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Investor Presentation

November 2025



Forward-Looking Statements & Disclaimers

This presentation of Veritone, Inc. (the “Company”) contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that involve substantial risks and uncertainties. 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. The forward-looking statements contained in this presentation reflect our current views with respect to future events, our business outlook including for the third quarter of 2025 and the year ended December 31, 2025, and with respect to the future growth of our business and market opportunity.

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, 2024, our Quarterly Report on Form 10-Q for the quarter ended March 31, 2025, our Quarterly Report on Form 10-Q for the quarter ended June 30, 2025, our Quarterly Report on Form 10-Q for the quarter ended September 30, 2025 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 ability to continue as a going concern, our requirements for additional capital and liquidity to support our operations, our business growth, our ability to service our debt obligations and repay or refinance maturing debt obligations, and the availability of such capital on acceptable terms, if at all; our ability to expand our aiWARE SaaS business; declines or limited growth in the market for AI-based software applications and concerns over the use of AI that may hinder the adoption of AI technologies; our ability to manage, and obtain the benefits from, our cost reduction efforts; 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; our ability to realize the intended benefits of our acquisitions, sales, divestitures and other existing or planned cost-saving measures, including the sale of our full-service advertising agency, Veritone One, LLC, and our ability to successfully integrate our acquisition of Broadbean, Inc. and certain of its affiliates; 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 the Russia-Ukraine conflict, the Israel-Hamas war and conflict in the surrounding regions, 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, 2024, 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. The historical financial results of Veritone One are reflected in this earnings presentation as discontinued operations and, as such, have been excluded from continuing operations for all periods presented on a retrospective basis, unless otherwise stated. Unless otherwise noted, amounts and disclosures throughout the presentation relate to the Company’s continuing operations.

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), 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.





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

2014

NASDAQ:

VERI

Employees:

430+*

Software, products &
services customers:

3,020+

A decade+ of leading the way

AI that uplevels people, businesses and communities

2015

- ROI Media becomes Veritone Media

2017

- Initial Public Offering on NASDAQ
- Veritone aiWARE™ established

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

2021

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

2023

- Launches GenAI
- Veritone acquires Broadbean and forms Veritone Hire

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
- Completes two equity capital raises totaling more than \$100 million 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

2014

- Series B financing complete
- Acquires ROI Media

2016

2018

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

2020

- USPTO issued three patents to Veritone

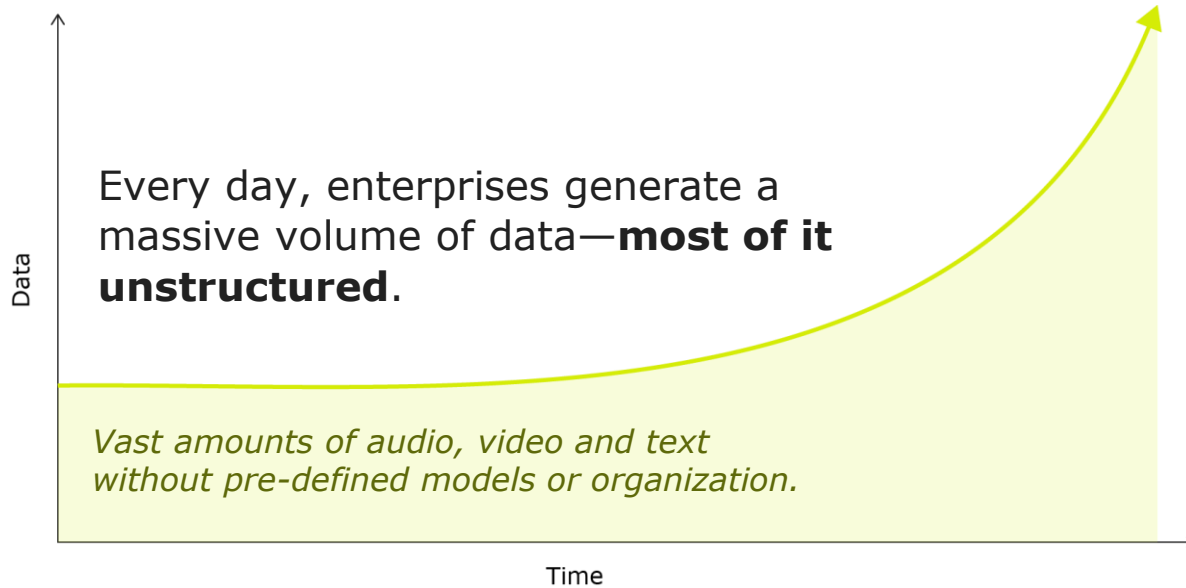
2022

- Veritone acquires PandoLogic

2024

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

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.



Unstructured data in, intelligence and automation out.



Video

Entertainment archives • Bodycam footage • Sports broadcasts
Drone footage • CCTV • News broadcasts • Courtroom recordings



Audio

Radio broadcast • Podcasts • Interviews • Phone call recordings
Audio books • Legal Proceedings • Air Traffic Control communications



Text

Text messages • Transcripts & captions • Evidence files • Emails • Forms • Applications
Log files • Contracts & Legal documents • IoT sensor data • Resumes & Job Requisitions



Images

Social media • Police databases • Medical imaging • Retail & product photography
• LPR • Satellite imagery • Document scans • Crime scene photos • ID Verification

