

UiPath Reports First Quarter Fiscal 2023 Financial Results

ARR of \$977 million increased 50 percent year-over-year driven by net new ARR of \$52 million

NEW YORK--(BUSINESS WIRE)-- UiPath, Inc. (NYSE: PATH), a leading <u>enterprise</u> <u>automation</u> software company, today announced financial results for its first quarter fiscal 2023 ended April 30, 2022.

"We are pleased to have exceeded first quarter guidance across all metrics with ARR of \$977 million growing 50 percent year-over-year. I want to thank the UiPath team for their hard work and dedication to our customers in the midst of such turbulent times," said Daniel Dines, UiPath Co-Founder and Co-Chief Executive Officer. "To help our customers more quickly realize the benefits of automation, we recently launched our UiPath 2022.4 platform. This release opens additional pathways in productivity, customer satisfaction, and employee engagement while also expanding our SaaS capabilities with new Automation Cloud™ robots. Our relentless focus on innovation continues to accelerate our customers' digital transformation initiatives while extending our market leadership."

Ashim Gupta, UiPath Chief Financial Officer, added, "Our financial model and strong balance sheet position us well in the current macroeconomic environment. The automation market is large and growing and we continue to take market share given the measurable return on investment we create for our customers and the breadth and depth of our automation platform."

First Quarter Fiscal 2023 Financial Highlights

- **Revenue** of \$245.1 million increased 32 percent year-over-year.
- ARR of \$977.1 million increased 50 percent year-over-year.
- Net new ARR of \$51.8 million.
- **Dollar based net retention rate** of 138 percent.
- GAAP gross margin was 82 percent.
- Non-GAAP gross margin was 85 percent.
- Net cash used in operations was \$52.9 million.
- Non-GAAP adjusted free cash flowwas negative \$53.8 million.
- Cash, cash equivalents, and marketable securities were \$1.8 billion as of April 30, 2022.

Financial Outlook

"One of UiPath's strengths is our global presence as we operate in more than 100 countries which gives us diverse perspectives and access to talent," said Gupta. "We price in local currency and with more than 50 percent of our business conducted outside of North America

our results are subject to foreign exchange volatility. Accordingly, our full fiscal year 2023 guidance, which we are raising this afternoon, includes an FX headwind offset by growing momentum in the business. Looking ahead, there is a significant opportunity to continue to grow at scale while improving operational efficiency."

For the fiscal second quarter 2023, UiPath expects:

- Revenue in the range of \$229 million to \$231 million
- ARR in the range of \$1,040 million to \$1,042 million as of July 31, 2022
- Non-GAAP operating loss in the range of \$(60) million to \$(55) million

For the fiscal full year 2023, UiPath expects:

- Revenue in the range of \$1,085 million to \$1,090 million
- ARR in the range of \$1,220 million to \$1,225 million as of January 31, 2023
- Non-GAAP operating income in the range of \$10 to \$15 million

Reconciliation of non-GAAP operating income (loss) guidance to the most directly comparable GAAP measure is not available without unreasonable efforts on a forward-looking basis due to the high variability, complexity and low visibility with respect to the charges excluded from this non-GAAP measure; in particular, the effects of stock-based compensation expense specific to equity compensation awards that are directly impacted by unpredictable fluctuations in our stock price. We expect the variability of the above charges to have a significant, and potentially unpredictable, impact on our future GAAP financial results.

Recent Business Highlights

- Appointed Robert Enslin as Co-Chief Executive Officer: Enslin, a former Google
 Cloud executive who brings more than 30 years of enterprise software experience,
 works alongside UiPath Co-Founder and Co-Chief Executive Officer Daniel Dines. The
 partnership of Dines and Enslin positions UiPath for its next phase of growth while
 building a company that reimagines how business is done.
- Launched next-gen UiPath Automation CloudTM to extend automation leadership
 in latest platform release: The new release provides enterprises with an even more
 comprehensive automation foundation to achieve fast and accurate outcomes. New
 SaaS robots along with added features that simplify how developers create
 automations, uplevel security and governance, and expand access to automation to
 Mac deepen the reach of automation in the enterprise.
- Announced technology integrations and partnerships with:
 - Adobe Document Services and Adobe Acrobat Sign, to help customers automate end-to-end document processes. Now, organizations have easy access to the best digital document experiences that drive productivity and scale in a secure manner.
 - Microsoft, to extend our partnership with Azure's robust AI capabilities including
 the READ OCR container to provide additional language coverage with UiPath
 Document Understanding, specifically Chinese, Japanese, and Korean. This
 expansion will enable more global and regional customers to leverage Document
 Understanding to automate end-to-end document processing, from classification
 to data extraction and data entry.

- Myndshft, a leading provider of automated prior authorization and real-time medical benefits check technology, to enable better patient care faster by reducing manual operational tasks and introducing significant operational efficiencies.
- airSlate, a fast-growing workflow automation company, to empower individuals and small businesses to create, innovate, and automate to digitally transform their organizations to run faster, easier, and more efficiently.

