



Q1 2022 Supplemental Financial Information

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Non-GAAP Financial Measures

This supplemental financial information contains financial statements that have not been prepared in accordance with generally accepted accounting principles in the United States (GAAP). We use these non-GAAP financial measures and other key metrics internally to facilitate analysis of our financial and business trends and for internal planning and forecasting purposes. We believe these non-GAAP financial measures, when taken collectively, may be helpful to investors because they provide consistency and comparability with past financial performance by excluding certain items that may not be indicative of our business, results of operations, or outlook. However, non-GAAP financial measures have limitations as an analytical tool and are presented for supplemental informational purposes only. They should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP.

A reconciliation of our non-GAAP financial measures to the most directly comparable GAAP measures has been provided in the financial statement tables included in this supplemental financial information, and investors are encouraged to review these reconciliations.

Confluent, Inc.
Condensed Consolidated Statements of Operations - Fiscal Quarters
(in thousands, except percentages, share and per share data)
(unaudited)

| | Three Months Ended | | | | | | | |
|---|--------------------|--------------|-------------|-------------|-------------|-------------|--------------|--------------|
| | Q2'20 | Q3'20 | Q4'20 | Q1'21 | Q2'21 | Q3'21 | Q4'21 | Q1'22 |
| Revenue: | | | | | | | | |
| Subscription | \$ 46,973 | \$ 54,498 | \$ 63,219 | \$ 67,992 | \$ 78,516 | \$ 92,400 | \$ 108,191 | \$ 113,920 |
| Services | 6,879 | 6,999 | 7,105 | 9,036 | 9,822 | 10,170 | 11,737 | 12,219 |
| Total revenue | 53,852 | 61,497 | 70,324 | 77,028 | 88,338 | 102,570 | 119,928 | 126,139 |
| Cost of revenue: | | | | | | | | |
| Subscription | 11,734 | 12,373 | 14,162 | 15,757 | 20,292 | 25,489 | 33,322 | 33,603 |
| Services | 5,956 | 6,683 | 6,755 | 8,081 | 9,717 | 11,810 | 12,824 | 12,174 |
| Total cost of revenue | 17,690 | 19,056 | 20,917 | 23,838 | 30,009 | 37,299 | 46,146 | 45,777 |
| Gross profit | 36,162 | 42,441 | 49,407 | 53,190 | 58,329 | 65,271 | 73,782 | 80,362 |
| Subscription | 75.0% | 77.3% | 77.6% | 76.8% | 74.2% | 72.4% | 69.2% | 70.5% |
| Services | 13.4% | 4.5% | 4.9% | 10.6% | 1.1% | (16.1%) | (9.3%) | 0.4% |
| Total gross margin | 67.2% | 69.0% | 70.3% | 69.1% | 66.0% | 63.6% | 61.5% | 63.7% |
| Operating expenses: | | | | | | | | |
| Research and development | 18,875 | 44,921 | 21,861 | 24,313 | 33,225 | 47,701 | 56,686 | 57,661 |
| Sales and marketing | 36,447 | 43,759 | 47,838 | 58,509 | 73,206 | 86,991 | 100,625 | 106,702 |
| General and administrative | 8,334 | 93,758 | 12,009 | 15,512 | 37,943 | 25,330 | 30,151 | 27,481 |
| Total operating expenses | 63,656 | 182,438 | 81,708 | 98,334 | 144,374 | 160,022 | 187,462 | 191,844 |
| Operating loss | (27,494) | (139,997) | (32,301) | (45,144) | (86,045) | (94,751) | (113,680) | (111,482) |
| Interest income | 1,303 | 1,259 | 1,108 | 844 | 688 | 299 | 189 | 566 |
| Other expense, net | (211) | (153) | (302) | (336) | (643) | (530) | (518) | (1,382) |
| Loss before income taxes | (26,402) | (138,891) | (31,495) | (44,636) | (86,000) | (94,982) | (114,009) | (112,298) |
| Provision for (benefit from) income taxes | (106) | (750) | 261 | (110) | 2,170 | 684 | 430 | 689 |
| Net loss | \$ (26,296) | \$ (138,141) | \$ (31,756) | \$ (44,526) | \$ (88,170) | \$ (95,666) | \$ (114,439) | \$ (112,987) |
| Net loss per share, basic and diluted | \$ (0.25) | \$ (1.34) | \$ (0.30) | \$ (0.41) | \$ (0.74) | \$ (0.37) | \$ (0.43) | \$ (0.41) |
| Weighted-average shares used to compute net loss per share, basic and diluted | 105,532,865 | 102,852,461 | 105,294,029 | 108,731,605 | 118,648,655 | 259,152,303 | 265,480,761 | 272,890,829 |

