42.9         |
| Total Revenue                     | \$260.0      | \$272.6      | \$296.0      | \$305.0      | \$318.5      | \$323.0      | \$343.7      | \$358.5      | \$362.6      |
| <b>CORE REVENUE BY SOLUTIONS</b>  |              |              |              |              |              |              |              |              |              |
| BILL AP/AR                        | \$122.4      | \$128.8      | \$138.6      | \$143.4      | \$148.1      | \$149.1      | \$154.9      | \$162.3      | \$166.8      |
| BILL Spend & Expense              | 86.6         | 88.6         | 99.9         | 106.1        | 110.6        | 114.3        | 126.4        | 132.6        | 133.9        |
| Integrated Platform               | 209.0        | 217.5        | 238.5        | 249.4        | 258.7        | 263.4        | 281.3        | 294.9        | 300.7        |
| Embedded Solutions & Other        | 22.1         | 22.0         | 21.0         | 15.7         | 16.3         | 17.9         | 20.0         | 20.1         | 18.9         |
| Core Revenue                      | \$231.1      | \$239.5      | \$259.5      | \$265.1      | \$275.0      | \$281.3      | \$301.3      | \$314.9      | \$319.6      |



\*"BILL AP/AR" and "BILL Spend & Expense" exclude revenue contributed by customers referred through financial institutions ("FI Channel"). "Embedded Solutions & Other" include revenue contributed from our FI channel, Invoice2go, and other solutions.

Note: Totals may not sum due to rounding.

# Supplemental Information

| <b>Amounts in Millions</b>               | <b>Q2'23</b> | <b>Q3'23</b> | <b>Q4'23</b> | <b>Q1'24</b> | <b>Q2'24</b> | <b>Q3'24</b> | <b>Q4'24</b> | <b>Q1'25</b> | <b>Q2'25</b> |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>SUBSCRIPTION FEES</b>                 |              |              |              |              |              |              |              |              |              |
| BILL AP/AR                               |              |              |              |              |              |              |              |              |              |
| BILL Spend & Expense                     | \$42.7       | \$46.4       | \$47.8       | \$49.3       | \$49.7       | \$50.7       | \$51.3       | \$53.1       | \$54.5       |
| Integrated Platform                      | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| Embedded Solutions & Other               | 42.7         | 46.4         | 47.8         | 49.3         | 49.7         | 50.7         | 51.3         | 53.1         | 54.5         |
| Subscription Fees                        | 18.8         | 20.3         | 19.1         | 13.1         | 13.7         | 14.9         | 14.5         | 14.3         | 13.2         |
|  | \$61.5       | \$66.7       | \$66.9       | \$62.4       | \$63.3       | \$65.6       | \$65.8       | \$67.4       | \$67.7       |
| <b>TRANSACTION FEES</b>                  |              |              |              |              |              |              |              |              |              |
| BILL AP/AR                               |              |              |              |              |              |              |              |              |              |
| BILL Spend & Expense                     | \$79.6       | \$82.4       | \$90.8       | \$94.1       | \$98.4       | \$98.4       | \$103.6      | \$109.1      | \$112.4      |
| Integrated Platform                      | 86.6         | 88.6         | 99.9         | 106.1        | 110.6        | 114.3        | 126.4        | 132.6        | 133.9        |
| Embedded Solutions & Other               | 166.2        | 171.0        | 190.7        | 200.1        | 209.0        | 212.7        | 230.0        | 241.8        | 246.2        |
| Transaction Fees                         | 3.4          | 1.7          | 1.9          | 2.6          | 2.6          | 3.0          | 5.5          | 5.8          | 5.7          |
|  | \$169.6      | \$172.8      | \$192.6      | \$202.7      | \$211.6      | \$215.7      | \$235.5      | \$247.5      | \$251.9      |
| <b>SUPPLEMENTAL INFORMATION</b>          |              |              |              |              |              |              |              |              |              |
| BILL Spend & Expense: Rewards Expense    | \$43.5       | \$42.7       | \$48.7       | \$51.8       | \$53.7       | \$53.8       | \$60.5       | \$62.1       | \$64.7       |
| S&E Rewards as % of S&E Transaction Fees | 50%          | 48%          | 49%          | 49%          | 49%          | 47%          | 48%          | 47%          | 48%          |



\*"BILL AP/AR" and "BILL Spend & Expense" exclude revenue contributed by customers referred through our FI Channel. "Embedded Solutions & Other" includes revenue contributed from our FI channel, Invoice2go, and other solutions.

