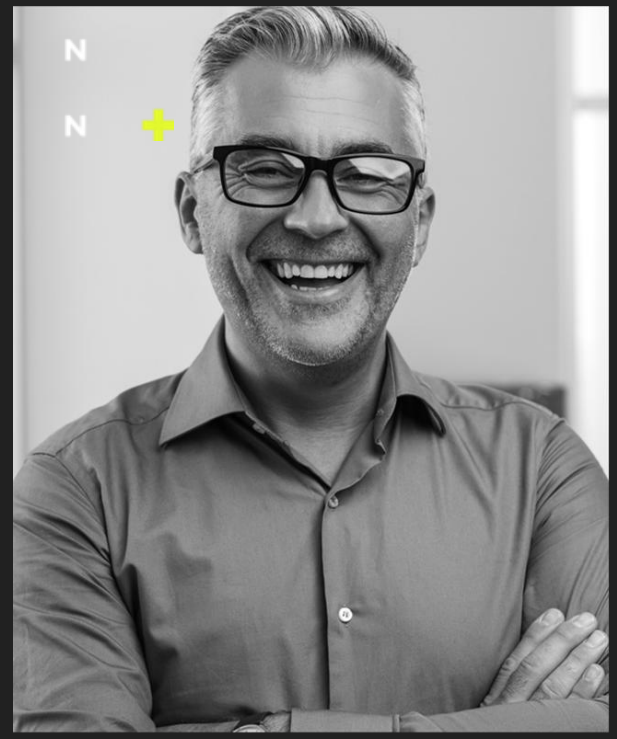
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Investor Presentation

November 2026

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Forward-Looking Statements & Disclaimers

This presentation of Veritone, Inc. (the "Company") contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and we intend that such forward-looking statements be subject to the safe harbors created thereby. All statements made in this presentation that are not statements of historical fact are forward-looking statements. Without limiting the generality of the foregoing, words such as "anticipates," "believes," "could," "estimates," "expects," "intends," "continue," "can," "may," "confident", "outlook", "plans," "potential," "projects," "seeks," "should," "will," "would," or similar expressions and the negatives of those expressions may identify forward-looking statements, although not all forward-looking statements contain these identifying words. We may not actually achieve the plans, intentions or expectations disclosed in our forward-looking statements, and you should not place undue reliance on our forward-looking statements. Actual results or events could differ materially from the plans, intentions and expectations disclosed in the forward-looking statements we make. Such forward-looking statements include, but are not limited to, our current views with respect to future events, our business outlook including for the year ended December 31, 2026, and with respect to the future growth of our business and market opportunity including the training data market and our potential revenue opportunity, and the expected achievement, amount and timing of operating expense reductions and operating profitability.

Forward-looking statements represent our management's beliefs and assumptions only as of the date of this presentation. We have included important factors in the cautionary statements included in our Annual Report on Form 10-K for the fiscal year ended December 31, 2025, our Quarterly Reports on Form 10-Q for the quarters ended June 30, 2026 and September 30, 2026 and other periodic reports that we have filed and may in the future file with the Securities and Exchange Commission (the "SEC"), particularly in the Risk Factors sections, that we believe could cause actual results or events to differ materially from the forward-looking statements that we make. Those factors include, but are not limited to: our expectations regarding completing a $40.0 million senior secured term loan with Blue Torch Capital LP ("Blue Torch") and obtaining an additional $25.0 million of financing; our ability to continue as a going concern, including our ability to repay our 1.75% convertible senior notes due December 15, 2026 (the "New Convertible Notes") prior to their scheduled maturity; our requirements for additional capital and liquidity to support our operations, our business growth, and repay or refinance our New Convertible Notes prior to their scheduled maturity and the availability of such capital on acceptable terms, if at all; our reliance upon a limited number of key customers for a significant portion of our revenue, and the corresponding risk of declines in key customers' usage of our products and other offerings; the delisting of our common stock from the Nasdaq Global Market if we are unable to maintain compliance with the requirements for continued listing, which could adversely affect our ability to publicly or privately issue and sell securities and the liquidity of our common stock; our ability to expand our aiWARE SaaS business; declines or limited growth in the market for AI-based software applications and concerns over the development or use of AI that may hinder the adoption of AI technologies; our identification of existing material weaknesses in our internal control over financial reporting and plans for remediation; fluctuations in our results over time; the impact of seasonality on our business; our ability to manage our growth, including through acquisitions and expansion into international markets; our ability to enhance our existing products and introduce new products that achieve market acceptance and keep pace with technological developments; our expectations with respect to the future performance of our products, such as the Intelligent Digital Evidence Management System and Veritone Data Refinery, including as drivers of future growth; actions by our competitors, partners and others that may block us from using third party technologies in our aiWARE platform, offering it for free to the public or making it cost prohibitive to continue to incorporate such technologies into our platform; interruptions, performance problems or security issues with our technology and infrastructure, or that of third parties with whom we work; the impact of the continuing economic disruption caused by macroeconomic and geopolitical factors, including lingering economic disruption caused by international conflicts, financial instability, inflation and the responses by central banking authorities to control inflation, monetary supply shifts, high interest rates, the imposition of tariffs, trade tensions, and global trade disputes, and the threat of recession in the United States and around the world on our business and our existing and potential customers; and future business decisions, all of which are difficult or impossible to predict accurately and many of which are beyond our control. Except as required by law, we assume no obligation to update these forward-looking statements, or to update the reasons why actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

Before you invest, you should read our Annual Report on Form 10-K for the fiscal year ended December 31, 2025, Quarterly Reports on Form 10-Q and the other documents we have filed and may in the future file with the SEC for more complete information about the Company. You may obtain these documents for free on our website or by visiting EDGAR on the SEC website at www.sec.gov. This presentation does not constitute an offer to sell or the solicitation of an offer to buy any securities, or a solicitation of any vote or approval, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction.

In addition to our financial results presented in accordance with generally accepted accounting principles in the United States ("GAAP"), this presentation also includes certain non-GAAP financial measures. Tables detailing the items excluded from these non-GAAP financial measures and reconciling such non-GAAP financial measures with the most directly comparable GAAP financial measures are included in the Appendix.

We have provided these non-GAAP financial measures because management believes such information to be important supplemental measures of performance that are commonly used by securities analysts, investors and other interested parties in the evaluation of companies in its industry. Management also uses this information internally for forecasting and budgeting.

These non-GAAP financial measures should not be considered as an alternative to net income (loss), gross profit, gross margin, operating income (loss) or any other financial measures calculated and presented in accordance with GAAP, nor as an alternative to cash flow from operating activities as a measure of liquidity. Other companies (including our competitors) may define these non-GAAP measures differently. These non-GAAP measures may not be indicative of our historical operating results or predictive of potential future results. Investors should not consider these non-GAAP financial measures in isolation or as a substitute for analysis of our results reported in accordance with GAAP.

This presentation also contains information using industry publications that generally state that the information contained therein has been obtained from sources believed to be reliable, but such information may not be accurate or complete. While we are not aware of any misstatements regarding the information from these industry publications, we have not independently verified any of the data from third-party sources nor have we ascertained the underlying economic assumptions relied on therein.



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The enterprise AI company for the data economy.

Veritone is a leading enterprise AI software, applications and services provider transforming unstructured data into AI-ready assets.