Announced additional strategic collaborations with:

- Finastra, one of the world's largest fintech companies, to launch a new Automation as a Service offering on the Finastra cloud that is designed to provide a managed service model for automation to Finastra's thousands of bank, credit union, and financial institution customers.
- NCS, a subsidiary of Singtel Group, and a leading technology services firm with presence in Asia Pacific. The joint go-to-market effort will bring the power of automation to both public and private enterprises from across industries, such as telecommunications, government, and financial services, particularly in high growth markets like Singapore, Australia, and Asia Pacific.
- Achieved In Process status from the Federal Risk and Authorization
 Management Program (FedRAMP): The UiPath designation at the Moderate Impact
 Level means the offering is on the path to FedRAMP authorization, which will bring
 more value to federal customers who want the ease and flexibility of a secure and
 compliant cloud-based automation platform.

Conference Call and Webcast

UiPath will host a conference call today, Wednesday, June 1, 2022, at 5:00 p.m. Eastern Time, to discuss the Company's first quarter fiscal 2023 financial results and guidance. To access this call, dial 1-201-689-8057 (domestic) or 1-877-407-8309 (international). The passcode is 13729270. A replay of this conference call will be available through June 15, 2022 at 1-201-612-7415 (domestic) or 1-877-660-6853 (international). The replay passcode is 13729270. A live webcast of this conference call will be available on the "Investor Relations" page of the UiPath's website (https://ir.uipath.com), and a replay will be archived on the website as well.

About UiPath

UiPath has a vision to deliver the Fully Automated Enterprise™, one where companies use automation to unlock their greatest potential. UiPath offers an end-to-end platform for automation, combining the leading Robotic Process Automation (RPA) solution with a full suite of capabilities that enable every organization to rapidly scale digital business operations.

Forward Looking Statements

Statements we make in this press release may include statements which are not historical facts and are considered forward-looking within the meaning of the Private Securities Litigation Reform Act of 1995, which are usually identified by the use of words such as "anticipates," "believes," "estimates," "expects," "intends," "may," "plans," "projects," "outlook," "seeks," "should," "will," and variations of such words, including the negatives of these words or similar expressions.

We intend these forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in Section 27A of the Securities Act and Section 21E of the Securities Exchange Act and are making this statement for purposes of complying with those safe harbor provisions.

These forward-looking statements include, but are not limited to, statements regarding the growth of the automation market, the impact of FedRAMP authorization and our financial guidance for the second fiscal quarter and fiscal year-end 2023. Accordingly, actual results could differ materially or such uncertainties could cause adverse effects on our results. Forward-looking statements involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. These risks include, but are not limited to, risks and uncertainties related to: the unfavorable conditions in our industry, the market, political, economic, and business conditions, including geopolitical turmoil as caused by the war in Ukraine; foreign currency headwinds; our recent rapid growth, which may not be indicative of our future growth; our limited operating history; our ability to successfully manage our growth; our ability and the ability of our platform to satisfy and adapt to customer demands; our dependency on our existing customers to renew their licenses and purchase additional licenses and products from us and our channel partners; our ability to attract and retain customers; the competitive markets in which we participate; general market, political, economic, and business conditions; our ability to maintain and expand our distribution channels; our ability to retain and motivate our management and key employees and integrate new team members and execute management transitions; our reliance on thirdparty providers of cloud-based infrastructure; the potential impact that the COVID-19 pandemic, macroeconomic effects from the war in Ukraine, increasing inflationary cost pressures, supply chain constraints, and an economic downturn could have on our or our customers' businesses, financial condition, and future operating results; and the price volatility of our Class A common stock.

Further information on risks that could cause actual results to differ materially from our guidance can be found in our Annual Report on Form 10-K for the annual period ended January 31, 2022 filed with the SEC on April 4, 2022, and in our Quarterly Report on Form 10-Q that will be filed for the quarterly period ended April 30, 2022, and other filings and reports that we may file from time to time with the SEC. Any forward-looking statements contained in this press release are based on assumptions that we believe to be reasonable as of this date. Except as required by law, we assume no obligation to update these forward-looking statements.

Key Performance Metric

Annualized Renewal Run-rate (ARR) is a key performance metric we use in managing our business because it illustrates our ability to acquire new subscription customers and to maintain and expand our relationships with existing subscription customers. We define ARR as annualized invoiced amounts per solution SKU from subscription licenses and maintenance obligations assuming no increases or reductions in the subscriptions. ARR does not include the costs we may incur to obtain such subscription licenses or provide such maintenance and does not reflect any actual or anticipated reductions in invoiced value due to contract non-renewals or service cancellations other than for specific bad debt or disputed

amounts. Additionally, though we use ARR as a forward-looking metric in the management of our business, it does not include invoiced amounts reported as perpetual licenses or professional services revenue in our consolidated statement of operations, and is not a forecast of future revenue, which can be impacted by contract start and end dates, duration, and renewal rates.

Dollar-based net retention rate represents the rate of net expansion of our ARR from existing customers over the preceding 12 months. We calculate dollar-based net retention rate as of a period end by starting with ARR from the cohort of all customers as of 12 months prior to such period end (Prior Period ARR). We then calculate the ARR from these same customers as of the current period end (Current Period ARR). Current Period ARR includes any expansion and is net of any contraction or attrition over the preceding 12 months but does not include ARR from new customers in the current period. We then divide total Current Period ARR by total Prior Period ARR to arrive at dollar-based net retention rate. Dollar-based net retention rate may fluctuate based on the customers that qualify to be included in the cohort used for calculation and may not reflect our actual performance.

