

Asana Investor Overview

Forward-Looking Statements

This presentation and the accompanying oral presentation include express and implied "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, including but not limited to, statements regarding our financial outlook, product development, business strategy and plans, and market trends, opportunities and positioning. These forward-looking statements are based on current expectations, estimates, forecasts and projections. Words such as "expect," "anticipate," "should," "believe," "hope," "target," "project," "goals," "estimate," "potential," "predict," "may," "will," "might," "could," "intend," "shall" and variations of these terms and similar expressions are intended to identify these forward-looking statements, although not all forward-looking statements contain these identifying words. Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circumstances that are beyond our control. For example, our focus on long-term growth may negatively impact our near- and medium-term profitability; the market for our platform may develop more slowly than expected or than it has in the past; our platform may not develop as anticipated, including the integration of new technologies such as artificial intelligence; our operating results may fluctuate more than expected; there may be significant fluctuations in our results of operations and cash flows related to our revenue recognition or otherwise; a network or data security incident that allows unauthorized access to our network or data or our customers' data could damage our reputation; we could experience interruptions or performance problems associated with our technology, including a service outage; and global economic conditions could deteriorate. It is not possible for us to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results or outcomes to differ materially from those contained in any forward-looking statements we may make. Moreover, we operate in a competitive and rapidly changing market, and new risks may emerge from time to time. You should not rely upon forward-looking statements as predictions of future events. Additional risks and uncertainties that could cause actual outcomes and results to differ materially from those contemplated by the forward-looking statements are included under the caption "Risk Factors" and elsewhere in our most recent filings with the Securities and Exchange Commission (the "SEC"), including the Annual Report on Form 10-K for the year ended January 31, 2024 and other documents we have filed, or will file, with the SEC.

Although we believe that the expectations reflected in our statements are reasonable, we cannot guarantee that the future results, levels of activity, performance or events and circumstances described in the forward-looking statements will be achieved or occur. Moreover, neither we, nor any other person, assumes responsibility for the accuracy and completeness of these statements. Recipients are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date such statements are made and should not be construed as statements of fact. Except to the extent required by federal securities laws, we undertake no obligation to update any information or any forward-looking statements as a result of new information, subsequent events, or any other circumstances after the date hereof, or to reflect the occurrence of unanticipated events.

Use of Non-GAAP Financial Information

In addition to the financials presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation includes the following non-GAAP metrics: non-GAAP gross margin, non-GAAP operating margin, and revenue adjusted for the impact of foreign currency. We believe that non-GAAP financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance. There are a number of limitations related to the use of these non-GAAP metrics versus their nearest GAAP equivalents. For example, other companies may calculate non-GAAP metrics differently or may use other metrics to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial metrics as tools for comparison. We urge you to review the reconciliation of our non-GAAP financial measures to the most directly comparable GAAP financial measures set forth in the Appendix to this presentation, and not to rely on any single financial measure to evaluate our business.

This presentation and the accompanying oral presentation also contain estimates and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry and business. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. We have not independently verified the industry data generated by independent parties and contained in this presentation and, accordingly, we cannot guarantee their accuracy or completeness. In addition, projections, assumptions, and estimates of our future performance and the future performance of the markets in which we compete are necessarily subject to a high degree of uncertainty and risk.

Asana at a Glance



Help humanity thrive by
enabling all teams to work
together effortlessly



Without good coordination, teamwork suffers



29

| Q4 Event Planning | | | | |
|---|-------------------|-----------|-----------|--|
| | Owner | Due date | Status | Notes |
| 1 Event planning | Layla Abadi | 2/28/2025 | On Track | Budget approved, proceeding with... |
| 2 Foundation | Liam O'Connor | 3/1/2025 | At Risk | Team roles assigned, beginning... |
| 3 Define project scope and success metrics | Yuki Tanaka | 4/7/2025 | At Risk | Interviewing speakers this week but... |
| 4 Create project budget | Fatima Al-Mansour | 5/22/2025 | Unknown | Speaker lineup finalized, now... |
| 5 Develop project timeline | Layla Abadi | 6/9/2025 | At Risk | Registration system almost ready... |
| 6 Finalize vendor selection | Yuki Tanaka | 7/1/2025 | At Risk | Our vendor has been unresponsive this... |
| 7 Plan internal communications | Layla Abadi | 5/14/2025 | Unknown | Met with QMR, next steps to be |
| 8 Outline external communications | Rajesh Gupta | 4/18/2025 | At Risk | Venue contract signed, awaiting... |
| 9 Create technical documentation (Owner) | Mei-Ling Wong | 11/5/2025 | Off track | We are looking to find a partner this... |
| 10 Design user interface/experience (Owner) | Xiuying Chen | 4/21/2025 | At Risk | |
| 11 Implement security measures (Owner) | Priya Sharma | 5/10/2025 | Off track | |
| 12 Prepare FAQ documentation | Xiuying Chen | 1/31/2025 | On Track | |
| 13 Design feedback collection method | Saoirse Murphy | 2/20/2025 | Off track | Need confirmation from the team |
| 14 Set up meeting framework | Saoirse Murphy | 1/31/2025 | At Risk | M&P |
| 15 Understand training materials | Saoirse Murphy | 2/14/2025 | Unknown | Q Refer to comments on V6 |
| 16 Train workshops | Amara Okonkwo | 4/12/2025 | At Risk | Competitor analysis report completed |
| 17 Review competitive landscape | Xiuying Chen | 1/31/2025 | At Risk | The calendar invite has been sent... |
| 18 Create support documentation | Priya Sharma | 4/21/2025 | Off track | We need to meet with regional GMs... |
| 19 Establish rollout process | Bjorn Magnusson | 5/10/2025 | Off track | Social selling webinar planned... |
| 20 Set up help resources | Xiuying Chen | 1/31/2025 | Off track | Product training materials updated... |
| 21 Update CRM system | | 2/20/2025 | On Track | The pricing team is still uncertain... |
| 22 Review financial projections | | 3/15/2025 | Off track | CRM data cleanup underway... |