Founded in:	NASDAQ:	Employees:	Total Software Products & Services Customers:
2014	VERI	386*	2,770+*

*Employees and customer count as of September 30, 2026.

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A decade+ of leading the way

AI that uplevels people, businesses and communities

2014 - 2016

- 2014:Series B financing complete
- 2014: Acquires ROI Media
- 2015: ROI Media becomes Veritone Media

2017

- Initial Public Offering on NASDAQ
- Veritone aiWARE™ established

2018

- aiWARE launched on Microsoft Azure GovCloud
- aiWARE receives FedRAMP authorization

2019

- Acquires Machine Box; company exceeds 300 full-time employees
- aiWARE applications include IDentify, Redact and Attribute
- Acquires Performance Bridge Media
- Acquires Wazee Digital
- First $1M quarter for aiWARE
- Anaheim PD becomes first government agency to use aiWARE; launch first GovCloud (AWS) environment for U.S. government agency use

2020

- USPTO issued three patents to Veritone

2021

- Launches Veritone Voice; multi-lingual synthetic voice offering becomes available

2022

- Veritone acquires PandoLogic

2023

- Launches GenAI
- Veritone acquires Broadbean and forms Veritone Hire

2024

- Launches AI Consulting & Services Group
- Completes Divestiture of Veritone One
- Launches Veritone iDEMS
- Launches Veritone Data Refinery Offering (“VDR”)

2025

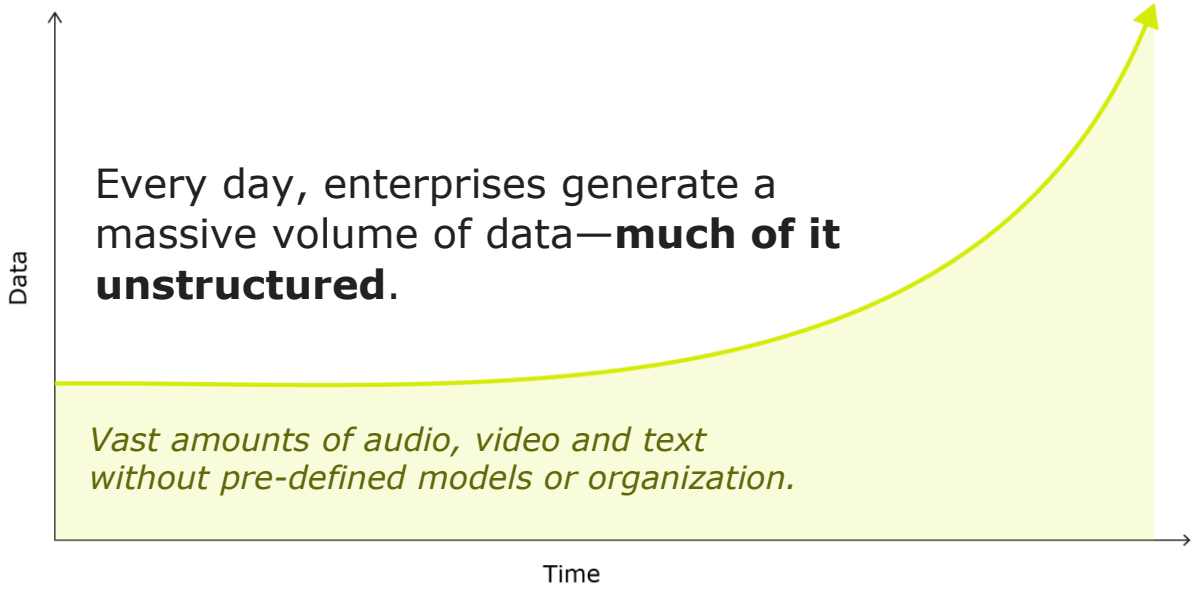
- Awarded a sole-source contract from the U.S. Air Force
- Completes registered direct offering of common stock and pre-funded warrants, raising gross proceeds of $20.3 million
- Announced $10 million equity offering including $1 million from CEO, Ryan Steelberg
- Achieves AI milestone with 5 trillion tokens processed in 2Q25
- Completed two equity capital raises totaling ~$100 million in gross proceeds in September and October 2025
- Announced agreement with certain debt holders to pay down term debt in full and ~50% convertible notes outstanding as of November 6, 2025

2026

- Announced Strategic Agreement with Oracle
- Launched Veritone Data Marketplace (“VDM”)
- Launched Content Intelligent AI Agent
- Announced Major Expansion of VDR Suppliers
- Launched Job Acceleration
- Launched AI-Powered Assess Tool
- Joined Russell 2000® and Russell 3000® Indexes
- Completed $15 million equity offering
- Completed exchange of $38.7 million principal amount of outstanding 1.75% convertible senior notes due November 15, 2026, for $38.7 million principal amount of New Convertible Notes and an aggregate of 1.6 million shares of common stock
- Obtained commitment letter from Blue Torch Capital (“BTC”) for a new $40 million senior secured term loan, subject to certain conditions precedent, including a requirement for the Company to obtain an additional $25 million of financing

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It all starts with data.



Missed revenue and growth opportunities due to limited data utilization

Unstructured data is growing faster than structured data

Time consuming to collect & impossible to organize real-time

We're committed to advancing AI technology to help transform unstructured data into insights, insights into action, and action into impact.

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Veritone aiWARE

One platform.
Endless possibilities.

Our aiWARE platform is the foundation upon which Veritone delivers human-centered AI solutions that enable clients to acquire, analyze, and act on hard-to-reach data, transforming it into actionable intelligence and do more than what was previously humanly possible