Investors should not place undue reliance on ARR or dollar-based net retention rate as an indicator of future or expected results. Our presentation of these metrics may differ from similarly titled metrics presented by other companies and therefore comparability may be limited.

Non-GAAP Financial Measures

This earnings press release includes financial measures defined as non-GAAP financial measures by the SEC, including non-GAAP cost of licenses, non-GAAP cost of subscription services, non-GAAP cost of professional services and other, non-GAAP gross profit and margin, non-GAAP sales and marketing expenses, non-GAAP research and development expenses, non-GAAP general and administrative expenses, non-GAAP operating income (loss) and margin, and non-GAAP net income (loss) and non-GAAP net income (loss) per share. These non-GAAP financial measures exclude:

- stock-based compensation expense;
- amortization of acquired intangibles;
- employer payroll tax expense related to employee equity transactions; and
- in the case of non-GAAP net income (loss), tax adjustments associated with the addback items.

Additionally, this earnings release presents non-GAAP adjusted free cash flow, which includes purchases of property and equipment and capitalization of software development costs, and excludes cash paid for employer payroll taxes related to employee equity transactions and net payments/receipts of employee tax withholdings on stock option exercises.

UiPath uses these non-GAAP financial measures internally in analyzing its financial results and believes they are useful to investors, as a supplement to GAAP measures, in evaluating UiPath's ongoing operational performance. UiPath believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing its financial results with other companies in UiPath's industry, many of which present similar non-GAAP financial measures to investors.

Non-GAAP financial measures are financial measures that are derived from the consolidated financial statements, but that are not presented in accordance with generally accepted accounting principles in the United States (GAAP). We believe these non-GAAP financial measures provide investors with useful supplementary information in evaluating our performance. Investors should consider these non-GAAP financial measures in addition to, and not as a substitute for, our financial performance measures prepared in accordance with GAAP. Further, our non-GAAP information may be different from the non-GAAP information provided by other companies. The information below provides a reconciliation of non-GAAP financial measures used in this press release to the most directly comparable GAAP financial measures. We encourage investors to consider our GAAP results alongside our supplemental non-GAAP measures, and to review the reconciliation between GAAP results and non-GAAP measures that is included at the end of this earnings press release. This earnings press release and any future releases containing such non-GAAP reconciliations can also be found on the Investor Relations page of UiPath's website at https://ir.uipath.com.

UiPath, Inc. Condensed Consolidated Statements of Operations

in thousands, except per share data (unaudited)

	Three Months Ended April 30,		
		2022	2021
Revenue:			
Licenses	\$	117,004 \$	100,216
Subscription services		115,494	77,642
Professional services and other	_	12,568	8,359
Total revenue		245,066	186,217
Cost of revenue:			_
Licenses		2,537	2,454
Subscription services		21,045	14,179
Professional services and other		21,434	32,377
Total cost of revenue		45,016	49,010
Gross profit		200,050	137,207
Operating expenses:			
Sales and marketing		189,782	205,751
Research and development		68,690	93,040
General and administrative		57,530	74,415
Total operating expenses		316,002	373,206
Operating loss		(115,952)	(235,999)
Interest income		991	941
Other expense, net		(2,811)	(3,218)
Loss before income taxes		(117,772)	(238,276)
Provision for income taxes		4,789	1,387
Net loss	\$	(122,561) \$	(239,663)
Net loss per share attributable to common stockholders, basic and diluted	\$	(0.23) \$	(1.11)
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted		541,902	215,352

UiPath, Inc. Condensed Consolidated Balance Sheets

in thousands (unaudited)

	A:	As of		
	April 30, 2022	January 31, 2022		
Assets				
Current assets				
Cash and cash equivalents	\$ 1,679,217	\$ 1,768,723		
Marketable securities	114,749	96,417		
Accounts receivable, net of allowance for doubtful accounts of \$3,217 and \$2,566, respective	ely 169,061	251,988		
Contract assets	88,427	74,831		
Deferred contract acquisition costs	32,492	29,926		
Prepaid expenses and other current assets	61,072	55,416		
Total current assets	2,145,018	2,277,301		
Marketable securities, non-current	7,364	19,523		
Contract assets, non-current	5,469	2,730		
Deferred contract acquisition costs, non-current	103,520	100,224		
Property and equipment, net	21,776	17,176		
Operating lease right-of-use assets	44,895	48,953		
Intangible assets, net	15,078	16,817		
Goodwill	52,123	53,564		
Deferred tax asset	8,170	10,628		
Other assets, non-current	21,307	25,534		
Total assets	\$ 2,424,720	\$ 2,572,450		
Liabilities and stockholders' equity				
Current liabilities				
Accounts payable	\$ 17,442	\$ 11,515		
Accrued expenses and other current liabilities	75,590	ψ 11,515 87,958		
Accrued compensation and employee benefits	62,948	130,673		
Deferred revenue	282,263	297,355		
Total current liabilities	438,243	527,501		
Deferred revenue, non-current	56,832	68,665		
Operating lease liabilities, non-current	46,346	49,843		
Other liabilities, non-current	3,105	4,524		
Total liabilities	544,526	650,533		
Commitments and contingencies	044,020	000,000		
Stockholders' equity				
Class A common stock	4	4		
Class B common stock	1	1		
Additional paid-in capital	3,488,255	3,406,959		
Accumulated other comprehensive income	10,441	10,899		
Accumulated deficit Accumulated deficit		10,899		
	1,880,194	1,921,917		
Total lichilities and stockholders' aguity		\$ 2,572,450		
Total liabilities and stockholders' equity	Φ 4,424,720	φ ∠,5/∠,450		

