

VERITONE, INC.
SUPPLEMENTAL FINANCIAL INFORMATION
(Q1 2026)

This document contains the following unaudited supplemental financial and business information:

Page:

1. Reconciliation of Non-GAAP Net Income (Loss) to GAAP Net Loss for the Three Months Ended March 31, 2026, and March 31, 2025;
2. Reconciliation of Non-GAAP Gross Profit to GAAP Gross Profit for the Three Months Ended March, 31, 2026 and March 31, 2025;
3. Reconciliation of Expected Non-GAAP Net Loss Range to Expected GAAP Net Loss Range for the Year Ending December 31, 2026;
4. Supplemental Revenue Detail for the Three Months Ended March, 31, 2026 and March 31, 2025; and
5. Supplemental Revenue Breakdown and Comparisons for the Three Months Ended March, 31, 2026 and March 31, 2025.

Explanatory Notes

The accompanying financial information excludes all financial statement disclosures and other information required by generally accepted accounting principles (GAAP) and Securities and Exchange Commission (SEC) rules and regulations. However, Veritone has previously filed, or has publicly disclosed and will file, with the SEC, financial statements for each of the above noted periods that were prepared in accordance with generally accepted accounting principles and SEC rules and regulations. The accompanying financial information is derived from the books and records of Veritone that were used to prepare those financial statements. Accordingly, the accompanying information should be read in conjunction with Veritone's consolidated financial statements and notes thereto filed with the SEC for each respective period. We believe that quarter-to-quarter comparisons of results from operations, or any other similar period-to-period comparisons, should not be construed as reliable indicators of our future performance.

The accompanying financial information includes certain non-GAAP financial measures. The items excluded from these non-GAAP financial measures and a reconciliation of such non-GAAP results and guidance with the Company's most directly comparable GAAP results and guidance are detailed on the following pages. The Company has provided these non-GAAP financial measures and KPIs 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.

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

VERITONE, INC.
RECONCILIATION OF NON-GAAP NET INCOME (LOSS) TO GAAP NET LOSS (UNAUDITED)
(in thousands)

	Three Months Ended	
	March 31, 2026	March 31, 2025
Net loss	\$ (19,508)	\$ (19,875)
Interest expense, net	—	2,628
Income taxes	178	(326)
Depreciation and amortization	(613)	6,948
Stock-based compensation	5,778	1,743
Change in fair value of earnout receivable	1,191	(3,654)
Contingent purchase compensation expense	—	75
Foreign currency impact and other	639	(416)
Acquisition and due diligence costs	85	268
Severance and executive transition costs	362	465
Other items(1)	—	1,014
Non-GAAP net loss	<u>\$ (11,888)</u>	<u>\$ (11,130)</u>

(1) Other items represent other expenses that are not indicative of our ongoing operations, which, for the three months ended March 31, 2025, comprised of fees paid to the lenders in connection with the limited consent to the Company's Credit Agreement.

VERITONE, INC.
RECONCILIATION OF NON-GAAP GROSS PROFIT TO GAAP GROSS PROFIT (UNAUDITED)
(in thousands)

	Three Months Ended	
	March 31, 2026	March 31, 2025
Revenue	\$ 20,259	\$ 22,463
Operating expenses:		
Cost of revenue (exclusive of depreciation and amortization)	6,550	7,834
Depreciation and amortization related to cost of revenue	1,280	915
GAAP gross profit	12,429	13,714
Depreciation and amortization related to cost of revenue	1,280	915
Non-GAAP gross profit	\$ 13,709	\$ 14,629
GAAP gross margin	61.4 %	61.1 %
Non-GAAP gross margin	67.7 %	65.1 %

VERITONE, INC.
RECONCILIATION OF EXPECTED NON-GAAP NET LOSS RANGE
TO EXPECTED GAAP NET LOSS RANGE (UNAUDITED)
(in millions)

	Year Ending December 31, 2026
Net loss	\$(43.3) to \$(53.8)
Interest expense, net	\$0.8
Depreciation and amortization	\$21.5 to \$22.5
Stock-based compensation	\$6.0 to \$6.5
Acquisition and due diligence costs	\$1.50
Non-GAAP net loss	\$(13.5) to \$(22.5)

VERITONE, INC.
SUPPLEMENTAL REVENUE DETAIL (UNAUDITED)
(in thousands)

	Three Months Ended	
	March 31, 2026	March 31, 2025
Software Products & Services	\$ 13,815	\$ 14,483
Managed Services:		
Representation Services	1,976	2,771
Licensing	4,468	5,209
Total Managed Services	6,444	7,980
Total revenue	\$ 20,259	\$ 22,463

VERITONE, INC.
SUPPLEMENTAL REVENUE BREAKDOWN AND COMPARISONS (UNAUDITED)

	Three Months Ended	
	March 31, 2026	March 31, 2025
Total Software Products & Services Customers ⁽¹⁾	2,897	3,156
Annual Recurring Revenue (SaaS) (in 000's) ⁽²⁾	\$ 47,423	\$ 47,494
Annual Recurring Revenue (Consumption) (in 000's) ⁽³⁾	\$ 16,797	\$ 11,223
Annual Recurring Revenue (in 000's) ⁽⁴⁾	\$ 64,220	\$ 58,717
Total New Bookings (in 000's) ⁽⁵⁾	\$ 15,988	\$ 15,835
Gross Revenue Retention ⁽⁶⁾	>90%	>90%

(1) “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.

(2) “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.

(3) “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.

(4) “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.

(5) “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).

(6) “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.