Confluent, Inc.
Condensed Consolidated Balance Sheets
(in thousands)
(unaudited)

| | March 31, 2022 | December 31, 2021 |
|--|---------------------|---------------------|
| ASSETS | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 1,047,589 | \$ 1,375,932 |
| Marketable securities | 943,048 | 640,085 |
| Accounts receivable, net | 124,504 | 137,491 |
| Deferred contract acquisition costs | 28,433 | 27,646 |
| Prepaid expenses and other current assets | 51,675 | 44,919 |
| Total current assets | 2,195,249 | 2,226,073 |
| Property and equipment, net | 18,486 | 14,428 |
| Operating lease right-of-use assets | 34,814 | 37,281 |
| Deferred contract acquisition costs, non-current | 54,001 | 51,178 |
| Other assets, non-current | 14,951 | 13,769 |
| Total assets | <u>\$ 2,317,501</u> | <u>\$ 2,342,729</u> |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | |
| Current liabilities: | | |
| Accounts payable | \$ 8,151 | \$ 7,591 |
| Accrued expenses and other liabilities | 71,924 | 98,974 |
| Operating lease liabilities | 8,540 | 9,236 |
| Deferred revenue | 235,119 | 220,920 |
| Liability for early exercise of unvested stock options | 6,995 | 11,467 |
| Total current liabilities | 330,729 | 348,188 |
| Operating lease liabilities, non-current | 29,674 | 31,645 |
| Deferred revenue, non-current | 30,565 | 25,557 |
| Convertible senior notes, net | 1,081,637 | 1,080,701 |
| Other liabilities, non-current | 8,827 | 6,357 |
| Total liabilities | <u>1,481,432</u> | <u>1,492,448</u> |
| Stockholders' equity: | | |
| Preferred stock | - | - |
| Class A common stock | 1 | 1 |
| Class B common stock | 2 | 2 |
| Additional paid-in capital | 1,703,449 | 1,599,962 |
| Accumulated other comprehensive loss | (5,542) | (830) |
| Accumulated deficit | (861,841) | (748,854) |
| Total stockholders' equity | 836,069 | 850,281 |
| Total liabilities and stockholders' equity | <u>\$ 2,317,501</u> | <u>\$ 2,342,729</u> |

Confluent, Inc.
Condensed Consolidated Statements of Cash Flows - Fiscal Quarters
(in thousands)
(unaudited)