UiPath, Inc. Condensed Consolidated Statements of Cash Flows

in thousands (unaudited)

Cash flows from operating activities \$ (122,561) \$ (239,663) Adjustments to reconcile net loss to net cash used in operating activities: 3,172 Depreciation and amortization 4,039 3,172 Amortization of deferred contract acquisition costs 10,822 4,920 Net amortization of premium on marketable securities 473 558 Stock-based compensation expense 101,464 250,835 Amortization of operating lease right-of-use assets 2,759 1,734 Deferred income taxes 1,594 21 Other non-cash charges (credits), net1 2,849 (643) Changes in operating assets and liabilities: 2,767 643 Accounts receivable 76,864 35,973 Contract assets (18,523) (8,148) Deferred contract acquisition costs (20,761) (20,205) Prepaid expenses and other assets (5,231) 7,566 4,523 Accounts payable 7,554 (528) Accured expense and other liabilities (12,894) 4,573 Accrued expense and other liabilities (12,894) 4,573		Th	ree Months 2022	Ended April 30, 2021	
Adjustments to reconcile net loss to net cash used in operating activities: 4,039 3,172 Depreciation and amortization 4,039 3,172 Amortization of deferred contract acquisition costs 10,822 4,920 Net amortization of permium on marketable securities 473 558 Stock-based compensation expenses 101,454 250,835 Amortization of operating lease right-of-use assets 2,759 1,734 Deferred income taxes 1,594 21 Other non-cash charges (credits), net¹ 2,849 (643) Changes in operating assets and liabilities:	Cash flows from operating activities				
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Amortization of deferred contract acquisition costs 10,822 4,920 Net amortization of premium on marketable securities 473 558 Stock-based compensation expense 101,454 250,835 Amortization of operating lease right-of-use assets 2,759 1,734 Deferred income taxes 1,594 21 Other non-cash charges (credits), net¹ 2,849 (643) Changes in operating assets and liabilities: 35,973 Accounts receivable 76,864 35,973 Contract assets (80,631) (20,061) Deferred contract acquisition costs (20,761) (20,205) Prepaid expenses and other assets (5,231) 7,686 Accorust payable 7,554 (528) Accrued expense and other liabilities (12,894) 4,573 Accrued compensation and employee benefits (65,083) (60,433) Operating lease liabilities, net (11,950) (1,807) Deferred revenue (14,289) 4,522 Cash flows from investing activities (21,918) (94,157) Sales of marketable securit	Adjustments to reconcile net loss to net cash used in operating activities:				
Net amortization of premium on marketable securities 473 558 Stock-based compensation expense 101,454 250,835 Amortization of operating lease right-of-use assets 2,759 1,734 Deferred income taxes 1,594 21 Other non-cash charges (credits), net¹ 2,849 (643) Changes in operating assets and liabilities:	Depreciation and amortization		4,039		3,172
Stock-based compensation expense 101,454 250,835 Amortization of operating lease right-of-use assets 2,759 1,734 21 Other non-cash charges (credits), net¹ 2,849 (643) Changes in operating assets and liabilities: 35,973 35,973 Accounts receivable 76,864 35,973 Contract assets (18,523) (8,148) Deferred contract acquisition costs (20,761) (20,205) Prepaid expenses and other assets (5,231) 7,666 Accounts payable 7,554 (528) Accounts payable 7,554 (528) Accrued expenses and other liabilities (12,894) 4,573 Accrued compensation and employee benefits (65,083) (60,433) Operating lease liabilities, net (1,950) (1,807) Deferred revenue (14,289) 4,453 Net cash used in operating activities (22,841) (27,522) Cash flows from investing activities (21,918) (94,157) Sales of marketable securities (21,918) (94,157) Sales o	Amortization of deferred contract acquisition costs		10,822		4,920
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Prepaid expenses and other assets (5,231) 7,666 Accounts payable 7,554 (528) Accrued expense and other liabilities (12,894) 4,573 Accrued expense and other liabilities (65,083) (60,433) Operating lease liabilities, net (1,950) (1,807) Deferred revenue (14,289) 4,453 Net cash used in operating activities (52,884) (17,522) Cash flows from investing activities (21,918) (94,157) Purchases of marketable securities (21,918) (94,157) Sales of marketable securities (21,918) (94,157) Sales of marketable securities (21,918) (94,157) Sales of marketable securities (9,692) (2,200) Capitalization of software development costs — (410) Payment related to business acquisition, net of cash acquired — (5,498) Other investing 1,100 — Net cash (used in) provided by investing activities — (410) Payment related to business acquisition, net of underwriting discounts and commissions —	Contract assets		(18,523)		(8,148)
Accounts payable 7,554 (528) Accrued expense and other liabilities (12,894) 4,573 Accrued compensation and employee benefits (65,083) (60,433) Operating lease liabilities, net (1,950) (1,807) Deferred revenue (14,289) 4,453 Net cash used in operating activities (52,884) (17,522) Cash flows from investing activities (21,918) (94,157) Purchases of marketable securities (21,918) (94,157) Sales of marketable securities 14,813 23,755 Purchases of property and equipment (9,692) (2,200) Capitalization of software development costs — (410) Payment related to business acquisition, net of cash acquired — (5,498) Other investing 1,100 — Net cash (used in) provided by investing activities (15,697) 10,873 Cash flows from financing activities — 692,369 Payments of initial public offering, net of underwriting discounts and commissions — 692,369 Payments of initial public offering costs —<	Deferred contract acquisition costs		(20,761)		(20,205)
