

Financial Data Sheets

Statements of Income

(Unaudited; in thousands, except per share data)

	2024					2025					2026
	Q1	Q2	Q3	Q4	YR	Q1	Q2	Q3	Q4	YR	Q1
Revenues	\$149,576	\$153,596	\$163,686	\$170,907	\$637,765	\$181,549	\$187,400	\$189,904	\$192,652	\$751,505	\$192,121
Cost of revenues	51,487	52,018	51,624	55,585	210,714	56,914	59,826	57,932	56,957	231,629	59,217
Gross profit	98,089	101,578	112,062	115,322	427,051	124,635	127,574	131,972	135,695	519,876	132,904
Operating expenses											
Sales and marketing	36,432	35,691	37,577	39,220	148,920	41,634	43,434	42,322	41,740	169,130	44,734
Research and development	16,009	14,366	15,292	17,142	62,809	17,439	17,271	17,276	16,694	68,680	17,917
General and administrative	25,907	23,516	27,152	26,354	102,929	31,018	30,890	31,690	32,996	126,594	36,374
Amortization of intangible assets	4,338	4,840	6,470	7,862	23,510	8,588	9,509	9,493	9,579	37,169	9,320
Total operating expenses	82,686	78,413	86,491	90,578	338,168	98,679	101,104	100,781	101,009	401,573	108,345
Income from operations	15,403	23,165	25,571	24,744	88,883	25,956	26,470	31,191	34,686	118,303	24,559
Other income (expense), net	3,132	4,056	3,778	(373)	10,593	2,207	773	1,260	1,292	5,532	1,405
Income before income taxes	18,535	27,221	29,349	24,371	99,476	28,163	27,243	32,451	35,978	123,835	25,964
Income tax expense	532	9,189	5,889	6,812	22,422	5,967	7,510	6,882	10,137	30,496	6,235
Net income	<u>\$ 18,003</u>	<u>\$ 18,032</u>	<u>\$ 23,460</u>	<u>\$ 17,559</u>	<u>\$ 77,054</u>	<u>\$ 22,196</u>	<u>\$ 19,733</u>	<u>\$ 25,569</u>	<u>\$ 25,841</u>	<u>\$ 93,339</u>	<u>\$ 19,729</u>
Net income per share											
Basic	<u>\$ 0.49</u>	<u>\$ 0.49</u>	<u>\$ 0.63</u>	<u>\$ 0.47</u>	<u>\$ 2.07</u>	<u>\$ 0.58</u>	<u>\$ 0.52</u>	<u>\$ 0.67</u>	<u>\$ 0.69</u>	<u>\$ 2.46</u>	<u>\$ 0.53</u>
Diluted	<u>\$ 0.48</u>	<u>\$ 0.48</u>	<u>\$ 0.62</u>	<u>\$ 0.46</u>	<u>\$ 2.04</u>	<u>\$ 0.58</u>	<u>\$ 0.52</u>	<u>\$ 0.67</u>	<u>\$ 0.68</u>	<u>\$ 2.46</u>	<u>\$ 0.53</u>
Weighted average common shares used to compute net income per share											
Basic	<u>37,049</u>	<u>37,078</u>	<u>37,447</u>	<u>37,646</u>	<u>37,306</u>	<u>37,990</u>	<u>37,965</u>	<u>37,895</u>	<u>37,712</u>	<u>37,881</u>	<u>37,379</u>
Diluted	<u>37,686</u>	<u>37,683</u>	<u>37,996</u>	<u>38,133</u>	<u>37,856</u>	<u>38,163</u>	<u>38,099</u>	<u>37,993</u>	<u>37,763</u>	<u>37,992</u>	<u>37,442</u>

The annual amounts may not cross-sum due to rounding.

As of April 30, 2026, the date of issuance of financial results for the three month period ending March 31, 2026.