Build

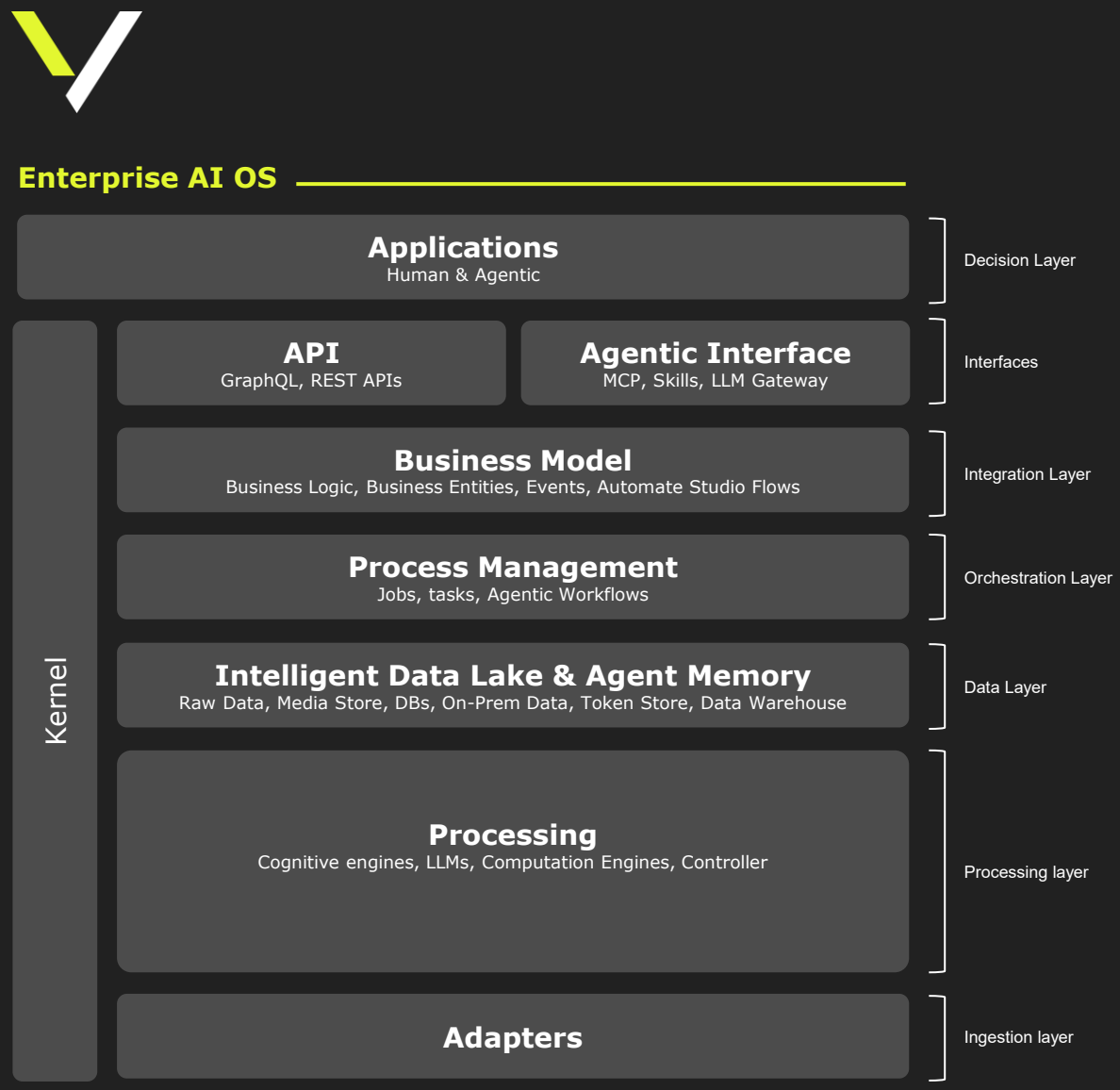
AI-powered solutions and applications faster and cost-effectively

Accelerate

AI enterprise implementation and adoption, increasing operational efficiency

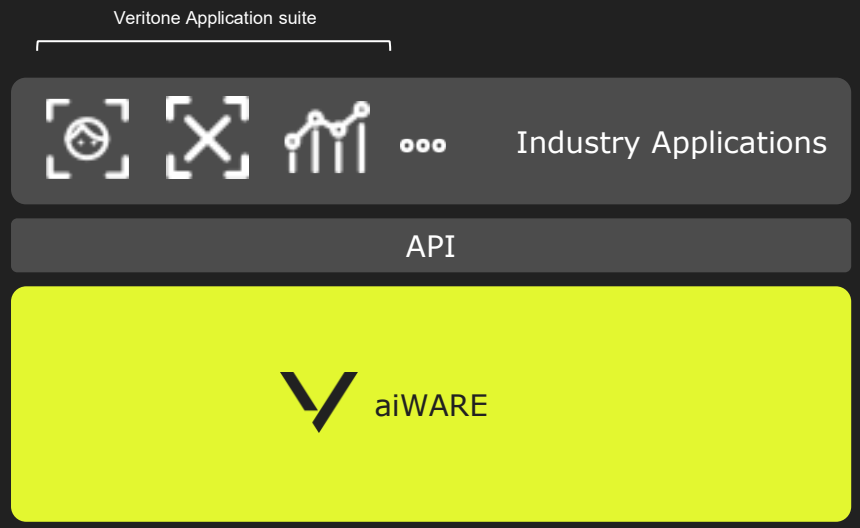
Leverage

A vast ecosystem of proprietary and third-party AI models with minimal integration costs

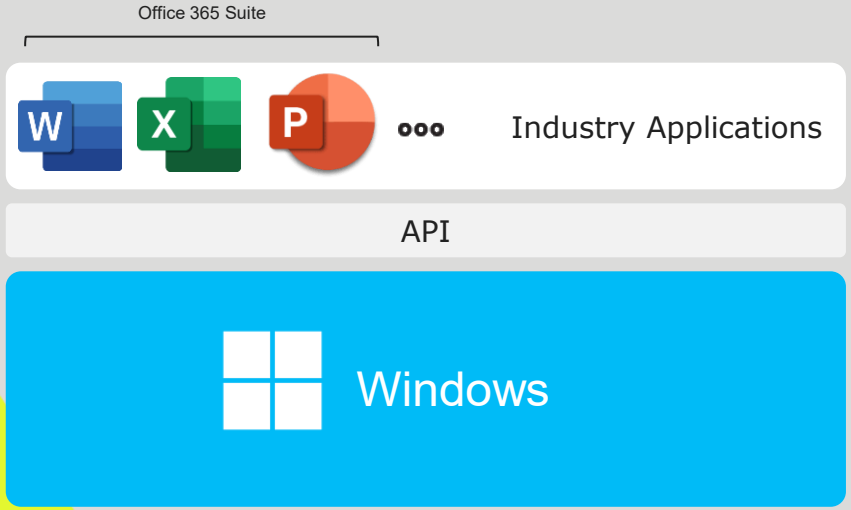


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An Operating system for AI



…compare to a computational OS



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Veritone supports thousands of market-leading customers with our leading AI solutions.



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Problems we solve

Data rich, insight poor

Organizations struggle to manage and leverage vast amounts of unstructured data—audio, video, and text – and how to activate it.

Restricted AI ecosystems

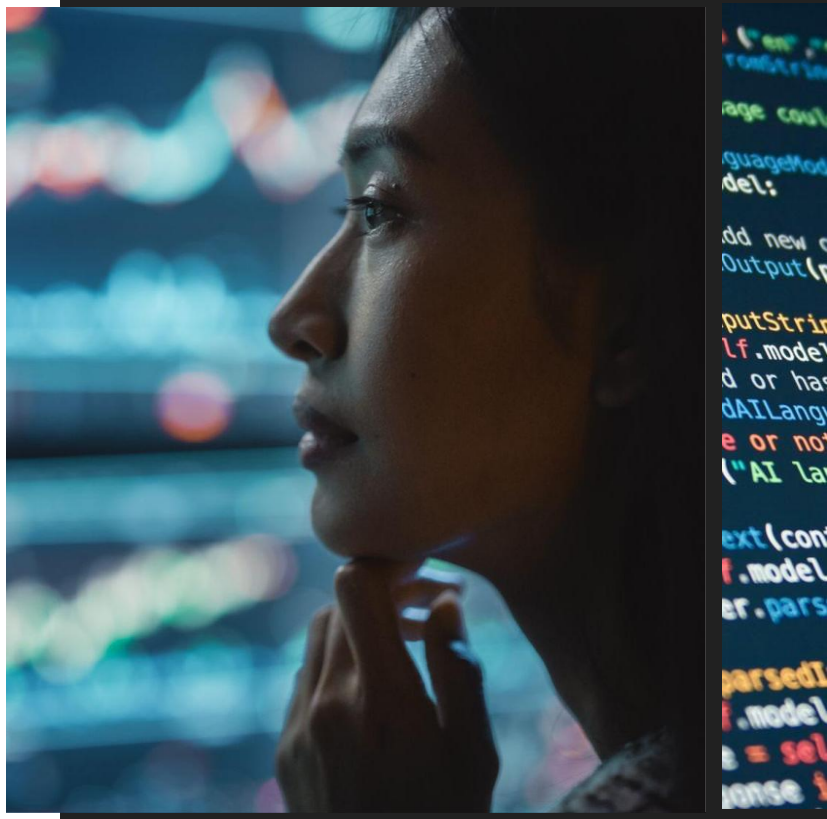
Legacy technology is not designed to efficiently integrate, process, and analyze large amounts of diverse data, overlooking optimization for third-party integration.