| | Three Months Ended | | | | | | | | |
|---|--------------------|--------------|-------------|-------------|-------------|-------------|--------------|--------------|--|
| | Q2'20 | Q3'20 | Q4'20 | Q1'21 | Q2'21 | Q3'21 | Q4'21 | Q1'22 | |
| CASH FLOWS FROM OPERATING ACTIVITIES | | | | | | | | | |
| Net loss | \$ (26,296) | \$ (138,141) | \$ (31,756) | \$ (44,526) | \$ (88,170) | \$ (95,666) | \$ (114,439) | \$ (112,987) | |
| Adjustments to reconcile net loss to cash used in operating activities: | | | | | | | | | |
| Depreciation and amortization | 434 | 488 | 380 | 787 | 756 | 897 | 1,192 | 1,250 | |
| Net amortization of premiums or discounts on marketable securities | 365 | 436 | 516 | 505 | 459 | 536 | 770 | 705 | |
| Amortization of debt issuance costs | - | - | - | - | - | - | 187 | 936 | |
| Amortization of deferred contract acquisition costs | 3,254 | 4,125 | 5,776 | 5,535 | 6,048 | 6,739 | 8,375 | 8,470 | |
| Non-cash operating lease costs | 2,996 | 2,943 | 2,866 | 2,856 | 2,748 | 2,962 | 2,424 | 2,275 | |
| Common stock charitable donation expense | - | - | - | - | 13,290 | - | - | - | |
| Stock-based compensation, net of amounts capitalized | 7,072 | 120,074 | 9,744 | 13,353 | 34,516 | 49,683 | 58,072 | 57,369 | |
| Deferred income taxes | (134) | (906) | (297) | (567) | 2,297 | (1) | (394) | (4) | |
| Other | 67 | 110 | 331 | 439 | 209 | 1,023 | 157 | 204 | |
| Changes in operating assets and liabilities: | | | | | | | | | |
| Accounts receivable | (16,259) | 1,738 | (18,013) | 5,734 | (17,587) | 979 | (21,642) | 12,782 | |
| Deferred contract acquisition costs | (8,419) | (9,548) | (14,654) | (10,866) | (15,482) | (11,244) | (20,332) | (12,080) | |
| Prepaid expenses and other assets | (917) | (3,829) | (10,391) | (2,355) | (12,368) | (2,616) | (14,027) | (7,985) | |
| Accounts payable | 63 | 1,530 | (222) | 839 | (468) | 1,366 | 4,406 | 177 | |
| Accrued expenses and other liabilities | 5,541 | 5,915 | 7,638 | 1,433 | 11,460 | 18,597 | 29,642 | (22,853) | |
| Operating lease liabilities | (2,823) | (2,726) | (2,731) | (2,721) | (2,661) | (2,834) | (2,650) | (2,497) | |
| Deferred revenue | 13,600 | 8,616 | 30,418 | 9,565 | 21,787 | 11,550 | 44,383 | 19,207 | |
| Net cash used in operating activities | (21,456) | (9,175) | (20,395) | (19,989) | (43,166) | (18,029) | (23,876) | (55,031) | |
| CASH FLOWS FROM INVESTING ACTIVITIES | | | | | | | | | |
| Capitalization of internal-use software costs | (1,105) | (870) | (643) | (596) | (1,215) | (2,052) | (1,479) | (2,509) | |
| Purchases of marketable securities | (191,977) | (52,730) | (46,196) | (41,688) | (14,283) | (322,941) | (284,683) | (403,883) | |
| Maturities of marketable securities | 16,743 | 70,226 | 45,433 | 56,763 | 66,211 | 57,693 | 91,275 | 95,545 | |
| Purchases of property and equipment | (138) | (209) | (347) | (643) | (1,030) | (563) | (1,364) | (887) | |
| Other | - | - | - | 9 | - | 3 | - | - | |
| Net cash (used in) provided by investing activities | (176,477) | 16,417 | (1,753) | 13,845 | 49,683 | (267,860) | (196,251) | (311,734) | |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | | | | | | | |
| Proceeds from initial public offering, net of underwriting discounts and commissions | - | - | - | - | 786,600 | - | - | - | |
| Proceeds from issuance of common stock upon exercise of vested options | 931 | 4,413 | 5,376 | 6,215 | 12,490 | 10,421 | 22,611 | 16,436 | |
| Proceeds from issuance of common stock upon early exercise of unvested options, net of repurchases | 469 | 2,493 | 1,347 | 7,398 | 11,145 | 24 | 405 | 333 | |
| Proceeds from issuance of redeemable convertible preferred stock, net of issuance costs | 24,865 | 10,000 | (50) | - | - | - | - | - | |
| Payments of deferred offering costs | - | - | (111) | (153) | (767) | (2,205) | - | - | |
| Proceeds from convertible senior notes, net of issuance costs | - | - | - | - | - | - | 1,081,300 | (786) | |
| Payment for purchase of capped calls | - | - | - | - | - | - | (90,970) | - | |
| Proceeds from issuance of common stock under employee stock purchase plan | - | - | - | - | - | - | - | 22,485 | |
| Net cash provided by financing activities | 26,265 | 16,906 | 6,562 | 13,460 | 809,468 | 8,240 | 1,013,346 | 38,468 | |
| Effect of exchange rate changes on cash, cash equivalents, and restricted cash | 14 | 51 | (25) | (8) | (2) | (1) | 16 | (46) | |
| Net (decrease) increase in cash, cash equivalents, and restricted cash | (171,654) | 24,199 | (15,611) | 7,308 | 815,983 | (277,650) | 793,235 | (328,343) | |
| Cash, cash equivalents, and restricted cash at beginning of period | 200,872 | 29,218 | 53,417 | 37,806 | 45,114 | 861,097 | 583,447 | 1,376,682 | |
| Cash, cash equivalents, and restricted cash at end of period | \$ 29,218 | \$ 53,417 | \$ 37,806 | \$ 45,114 | \$ 861,097 | \$ 583,447 | \$ 1,376,682 | \$ 1,048,339 | |
| Reconciliation of cash, cash equivalents, and restricted cash within the consolidated balance sheets to the amounts shown above: | | | | | | | | | |
| Cash and cash equivalents | \$ 28,201 | \$ 52,400 | \$ 36,789 | \$ 44,097 | \$ 860,347 | \$ 582,697 | \$ 1,375,932 | \$ 1,047,589 | |
| Restricted cash included in other assets, current and non-current | 1,017 | 1,017 | 1,017 | 1,017 | 750 | 750 | 750 | 750 | |
| Total cash, cash equivalents, and restricted cash | \$ 29,218 | \$ 53,417 | \$ 37,806 | \$ 45,114 | \$ 861,097 | \$ 583,447 | \$ 1,376,682 | \$ 1,048,339 | |