Accrued expense and other liabilities (12,894) 4,573 Accrued compensation and employee benefits (65,083) (60,433) Operating lease liabilities, net (1,950) (1,807) Deferred revenue (14,289) 4,453 Net cash used in operating activities (52,884) (17,522) Cash flows from investing activities (21,918) (94,157) Sales of marketable securities (21,918) (94,157) Sales of marketable securities – 89,383 Maturities of marketable securities – 89,589 Other investing and trivities <td>Prepaid expenses and other assets</td> <td></td> <td>(5,231)</td> <td></td> <td>7,666</td>	Prepaid expenses and other assets		(5,231)		7,666
Accrued compensation and employee benefits (65,083) (60,433) Operating lease liabilities, net (1,950) (1,807) Deferred revenue (14,289) 4,453 Net cash used in operating activities (52,884) (17,522) Cash flows from investing activities (21,918) (94,157) Purchases of marketable securities (21,918) (94,157) Sales of marketable securities - 89,383 Maturities of marketable securities 14,813 23,755 Purchases of property and equipment (9,692) (2,200) Capitalization of software development costs - (410) Payment related to business acquisition, net of cash acquired - (5,488) Other investing 1,100 - Net cash (used in) provided by investing activities (15,697) 10,873 Cash flows from financing activities - (5,488) Proceeds from initial public offering, net of underwriting discounts and commissions - 692,369 Payments of initial public offering costs - (2,406) Proceeds from issuance coft convertible pref	Accounts payable		7,554		(528)
Operating lease liabilities, net (1,950) (1,807) Deferred revenue (14,289) 4,453 Net cash used in operating activities (52,884) (17,522) Cash flows from investing activities (21,918) (94,157) Purchases of marketable securities - 89,383 Maturities of marketable securities 14,813 23,755 Purchases of property and equipment (9,692) (2,200) Capitalization of software development costs - (410) Payment related to business acquisition, net of cash acquired - (5,498) Other investing 1,100 - Net cash (used in) provided by investing activities (15,697) 10,873 Cash flows from financing activities - (69,369) Proceeds from initial public offering, net of underwriting discounts and commissions - 692,369 Payments of initial public offering costs - (2,406) Proceeds from issuance of convertible preferred stock - 750,000 Payments of issuance costs for convertible preferred stock - (164) Proceeds from exercise	Accrued expense and other liabilities		(12,894)		4,573
Deferred revenue (14,289) 4,453 Net cash used in operating activities (52,884) (17,522) Cash flows from investing activities (21,918) (94,157) Purchases of marketable securities - 89,383 Maturities of marketable securities 14,813 23,755 Purchases of property and equipment (9,692) (2,200) Capitalization of software development costs - (410) Payment related to business acquisition, net of cash acquired - (5,498) Other investing 1,100 - Net cash (used in) provided by investing activities (15,697) 10,873 Cash flows from financing activities - (692,369) Payments of initial public offering, net of underwriting discounts and commissions - 692,369 Payments of initial public offering costs - (2,406) Proceeds from initial public offering costs - (2,406) Proceeds from exercise of stock options - (164) Payments of issuance costs for convertible preferred stock - (164) Proceeds from exercise of stock op	Accrued compensation and employee benefits		(65,083)		(60,433)
Net cash used in operating activities (52,884) (17,522) Cash flows from investing activities (21,918) (94,157) Purchases of marketable securities — 89,383 Maturities of marketable securities 14,813 23,755 Purchases of property and equipment (9,692) (2,200) Capitalization of software development costs — (410) Payment related to business acquisition, net of cash acquired — (5,498) Other investing 1,100 — Net cash (used in) provided by investing activities (15,697) 10,873 Cash flows from financing activities — 692,369 Payments of initial public offering, net of underwriting discounts and commissions — 692,369 Payments of initial public offering costs — (2,406) Proceeds from initial public offering costs — (2,406) Proceeds from issuance of convertible preferred stock — 750,000 Payments of issuance costs for convertible preferred stock — (164) Proceeds from exercise of stock options 2,823 3,114	Operating lease liabilities, net		(1,950)		(1,807)
Cash flows from investing activities Purchases of marketable securities Purchases of marketable securities Sales of marketable securities Muturities of marketable securities Purchases of property and equipment Purchases of property and equipment Capitalization of software development costs Payment related to business acquisition, net of cash acquired Other investing Other investing Proceeds from initial public offering, net of underwriting discounts and commissions Payments of initial public offering costs Proceeds from issuance of convertible preferred stock Payments of issuance of convertible preferred stock Payments of issuance costs for convertible preferred stock Payments of tax withholdings on net settlement of equity awards Proceeds from employee stock purchase plan contributions Proceeds from employee stock purchase plan contributions Proceeds from exercise of stock options Proceeds from employee stock purchase plan contributions Proceeds from exercise in cash, cash equivalents, and restricted cash Peginning of period Peginning of period Peginning of period Payments of 1,768,723 Purchases of marketable securities Pega, 383 Pega, 383 Payments of tax withholdings on sell-to-cover equity award transactions Proceeds from employee stock purchase plan contributions Proceeds from emp	Deferred revenue		(14,289)		4,453