Complexity of AI adoption

Regulators and the public expect AI to be deployed responsibly and with human oversight.

Slow & inefficient workflows

Legacy systems and manual processes cannot keep up with increasing demands for data-driven decision-making and compliance.



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Our AI applications and custom-built AI solutions unlock tremendous utility and monetary value for **commercial enterprises**

Veritone enables enterprises to leverage AI to transform workflows and unlock value across functions in many industries through both pre-built AI applications and tools as well as custom AI and data projects.

Data insight

Gain value from video, audio, images, text, and data through metadata extraction, search, and visualization, enhancing customer support and system integrations

Content management & monetization

Enhance your content strategy with AI-powered DAM and synthetic voice creation.

Data services

Our data offerings are designed to support customers' privacy compliance and transform disorganized, fragmented data into a unified, accurate, and actionable resource

AI application dev / AI workflow

We turn your AI vision into a business advantage with tailored solutions, developed through a practical, business-focused approach

Licensing services

Our team of experts use proprietary AI technology to help find footage and navigate rights and clearances for content buyers and rights holders

Hiring solutions

Increase the number of qualified applicants, decrease the time to find and hire the best candidates, while removing inefficient HR processes

SELECT CUSTOMERS

amazon · Bloomberg · Domino's · CNN · ESPN · CIELO · FedEx · PEPSICO · GIANTS · CBS NEWS · NBC Sports · UBER · USTA · PAC 12 · Westwood One · CNBC · NCAA · State Farm · FOX SPORTS

SELECTED PARTNERS

aws · DALET · workday · ORACLE · ADP · Microsoft

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Public Sector

AI-powered solutions to help government agencies and law enforcement to automate processes, enhance compliance, and improve operational efficiency.

Veritone's public sector offerings can greatly accelerate workflows for law enforcement, government, and public safety agencies. Our proprietary software suite, Intelligent Digital Evidence Management Systems, is one of the industry's first cloud-based digital evidence management solutions that integrates AI to help public safety and judicial agencies accelerate investigations.

Data insight

Gain value from video, audio, images, text, and data through metadata extraction, search, and visualization, enhancing customer support and system integrations

Biometric identification

Authenticate users, identify callers and suspects by recognizing voices and faces in videos, images, and calls

Hiring solutions

Increase the number of qualified applicants, decrease the time to find and hire the best candidates, while removing inefficient HR processes

Redaction

Save time and costs while freeing up valuable resources by using Veritone AI to automate the redaction of sensitive information within audio, video and image-based evidence

Transcription & translation

Legal and contact center teams, automate manual work with near-real-time transcription and translation of any data source

Person-of-interest tracking

Track persons of interest across video files regardless of source without using personal identifiable information (PII)

SELECT CUSTOMERS

SELECTED PARTNERS

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Veritone Data Refinery (VDR).

Transform data. Power Intelligence.

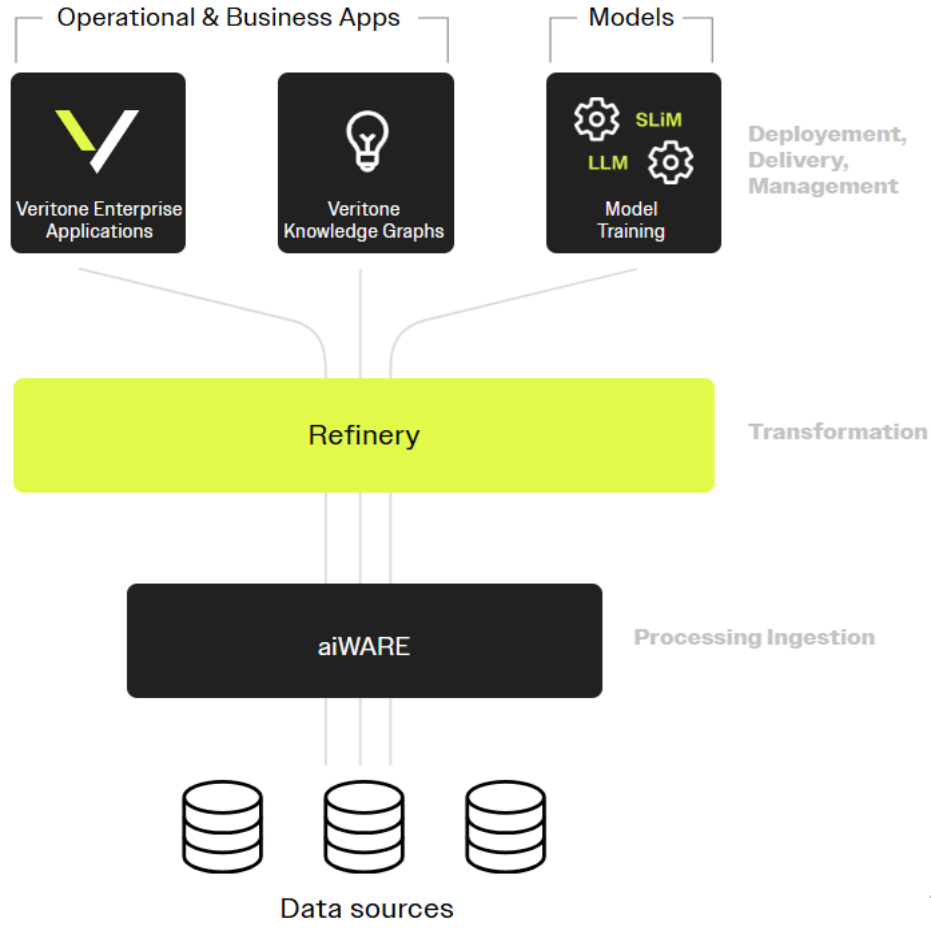
Designed to help enterprises transform vast amounts of unstructured data into high-quality, AI-ready assets.

Through aiWARE's advanced capabilities, VDR transforms disparate data silos into a centralized and secure repository for video, audio and text data. From this repository, enterprises can:

- Extract immediate value and ROI out of Veritone's award-winning applications*, serving both Public and Commercial sectors
- Identify custom AI solution and development needs, including training and fine-tuning AI cognitive and large language models; or
- Explore monetization opportunities through third-party data licensing.