Financial Data Sheets

Balance Sheets

(Unaudited; in thousands; as of period-end)

	2024				2025				2026
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Assets									
Current assets									
Cash and cash equivalents	\$ 234,637	\$ 240,232	\$ 198,842	\$ 241,017	\$ 94,921	\$ 107,603	\$ 133,725	\$ 151,355	\$ 154,271
Short-term investments	56,174	31,554	6,931	—	—	—	—	—	—
Accounts receivable	55,724	59,355	60,044	56,214	68,183	72,798	73,339	75,295	72,003
Allowance for credit losses	(3,589)	(3,958)	(4,474)	(4,179)	(4,793)	(5,286)	(5,900)	(7,129)	(6,897)
Accounts receivable, net	52,135	55,397	55,570	52,035	63,390	67,512	67,439	68,166	65,106
Deferred costs	63,647	64,318	64,665	65,342	67,107	66,809	66,510	66,693	65,906
Other assets	13,695	15,437	18,639	23,513	26,417	27,453	47,947	49,090	43,457
Total current assets	420,288	406,938	344,647	381,907	251,835	269,377	315,621	335,304	328,740
Property and equipment, net	34,971	35,083	36,148	37,547	38,687	40,150	41,448	43,117	46,154
Operating lease right-of-use assets	7,285	7,076	8,412	8,192	8,424	7,395	6,723	5,025	4,856
Goodwill	248,813	268,872	423,508	399,180	533,940	543,514	543,035	541,719	540,836
Intangible assets, net	99,289	107,519	168,131	181,294	252,280	237,105	225,262	215,815	206,069
Other assets									
Deferred costs, non-current	20,601	20,610	20,802	20,572	21,416	21,095	20,769	20,719	20,294
Deferred income tax assets	7,483	7,347	412	505	562	645	463	493	511
Other assets, non-current	1,117	1,076	1,240	2,033	1,906	1,823	5,359	7,667	13,748
Total assets	\$ 839,847	\$ 854,521	\$ 1,003,300	\$ 1,031,230	\$ 1,109,050	\$ 1,121,104	\$ 1,158,680	\$ 1,169,859	\$ 1,161,208
Liabilities & Stockholders' Equity									
Current liabilities									
Accounts payable	\$ 12,303	\$ 5,877	\$ 8,107	\$ 8,577	\$ 11,255	\$ 11,604	\$ 12,745	\$ 13,757	\$ 14,468
Accrued compensation	32,990	32,236	46,010	47,160	40,747	38,708	51,795	47,577	42,647
Accrued expenses	10,744	9,446	8,968	12,108	16,640	12,710	12,318	13,074	15,535
Deferred revenue	73,701	76,393	78,883	74,256	78,620	79,198	77,566	75,590	80,382
Operating lease liabilities	4,478	4,594	4,363	4,583	6,162	5,749	5,623	4,353	1,918
Total current liabilities	134,216	128,546	146,331	146,684	153,424	147,969	160,047	154,351	154,950
Other liabilities									
Deferred revenue, non-current	6,473	7,111	6,550	6,189	5,748	5,477	5,150	5,288	5,318
Operating lease liabilities, non-current	8,425	7,751	8,807	7,885	6,101	5,049	4,021	2,839	4,700
Deferred income tax liabilities	7,536	7,012	11,607	15,541	20,298	12,533	30,223	33,201	33,801
Other liabilities, non-current	232	680	640	241	2,558	296	299	287	279
Total liabilities	156,882	151,100	173,935	176,540	188,129	171,324	199,740	195,966	199,048
Stockholders' equity									
Common stock	39	39	39	40	40	40	40	40	40
Treasury stock	(148,892)	(162,187)	(99,748)	(99,748)	(102,096)	(122,096)	(152,096)	(177,949)	(226,903)
Additional paid-in capital	557,998	574,842	611,719	627,982	672,138	693,113	708,318	722,737	741,544
Retained earnings	277,048	295,080	318,540	336,099	358,295	378,028	403,597	429,438	449,167
Accumulated other comprehensive gain (loss)	(3,228)	(4,353)	(1,185)	(9,683)	(7,456)	695	(919)	(373)	(1,688)
Total stockholders' equity	682,965	703,421	829,365	854,690	920,921	949,780	958,940	973,893	962,160
Total liabilities and stockholders' equity	\$ 839,847	\$ 854,521	\$ 1,003,300	\$ 1,031,230	\$ 1,109,050	\$ 1,121,104	\$ 1,158,680	\$ 1,169,859	\$ 1,161,208

As of April 30, 2026, the date of issuance of financial results for the three month period ending March 31, 2026.