Veritone aiWARE

**Ingesting vast amounts of audio, video, image, and text -
every day - and making it usable in real time.**

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862

Unique AI Models Used

10.69

Petabytes Processed

58.43M

Hours of Media Processed

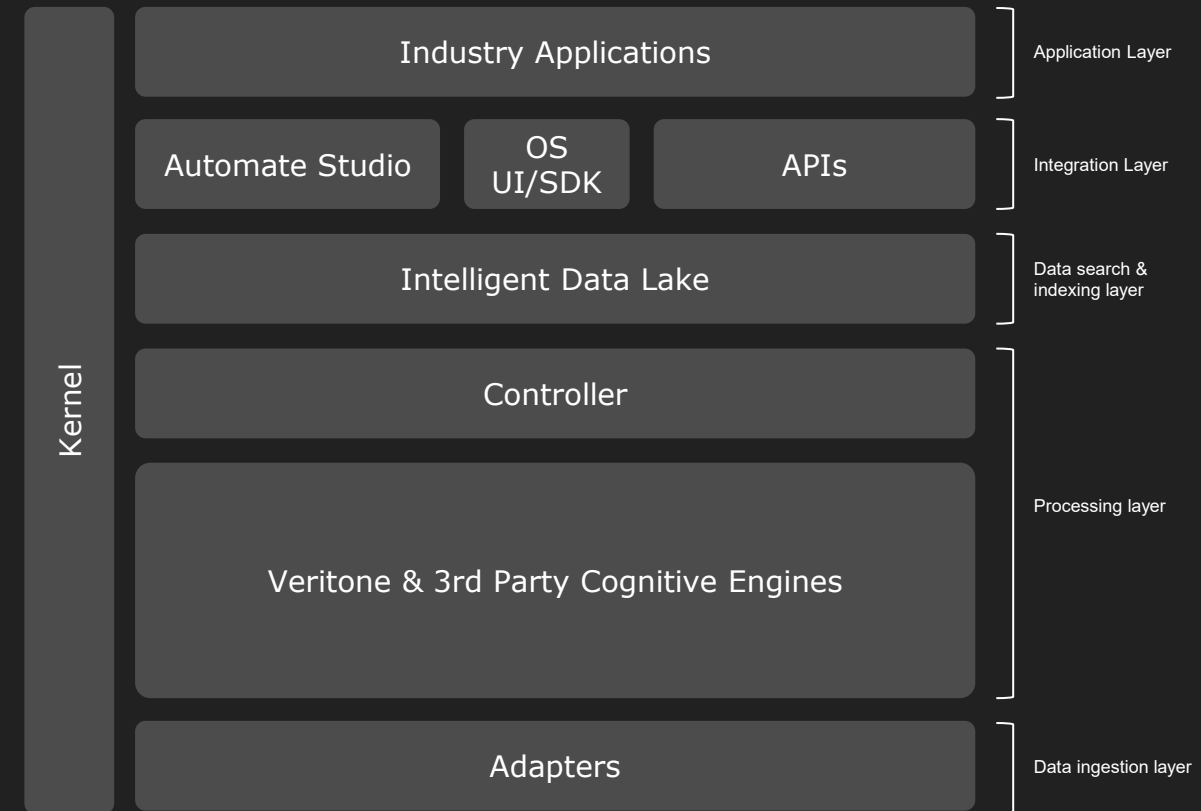
...in 2024 alone

Veritone aiWARE

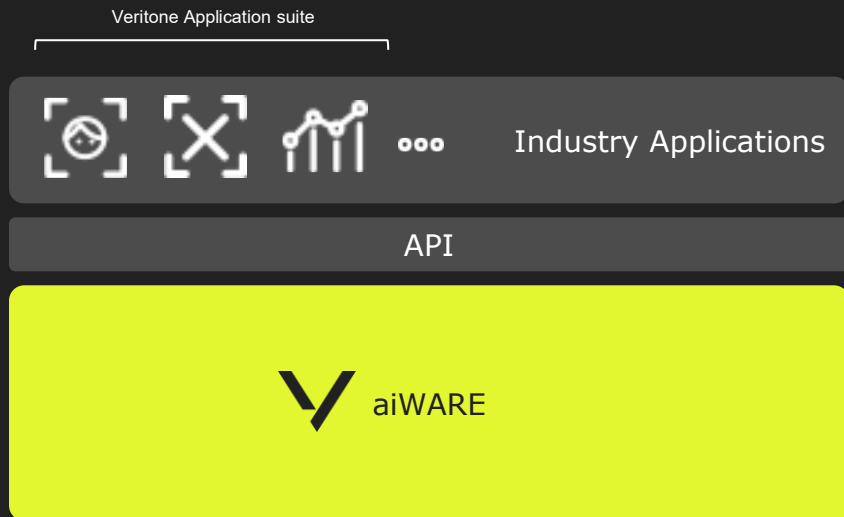
- **AI Platform:** A proprietary AI operating system that supports and offers hundreds of cognitive and generative AI models to analyze, organize, and act on data in near real-time.
- **Intelligent Data Lake:** A central repository and key source of powering ingestion and enriching vast volumes of structured and unstructured data, serving as the foundation for AI-driven analysis, discovery, and action.
- **Multi-Engine Flexibility:** aiWARE seamlessly integrates and manages hundreds of pre-trained generative and large language AI models—from transcription to object detection—so companies can switch models based on specific needs.
- **Unified Platform:** Unlike competitors offering single AI tools, aiWARE delivers a comprehensive ecosystem to streamline multiple use cases (e.g., facial recognition, sentiment analysis).
- **Low-Code/No-Code Interface:** Democratizes AI adoption by allowing customers to deploy cognitive models without deep technical expertise.
- **Interoperability:** Works with existing enterprise workflows across sectors and allows organizations to switch between AI engines based on performance or use case—no vendor lock-in.
- **Scalability:** AI that grows with businesses, whether for real-time analytics, compliance, or automation.



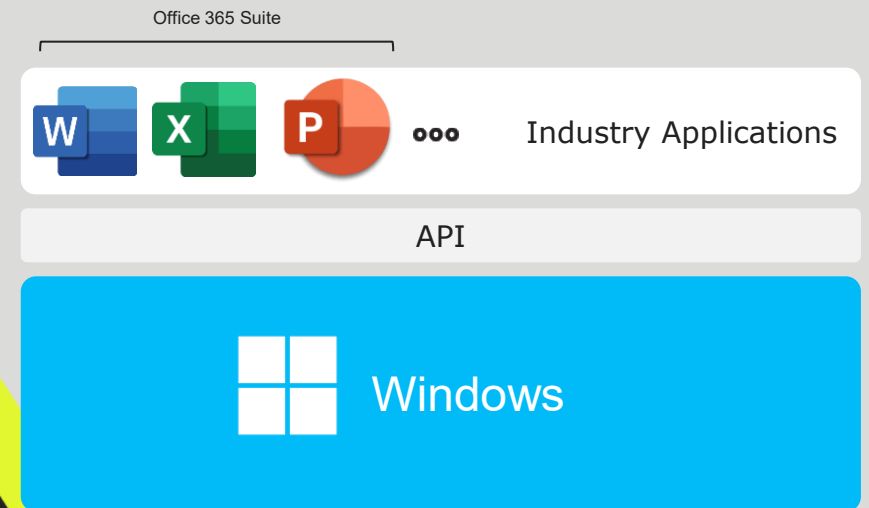
Enterprise AI OS



An Operating system for AI



...compare to a computational OS



Empowering a
robust partner &
customer
ecosystem.



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.