Cash flows from investing activitiesPurchases of marketable securities—89,383Maturities of marketable securities14,81323,755Purchases of property and equipment(9,692)(2,200)Capitalization of software development costs—(410)Payment related to business acquisition, net of cash acquired—(5,488)Other investing1,100—Net cash (used in) provided by investing activities(15,697)10,873Cash flows from financing activities—692,369Payments of initial public offering, net of underwriting discounts and commissions—692,369Payments of initial public offering costs—750,000Payments of issuance costs for convertible preferred stock—750,000Payments of issuance costs for convertible preferred stock—(164)Proceeds from exercise of stock options2,8233,114Payments of tax withholdings on net settlement of equity awards(17,329)—Net payments of tax withholdings on sell-to-cover equity award transactions(10,037)—Proceeds from employee stock purchase plan contributions6,356—Net cash (used in) provided by financing activities(18,187)1,442,913Effect of exchange rates(2,738)2,313Net (decrease) increase in cash, cash equivalents, and restricted cash(89,506)1,438,577Cash, cash equivalents, and restricted cash - beginning of period1,768,723371,190	Net cash used in operating activities		(52,884)		(17,522)
Purchases of marketable securities (21,918) (94,157) Sales of marketable securities — 89,383 Maturities of marketable securities 14,813 23,755 Purchases of property and equipment (9,692) (2,200) Capitalization of software development costs — (410) Payment related to business acquisition, net of cash acquired — (5,498) Other investing 1,100 — Net cash (used in) provided by investing activities (15,697) 10,873 Cash flows from financing activities — (692,369) Proceeds from initial public offering, net of underwriting discounts and commissions — 692,369 Payments of initial public offering costs — (2,406) Proceeds from issuance of convertible preferred stock — (2,406) Proceeds from exercise of stock options 2,823 3,114 Payments of tax withholdings on net settlement of equity awards (17,329) — Net payments of tax withholdings on sell-to-cover equity award transactions (10,037) — Proceeds from employee stock purchase plan contributions 6,356					
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Maturities of marketable securities14,81323,755Purchases of property and equipment(9,692)(2,200)Capitalization of software development costs—(410)Payment related to business acquisition, net of cash acquired—(5,498)Other investing1,100—Net cash (used in) provided by investing activities(15,697)10,873Cash flows from financing activities—(2,406)Proceeds from initial public offering, net of underwriting discounts and commissions—(2,406)Proceeds from issuance of convertible preferred stock—(2,406)Proceeds from exercise of stock options2,8233,114Payments of issuance costs for convertible preferred stock—(164)Proceeds from exercise of stock options2,8233,114Payments of tax withholdings on net settlement of equity awards(17,329)—Net payments of tax withholdings on sell-to-cover equity award transactions(10,037)—Proceeds from employee stock purchase plan contributions6,356—Net cash (used in) provided by financing activities(18,187)1,442,913Effect of exchange rates(2,738)2,313Net (decrease) increase in cash, cash equivalents, and restricted cash(89,506)1,438,577Cash, cash equivalents, and restricted cash - beginning of period1,768,723371,190	Sales of marketable securities		`		
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Capitalization of software development costs—(410)Payment related to business acquisition, net of cash acquired—(5,498)Other investing1,100—Net cash (used in) provided by investing activities(15,697)10,873Cash flows from financing activities—692,369Proceeds from initial public offering, net of underwriting discounts and commissions—692,369Payments of initial public offering costs—(2,406)Proceeds from issuance of convertible preferred stock—750,000Payments of issuance costs for convertible preferred stock—(164)Proceeds from exercise of stock options2,8233,114Payments of tax withholdings on net settlement of equity awards(17,329)—Net payments of tax withholdings on sell-to-cover equity award transactions(10,037)—Proceeds from employee stock purchase plan contributions6,356—Net cash (used in) provided by financing activities(18,187)1,442,913Effect of exchange rates(2,738)2,313Net (decrease) increase in cash, cash equivalents, and restricted cash(89,506)1,438,577Cash, cash equivalents, and restricted cash - beginning of period1,768,723371,190	Purchases of property and equipment		(9,692)		(2,200)