SELECT CUSTOMERS





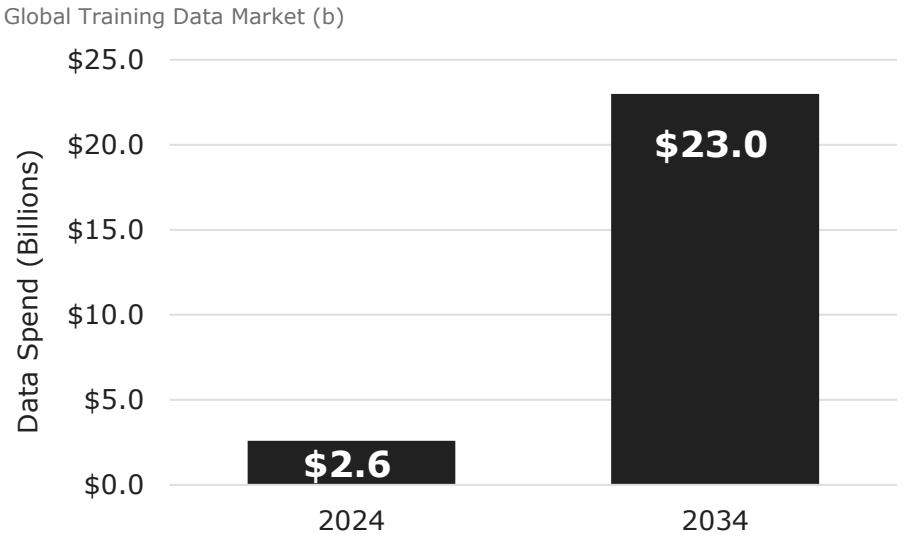
*Several applications have received multiple awards since 2017

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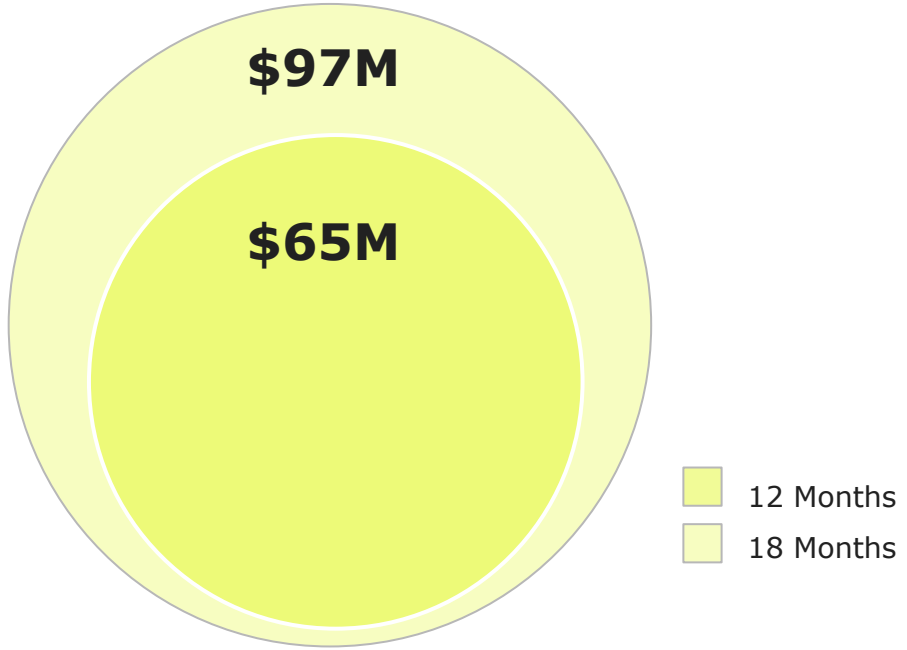
Veritone Data Refinery

Significant revenue opportunities.

Projected $23B Training Data Market[1]



Direct Veritone Revenue Opportunity[2]



(1) Sources: https://www.fortunebusinessinsights.com/ai-training-dataset-market-109241, as of 10/26/2026
https://www.grandviewresearch.com/industry-analysis/ai-training-dataset-market

(2) Based on management's projections for the next 12 months and 18 months as of 9/30/2026

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The depth, breadth and experience to win.

For over ten years, Veritone has successfully transformed unstructured data, including licensing, monetization and management of IP rights, for over 2,770 customers in the commercial and public sectors.



Logos represent existing Veritone customers, some of which are already VDR customers

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Veritone’s Growth Drivers

Unlock the potential of existing customers

- Showcase expanding market applications of solutions across core verticals to existing customers
- Upsell additional volume to current customers
- Cross-sell expanding use cases
- Convert trial customers, particularly in public sector, to long-term customers

Capitalize on data & integration capabilities

- Deliver product ecosystem designed to drive operational efficiencies, accelerate decision making and increase profitability
- Market ability to integrate and orchestrate disparate data and workflows
- Ability to integrate the latest AI models to help ensure state-of-the-art accuracy
- Scalable platform to grow with customers

Harness expanding market opportunity

- Expand our offerings to meet the demands of increasing spend and use cases of AI within enterprises
- LLMs are becoming increasingly commoditized, portable and more affordable, we’re positioned to succeed in the application layer

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Recent Business Highlights

Nov 15 — Obtained commitment letter from BTC for a new $40 million senior secured term loan, subject to certain conditions precedent, including a requirement for the Company to obtain an additional $25 million of financing

Nov 13 — Completed exchange of $38.7 million principal amount of outstanding 1.75% convertible senior notes due November 15, 2026, for $38.7 million principal amount of New Convertible Notes and an aggregate of 1.6 million shares of common stock

Nov 12 — Veritone Integrates with Box

Oct 21 — Getac Integrates Veritone Redact into Getac Video Suite

Oct 20 — Broadbean by Veritone Launches Career Sites to Power Smarter, Outcome-Based Candidate Sourcing

Oct 1 — Veritone Announces Equity Offering of $15 Million

Sep 29 — Veritone Partners with ATP Media to Unlock New Revenue from Tennis's Greatest Moments

Sep 9 — Veritone Selected for UK National Framework for Digital Forensic Software and Tools

Aug 12 — Veritone and ZeroEyes Partner to Accelerate Real-Time Threat Alerts and Post-Event Investigations

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Earnings Results Snapshot

Key indicators in 3Q26

Financials

$18.6M
3Q26
Total Revenue

$11.7M
3Q26
Software Products & Services Revenue

$7.3M
Cash & Cash Equivalents[2]

KPIs

2,775
3Q26 Total Software Products & Services Customers[1]

$55.9M
3Q26 Annual Recurring Revenue[2]
(-12.6% YoY)

>90%
3Q26 Gross Revenue Retention[1,2]