Confluent, Inc.
Reconciliation of GAAP to Non-GAAP Measures - Fiscal Quarters
(in thousands, except percentages, share and per share data)
(unaudited)

| | Three Months Ended | | | | | | | | |
|--|--------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | Q2'20 | Q3'20 | Q4'20 | Q1'21 | Q2'21 | Q3'21 | Q4'21 | Q1'22 | Q1'22 |
| Reconciliation of GAAP total gross profit to non-GAAP total gross profit: | | | | | | | | | |
| Total gross profit on a GAAP basis | \$ 36,162 | \$ 42,441 | \$ 49,407 | \$ 53,190 | \$ 58,329 | \$ 65,271 | \$ 73,782 | \$ 80,362 | \$ 80,362 |
| <i>Total gross margin on a GAAP basis</i> | 67.2% | 69.0% | 70.3% | 69.1% | 66.0% | 63.6% | 61.5% | 63.7% | 63.7% |
| Add: Stock-based compensation expense | 836 | 1,554 | 1,115 | 1,519 | 3,227 | 5,735 | 7,508 | 7,175 | 7,175 |
| Add: Employer taxes on employee stock transactions | - | 24 | - | - | 326 | 166 | 521 | 410 | 410 |
| Non-GAAP total gross profit | <u>\$ 36,998</u> | <u>\$ 44,019</u> | <u>\$ 50,522</u> | <u>\$ 54,709</u> | <u>\$ 61,882</u> | <u>\$ 71,172</u> | <u>\$ 81,811</u> | <u>\$ 87,947</u> | <u>\$ 87,947</u> |
| <i>Non-GAAP total gross margin</i> | 68.7% | 71.6% | 71.8% | 71.0% | 70.1% | 69.4% | 68.2% | 69.7% | 69.7% |
| Reconciliation of GAAP subscription gross profit to non-GAAP subscription gross profit: | | | | | | | | | |
| Subscription gross profit on a GAAP basis | \$ 35,239 | \$ 42,125 | \$ 49,057 | \$ 52,235 | \$ 58,224 | \$ 66,911 | \$ 74,869 | \$ 80,317 | \$ 80,317 |
| <i>Subscription gross margin on a GAAP basis</i> | 75.0% | 77.3% | 77.6% | 76.8% | 74.2% | 72.4% | 69.2% | 70.5% | 70.5% |
| Add: Stock-based compensation expense | 524 | 883 | 703 | 975 | 2,172 | 3,945 | 5,479 | 5,313 | 5,313 |
| Add: Employer taxes on employee stock transactions | - | 8 | - | - | 38 | 117 | 481 | 333 | 333 |
| Non-GAAP subscription gross profit | <u>\$ 35,763</u> | <u>\$ 43,016</u> | <u>\$ 49,760</u> | <u>\$ 53,210</u> | <u>\$ 60,434</u> | <u>\$ 70,973</u> | <u>\$ 80,829</u> | <u>\$ 85,963</u> | <u>\$ 85,963</u> |
| <i>Non-GAAP subscription gross margin</i> | 76.1% | 78.9% | 78.7% | 78.3% | 77.0% | 76.8% | 74.7% | 75.5% | 75.5% |