11



10,549

Google Workspace



29



38

14



7

5

Who

by when

Microsoft 365

zoom
11

slack
29

box
14

is doing what

and why

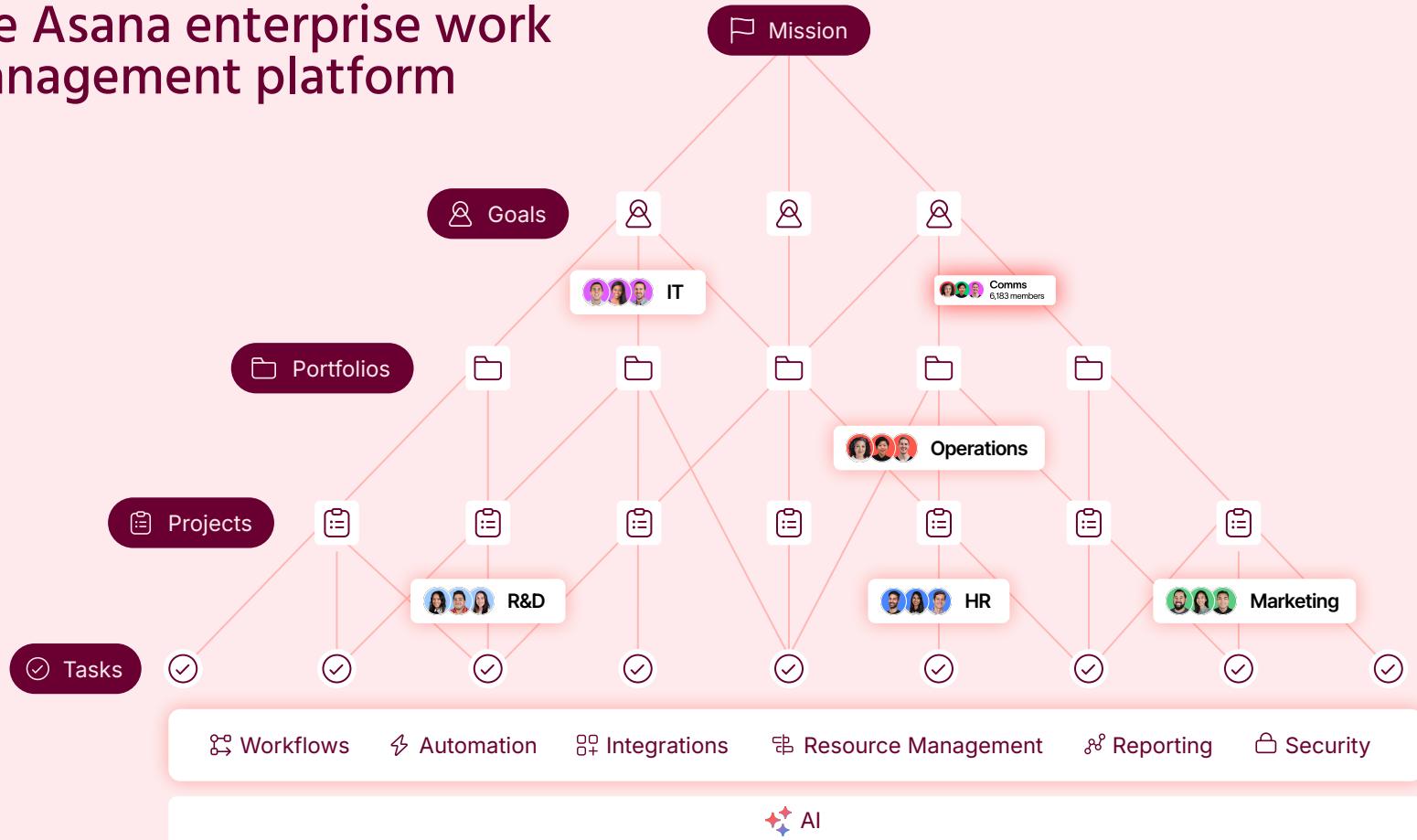
Outlook
10,549

Google Workspace

Gmail
38



The Asana enterprise work management platform



Improve coordination at every level of your organization



Coordinate work across teams



Asana users are 50% more likely to say they collaborate effectively across functions