Complexity of AI adoption

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



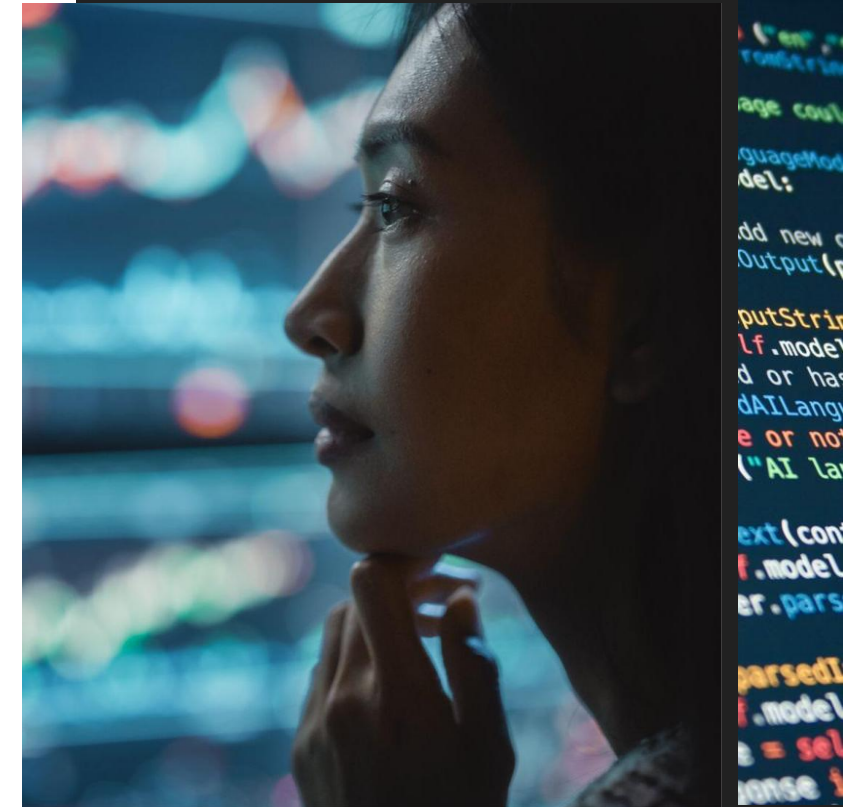
Restricted AI ecosystems

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



Slow & inefficient workflows

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



Our AI applications and custom-built AI solutions unlock tremendous value for **commercial enterprise**.

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



Data services

Our data offerings transform disorganized, fragmented data into a unified, accurate, and privacy-compliant ecosystem, empowering organizations



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



Content management & monetization

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



AI application dev / AI workflow

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



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



SELECTED PARTNERS



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



Transform data. Power Intelligence.

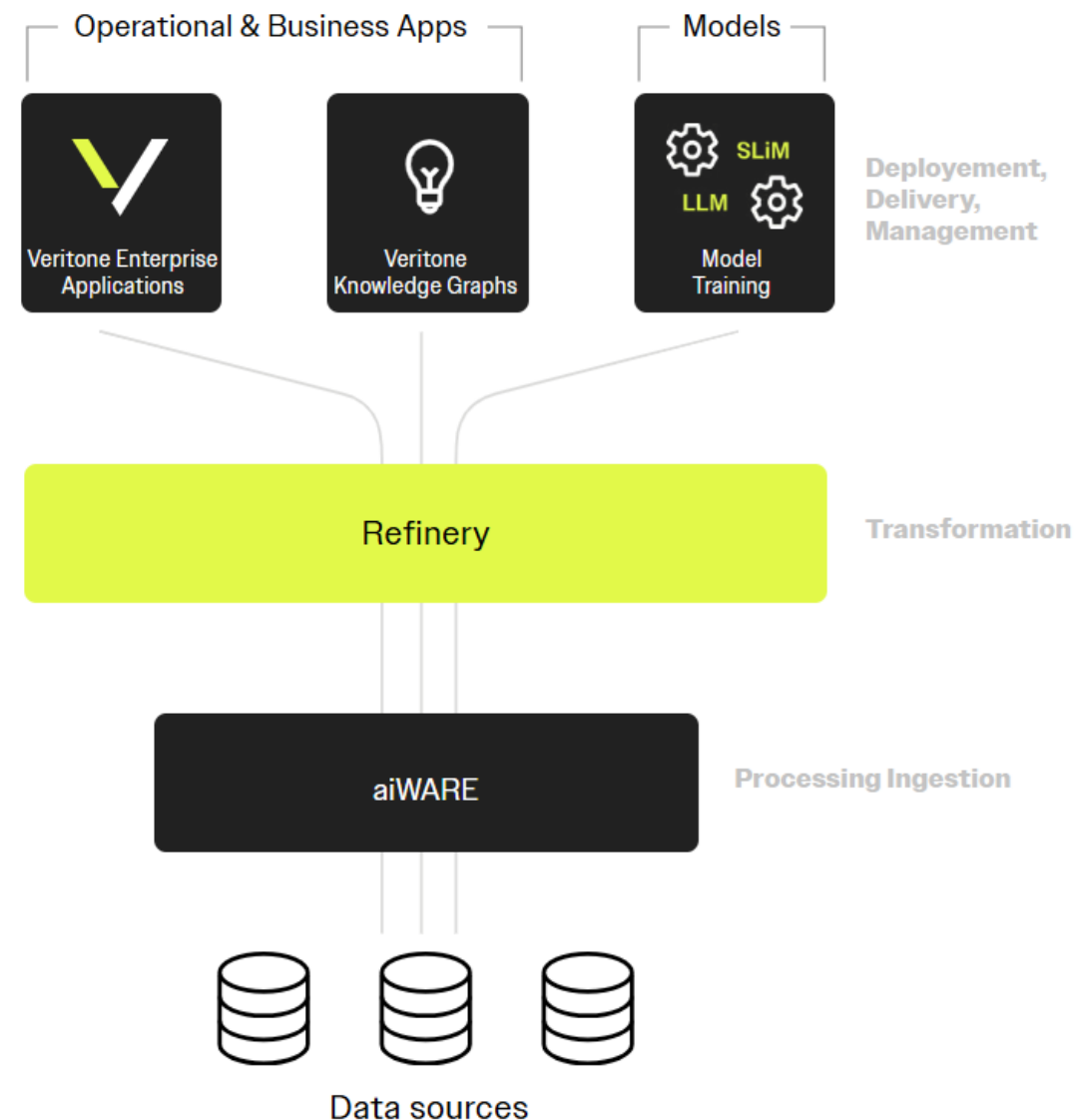
Meet Veritone Data Refinery (VDR).