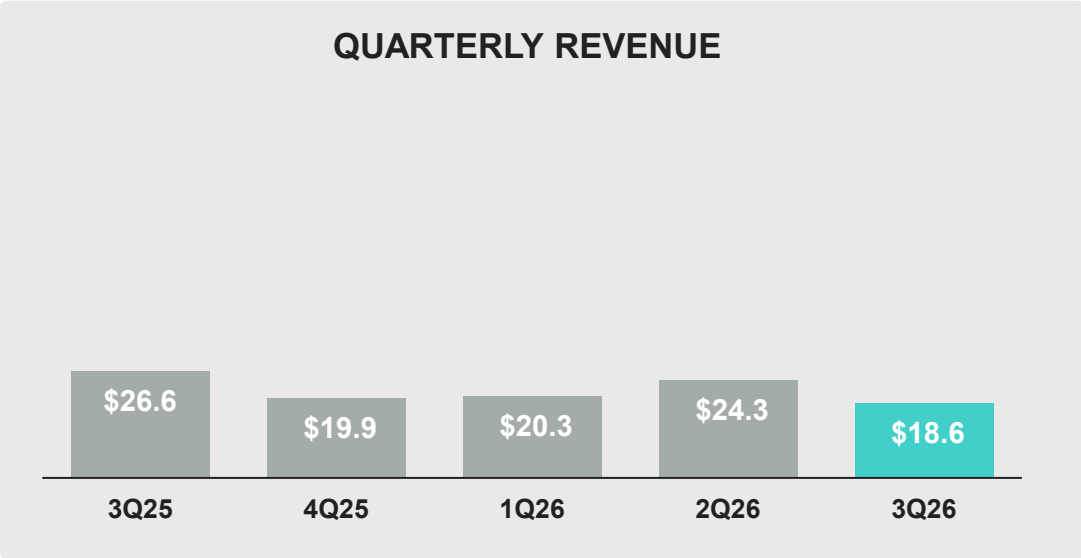
(1) As of September 30, 2026.
(2) See Appendix for definitions of Annual Recurring Revenue and Gross Revenue Retention

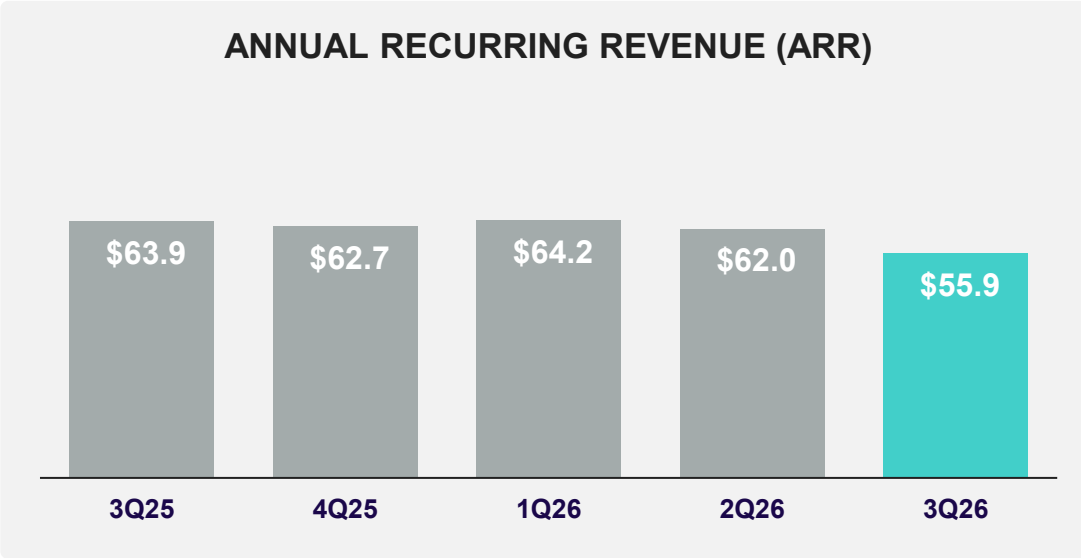
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Financial Update

3Q 2026 Financial Highlights

$ in Millions





Gross Revenue Retention(1)
>90%

Total Software Products & Services Customers(1)
2,775

Revenue CAGR (2017-2026E)(2)
+24%

(1) As of September 30, 2026
(2) Revenue estimates represent the midpoint of Management's Guidance Range provided November 16, 2026

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Quarterly Key Performance Indicators

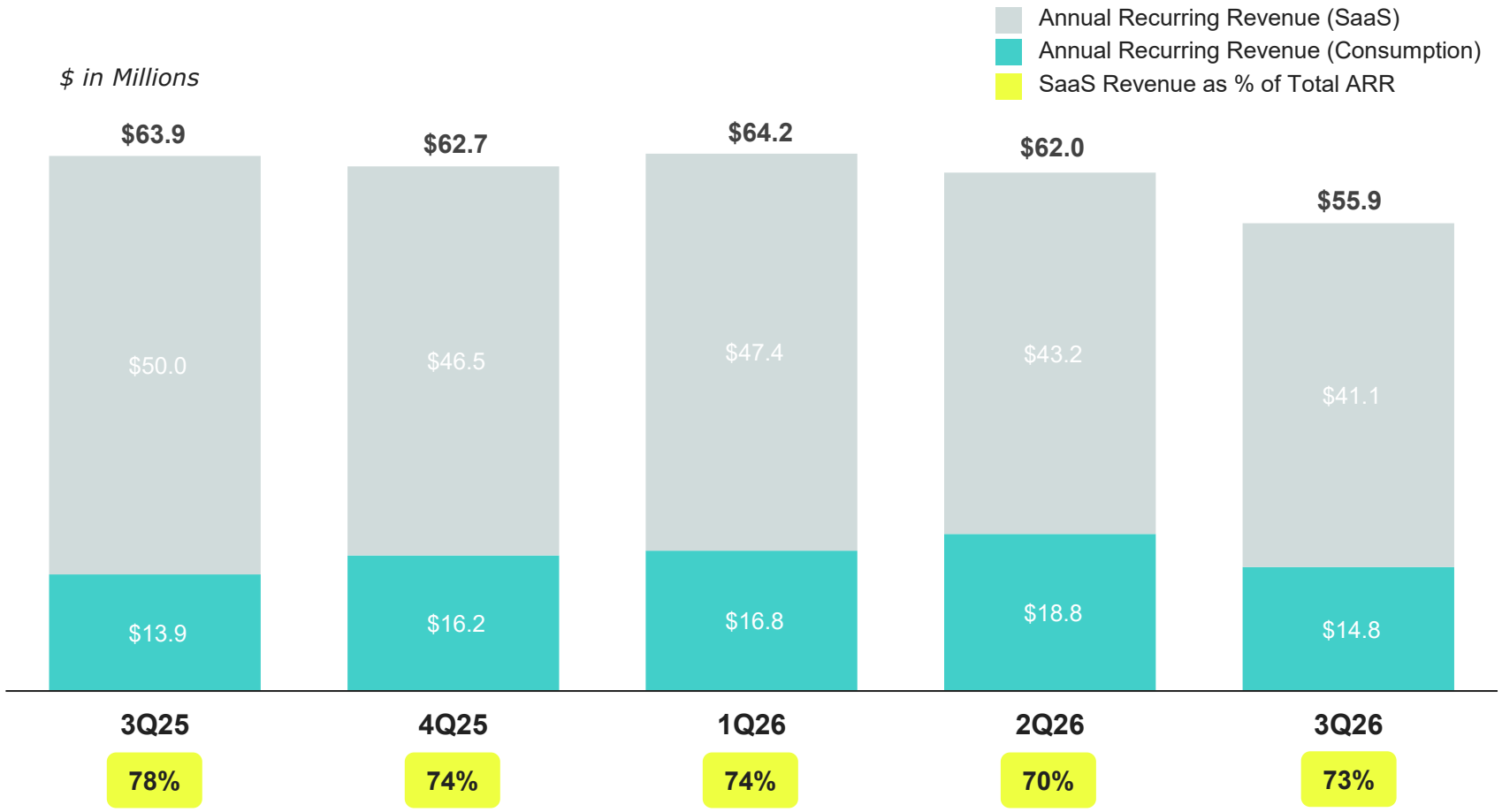
$ in Thousands	Three Months Ended September 30, 2026	Three Months Ended September 30, 2025	Percent Change
Revenue	**$18,623**	**$26,632**	***(30.1)%***
Operating Loss	**$(19,409)**	**$(18,161)**	***(6.9)%***
Net Loss	**$(19,163)**	**$(29,239)**	***34.5%***
Gross Profit	**$11,005**	**$16,350**	***(32.7)%***
Non-GAAP Gross Profit[1]	**$12,378**	**$18,192**	***(32.0)%***
Non-GAAP Net Loss[1]	**$(10,698)**	**$(8,155)**	***(31.2)%***
Total New Bookings[2]	**$10,843**	**$19,042**	***(43.1)%***

(1) See Appendix for reconciliation of GAAP Gross Profit to Non-GAAP Gross Profit and GAAP Net Loss to Non-GAAP Net Loss
(2) See Appendix for definition of "Total New Bookings"

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Diverse Revenue Mix

SaaS and consumption-based sales model provides revenue diversification and flexibility to contract with companies of various sizes and preferences across industries.