Financial Data Sheets
Supplemental Financial Data *

(Unaudited)

	2024					2025					2026
	Q1	Q2	Q3	Q4	YR	Q1	Q2	Q3	Q4	YR	Q1
Revenues (in thousands)	\$149,576	\$153,596	\$163,686	\$170,907	\$637,765	\$181,549	\$187,400	\$189,904	\$192,652	\$751,505	\$192,121
% change (year over year)	19 %	18 %	21 %	18 %	19 %	21 %	22 %	16 %	13 %	18 %	6 %
Percentage recurring revenues of total revenues	93 %	94 %	94 %	95 %	94 %	95 %	96 %	96 %	96 %	96 %	96 %
Recurring revenue customers at period-end (approx.)	44,800	44,950	45,200	45,350	45,350	54,150	54,500	54,950	54,600	54,600	54,200
1P Customers	44,800	44,950	45,200	45,350	45,350	45,950	46,300	46,900	46,900	46,900	46,900
3P Customers	—	—	—	—	—	8,200	8,200	8,050	7,700	7,700	7,300
% change (year over year)	5 %	5 %	2 %	1 %	1 %	21 %	21 %	22 %	20 %	20 %	— %
ARPU (approx.; quarterly amounts are annualized)	\$ 12,450	\$ 12,850	\$ 13,700	\$ 14,300	\$ 13,300	\$ 13,850	\$ 13,200	\$ 13,300	\$ 13,500	\$ 14,350	\$ 13,550
% change (year over year)	13 %	13 %	18 %	18 %	15 %	11 %	3 %	(3)%	(6)%	8 %	(2)%
Adjusted EBITDA (in thousands)											
Net income	\$ 18,003	\$ 18,032	\$ 23,460	\$ 17,559	\$ 77,054	\$ 22,196	\$ 19,733	\$ 25,569	\$ 25,841	\$ 93,339	\$ 19,729
Income tax expense	532	9,189	5,889	6,812	22,422	5,967	7,510	6,882	10,137	30,496	6,235
Depreciation and amortization of property and equipment	4,694	4,683	4,633	4,711	18,721	4,957	4,991	5,354	5,787	21,089	5,834
Amortization of intangible assets	4,338	4,840	6,470	7,862	23,510	8,588	9,509	9,493	9,579	37,169	9,320
Stock-based compensation expense	20,018	11,494	10,752	12,293	54,557	13,867	14,998	14,453	10,410	53,728	18,073
Realized (gain) loss from investments and foreign currency transactions	(304)	(1,255)	(1,077)	2,521	(115)	(366)	(107)	(205)	290	(388)	(120)
Investment income	(2,879)	(2,794)	(2,704)	(2,205)	(10,582)	(1,849)	(688)	(1,076)	(1,036)	(4,649)	(1,151)
Other	—	—	978	86	1,064	1,013	106	10	(546)	583	11
Adjusted EBITDA	\$ 44,402	\$ 44,189	\$ 48,401	\$ 49,639	\$186,631	\$ 54,373	\$ 56,052	\$ 60,480	\$ 60,462	\$231,367	\$ 57,931
Margin and Adjusted EBITDA Margin (in thousands)											
Revenue	\$149,576	\$153,596	\$163,686	\$170,907	\$637,765	\$181,549	\$187,400	\$189,904	\$192,652	\$751,505	\$192,121
Net income	18,003	18,032	23,460	17,559	77,054	22,196	19,733	25,569	25,841	93,339	19,729
Margin	12 %	12 %	14 %	10 %	12 %	12 %	11 %	13 %	13 %	12 %	10 %
Adjusted EBITDA	\$ 44,402	\$ 44,189	\$ 48,401	\$ 49,639	\$186,631	\$ 54,373	\$ 56,052	\$ 60,480	\$ 60,462	\$231,367	\$ 57,931