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:

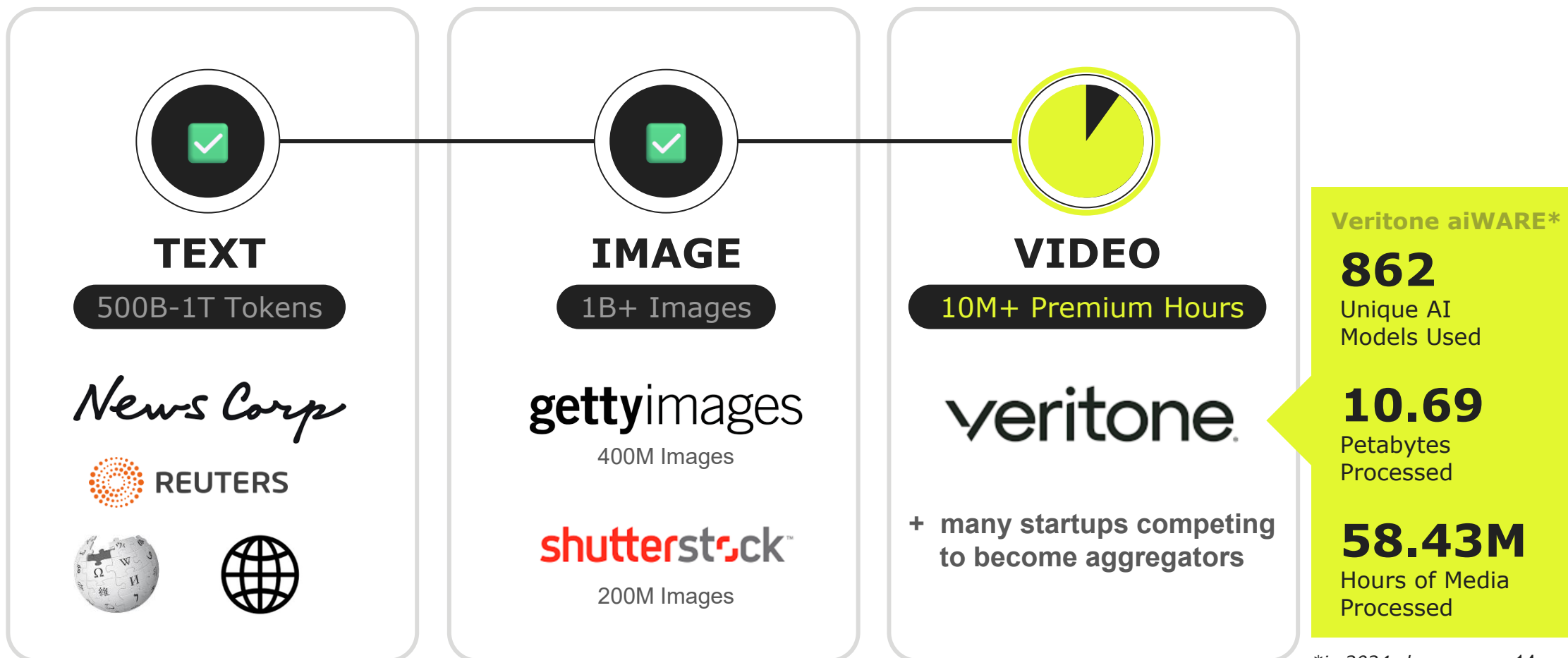
- + Extract immediate value and ROI out of Veritone's 20 award-winning applications*, serving both Public and Commercial sectors
- + Identify custom AI solution and development needs, including training and fine-tuning AI cognitive and large language models; or
- + Explore monetization opportunities through third-party data licensing.

**Several applications have received multiple awards since 2017.*



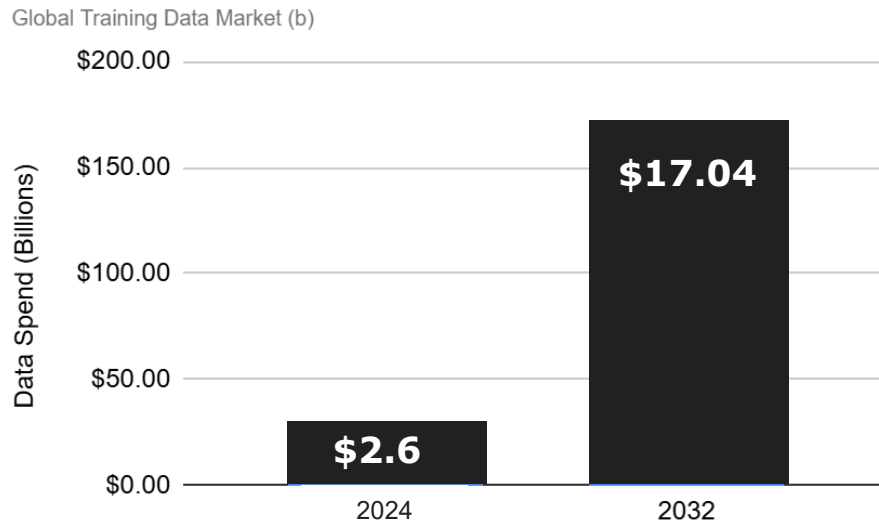
Premium training data is essential.

As AI models' data needs advance from Text, to Images, to Audio & Video, Veritone is uniquely and strategically positioned to capitalize on this audio and video market demand.

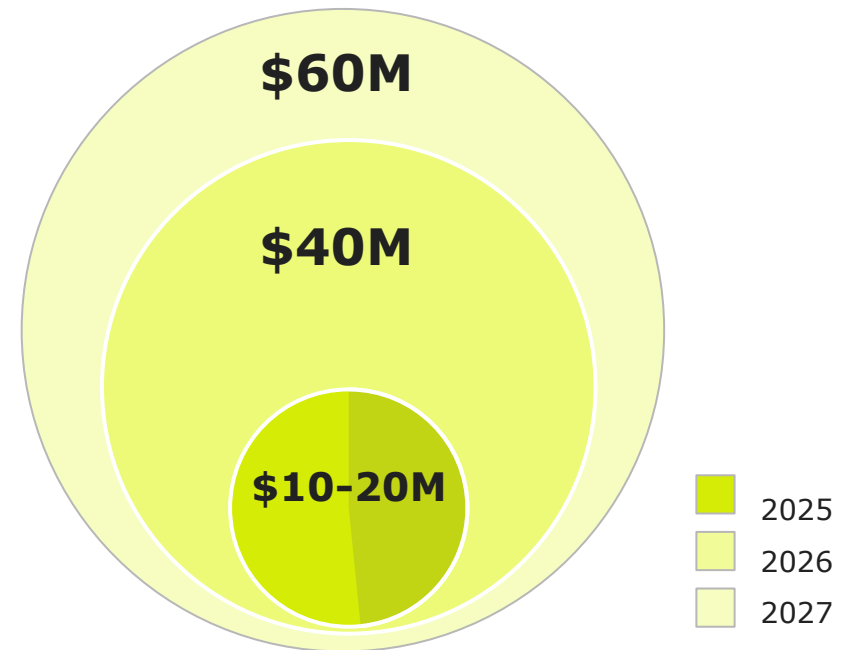


Significant revenue opportunities.