The Asana Enterprise Work Management Platform, powered by the Work Graph®

Drive clarity and accountability

Connect teams' work to company-wide goals

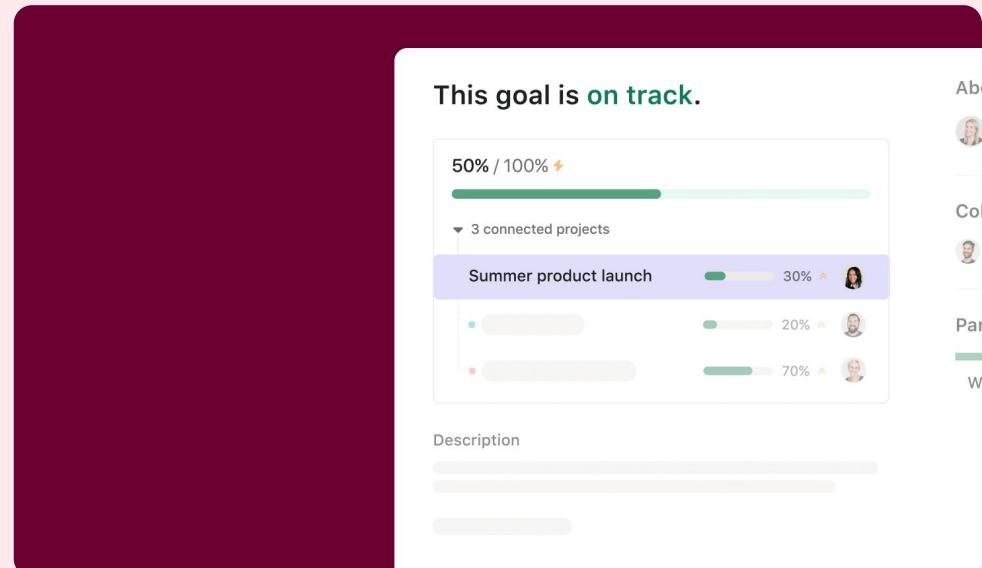
Maximize impact

Automate work to drive efficiency

Scale with confidence

Support 200K+ users with enterprise security

Get nearly
40%
increase in gross productivity¹



A platform you can trust



Private and secure

>100,000 of the world's most innovative enterprises trust Asana to keep their data safe



GLBA



SOC 2
(Type 2)



CSA STAR
Level 1



HIPAA



GDPR



ISO International
Standards



CCPA



FERPA



Privacy Shield



Connected

Connect to hundreds of pre-built integrations with your favorite tools



Office 365



Google Workspace



slack



salesforce



Jira



zendesk



Scalable

200,000+ Seat deployment at single company, largest of any work management platform



Microsoft



okta

Enterprise IT ecosystem

99.9% Uptime SLA



servicenow



sumo logic



splunk



DRATA



Easy to adopt

90% rate as easy to use

49 NPS for enterprise customers

"We selected Asana because it's so easy — the ability to 'multi-home' tasks in several projects was game changing!"



GENESYS

ANDREA LEON TROZAK

Senior Director, Program Management

Asana is recognized as a work and project management leader

Leader in the Gartner® Magic Quadrant™ for Collaborative Work Management¹

Gartner®

Asana named a Leader for the second straight year

Asana Received a Gartner® Peer Insights™ Customer's Choice distinction²



Voice of the Customer for Collaborative Work Management
Gartner, [Voice of the Customer for Collaborative Work Management](#),
By Peer Contributors, 24 May 2024

"Next generation work tool to make your workforce as efficient as possible!"

Customer VP Digital Innovation,
Project and Portfolio Management

90%

rate Asana
'Easy to use'

Leader in the Gartner® Magic Quadrant™ for Adaptive Project Management and Reporting³

Gartner®

Recognized as a Leader for its Completeness of Vision and Ability to Execute

¹ Gartner, Magic Quadrant for Collaborative Work Management, Nikos Drakos, Joe Mariano, Lacy Lei, and Hironori Hayashi, 2 December 2024

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³ Gartner, Magic Quadrant for Adaptive Project Management and Reporting, Kevin Rose, Sean Bankston, Peter Clegg, 4 September 2024

Meet Asana AI



AI Vision: defining platform for human-AI coordination

Our AI differentiation stems from three key advantages:

Asana's Work Graph® - Essential foundation

Clear boundaries and permissions that give teams transparency and control



Sophisticated Human-AI Collaboration

Inspectable actions and approval workflows



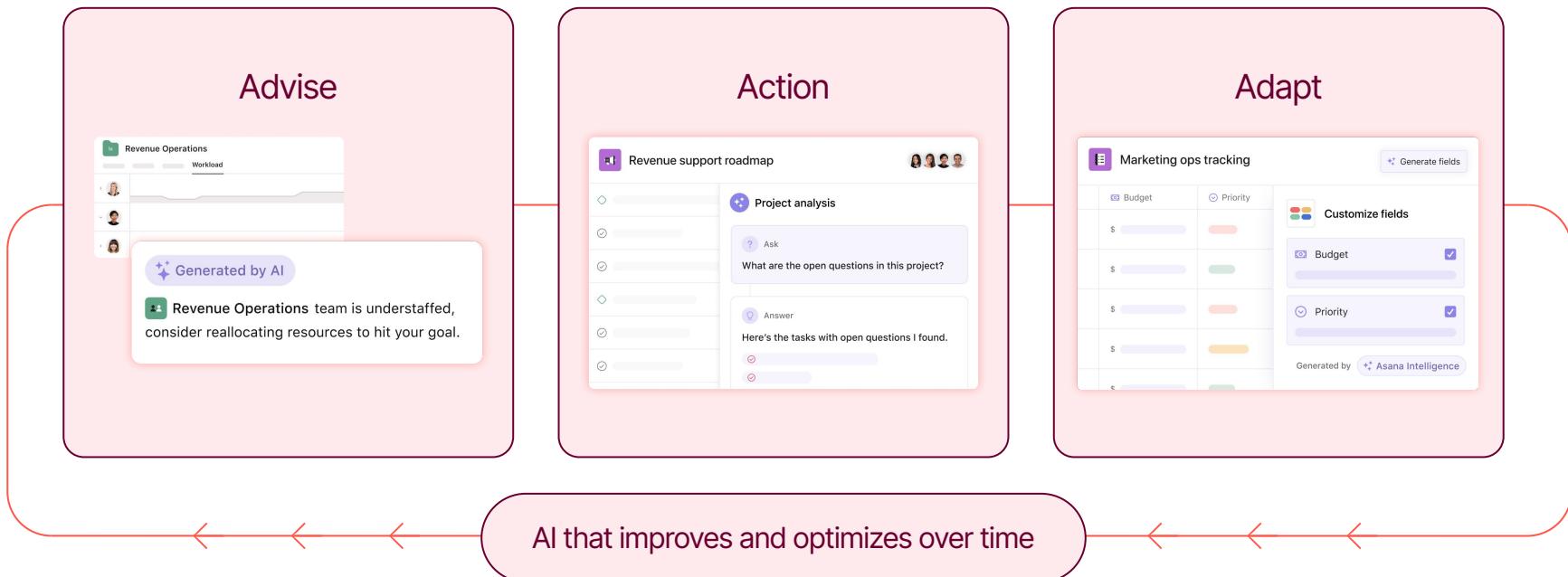
Enterprise-Ready Security and Governance