Adjusted EBITDA Margin	30 %	29 %	30 %	29 %	29 %	30 %	30 %	32 %	31 %	31 %	30 %
Non-GAAP income per share (in thousands, except per share amounts)											
Net income	\$ 18,003	\$ 18,032	\$ 23,460	\$ 17,559	\$ 77,054	\$ 22,196	\$ 19,733	\$ 25,569	\$ 25,841	\$ 93,339	\$ 19,729
Stock-based compensation expense	20,018	11,494	10,752	12,293	54,557	13,867	14,998	14,453	10,410	53,728	18,073
Amortization of intangible assets	4,338	4,840	6,470	7,862	23,510	8,588	9,509	9,493	9,579	37,169	9,320
Realized (gain) loss from investments and foreign currency transactions	(304)	(1,255)	(1,077)	2,521	(115)	(366)	(107)	(205)	290	(388)	(120)
Other	—	—	978	86	1,064	1,013	106	10	(546)	583	11
Income tax effects of adjustments	(9,554)	(3,066)	(5,514)	(6,371)	(24,505)	(7,285)	(6,285)	(6,365)	(2,344)	(22,279)	(5,879)
Non-GAAP income	\$ 32,501	\$ 30,045	\$ 35,069	\$ 33,950	\$131,565	\$ 38,013	\$ 37,954	\$ 42,955	\$ 43,230	\$162,152	\$ 41,134
Shares used to compute net income and non-GAAP income per share											
Basic	37,049	37,078	37,447	37,646	37,306	37,990	37,965	37,895	37,712	37,881	37,379
Diluted	37,686	37,683	37,996	38,133	37,856	38,163	38,099	37,993	37,763	37,992	37,442
Net income per share, basic	\$ 0.49	\$ 0.49	\$ 0.63	\$ 0.47	\$ 2.07	\$ 0.58	\$ 0.52	\$ 0.67	\$ 0.69	\$ 2.46	\$ 0.53
Non-GAAP adjustments to net income per share, basic	0.39	0.32	0.31	0.43	1.46	0.42	0.48	0.46	0.46	1.82	0.57
Non-GAAP income per share, basic	\$ 0.88	\$ 0.81	\$ 0.94	\$ 0.90	\$ 3.53	\$ 1.00	\$ 1.00	\$ 1.13	\$ 1.15	\$ 4.28	\$ 1.10
Net income per share, diluted	\$ 0.48	\$ 0.48	\$ 0.62	\$ 0.46	\$ 2.04	\$ 0.58	\$ 0.52	\$ 0.67	\$ 0.68	\$ 2.46	\$ 0.53
Non-GAAP adjustments to net income per share, diluted	0.38	0.32	0.30	0.43	1.44	0.42	0.48	0.46	0.46	1.81	0.57
Non-GAAP income per share, diluted	\$ 0.86	\$ 0.80	\$ 0.92	\$ 0.89	\$ 3.48	\$ 1.00	\$ 1.00	\$ 1.13	\$ 1.14	\$ 4.27	\$ 1.10
Stock-based compensation expense (in thousands)											
Cost of revenues	\$ 4,082	\$ 2,730	\$ 1,412	\$ 2,819	\$ 11,043	\$ 3,111	\$ 3,328	\$ 3,171	\$ 1,813	\$ 11,423	\$ 3,156
Sales and marketing	4,444	2,512	2,820	2,771	12,547	2,427	3,357	3,486	1,673	10,943	4,260
Research and development	3,242	1,820	1,939	2,093	9,094	2,017	2,135	2,354	1,897	8,403	2,265
General and administrative	8,250	4,432	4,581	4,610	21,873	6,312	6,178	5,442	5,027	22,959	8,392
Total stock-based compensation expense	\$ 20,018	\$ 11,494	\$ 10,752	\$ 12,293	\$ 54,557	\$ 13,867	\$ 14,998	\$ 14,453	\$ 10,410	\$ 53,728	\$ 18,073