\$17B Training Data Market¹



Potential Veritone Revenue Opportunity²



¹Sources: <https://www.fortunebusinessinsights.com/ai-training-dataset-market-109241>
<https://www.grandviewresearch.com/industry-analysis/ai-training-dataset-market>

²Based on management's expectations

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 3,200 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



Recent Business Highlights

**Nov
6**

Announced Agreement with Note and Debt Holders to Pay Down 100% of its Senior Secured Term Debt and Approximately 50% of its Convertible Notes

Immediately following the repayment we expect to (i) have approximately \$34 million in unencumbered cash and approximately \$45 million in convertible debt, down from \$127 million in consolidated debt at September 30, 2025 and (ii) reduce our forecasted debt carry costs from approximately \$14 million per year to \$0.8 million per year.

**Sept
23**

Veritone Adds ESPN Audio Content to NCAA Championships Licensing

Veritone announced an agreement with ESPN to license its extensive archive of sports audio content from NCAA Div. I Championships.

**Oct
28**

Veritone Expands CBS News Partnership and Adds CBS Media Ventures' Iconic Entertainment Programs

Veritone announced it expanded its partnership with CBS News to include many of CBS Media Ventures' iconic entertainment properties.

**Sept
10**

Veritone Announces Pricing of \$25 Million Public Offering

Veritone announced the pricing of an underwritten public offering of 10,931,560 shares of its common stock. The shares of common stock were sold at a public offering price of \$2.63 per share. The aggregate gross proceeds to Veritone from this offering were approximately \$29 million, before deducting underwriting discounts and commissions and other estimated offering expenses payable by Veritone.

**Oct
16**

Veritone Announces Equity Offering of \$75 Million

Veritone announced that it entered into a definitive agreement providing for the purchase and sale of an aggregate of 12,864,494 shares of common stock at a purchase price of \$5.83 per share in a registered direct offering. The closing of the registered direct offering occurred on October 17, 2025. Needham & Company acted as sole placement agent in the registered direct offering for certain investors.

**Aug
21**

Veritone Partners with Newsmax to Monetize Expansive Content Library

Veritone announced a new partnership with Newsmax, one of America's leading news networks. This collaboration will bring Veritone's advanced Digital Media Hub (DMH) technology and licensing expertise to Newsmax, enabling it to modernize its newsroom production workflows and unlock the value of its 20-year content archive.

**Oct
14**

Veritone Announces VDR Contract Wins with Leading Hyperscalers and Updates Q3 Financial Outlook

Announced major contract wins to deploy its Veritone Data Refinery (VDR) product offering with leading hyperscalers and announced preliminary, unaudited results for Q3 2025.

Earnings Results Snapshot

Key indicators in 3Q25¹

Financials

\$29.1M

3Q25
Total Revenue
(+32.4% YoY)

\$22.8M

3Q25
Software Products &
Services Revenue
(+55.5% YoY)

\$36.2M

Cash & Cash
Equivalents²

KPIs

3,021

3Q25 Total Software
Products & Services
Customers²

\$68.8M

3Q25 Annual
Recurring Revenue³

>90%

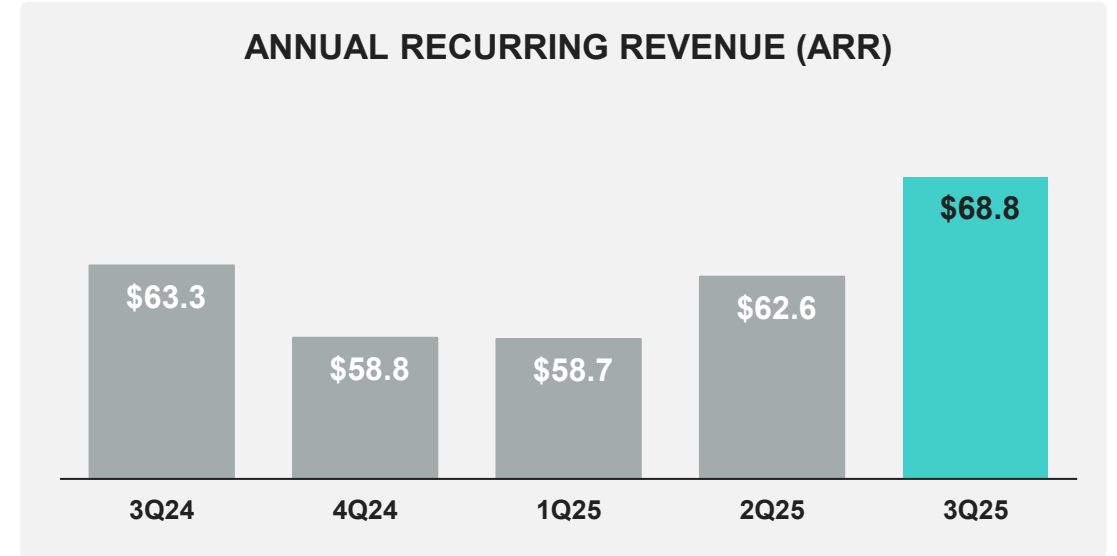
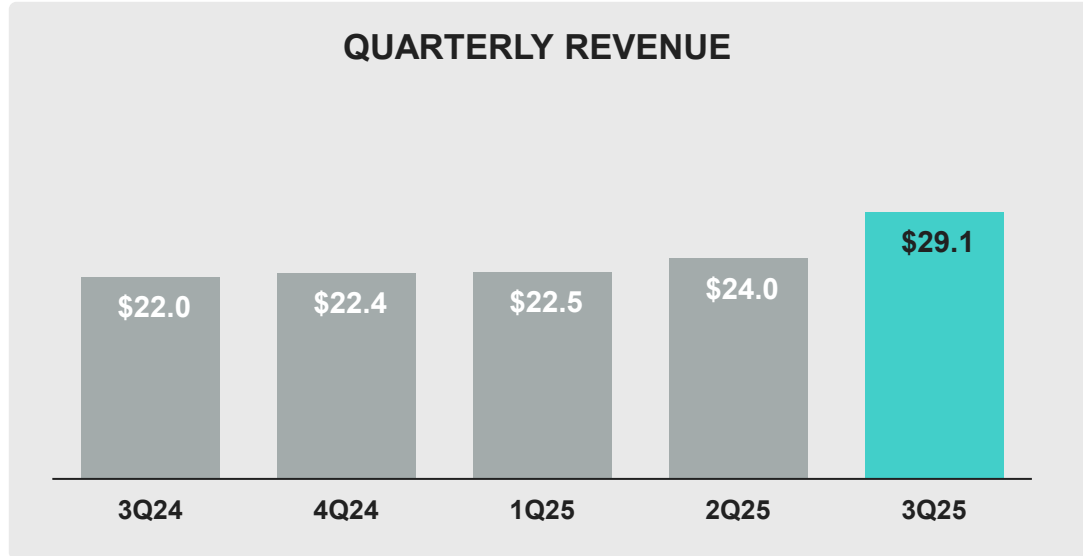
3Q25 Gross Revenue
Retention^{2,3}