| | Three Months Ended | | | | | | | |
|---|--------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | Q2'20 | Q3'20 | Q4'20 | Q1'21 | Q2'21 | Q3'21 | Q4'21 | Q1'22 |
| Reconciliation of GAAP operating expenses to non-GAAP operating expenses: | | | | | | | | |
| Research and development operating expense on a GAAP basis | \$ 18,875 | \$ 44,921 | \$ 21,861 | \$ 24,313 | \$ 33,225 | \$ 47,701 | \$ 56,686 | \$ 57,661 |
| Less: Stock-based compensation expense | 2,250 | 26,522 | 2,937 | 3,511 | 8,932 | 16,310 | 20,298 | 20,085 |
| Less: Employer taxes on employee stock transactions | - | 45 | 27 | 121 | 277 | 601 | 1,279 | 1,039 |
| Non-GAAP research and development operating expense | <u>\$ 16,625</u> | <u>\$ 18,354</u> | <u>\$ 18,897</u> | <u>\$ 20,681</u> | <u>\$ 24,016</u> | <u>\$ 30,790</u> | <u>\$ 35,109</u> | <u>\$ 36,537</u> |
| <i>Non-GAAP research and development operating expense as a percentage of total revenue</i> | 30.9% | 29.8% | 26.9% | 26.8% | 27.2% | 30.0% | 29.3% | 29.0% |
| Sales and marketing operating expense on a GAAP basis | \$ 36,447 | \$ 43,759 | \$ 47,838 | \$ 58,509 | \$ 73,206 | \$ 86,991 | \$ 100,625 | \$ 106,702 |
| Less: Stock-based compensation expense | 2,735 | 6,379 | 3,247 | 4,976 | 11,155 | 18,516 | 20,859 | 21,062 |
| Less: Employer taxes on employee stock transactions | - | 35 | 214 | 103 | 610 | 1,236 | 2,317 | 680 |
| Non-GAAP sales and marketing operating expense | <u>\$ 33,712</u> | <u>\$ 37,345</u> | <u>\$ 44,377</u> | <u>\$ 53,430</u> | <u>\$ 61,441</u> | <u>\$ 67,239</u> | <u>\$ 77,449</u> | <u>\$ 84,960</u> |
| <i>Non-GAAP sales and marketing operating expense as a percentage of total revenue</i> | 62.6% | 60.7% | 63.1% | 69.4% | 69.6% | 65.6% | 64.6% | 67.4% |
| General and administrative operating expense on a GAAP basis | \$ 8,334 | \$ 93,758 | \$ 12,009 | \$ 15,512 | \$ 37,943 | \$ 25,330 | \$ 30,151 | \$ 27,481 |
| Less: Stock-based compensation expense | 1,251 | 85,619 | 2,445 | 3,347 | 11,202 | 9,122 | 9,407 | 9,047 |
| Less: Employer taxes on employee stock transactions | 5 | 92 | 2 | 39 | 222 | 436 | 1,835 | 310 |
| Less: Common stock charitable donation expense | - | - | - | - | 13,290 | - | - | - |
| Non-GAAP general and administrative operating expense | <u>\$ 7,078</u> | <u>\$ 8,047</u> | <u>\$ 9,562</u> | <u>\$ 12,126</u> | <u>\$ 13,229</u> | <u>\$ 15,772</u> | <u>\$ 18,909</u> | <u>\$ 18,124</u> |
| <i>Non-GAAP general and administrative operating expense as a percentage of total revenue</i> | 13.1% | 13.1% | 13.6% | 15.7% | 15.0% | 15.4% | 15.8% | 14.4% |