Note: Totals may not sum due to rounding.

# Supplemental Information

|  | Q2'23   | Q3'23   | Q4'23   | Q1'24   | Q2'24   | Q3'24   | Q4'24   | Q1'25   | Q2'25   |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| <b>BUSINESSES USING SOLUTIONS ('000)</b> |         |         |         |         |         |         |         |         |         |
| BILL AP/AR Customers                     | 130,400 | 134,100 | 139,400 | 143,100 | 143,200 | 146,700 | 151,200 | 156,100 | 160,600 |
| BILL Spend & Expense Spending Businesses | 24,700  | 27,100  | 29,200  | 30,700  | 31,600  | 33,500  | 34,800  | 36,400  | 37,800  |
| Integrated Platform                      | 155,100 | 161,200 | 168,600 | 173,800 | 174,800 | 180,100 | 186,000 | 192,500 | 198,400 |
| Embedded Solutions & Other Customers     | 280,700 | 294,000 | 292,400 | 297,400 | 298,700 | 284,700 | 288,500 | 283,700 | 282,900 |
| Total Businesses Using Solutions         | 435,800 | 455,300 | 461,000 | 471,200 | 473,500 | 464,900 | 474,600 | 476,200 | 481,300 |
| <b>TOTAL PAYMENT VOLUME (TPV, \$B)</b>   |         |         |         |         |         |         |         |         |         |
| BILL AP/AR                               | \$57.5  | \$55.0  | \$59.7  | \$60.5  | \$64.6  | \$60.9  | \$64.4  | \$67.7  | \$71.9  |
| BILL Spend & Expense                     | 3.3     | 3.4     | 3.8     | 4.0     | 4.2     | 4.4     | 4.8     | 5.1     | 5.2     |
| Integrated Platform                      | 60.8    | 58.3    | 63.4    | 64.6    | 68.8    | 65.2    | 69.2    | 72.8    | 77.1    |
| Embedded Solutions & Other               | 6.5     | 6.3     | 5.7     | 5.6     | 6.1     | 6.2     | 6.7     | 7.1     | 7.4     |
| Total Payment Volume                     | \$67.3  | \$64.7  | \$69.1  | \$70.2  | \$74.9  | \$71.4  | \$75.9  | \$79.8  | \$84.5  |
| <b>TRANSACTIONS (M)</b>                  |         |         |         |         |         |         |         |         |         |
| BILL AP/AR                               | 10.0    | 9.9     | 10.6    | 10.6    | 11.0    | 10.7    | 11.5    | 11.7    | 12.2    |
| BILL Spend & Expense                     | 9.4     | 10.2    | 11.4    | 12.8    | 13.2    | 13.5    | 14.8    | 15.3    | 16.1    |
| Integrated Platform                      | 19.5    | 20.0    | 22.1    | 23.4    | 24.2    | 24.3    | 26.3    | 27.0    | 28.3    |
| Embedded Solutions & Other               | 1.3     | 1.3     | 1.3     | 1.3     | 1.4     | 1.4     | 1.6     | 1.6     | 1.7     |
| Transactions                             | 20.8    | 21.4    | 23.4    | 24.8    | 25.6    | 25.7    | 27.8    | 28.6    | 30.0    |



\* The information in this section represents key metrics and revenue derived therefrom that BILL is providing as of fiscal Q1'25.

"BILL AP/AR" and "BILL Spend & Expense" exclude revenue contributed by customers referred through our FI Channel. "Embedded Solutions & Other" includes revenue contributed from our FI channel, Invoice2go, and other solutions.

Note: Totals may not sum due to rounding.