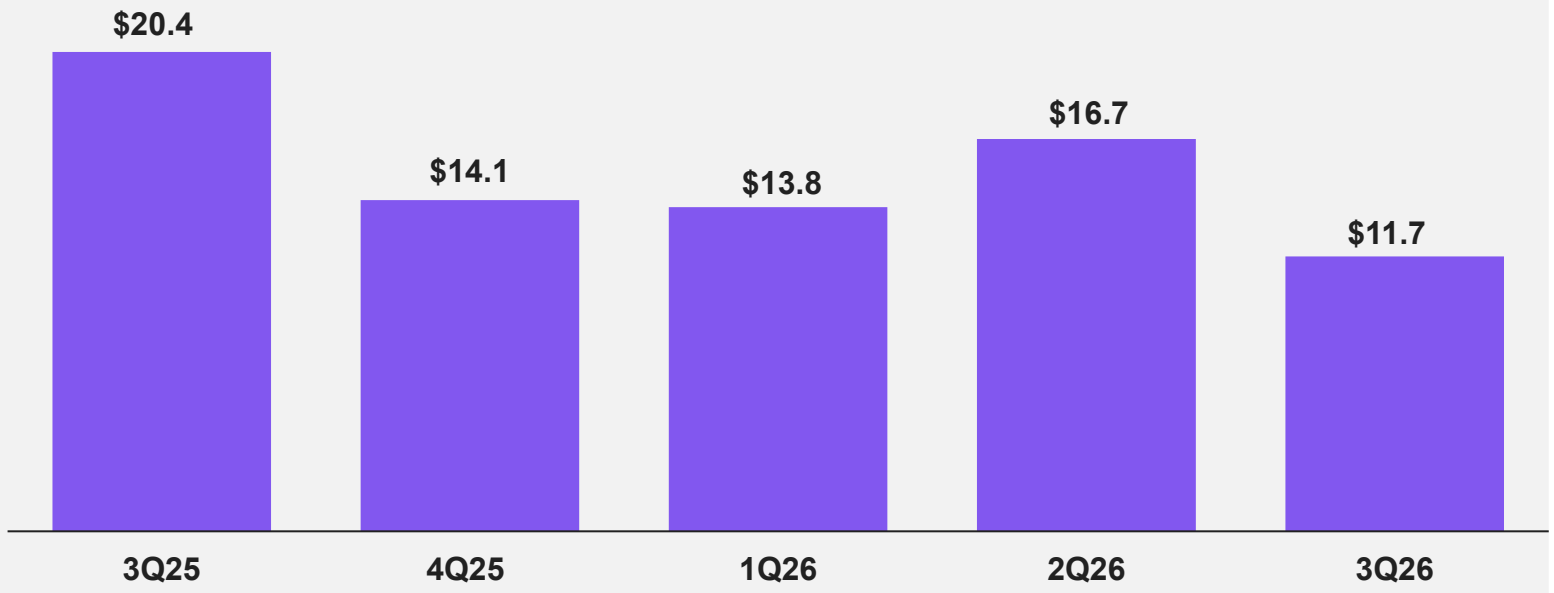
3Q HIGHLIGHTS

- **Total ARR (SaaS and Consumption) of $55.9 million** from **2,775 Total Software Products & Services Customers**, including ARR (SaaS) of $41.1 million, representing 73% of total ARR, from subscription-based customers

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Software Products & Services