| | Three Months Ended | | | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| | Q2'20 | Q3'20 | Q4'20 | Q1'21 | Q2'21 | Q3'21 | Q4'21 | Q1'22 |
| Reconciliation of GAAP operating loss to non-GAAP operating loss: | | | | | | | | |
| Operating loss on a GAAP basis | \$ (27,494) | \$ (139,997) | \$ (32,301) | \$ (45,144) | \$ (86,045) | \$ (94,751) | \$ (113,680) | \$ (111,482) |
| Add: Stock-based compensation expense | 7,072 | 120,074 | 9,744 | 13,353 | 34,516 | 49,683 | 58,072 | 57,369 |
| Add: Employer taxes on employee stock transactions | 5 | 196 | 243 | 263 | 1,435 | 2,439 | 5,952 | 2,439 |
| Add: Common stock charitable donation expense | - | - | - | - | 13,290 | - | - | - |
| Non-GAAP operating loss | <u>\$ (20,417)</u> | <u>\$ (19,727)</u> | <u>\$ (22,314)</u> | <u>\$ (31,528)</u> | <u>\$ (36,804)</u> | <u>\$ (42,629)</u> | <u>\$ (49,656)</u> | <u>\$ (51,674)</u> |
| <i>Non-GAAP operating margin</i> | <i>(37.9%)</i> | <i>(32.1%)</i> | <i>(31.7%)</i> | <i>(40.9%)</i> | <i>(41.7%)</i> | <i>(41.6%)</i> | <i>(41.4%)</i> | <i>(41.0%)</i> |
| Reconciliation of GAAP net loss to non-GAAP net loss: | | | | | | | | |
| Net loss on a GAAP basis | \$ (26,296) | \$ (138,141) | \$ (31,756) | \$ (44,526) | \$ (88,170) | \$ (95,666) | \$ (114,439) | \$ (112,987) |
| Add: Stock-based compensation expense | 7,072 | 120,074 | 9,744 | 13,353 | 34,516 | 49,683 | 58,072 | 57,369 |
| Add: Employer taxes on employee stock transactions | 5 | 196 | 243 | 263 | 1,435 | 2,439 | 5,952 | 2,439 |
| Add: Common stock charitable donation expense | - | - | - | - | 13,290 | - | - | - |
| Add: Amortization of debt issuance costs | - | - | - | - | - | - | 187 | 936 |
| Add: Income tax effects and adjustments | (438) | (987) | (206) | (671) | 1,716 | (20) | (181) | 13 |
| Non-GAAP net loss | <u>\$ (19,657)</u> | <u>\$ (18,858)</u> | <u>\$ (21,975)</u> | <u>\$ (31,581)</u> | <u>\$ (37,213)</u> | <u>\$ (43,564)</u> | <u>\$ (50,409)</u> | <u>\$ (52,230)</u> |
| Non-GAAP net loss per share, basic and diluted | <u>\$ (0.19)</u> | <u>\$ (0.18)</u> | <u>\$ (0.21)</u> | <u>\$ (0.29)</u> | <u>\$ (0.31)</u> | <u>\$ (0.17)</u> | <u>\$ (0.19)</u> | <u>\$ (0.19)</u> |
| Weighted-average shares used to compute net loss per share, basic and diluted | <u>105,532,865</u> | <u>102,852,461</u> | <u>105,294,029</u> | <u>108,731,605</u> | <u>118,648,655</u> | <u>259,152,303</u> | <u>265,480,761</u> | <u>272,890,829</u> |

In connection with a tender offer and secondary sales of Confluent common stock and convertible founder stock, stock-based compensation for the three months ended Q3'20 included \$0.6 million, \$23.9 million, \$3.5 million, and \$83.9 million of expense within cost of revenue, research and development expense, sales and marketing expense, and general and administrative expense, respectively, for an aggregate of \$111.9 million of expense related to the amount paid in excess of the estimated fair value of common stock as of the date of the transactions.

| | Three Months Ended | | | | | | | |
|---|--------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | Q2'20 | Q3'20 | Q4'20 | Q1'21 | Q2'21 | Q3'21 | Q4'21 | Q1'22 |
| Net cash used in operating activities | \$ (21,456) | \$ (9,175) | \$ (20,395) | \$ (19,989) | \$ (43,166) | \$ (18,029) | \$ (23,876) | \$ (55,031) |
| Capitalized internal-use software costs | (1,105) | (870) | (643) | (596) | (1,215) | (2,052) | (1,479) | (2,509) |
| Capital expenditures | (138) | (209) | (347) | (643) | (1,030) | (563) | (1,364) | (887) |
| Free cash flow | \$ (22,699) | \$ (10,254) | \$ (21,385) | \$ (21,228) | \$ (45,411) | \$ (20,644) | \$ (26,719) | \$ (58,427) |
| <i>Free cash flow margin</i> | <i>(42.2%)</i> | <i>(16.7%)</i> | <i>(30.4%)</i> | <i>(27.6%)</i> | <i>(51.4%)</i> | <i>(20.1%)</i> | <i>(22.3%)</i> | <i>(46.3%)</i> |
| Net cash (used in) provided by investing activities | \$ (176,477) | \$ 16,417 | \$ (1,753) | \$ 13,845 | \$ 49,683 | \$ (267,860) | \$ (196,251) | \$ (311,734) |
| Net cash provided by financing activities | \$ 26,265 | \$ 16,906 | \$ 6,562 | \$ 13,460 | \$ 809,468 | \$ 8,240 | \$ 1,013,346 | \$ 38,468 |