Financial Update



3Q25 Financial Highlights

\$ in Millions



Gross Revenue Retention⁽¹⁾

>90%



Total Software Products & Services Customers⁽¹⁾

3,021



Revenue CAGR (2017-2025E)⁽²⁾

+26%

(1) As of September 30, 2025.

(2) Includes contribution from PandoLogic starting in 9/14/2021 and contribution from Broadbean starting on 6/13/2023. Revenue estimates represent the midpoint of Management's Guidance Range provided November 6, 2025.

Quarterly Key Performance Indicators

<i>\$ in Thousands</i>	Three Months Ended September 30, 2025	Three Months Ended September 30, 2024	Percent Change
Revenue	\$29,118	\$21,993	32.4%
Loss from Operations	\$(15,802)	\$(22,492)	(29.7)%
Net Loss	\$(26,880)	\$(21,746)	23.6%
Gross Profit	\$18,709	\$14,655	27.7%
Non-GAAP Gross Profit ¹	\$20,551	\$15,668	31.2%
Non-GAAP Net Loss ¹	\$(5,796)	\$(7,113)	(18.5)%
Total New Bookings ²	\$21,470	\$16,471	30.4%

(1) See Appendix for reconciliation of Non-GAAP Gross Profit to Loss from Operations and Non-GAAP Net Loss to Net Loss.

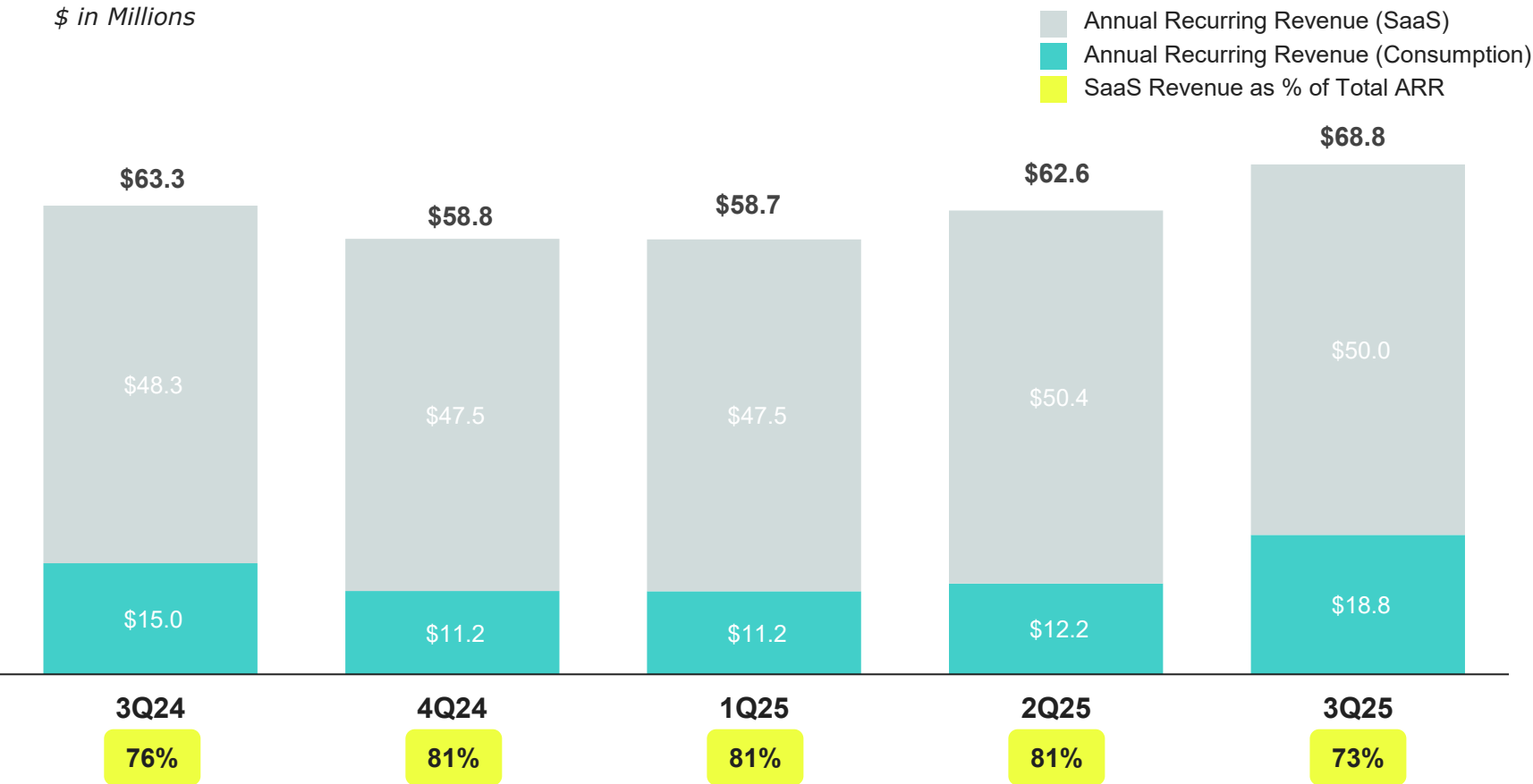
(2) See Appendix for definition of "Total New Bookings"