Well-engineered access control, comprehensive audit trails, and industry-leading compliance frameworks



Meet Asana AI

AI is no longer just a tool — it's a teammate



Better coordination with AI

Advise

- ◆ Smart status LIVE

- ◆ Smart goals LIVE

- ◆ Smart chat LIVE

Action

- ◆ Smart projects LIVE

- ◆ Smart summaries LIVE

- ◆ Smart editor LIVE

- ◆ Smart fields LIVE

- ◆ Smart rule creator LIVE

Adapt

- ◆ Smart onboarding LIVE

- ◆ Smart charts LIVE

"We're thrilled about AI in Asana. It will enable us to use our time on more strategic tasks."

- Juliette Dembele, Global Cross Channel Campaign Director



INTRODUCING

Asana AI Studio

Build workflows with AI agents to pass off your teams' busywork

The screenshot shows the Asana AI Studio interface for setting up an AI agent named 'Triage'. The main area displays a workflow titled 'Set up AI' with the instruction: 'Your job is to analyze incoming creative requests...'. The workflow consists of two main sections: 'Check if' and 'Do this'. In the 'Check if' section, there are two conditions: 'Section is Intake' and 'There is enough information'. In the 'Do this' section, there are three actions: 'Add comment' (using AI), 'Set Estimated time to' (using AI), and 'Set assignee to' (using AI). To the right of the main workflow editor, there are several panels: 'Set up AI' (summary), 'Give AI instructions' (with a note about analyzing creative requests), 'Learn how', 'AI model' (set to 'Claude 3.5 Sonnet'), 'Data and permissions' (with options for task metadata, comments, activity, linked tasks, and attachments), and 'Similar tasks'.

Design any workflow

Embed AI agents without code

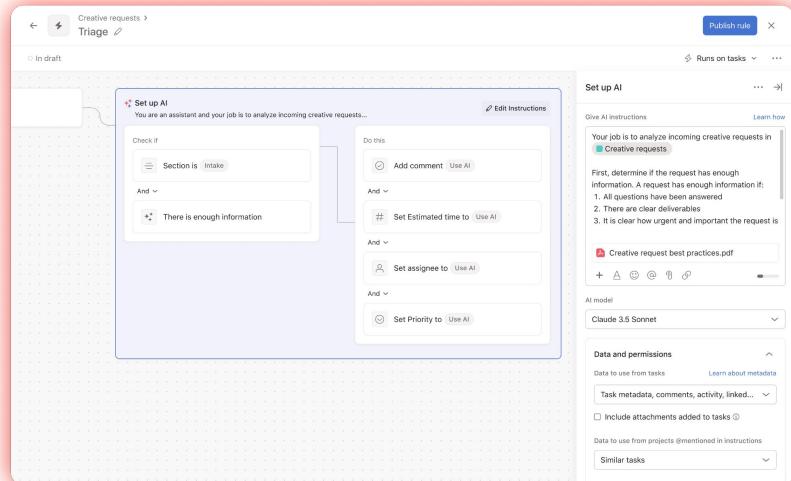
Deploy where your teams work

Smart workflows are the output of AI Studio

Backend: Builders build Smart workflows in **AI Studio**

Frontend: Every user benefits from **Smart workflows**

Rule builder with AI
Used for building AI-powered rules



AI-powered rule with multiple conditions or open-ended actions is an AI agent

AI embedded into workflows
A Smart workflow is made up of AI-powered rules

AI Rule Bugs Triager refined task details with 6 actions · Hide details · 2 minutes ago

The reservation feature should be prioritized based on its impact on user experience. Since it is a critical feature with around 80,000 users a day, per my guidance and this task, it likely has a high impact and should be prioritized accordingly. I will set the priority to P0 and add a comment explaining my reasoning.

Changed task title "Booking not updating causing double bookings."

Changed Priority to "P0".

Changed Impact to "80,000 people likely reached".

Changed Feature to **Reservation / Calendar**

Assigned task to **Hughes Daniel**

Changed the description

Design Smart workflows in AI Studio with no code

The screenshot shows the Asana AI Studio interface for creating a workflow named 'Triage'. The main area displays a 'Set up AI' card with two sections: 'Check if' and 'Do this'. The 'Check if' section contains conditions: 'Section is Intake' and 'And There is enough information'. The 'Do this' section contains actions: 'Add comment Use AI', 'Set Estimated time to Use AI', 'Set assignee to Use AI', and 'Set Priority to Use AI'. To the right of the main card is a detailed configuration panel titled 'Set up AI'.

- Creative requests > Triage**
- In draft**
- Set up AI**
 - Your job is to analyze incoming creative requests...
 - Check if**
 - Section is Intake
 - And
 - There is enough information
 - Do this**
 - Add comment Use AI
 - And
 - Set Estimated time to Use AI
 - And
 - Set assignee to Use AI
 - And
 - Set Priority to Use AI
- Publish rule**

Set up AI

- Runs on tasks**
- Give AI instructions**
 - Your job is to analyze incoming creative requests in **Creative requests**
 - First, determine if the request has enough information. A request has enough information if:
 1. All questions have been answered
 2. There are clear deliverables
 3. It is clear how urgent and important the request is
 - Creative request best practices.pdf**
- AI model**
 - Claude 3.5 Sonnet
- Data and permissions**
 - Data to use from tasks**
 - Task metadata, comments, activity, linked...
 - Include attachments added to tasks
 - Data to use from projects @mentioned in instructions**
 - Similar tasks

Use AI to set complex conditions in the workflow

Give AI instructions on how to execute the workflow

Select the AI model

Control the data AI can access

Let AI decide how to execute actions

Customers have transparency on how AI interacts in Smart workflows

The screenshot shows a task card for "Creative Request: Product Launch Images". The card includes a header with icons for file type, status, and more. Below the header, there are two tabs: "Comments" and "All activity", with "All activity" selected. A comment from Emma Rodriguez is shown, followed by a link to "Show 4 previous updates". Below this, two AI Triage comments are listed: one from "AI Triage" and one from "Asana AI". The AI Triage comment includes a detailed reasoning section with a "Restore original" button and a "Share feedback" link. The Asana AI comment provides a summary of the assessment and two numbered points. At the bottom, there's a "Add a comment" input field and a "Collaborators" section with user initials AB, CD, EF, WW, and a plus sign.