Payment related to business acquisition, net of cash acquired—(5,498)Other investing1,100—Net cash (used in) provided by investing activities(15,697)10,873Cash flows from financing activities—692,369Proceeds from initial public offering, net of underwriting discounts and commissions—692,369Payments of initial public offering costs—(2,406)Proceeds from issuance of convertible preferred stock—750,000Payments of issuance costs for convertible preferred stock—(164)Proceeds from exercise of stock options2,8233,114Payments of tax withholdings on net settlement of equity awards(17,329)—Net payments of tax withholdings on sell-to-cover equity award transactions(10,037)—Proceeds from employee stock purchase plan contributions6,356—Net cash (used in) provided by financing activities(18,187)1,442,913Effect of exchange rates(2,738)2,313Net (decrease) increase in cash, cash equivalents, and restricted cash(89,506)1,438,577Cash, cash equivalents, and restricted cash - beginning of period1,768,723371,190					
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Cash flows from financing activities Proceeds from initial public offering, net of underwriting discounts and commissions Payments of initial public offering costs Proceeds from issuance of convertible preferred stock Payments of issuance costs for convertible preferred stock Proceeds from exercise of stock options Payments of tax withholdings on net settlement of equity awards Peroceeds from employee stock purchase plan contributions Proceeds from employee stock purchase plan contributions Net cash (used in) provided by financing activities Effect of exchange rates Net (decrease) increase in cash, cash equivalents, and restricted cash Cash, cash equivalents, and restricted cash - beginning of period 692,369 692,369 692,369 692,369 692,369 692,369 692,369 (164) 692,369 692,369 (164) 692,369 692,	9		(15,697)		10,873
Proceeds from initial public offering, net of underwriting discounts and commissions Payments of initial public offering costs Proceeds from issuance of convertible preferred stock Payments of issuance costs for convertible preferred stock Proceeds from exercise of stock options Payments of tax withholdings on net settlement of equity awards Net payments of tax withholdings on sell-to-cover equity award transactions Proceeds from employee stock purchase plan contributions Net cash (used in) provided by financing activities Effect of exchange rates Net (decrease) increase in cash, cash equivalents, and restricted cash Cash, cash equivalents, and restricted cash - beginning of period 692,369 69	, ,, ,	_			,
Payments of initial public offering costs Proceeds from issuance of convertible preferred stock Payments of issuance costs for convertible preferred stock Proceeds from exercise of stock options Payments of tax withholdings on net settlement of equity awards Net payments of tax withholdings on sell-to-cover equity award transactions Proceeds from employee stock purchase plan contributions Net cash (used in) provided by financing activities Effect of exchange rates Net (decrease) increase in cash, cash equivalents, and restricted cash Cash, cash equivalents, and restricted cash - beginning of period (2,406) (2,406) (2,406) (164) (17,329) (17,329) (10,037) (10,0			<u> </u>		692.369
Proceeds from issuance of convertible preferred stock Payments of issuance costs for convertible preferred stock Proceeds from exercise of stock options Payments of tax withholdings on net settlement of equity awards Net payments of tax withholdings on sell-to-cover equity award transactions Proceeds from employee stock purchase plan contributions Net cash (used in) provided by financing activities Effect of exchange rates Net (decrease) increase in cash, cash equivalents, and restricted cash Cash, cash equivalents, and restricted cash - beginning of period 750,000 (164) (17,329) (17,329) (10,037) (10,03			_		
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Proceeds from exercise of stock options 2,823 3,114 Payments of tax withholdings on net settlement of equity awards (17,329) — Net payments of tax withholdings on sell-to-cover equity award transactions Proceeds from employee stock purchase plan contributions 6,356 — Net cash (used in) provided by financing activities (18,187) 1,442,913 Effect of exchange rates (2,738) 2,313 Net (decrease) increase in cash, cash equivalents, and restricted cash (89,506) 1,438,577 Cash, cash equivalents, and restricted cash - beginning of period 1,768,723 371,190	·		_		
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Net payments of tax withholdings on sell-to-cover equity award transactions Proceeds from employee stock purchase plan contributions Net cash (used in) provided by financing activities (18,187)			(17,329)		
Net cash (used in) provided by financing activities(18,187)1,442,913Effect of exchange rates(2,738)2,313Net (decrease) increase in cash, cash equivalents, and restricted cash(89,506)1,438,577Cash, cash equivalents, and restricted cash - beginning of period1,768,723371,190					_
Effect of exchange rates(2,738)2,313Net (decrease) increase in cash, cash equivalents, and restricted cash(89,506)1,438,577Cash, cash equivalents, and restricted cash - beginning of period1,768,723371,190	Proceeds from employee stock purchase plan contributions		6,356		_
Effect of exchange rates(2,738)2,313Net (decrease) increase in cash, cash equivalents, and restricted cash(89,506)1,438,577Cash, cash equivalents, and restricted cash - beginning of period1,768,723371,190			(18,187)		1,442,913
Net (decrease) increase in cash, cash equivalents, and restricted cash(89,506)1,438,577Cash, cash equivalents, and restricted cash - beginning of period1,768,723371,190		_			
Cash, cash equivalents, and restricted cash - beginning of period 1,768,723 371,190	•				
			, ,		
σωσι, σωσι. σημι. ω.σι. το	Cash, cash equivalents, and restricted cash - end of period	\$	1,679,217	\$	1,809,767