# GAAP to Non-GAAP Reconciliation

## Gross Profit

| <i>Amounts in Millions</i>                             | Q2'24          | Q3'24          | Q4'24          | Q1'25          | Q2'25          | FY'23          | FY'24            |
|--|----------------|----------------|----------------|----------------|----------------|----------------|------------------|
| GAAP Gross Profit                                      | \$260.1        | \$268.0        | \$278.5        | \$293.8        | \$295.9        | \$864.5        | \$1,055.6        |
| (+) Stock-based compensation and related Payroll Taxes | 2.4            | 2.3            | 2.2            | 2.2            | 2.7            | 9.4            | 9.6              |
| (+) Depreciation and amortization of intangible assets | 11.1           | 11.2           | 11.3           | 11.1           | 10.3           | 43.0           | 44.7             |
| <b>Non-GAAP Gross Profit</b>                           | <b>\$273.7</b> | <b>\$281.5</b> | <b>\$292.0</b> | <b>\$307.0</b> | <b>\$308.9</b> | <b>\$916.9</b> | <b>\$1,109.9</b> |
| GAAP Gross Margin                                      | 81.7%          | 83.0%          | 81.0%          | 82.0%          | 81.6%          | 81.7%          | 81.8%            |
| (+) Stock-based compensation and related Payroll Taxes | 0.8%           | 0.7%           | 0.7%           | 0.6%           | 0.7%           | 0.9%           | 0.7%             |
| (+) Depreciation and amortization of intangible assets | 3.5%           | 3.5%           | 3.3%           | 3.1%           | 2.8%           | 4.1%           | 3.5%             |
| <b>Non-GAAP Gross Margin</b>                           | <b>85.9%</b>   | <b>87.1%</b>   | <b>85.0%</b>   | <b>85.7%</b>   | <b>85.2%</b>   | <b>86.6%</b>   | <b>86.0%</b>     |



\* Note: Totals may not sum due to rounding.

# GAAP to Non-GAAP Reconciliation

## Operating Expenses

| <i>Amounts in Millions</i>                             | Q2'24          | Q3'24          | Q4'24          | Q1'25          | Q2'25          | FY'23          | FY'24          |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| GAAP Sales and Marketing Expenses                      | \$118.3        | \$118.1        | \$123.7        | \$126.3        | \$132.5        | \$515.9        | \$478.5        |
| (+) Stock-based compensation and related Payroll Taxes | (13.0)         | (11.4)         | (11.6)         | (10.9)         | (10.7)         | (132.4)        | (50.1)         |
| <b>Non-GAAP Sales and Marketing Expense</b>            | <b>\$105.3</b> | <b>\$106.7</b> | <b>\$112.2</b> | <b>\$115.4</b> | <b>\$121.9</b> | <b>\$383.4</b> | <b>\$428.5</b> |
| GAAP Research & Development Expense                    | \$86.5         | \$81.6         | \$79.6         | \$78.7         | \$84.8         | \$314.6        | \$336.8        |
| (+) Stock-based compensation and related Payroll Taxes | (26.5)         | (26.1)         | (25.3)         | (24.0)         | (29.8)         | (95.9)         | (105.8)        |
| <b>Non-GAAP Research and Development Expense</b>       | <b>\$59.9</b>  | <b>\$55.5</b>  | <b>\$54.3</b>  | <b>\$54.7</b>  | <b>\$55.0</b>  | <b>\$218.8</b> | <b>\$231.0</b> |
| GAAP General & Administrative Expense                  | \$70.1         | \$63.9         | \$70.5         | \$66.8         | \$71.1         | \$249.1        | \$277.7        |
| (+) Stock-based compensation and related Payroll Taxes | (20.5)         | (20.9)         | (19.8)         | (17.7)         | (23.3)         | (82.2)         | (82.6)         |
| (+) Acquisition-related expenses                       | (0.9)          | 0.0            | 0.0            | 0.0            | 0.0            | (1.5)          | (1.0)          |
| (+) Restructuring                                      | 0.0            | 0.0            | 0.0            | 0.1            | 0.0            | 0.0            | 0.0            |
| <b>Non-GAAP General and Administrative Expense</b>     | <b>\$48.6</b>  | <b>\$43.0</b>  | <b>\$50.7</b>  | <b>\$49.1</b>  | <b>\$47.9</b>  | <b>\$165.4</b> | <b>\$194.1</b> |



\* Note: Totals may not sum due to rounding.