REVENUE PERFORMANCE
$ in Millions



3Q26 YoY Change

Software Products & Services (43)%

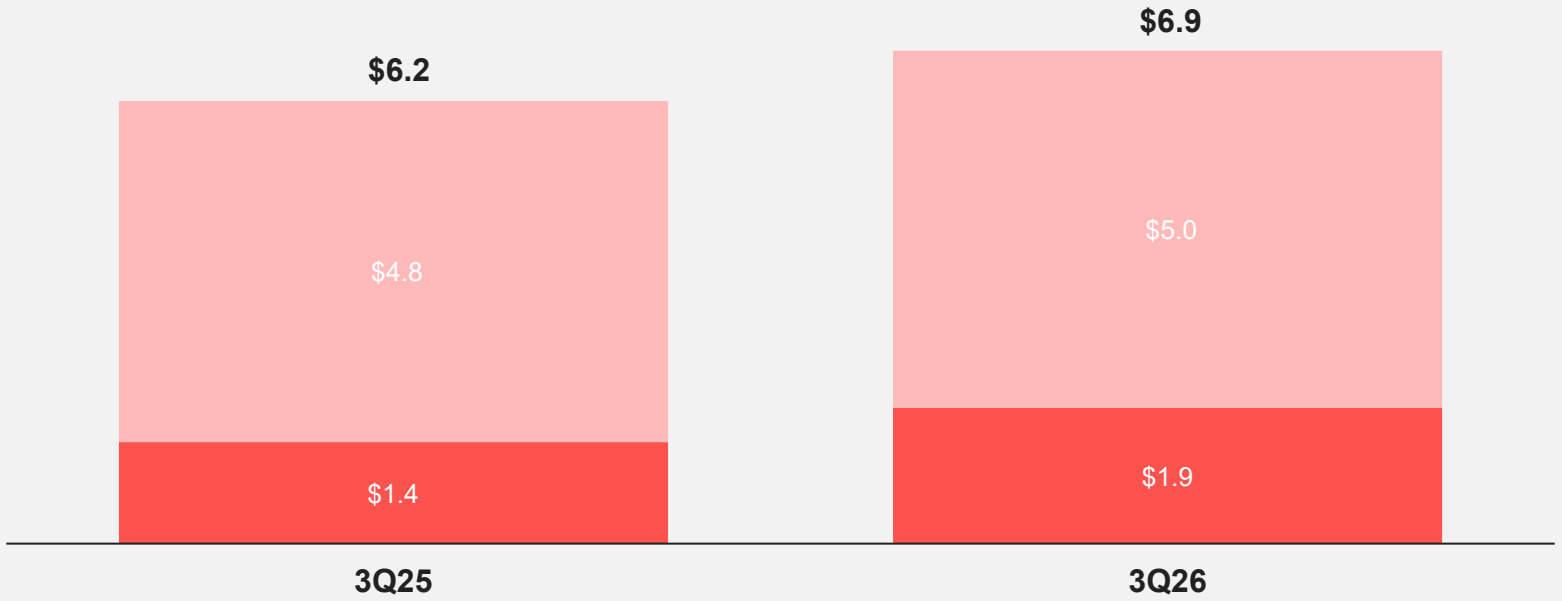
3Q HIGHLIGHTS

- **Software Products & Services Revenue of $11.7 million**

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Managed Services

REVENUE PERFORMANCE
$ in Millions



3Q26 YoY Change	
Licensing	5%
Representation Services	34%

3Q HIGHLIGHTS

- **Managed Services Revenue of $6.9 million**, up 11% year over year

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Balance Sheet Summary

$ in Thousands unless otherwise noted	As of September 30, 2026	As of December 31, 2025
Cash and Cash Equivalents	$7,262	$27,426
Current Assets	$57,940	$73,914
Total Assets	$154,052	$182,280
Current Liabilities	$107,895	$103,780
Total Liabilities	$117,327	$114,156
Stockholders' Equity	$36,725	$68,124
Weighted-Average Common Shares Outstanding Used in Computing Loss Per Share, Basic and Diluted[1]	101,045	63,316

(1) Weighted-Average Common Shares Outstanding Used in Computing Loss Per Share, Basic and Diluted are in thousands

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Appendix

Outlook

Revenue and Non-GAAP Net Loss

	FY26 E
Revenue	$100M – $105M
Non-GAAP Net Loss[1]	$(32.2)M – $(30.8)M

(1) See Appendix for reconciliation of Non-GAAP Net Loss to Net Loss

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Quarterly GAAP to Non-GAAP Reconciliation (Unaudited)

$ in Thousands	Three Months Ended September 30, 2026	Three Months Ended September 30, 2025
Net loss	**$(19,163)**	**$(29,239)**
Interest expense, net	282	2,908
Income taxes	(608)	(283)
Depreciation and amortization	5,586	7,370
Stock-based compensation	1,684	1,643
Change in fair value of earnout receivable	--	7,997
Contingent purchase compensation expense	--	137
Foreign currency impact and other	80	472
Acquisition and due diligence costs	272	664
Restructuring expense	1,138	--
Severance and executive transition costs	31	176
Non-GAAP net loss	**$(10,698)**	**$(8,155)**

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Reconciliation of Expected GAAP Net Loss Range to Expected Non-GAAP Net Loss Range (Unaudited)

$ in Millions	**Year Ending December 31, 2026**
Net loss	**$(68.4) to $(65.3)**
Interest expense, net	0.9
Income taxes	(2.2) to (2.0)
Depreciation and amortization	23.1 to 22.6
Stock-based compensation	5.8 to 5.6
Foreign currency impact and other	0.9 to 0.7
Severance and executive transition costs	0.3 to 0.0
Restructuring and other	6.6 to 6.0
Acquisition and due diligence costs	0.8 to 0.7
Non-GAAP net loss	**$(32.2) to $(30.8)**

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Quarterly Reconciliation of GAAP Gross Profit to Non-GAAP Gross Profit

$ in Thousands	Three Months Ended: September 30, 2026	Three Months Ended: September 30, 2025
Revenue	$18,623	$26,632
Operating expenses:		
Cost of revenue (exclusive of depreciation and amortization)	$6,245	$8,440
Depreciation and amortization related to cost of revenue	$1,373	$1,842
GAAP gross profit	$11,005	$16,350
Depreciation and amortization related to cost of revenue	$1,373	$1,842
Non-GAAP gross profit	$12,378	$18,192
GAAP gross margin	59.1%	61.4%
Non-GAAP gross margin	66.5%	68.3%

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Supplemental Financial Information

Our customer composition is diverse and includes various segments across our verticals, each with different purchasing trends and pricing models. In order to provide enhanced visibility into our growth composition and broad customer base, we have added ARR as a key metric and defined our customer count methodology.

DEFINITIONS

"Total Software Products & Services Customers" includes Software Products & Services customers as of the end of each respective quarter set forth above with net revenues in excess of $10 during the last month of the quarter and also excludes any customers categorized by us as trial or pilot status. Management uses Total Software Products & Services Customers and we believe Total Software Products & Services Customers is useful to investors because it more accurately reflects our total customers for our Software Products & Services.

"Annual Recurring Revenue" represents the sum of "Annual Recurring Revenue (SaaS)" and "Annual Recurring Revenue (Consumption)." Management uses "Annual Recurring Revenue" and we believe Annual Recurring Revenue is useful to investors because it provides our revenue from Total Software Products & Services Customers, which as noted above, excludes customers with insignificant revenue and customers on trial or pilot status.

"Annual Recurring Revenue (SaaS)" represents an annualized calculation of monthly recurring subscription-based SaaS revenue during the last month of the applicable quarter for all Total Software Products & Services customers. Management uses "Annual Recurring Revenue (SaaS)" and we believe Annual Recurring Revenue (SaaS) is useful to investors because it provides annual recurring subscription-based SaaS revenues as compared to consumption-based revenues and the split between the two allows us to delineate between predictable recurring SaaS revenues and more volatile consumption-based revenues, including VDR.

"Annual Recurring Revenue (Consumption)" represents the trailing twelve months of all non-recurring and/or consumption-based revenue for all active Total Software Products & Services customers. Management uses "Annual Recurring Revenue (Consumption)" and we believe Annual Recurring Revenue (Consumption) is useful to investors because Annual Recurring Revenue provides a calculation of our trailing twelve months of consumption-based revenue from Total Software Products & Services Customers, which as noted above, excludes customers with insignificant revenue and customers on trial or pilot status. We believe the split between subscription-based SaaS revenue and consumption-based revenue allows us to delineate between predictable recurring SaaS revenues and more volatile consumption-based revenues, including VDR.

"Total New Bookings" represents the total fees payable during the full contract term for new contracts received in the quarter (including fees payable during any cancellable portion and an estimate of license fees that may fluctuate over the term), excluding any variable fees under the contract (e.g., fees for cognitive processing, storage, professional services and other variable services).

"Gross Revenue Retention" represents a calculation of our dollar-based gross revenue retention rate as of the period end by starting with the revenue from Software Products & Services Customers as of the three months in the prior year quarter to such period, or Prior Year Quarter Revenue. We then deduct from the Prior Year Quarter Revenue any revenue from Software Products & Services Customers who are no longer customers as of the current period end, or Current Period Ending Software Customer Revenue. We then divide the total Current Period Ending Software Customer Revenue by the total Prior Year Quarter Revenue to arrive at our dollar-based gross retention rate, which is the percentage of revenue from all Software Products & Services Customers from our Software Products & Services as of the year prior that is not lost to customer churn.

"Non-GAAP Net Income (Loss)" is the Company's net income (loss), adjusted to exclude interest expense, net, income taxes, depreciation and amortization, stock-based compensation, change in fair value of earnout receivable, contingent purchase compensation expense, foreign currency impact and other, acquisition and due diligence costs, restructuring expense, severance and executive transition costs, professional fees and lender consent fees.

"Non-GAAP Gross Profit" is defined as gross profit with adjustments to add back depreciation and amortization related to cost of revenue.

"Non-GAAP Gross Margin" is defined as Non-GAAP gross profit divided by revenue.

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Thank you.