Creative Request: Product Launch Images

Comments All activity

Emma Rodriguez created this task from a form submission. · 1 hour ago

Show 4 previous updates

AI Triage reviewed this task · Show details · 1 hour ago

AI Triage ran 2 actions · Hide details · 1 hour ago

AI thoughts: "This creative request should be prioritized based on the fact that it's for a Tier 1 launch. Since this is a critical launch and requires 8 deliverables, the due date and priority should be adjusted accordingly. I will set the priority to P0, change the due date to three weeks from now, and add a comment explaining my reasoning."

Changed Priority to "P0"

Changed Due Date to Nov 8

Share feedback

AI Triage

Asana AI · 1 hour ago · Show details

Hi team – I've taken a look at this creative request for the product launch and updated the task based on my assessment:

- I've marked the priority to P0. This is a Tier 1 product launch, so we want to make sure it gets top attention.
- I've moved the due date up a week to early November. This will give the team one week to QC the deliverables and make sure everything is finalized before the launch date.

Add a comment

Collaborators AB CD EF WW +

Join task

✓ View the reasoning for how AI came up with its response

✓ Revert any comments and changes to tasks made by AI

We can use Smart Workflows to...

Create work

- Create new work, set due dates, assignees, notes, fields



Structure work

- Break down work into subtasks
- Create approvals
- Add / set fields
- Organize sections



Author content

- Draft memos, emails, briefs
- Leverage docs, sheets, pdfs and images to influence content



Communicate

- Add and respond to comments
- Add collaborators



Analyze

- Asana data
- Docs, sheets, PDFs, images



Customers see high impact across key use cases from AI Studio...

From



To

PROJECT INTAKE

- Tedious, time-consuming information gathering
- Error-prone work to structure and categorize



- Instant information gathering & triage
- Consistent and accurate structuring

PRODUCT LAUNCHES

- Inefficient coordination between teams
- Difficult to know what is relevant to each team



- Seamless handoff of information between teams
- Automatic restructuring of work for each team

CREATIVE PRODUCTION

- Time-consuming research & context gathering
- Expensive & long translation process



- Instant background research & pulling external data
- Automated translations

CAMPAIGN MANAGEMENT

- Manual prioritization of campaigns
- Drafting brief & content each time from scratch



- Automated prioritization & scheduling of campaigns
- Content drafted instantly based on best practices

...this includes core use cases and TAM expansion with new use cases

AI Studio is being adopted across all of Asana's core use cases...