# GAAP to Non-GAAP Reconciliation

## Operating Income and Net Income

| <i>Amounts in Millions</i>   | Q2'24         | Q3'24         | Q4'24         | Q1'25         | Q2'25         | FY'23          | FY'24          |
|--|---------------|---------------|---------------|---------------|---------------|----------------|----------------|
| GAAP Operating Loss  | (\$67.7)      | (\$27.6)      | (\$22.2)      | (\$7.7)       | (\$21.7)      | (\$295.8)      | (\$174.2)      |
| (+) Depreciation and amortization of intangible assets   | 23.5          | 23.4          | 23.0          | 20.1          | 18.2          | 91.5           | 93.8           |
| (+) Stock-based compensation and related Payroll Taxes charged to cost of revenue and operating expenses                         | 62.6          | 60.6          | 58.8          | 54.8          | 66.3          | 319.9          | 248.0          |
| (+) Acquisition and integration-related expenses   | 0.9           | 0.0           | 0.0           | 0.0           | 0.0           | 1.5            | 1.0            |
| (+) Restructuring  | 25.1          | 2.1           | 0.4           | (0.1)         | 0.0           | 0.0            | 27.6           |
| <b>Non-GAAP Operating Income</b>   | <b>\$44.3</b> | <b>\$58.5</b> | <b>\$60.0</b> | <b>\$67.1</b> | <b>\$62.8</b> | <b>\$117.1</b> | <b>\$196.2</b> |
| GAAP Net Income/ (Loss)  | (\$40.4)      | \$31.8        | \$7.6         | \$8.9         | \$33.5        | (\$223.7)      | (\$28.9)       |
| (+) Depreciation and amortization of intangible assets   | 23.5          | 23.4          | 23.0          | 20.1          | 18.2          | 91.5           | 93.8           |
| (+) Stock-based compensation and related Payroll Taxes charged to cost of revenue and operating expenses                         | 62.6          | 60.6          | 58.8          | 54.8          | 66.3          | 319.9          | 248.0          |
| (+) Acquisition and integration-related expenses   | 0.9           | 0.0           | 0.0           | 0.0           | 0.0           | 1.5            | 1.0            |
| (+) Restructuring  | 25.1          | 2.1           | 0.4           | (0.1)         | 0.0           | 0.0            | 27.6           |
| (+) Amortization of debt issuance costs  | 1.8           | 1.7           | 1.1           | 0.9           | 1.0           | 7.0            | 6.2            |
| (+) Gain on debt extinguishment and change on mark to market derivatives associated with notes repurchase and capped call unwind | 0.0           | (34.3)        | (11.0)        | (0.1)         | (40.5)        | 0.0            | (45.3)         |
| (+/-) GAAP provision for (benefit from) income taxes   | 1.7           | 0.4           | 0.0           | 1.3           | 0.0           | 0.8            | 2.6            |
| <b>Non-GAAP Net Income before Non-GAAP tax adjustments</b>   | <b>\$75.0</b> | <b>\$85.7</b> | <b>\$79.9</b> | <b>\$85.8</b> | <b>\$78.6</b> | <b>\$196.9</b> | <b>\$305.0</b> |
| (-) Non-GAAP provision for income taxes <sup>(1)</sup>   | (\$15.0)      | (\$17.1)      | (\$16.0)      | (\$17.2)      | (\$15.7)      | (\$39.4)       | (\$61.0)       |
| <b>Non-GAAP Net Income after Non-GAAP tax adjustments</b>  | <b>\$60.0</b> | <b>\$68.6</b> | <b>\$63.9</b> | <b>\$68.6</b> | <b>\$62.9</b> | <b>\$157.5</b> | <b>\$244.0</b> |

(1) Non-GAAP provision for income taxes is calculated using a blended tax rate of 20%, taking into consideration the nature of the taxed item and the applicable statutory tax rate in each relevant taxing jurisdiction. Such amounts were not included in our guidance prior to fiscal Q3'24.



\* Note: Totals may not sum due to rounding.