*See the subsequent page for further descriptions regarding the use and calculation of non-GAAP financial measures.

The annual amounts may not cross-sum due to rounding.

As of April 30, 2026, the date of issuance of financial results for the three month period ending March 31, 2026.

Financial Data Sheets

Supplemental Financial Data

See the previous page for the supplemental financial data, see below for descriptions regarding the use and calculation method of the information.

To supplement our condensed consolidated financial statements, we provide investors with Adjusted EBITDA, Adjusted EBITDA Margin, and non-GAAP income per share, all of which are non-GAAP financial measures. We believe that these non-GAAP financial measures provide useful information to our management, Board of Directors, and investors regarding certain financial and business trends relating to our financial condition and results of operations.

Our management uses these non-GAAP financial measures to compare our performance to that of prior periods for trend analyses and planning purposes. Adjusted EBITDA is also used for purposes of determining executive and senior management incentive compensation. We believe these non-GAAP financial measures are useful to an investor as they are widely used in evaluating operating performance. Adjusted EBITDA and Adjusted EBITDA Margin are used to measure operating performance without regard to items such as depreciation and amortization, which can vary depending upon accounting methods and the book value of assets, and to present a meaningful measure of corporate performance exclusive of capital structure and the method by which assets were acquired.

Adjusted EBITDA consists of net income adjusted for income tax expense, depreciation and amortization expense, stock-based compensation expense, realized gain or loss from investments and foreign currency transactions, investment income, and other adjustments as necessary for a fair presentation.¹ Net income is the most directly comparable GAAP measure of financial performance.

Adjusted EBITDA Margin consists of Adjusted EBITDA divided by revenue. Margin, the most directly comparable GAAP measure of financial performance, consists of net income divided by revenue.

Non-GAAP income per share consists of net income adjusted for stock-based compensation expense, amortization expense related to intangible assets, realized gain or loss from investments and foreign currency transactions, other adjustments as necessary for a fair presentation,¹ and the corresponding tax impacts of the adjustments to net income, divided by the weighted average number of shares of common and diluted stock outstanding during each period. Net income per share, the most directly comparable GAAP measure of financial performance, consists of net income divided by the weighted average number of shares of common and diluted stock outstanding during each period. To quantify the tax effects, we recalculated income tax expense excluding the direct book and tax effects of the specific items constituting the non-GAAP adjustments. The difference between this recalculated income tax expense and GAAP income tax expense is presented as the income tax effect of the non-GAAP adjustments.

These non-GAAP financial measures should not be considered a substitute for, or superior to, financial measures calculated in accordance with GAAP. These non-GAAP financial measures exclude significant expenses and income that are required by GAAP to be recorded in our condensed consolidated financial statements and are subject to inherent limitations. Investors should review the reconciliations of non-GAAP financial measures to the comparable GAAP financial measures that are included in this financial data sheet.

¹ See corresponding filings with the SEC (Form 10-K or Form 10-Q) for further detail on other adjustments included in non-GAAP financial measures.

Financial Data Sheets
Statements of Cash Flows

(Unaudited; in thousands)