Strategic planning & execution

Creative & sales production

Work intake

Campaign management

Ticketing

Product launch management



...and strengthening Asana's value proposition in new use cases

Risk management & compliance

Voice of Customer

Technical report writing

Drug safety testing project setup

Email categorization for event planning

Value stream initiative prioritization

Automated product support

Unique protection and governance for data shared with AI partners



Data encryption

Asana ensures **your data is encrypted** in transit and at rest



Data usage

AI partners **do not use your data to train their models**



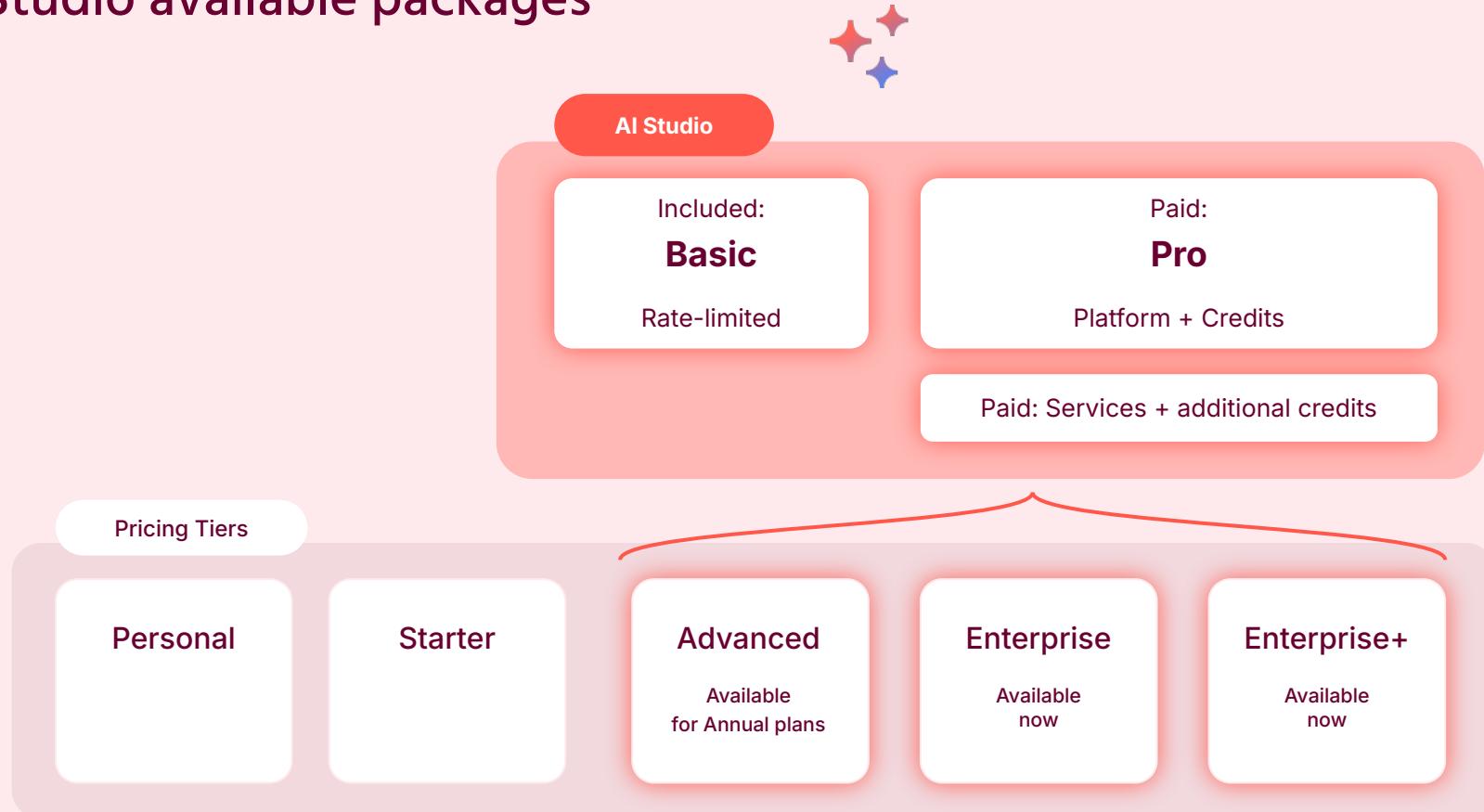
Data retention

AI partners **do not retain your data** after a response or query is completed

Asana is committed to ongoing transparency into how your data is collected, used, and stored by Asana and partners.

[Learn more about how we protect your data](#)

AI Studio available packages



Fortune 500 Media Company saves 15 hours per request with AI Studio

Fielding 2,500+ creative requests per month, AI Studio could save 37,500 hours per month at scale

USE CASE

- Intake phase of Creative Production

HOW AI STUDIO ASSISTS

Summarizes task

Conducts client research

Creates digest of previous requests

Checks work requirements

Autofills custom fields

RESULTS

Reduced manual work by

60%

During intake and transition between
AEs and creatives

Reduced time per request by

69%

Saving ~15 hours per request

ROI

| Team Size <i>AI Studio Beta</i> | 30 |
|--|--------|
| # of Intake Requests Fielded Monthly | 250 |
| AI Studio Credits Used Monthly | 1.05M |
| Monthly Cost of Creative Intake Use Case | \$205 |
| Hours Saved per Month | 3,750 |
| Marginal Cost per Hour Saved* | \$0.05 |

*Your platform fee includes millions of credits with no additional charge.

Fortune 500 Financial Services Firm reduces time to decision by 41% with AI Studio

USE CASE

- Initiative Intake

HOW AI STUDIO ASSISTS

-  Checks work requirements
-  Conducts discovery
-  Checks timeline
-  Summarizes task

RESULTS

Reduced time to decision (evaluate → approve or reject) by

41%

29
days



17
days

ROI

| Team Size <i>AI Studio Beta</i> | 20 |
|--|----------------|
| # of Intake Initiatives Fielded Monthly | 27 |
| AI Studio Credits Used Monthly | 47K |
| Monthly Cost of Initiative Intake Use Case | \$10 |
| Hours Saved per Month | 2,592 |
| Marginal Cost per Hour Saved* | \$.003 |

The Value of AI Studio



Multi-product company



Move Asana from a single product company to multi-product
= new business, expansion and retention accelerator

New revenue stream



Consumption-based

Elevate customer value



Small number of activated users can drive benefits across a
much broader employee base
Delivers significant ROI by optimizing human-AI collaboration

Early traction of AI Studio

1 Traction with paid AI Studio packages, large portion of top 100 customers enabled

2 Millions in pipeline, with significant customer demand across industries - manufacturing, financial services, healthcare, and technology

3 Thousands of customers have enabled AI Studio, with hundreds of our largest customers now actively running Smart Workflows powered by AI Studio

Proof Points we will monitor to determine the size of the opportunity and impact to our growth

- Power Asana user adoption (those who automate workflows)
- Non Power Asana user adoption (huge TAM within Asana users)
- Consumption of larger users

Long term growth drivers & customer footprint



Large and global customer footprint



>169K

Paying customers

>200

Countries and territories

40%

of revenue outside US

Note: All metrics as of the quarter ended January 31, 2025.

The world's leading companies trust Asana

DECATHLON



H E A R S T

bill



Johnson&Johnson



ANTHROPIAC

allbirds



Beiersdorf

SOPHOS



TOTO



FY26 Priorities to Drive Growth & Retention

Customer Health



- Invest in success and support to drive deeper engagement
- Improve customer adoption with a more focus customer journey
- Paid services

Customer Acquisition



- Drive new customers and seats
- Scale channel program, vertical solutions
- Expand into new markets

Customer Value



- Align price to value to improve conversion and retention
- Expand our portfolio with AI Studio and targeted add-ons



Result:

Long-term Acceleration in Growth and NRR Improvement

Q4'25

Financials



Financial highlights - Q4'25

\$724M

Total revenue TTM

11%

Total revenue growth TTM

90%

Non-GAAP gross margin

7%

Free cash flow margin

20%

Customer growth from
\$100K+ customers

23%

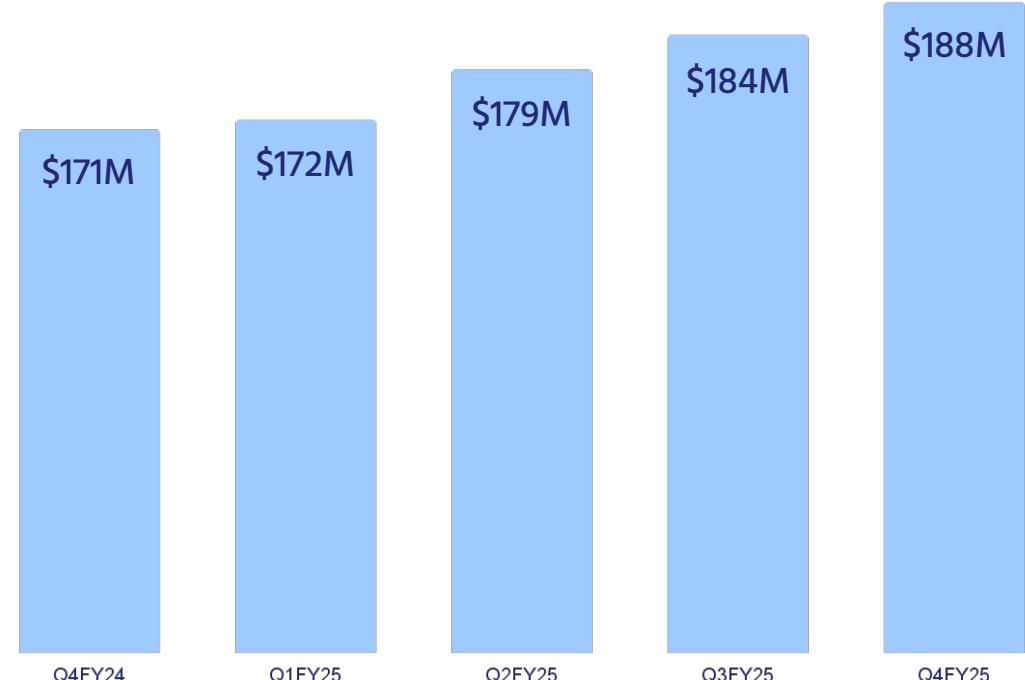
Remaining Performance
Obligation (RPO) growth

Revenue growth

Annual revenue: FY25
11% Y|Y



Quarterly revenue: Q4'25
10% Y|Y



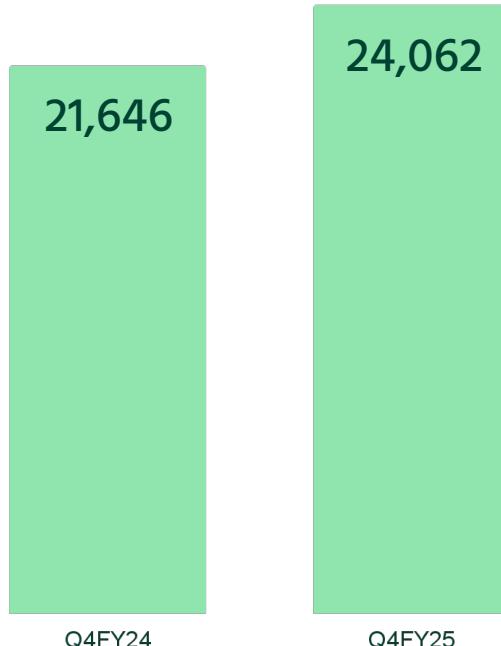
Dollar-based net retention rate



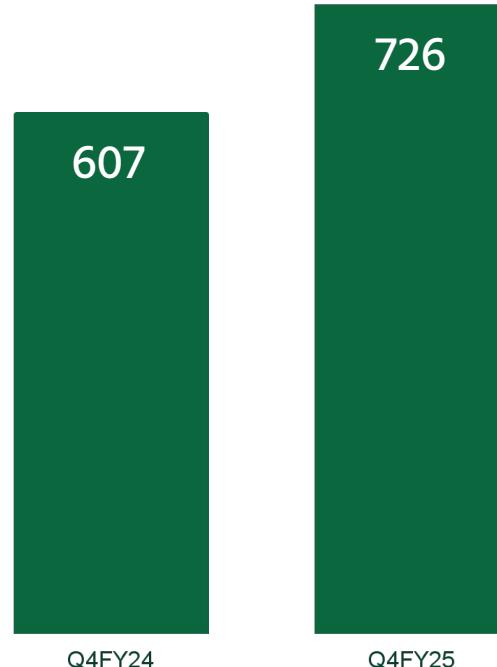
Notes: We calculate our dollar-based net retention rate by comparing our revenues from the same set of customers in a given quarter, relative to the comparable prior-year period. Our reported rate equals the average of the prior four quarters. Asana defines Core customers as those organizations on a paid subscription plan that had \$5,000 or more in annualized GAAP revenues in a given quarter, inclusive of discounts. All metrics as of quarter ended January 31, 2025.

Customer growth

Number of Core customers
11% Y|Y



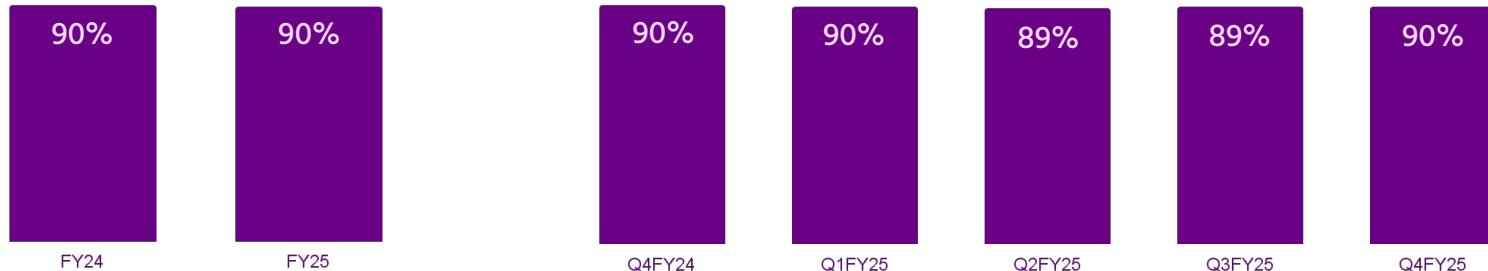
Number of customers spending \$100K+
20% Y|Y