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Diverse Revenue Mix

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



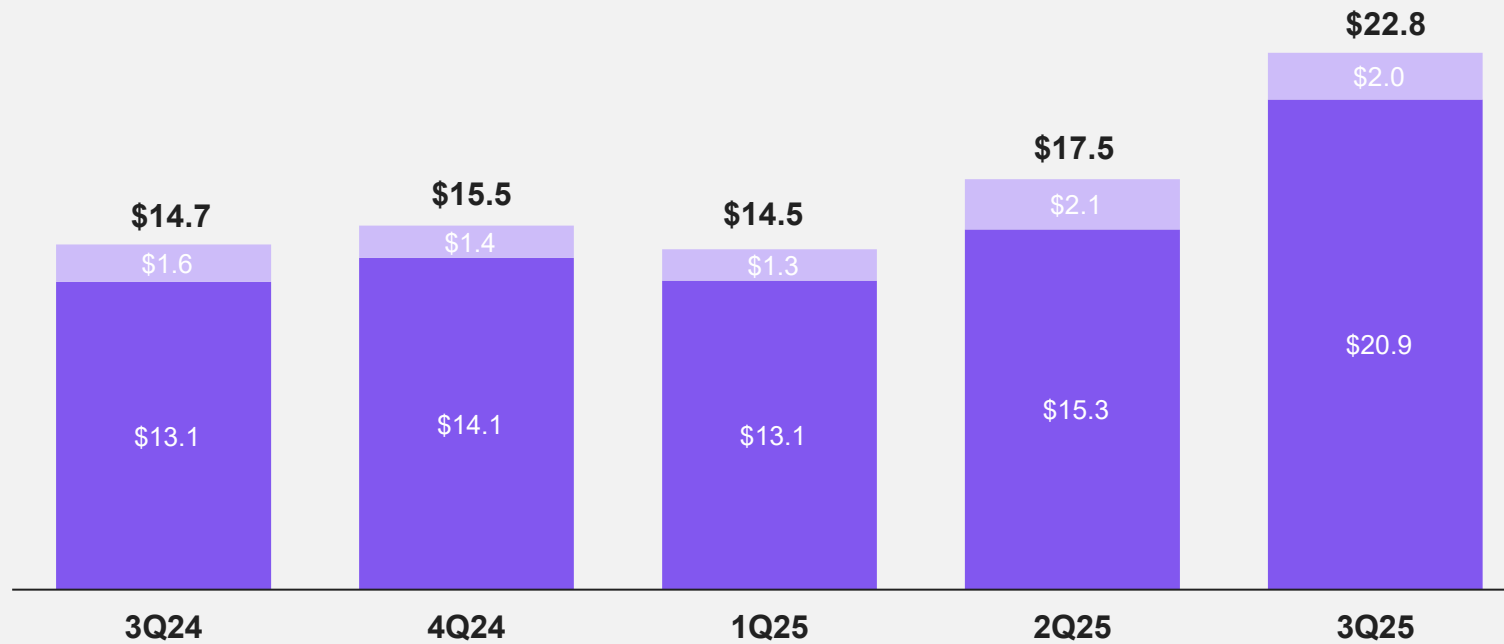
9%
YoY Increase
Annual Recurring Revenue (SaaS)



Software Products & Services

REVENUE PERFORMANCE

\$ in Millions



3Q25 YoY Change

Public Sector	24%
Commercial	59%

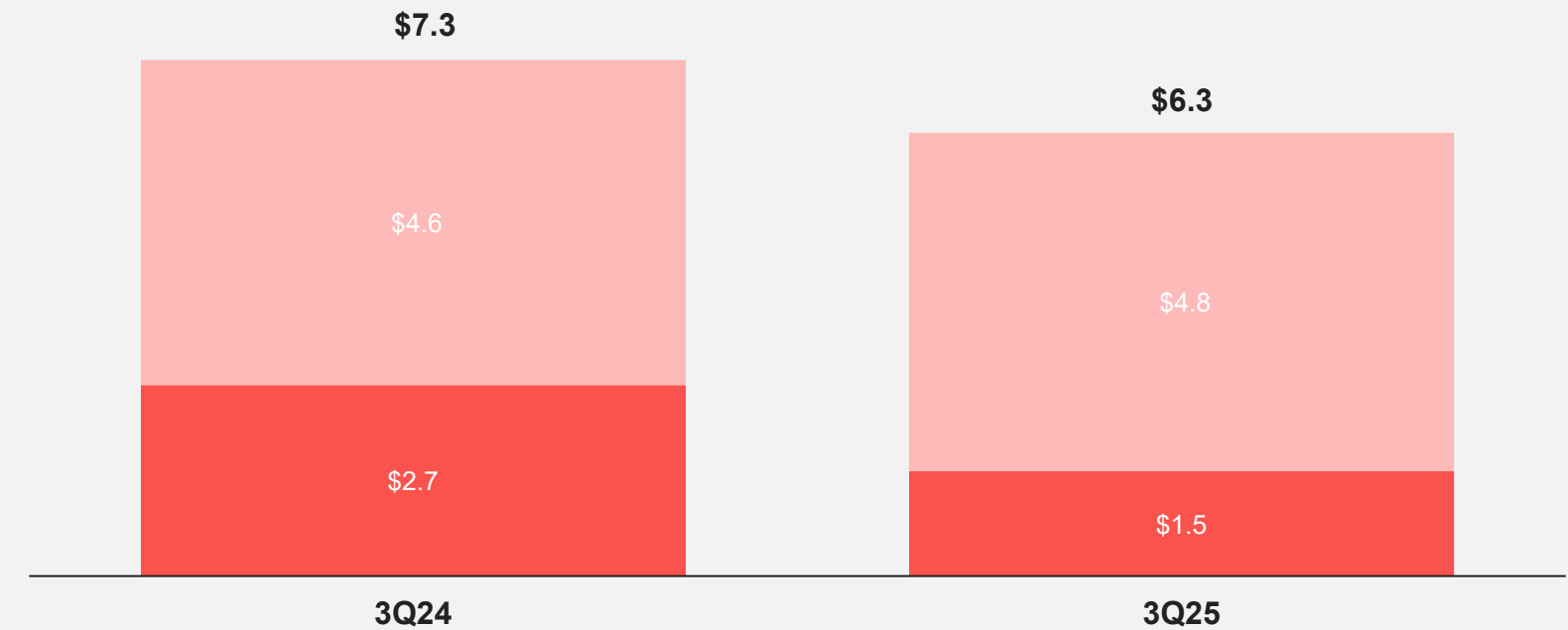
3Q HIGHLIGHTS

- **Software Products & Services Revenue of \$22.9 million**
- **Total ARR (SaaS and Consumption) of \$68.8 million from 3,021 Total Software Products & Services Customers**, including ARR (SaaS) of \$50.0 million, representing 73% of total ARR, from subscription-based customers.