	2024					2025					2026	
	Q1	Q2	Q3	Q4	YR	Q1	Q2	Q3	Q4	YR	Q1	
Cash flows from operating activities												
Net income	\$ 18,003	\$ 18,032	\$ 23,460	\$ 17,559	\$ 77,054	\$ 22,196	\$ 19,733	\$ 25,569	\$ 25,841	\$ 93,339	\$ 19,729	
Reconciliation of net income to net cash provided by operating activities												
Deferred income taxes	(7,070)	(1,102)	(1,746)	132	(9,786)	(4,418)	(1,496)	18,497	6,326	18,909	713	
Depreciation and amortization of property and equipment	4,694	4,683	4,633	4,711	18,721	4,957	4,991	5,354	5,787	21,089	5,834	
Amortization of intangible assets	4,338	4,840	6,470	7,862	23,510	8,588	9,509	9,493	9,579	37,169	9,320	
Provision for credit losses	1,408	2,238	2,593	1,444	7,683	1,822	2,289	2,732	3,075	9,918	1,973	
Stock-based compensation	20,018	11,494	10,752	12,293	54,557	13,867	14,998	14,453	10,410	53,728	18,073	
Other, net	(431)	(476)	(18)	1,502	577	168	106	(617)	(744)	(1,087)	(242)	
Changes in assets and liabilities, net of effects of acquisitions												
Accounts receivable	(6,759)	(4,648)	(49)	1,803	(9,653)	(7,443)	(6,270)	(2,588)	(3,996)	(20,297)	1,103	
Deferred costs	(1,651)	(345)	(244)	(880)	(3,120)	(1,247)	835	646	(77)	157	1,265	
Other assets and liabilities	3,030	(1,131)	(4,157)	(5,055)	(7,313)	1,174	(3,432)	(22,975)	(3,453)	(28,686)	(715)	
Accounts payable	5,098	(6,548)	2,115	131	796	1,677	405	843	1,790	4,715	(792)	
Accrued compensation	(9,518)	(1,245)	11,221	976	1,434	(7,948)	(3,058)	12,041	(4,756)	(3,721)	(5,988)	
Accrued expenses	(674)	2,163	(647)	3,273	4,115	3,868	(5,701)	(393)	(1,342)	(3,568)	893	
Deferred revenue	4,129	1,836	(541)	(4,696)	728	3,160	(148)	(1,961)	(1,838)	(787)	4,873	
Operating leases	(551)	(349)	(512)	(493)	(1,905)	(438)	(438)	(481)	(731)	(2,088)	(410)	
Net cash provided by operating activities	<u>34,064</u>	<u>29,442</u>	<u>53,330</u>	<u>40,562</u>	<u>157,398</u>	<u>39,983</u>	<u>32,323</u>	<u>60,613</u>	<u>45,871</u>	<u>178,790</u>	<u>55,629</u>	
Cash flows from investing activities												
Purchases of property and equipment	(3,533)	(5,059)	(5,240)	(6,214)	(20,046)	(6,150)	(6,665)	(6,058)	(7,651)	(26,524)	(7,140)	
Purchases of investments	(44,412)	(34,582)	(6,765)	—	(85,759)	—	—	—	—	—	—	
Maturities of investments	45,000	60,000	31,765	6,510	143,275	—	—	—	—	—	—	
Acquisition of business, net	—	(29,343)	(118,058)	(523)	(147,924)	(141,636)	(992)	—	—	(142,628)	—	
Net cash provided by (used in) investing activities	<u>(2,945)</u>	<u>(8,984)</u>	<u>(98,298)</u>	<u>(227)</u>	<u>(110,454)</u>	<u>(147,786)</u>	<u>(7,657)</u>	<u>(6,058)</u>	<u>(7,651)</u>	<u>(169,152)</u>	<u>(7,140)</u>	
Cash flows from financing activities												
Repurchases of common stock	(16,540)	(20,943)	(84)	—	(37,567)	(40,000)	(19,558)	(29,998)	(24,721)	(114,277)	(47,124)	
Net proceeds from exercise of options to purchase common stock	1,260	1,054	1,884	516	4,714	635	1,771	1,075	380	3,861	743	
Net proceeds from employee stock purchase plan activity	391	4,828	453	4,155	9,827	411	5,015	498	3,660	9,584	520	
Net cash provided by (used in) financing activities	<u>(14,889)</u>	<u>(15,061)</u>	<u>2,253</u>	<u>4,671</u>	<u>(23,026)</u>	<u>(38,954)</u>	<u>(12,772)</u>	<u>(28,425)</u>	<u>(20,681)</u>	<u>(100,832)</u>	<u>(45,861)</u>	
Effect of foreign currency exchange rate changes	(674)	198	1,325	(2,831)	(1,982)	661	788	(8)	91	1,532	288	
Net increase (decrease) in cash and cash equivalents	15,556	5,595	(41,390)	42,175	21,936	(146,096)	12,682	26,122	17,630	(89,662)	2,916	
Cash and cash equivalents at beginning of period	<u>219,081</u>	<u>234,637</u>	<u>240,232</u>	<u>198,842</u>	<u>219,081</u>	<u>241,017</u>	<u>94,921</u>	<u>107,603</u>	<u>133,725</u>	<u>241,017</u>	<u>151,355</u>	
Cash and cash equivalents at end of period	<u>\$234,637</u>	<u>\$240,232</u>	<u>\$198,842</u>	<u>\$241,017</u>	<u>\$241,017</u>	<u>\$ 94,921</u>	<u>\$107,603</u>	<u>\$133,725</u>	<u>\$151,355</u>	<u>\$151,355</u>	<u>\$154,271</u>	

As of April 30, 2026, the date of issuance of financial results for the three month period ending March 31, 2026.