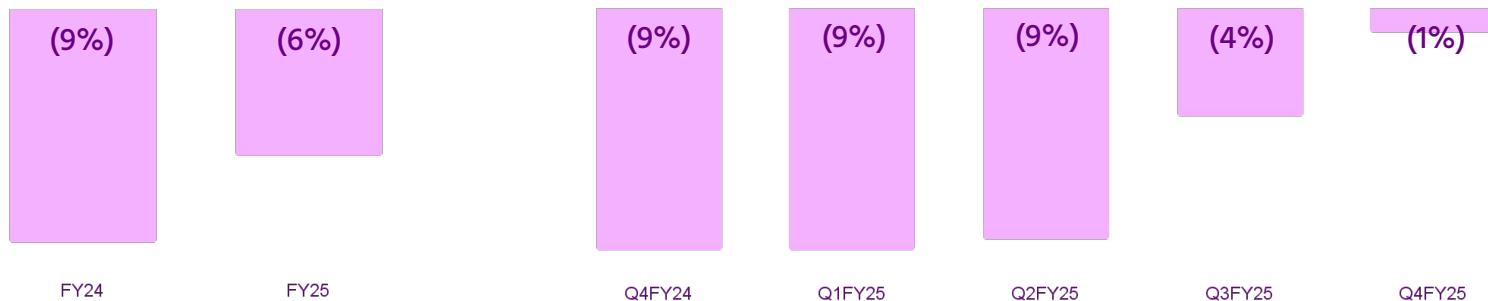
Notes: Asana defines Core customers as those organizations on a paid subscription plan that had \$5,000 or more in annualized GAAP revenues in a given quarter, inclusive of discounts. Asana defines customers spending over \$100,000 as those organizations on a paid subscription plan that had \$100,000 or more in annualized GAAP revenues in a given quarter, inclusive of discounts.

Non-GAAP margins

Gross margin



Operating margin



Notes: All figures are calculated on a non-GAAP basis. See appendix for GAAP to non-GAAP reconciliation.

Levers driving operating margin improvement in FY26 and beyond

Non-GAAP operating margin

(9%)



FY24

FY25

FY26 Guide

Expecting 1,400bps margin improvement FY24 to FY26 Guide

5%



Operating leverage as we scale our business given our nearly 90% gross margin



Prioritizing efficient labor spend and improve productivity of our workforce



Focusing on routes to market and marketing channels that maximize efficient growth



Shifting a portion of new hiring and backfilling to lower cost geographies



Reducing non-headcount spend by optimizing and rationalizing third-party and discretionary spend

Guidance Summary

Q1 FY26 Guidance

QUARTERLY

| | |
|---------------------------|-----------------------|
| Revenue | \$184.5 M - \$186.5 M |
| Revenue growth | 7% - 8% |
| Non-GAAP operating profit | \$2.0 M - \$3.0 M |
| Non-GAAP operating margin | 1% - 2% |

FY26 Guidance

ANNUAL

| | |
|---------------------------|-----------------------|
| Revenue | \$782.0 M - \$790.0 M |
| Revenue growth | 8% - 9% |
| Non-GAAP operating margin | At least 5% |

Help humanity thrive by
enabling all teams to work
together effortlessly



Appendix



Environmental, Social, and Governance

We aim to build a resilient, sustainable business that will deliver impact for years to come

- ⌚ Sustainability performance measured by leading ESG ratings



-
- 💬 Access our ESG report and AI ESG helpbot, conversant in our ESG strategy and metrics, at <https://investors.asana.com/esg>

Helpbot responses are qualified in their entirety by reference to the complete text of Asana's ESG Report.

GAAP to non-GAAP reconciliation

| | FY24 | | | | | FY25 | | | | |
|---|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Q1 | Q2 | Q3 | Q4 | YTD | Q1 | Q2 | Q3 | Q4 | YTD |
| Reconciliation of gross margin | | | | | | | | | | |
| GAAP gross margin | 90.3% | 90.0% | 90.4% | 89.8% | 90.1% | 89.7% | 88.8% | 89.2% | 89.6% | 89.3% |
| Non-GAAP adjustments | 0.2% | 0.3% | 0.2% | 0.3% | 0.3% | 0.1% | 0.3% | 0.2% | 0.2% | 0.2% |
| Non-GAAP gross margin | 90.5% | 90.3% | 90.6% | 90.1% | 90.4% | 89.8% | 89.1% | 89.4% | 89.8% | 89.5% |
| Reconciliation of operating margin | | | | | | | | | | |
| GAAP operating margin | (42.8%) | (45.2%) | (38.1%) | (39.7%) | (41.4%) | (38.4%) | (42.9%) | (32.7%) | (33.8%) | (36.8%) |
| Non-GAAP adjustments | 28.2% | 38.8% | 32.2% | 30.6% | 32.5% | 29.3% | 34.2% | 28.6% | 32.9% | 31.2% |
| Non-GAAP operating margin | (14.6%) | (6.4%) | (5.9%) | (9.1%) | (8.9%) | (9.1%) | (8.7%) | (4.1%) | (0.9%) | (5.6%) |

Q4'25 currency impact

| | Quarterly Results | Growth Y Y | Currency Impact Y Y | Non-GAAP Currency Adjusted Y Y |
|---------------|-------------------|------------|---------------------|--------------------------------|
| Total Revenue | \$188.3M | 10.0% | ~Negative 40bps | 10.5% |

Thank you