Managed Services

REVENUE PERFORMANCE

\$ in Millions



3Q25 YoY Change

Licensing	4%
Representation Services	(44)%

3Q HIGHLIGHTS

- Managed Services Revenue of \$6.3 million



Balance Sheet Summary

<i>\$ in Thousands</i>	Three Months Ended September 30, 2025	Three Months Ended December 31, 2024
Cash and Cash Equivalents	\$36,233	\$16,911
Current Assets	\$84,709	\$59,406
Total Assets	\$200,221	\$198,060
Current Liabilities	\$64,656	\$60,957
Total Liabilities	184,203	\$184,608
Stockholders' Equity	\$16,018	\$13,452
Common Shares Outstanding	70,948,156	40,217,628



Appendix



Outlook

Revenue and Non-GAAP Net Loss

<i>\$ in Thousands</i>	FY25 E	4Q25 E
Revenue	\$109.0M – \$115.0M	\$33.4M – \$39.4M
Non-GAAP Net Loss ¹	\$(31.6)M – \$(26.0)M	\$(5.0)M – \$(1.5)M

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



Quarterly GAAP to Non-GAAP Reconciliation (Unaudited)

<i>\$ in Thousands</i>	Three Months Ended September 30, 2024	Three Months Ended September 30, 2025
Net loss	\$ (21,746)	\$ (26,880)
Net income from discontinued operations, net of income taxes	(765)	—
Interest expense, net	2,987	2,908
Income taxes	(2,575)	(283)
Depreciation and amortization	7,152	7,370
Stock-based compensation	2,099	1,643
Change in fair value of earnout receivable	—	7,997
Contingent purchase compensation expense	367	137
Foreign currency impact and other	(393)	472
Acquisition and due diligence costs	368	664
Severance and executive transition costs	1,409	176
Non-GAAP net loss from continuing operations	(11,097)	(5,796)
Non-GAAP net income from discontinued operations ¹	3,984	—
Non-GAAP net loss	\$ (7,113)	\$ (5,796)

(1) A reconciliation of non-GAAP net income from discontinued operations to GAAP net income from discontinued operations for the three months ended September 30, 2024, is set forth in the table below.



Reconciliation of GAAP Net Income from Discontinued Operations to Non-GAAP Net Income from Discontinued Operations (Unaudited)

<i>\$ in Thousands</i>	Three Months Ended September 30, 2024
Net income from discontinued operations, net of income taxes	\$ 765
Interest expense, net	1,699
Income taxes	26
Depreciation and amortization	87
Stock-based compensation	82
Acquisition and due diligence costs	1,292
Severance and executive transition costs	33
Non-GAAP net income from discontinued operations	\$ 3,984



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

<i>\$ in Millions</i>	Three Months Ending December 31, 2025	Year Ending December 31, 2025
Net loss	\$(18.7) to \$(13.3)	\$(93.2) to \$(85.7)
Interest expense, net	\$2.9	\$11.9
Income taxes	\$(0.2)	\$0.1
Depreciation and amortization	\$8.0 to \$7.0	\$29.5 to \$28.5
Stock-based compensation	\$1.8 to \$1.4	\$6.9 to \$6.5
Change in fair value of earnout receivable	\$—	\$7.2
Contingent purchase compensation expense	\$0.2	\$0.5
Foreign currency impact and other	\$—	\$0.3
Acquisition and due diligence costs	\$—	\$1.5
Severance and executive transition costs	\$—	\$1.7
Lender consent fees and other	\$1.0 to \$0.5	\$2.0 to \$1.5
Non-GAAP net loss	\$(5.0) to \$(1.5)	\$(31.6) to \$(26.0)



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

\$ in Thousands	Three Months Ended:	
	September 30, 2025	September 30, 2024
Revenues	\$29,118	\$21,993
Operating expenses:		
Cost of revenue (exclusive of depreciation and amortization)	\$8,567	\$6,325
Depreciation and amortization related to cost of revenue	\$1,842	\$1,013
GAAP gross profit	\$18,709	\$14,655
Depreciation and amortization related to cost of revenue	\$1,842	\$1,013
Non-GAAP gross profit	\$20,551	\$15,668
GAAP gross margin	64.3%	66.6%
Non-GAAP gross margin	70.6%	71.2%



Third Quarter 2025 Revenue Summary

	3Q25 CHANGE			
<i>\$ in Thousands</i>	3Q24	3Q25	Q/Q	Y/Y
Commercial Enterprise				
Software Products & Services	\$13,098	\$20,865	36%	59%
Managed Services	\$7,299	\$6,271	(4)%	(14)%
Subtotal	\$20,397	\$27,136	24%	33%
Public Sector				
Software Products & Services	\$1,596	\$1,982	(7)%	24%
Managed Services	-	-	-	-
Subtotal	\$1,596	\$1,982	(7)%	24%
Total Sales	\$21,993	\$29,118	21%	32%



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 are useful to investors because it more accurately reflects our total customers for our Software Products & Services inclusive of Broadbean.

"Annual Recurring Revenue" is calculated as Annual Recurring Revenue (SaaS), which is an annualized calculation of the monthly recurring revenue in the last month of the calculated quarter for all active Software Products & Services customers, combined with Annual Recurring Revenue (Consumption), which is the trailing twelve-month calculation of all non-recurring and/or consumption-based revenue for all active Software Products & Services customers. Management uses "Annual Recurring Revenue" and we believe Annual Recurring Revenue is useful to investors it provides insight into the growth of our revenue.

"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 Broadbean significantly increases our mix of 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.

"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 Broadbean significantly increases our mix of 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.

"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 defined as the Company's net income (loss), adjusted to exclude net income from discontinued operations, net of income taxes, 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, (gain) loss on asset disposition, severance and executive transition costs, lender consent fees, and non-GAAP net income from discontinued operations.

"Non-GAAP Net Income (Loss) from Continuing Operations" is defined as net loss from continuing operations adjusted to exclude net income from discontinued operations, net of income taxes, 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, (gain) loss on asset disposition, severance and executive transition costs, and other non-recurring items.

"Non-GAAP Net Income from Discontinued Operations" is net income from discontinued operations adjusted to exclude interest expense, net, income taxes, depreciation and amortization, stock-based compensation, acquisition due diligence costs, and severance and executive transition costs.

"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.



Thank you.