¹ Prior period amounts have been combined to conform to current period presentation

UiPath, Inc.

Reconciliation of GAAP Cost of Revenue, Gross Profit and Margin to Non-GAAP Cost of Revenue, Gross Profit and Margin in thousands, except percentages (unaudited)

	 hree Months 2022	s Ende	nded April 30, 2021		
Licenses					
GAAP cost of licenses	\$ 2,537	\$	2,454		
Less: Stock-based compensation expense	_		_		
Less: Amortization of acquired intangible assets	596		646		
Less: Employer payroll tax expense related to employee equity transactions	 				
Non-GAAP cost of licenses	\$ 1,941	\$	1,808		
Subscription services					
GAAP cost of subscription services	\$ 21,045	\$	14,179		
Less: Stock-based compensation expense	3,216		6,214		
Less: Amortization of acquired intangible assets	330		110		
Less: Employer payroll tax expense related to employee equity transactions	 84	_	_		
Non-GAAP cost of subscription services	\$ 17,415	\$	7,855		
Professional services and other					
GAAP cost of professional services and other	\$ 21,434	\$	32,377		
Less: Stock-based compensation expense	3,874		18,931		
Less: Amortization of acquired intangible assets	_		_		
Less: Employer payroll tax expense related to employee equity transactions	 79				
Non-GAAP cost of professional services and other	\$ 17,481	\$	13,446		
Gross profit and margin					
GAAP gross profit	\$ 200,050	\$	137,207		
GAAP gross margin	82%		74%		
Plus: Stock-based compensation expense	7,090		25,145		
Plus: Amortization of acquired intangible assets	926		756		
Plus: Employer payroll tax expense related to employee equity transactions	 163	_			
Non-GAAP gross profit	\$ 208,229	\$	163,108		
Non-GAAP gross margin	85%		88%		

UiPath, Inc.

Reconciliation of GAAP Operating Expenses, Loss, and Margin to Non-GAAP Operating Expenses, (Loss) Income and Margin

in thousands, except percentages (unaudited)

		Three Months Ended April 30, 2022 2021			
Sales and Marketing					
GAAP sales and marketing	\$	189,782	\$	205,751	
Less: Stock-based compensation expense		50,758		119,293	
Less: Amortization of acquired intangible assets		414		161	
Less: Employer payroll tax expense related to employee equity transactions		1,427		315	
Non-GAAP sales and marketing	\$	137,183	\$	85,982	
Research and Development					
GAAP research and development	\$	68,690	\$	93,040	
Less: Stock-based compensation expense		26,623		65,616	
Less: Amortization of acquired intangible assets		_		_	
Less: Employer payroll tax expense related to employee equity transactions		481			
Non-GAAP research and development	\$	41,586	\$	27,424	
General and Administrative					
GAAP general and administrative	\$	57,530	\$	74,415	
Less: Stock-based compensation expense		16,983		40,781	
Less: Amortization of acquired intangible assets		46			
Less: Employer payroll tax expense related to employee equity transactions	_	177			
Non-GAAP general and administrative	\$	40,324	\$	33,634	
Operating Loss					
GAAP operating loss	\$	(115,952)	\$	(235,999)	
GAAP operating margin	Ψ	(47) %		(127) %	
Plus: Stock-based compensation expense		101,454	, 	250,835	
Plus: Amortization of acquired intangible assets		1,386		917	
Plus: Employer payroll tax expense related to employee equity transactions		2,248		315	
Non-GAAP operating (loss) income	\$	(10,864)		16,068	
Non-GAAP operating margin	<u> </u>	(4) %		9%	
,		() / ,		.,•	

UiPath, Inc.

Reconciliation of GAAP Net Loss and GAAP Net Loss Per Share to Non-GAAP Net (Loss) Income and Non-GAAP Net (Loss) Income Per Share

in thousands, except per share data (unaudited)

	Th	Three Months Ended April 30	
		2022	2021
GAAP net loss	\$	(122,561) \$	(239,663)
Plus: Stock-based compensation expense		101,454	250,835
Plus: Amortization of acquired intangible assets		1,386	917
Plus: Employer payroll tax expense related to employee equity transactions		2,248	315
Tax adjustments to add-backs ¹		_	(745)
Non-GAAP net (loss) income	\$	(17,473) \$	11,659
GAAP net loss per share, basic and diluted	\$	(0.23) \$	(1.11)
GAAP weighted average common shares outstanding, basic and diluted		541,902	215,352
Plus: Unweighted adjustment for conversion of preferred to common stock in connection with IPO		_	278,768
Plus: Unweighted adjustment for common stock issued in connection with IPO		_	11,831
Non-GAAP weighted average common shares outstanding, basic		541,902	505,951
Plus: Dilutive potential common shares from outstanding equity awards		_	52,074
Non-GAAP weighted average common shares outstanding, diluted		541,902	558,025
Non-GAAP net (loss) income per share, basic	\$	(0.03) \$	0.02
Non-GAAP net (loss) income per share, diluted	\$	(0.03) \$	0.02
¹ Estimated using blended annual effective tax rate and net operating losses available to offset.			

UiPath, Inc.

Reconciliation of GAAP Operating Cash Flow to Non-GAAP Adjusted Free Cash Flow

in thousands (unaudited)

		Three Months Ended April 30,				
			2022	2021		
(GAAP net cash used in operating activities	\$	(52,884)	\$	(17,522)	
	Purchases of property and equipment		(9,692)		(2,200)	
	Capitalization of software development costs		_		(410)	
	Cash paid for employer payroll taxes related to employee equity transactions		3,034		_	
	Net payments of employee tax withholdings on stock option exercises		5,757		_	
	Non-GAAP adjusted free cash flow	\$	(53,785)	\$	(20,132)	

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Source: UiPath, Inc.