

A10 NETWORKS, INC.

Condensed Consolidated Statements of Operations

(unaudited, in thousands, except per share data, on a US GAAP basis)

	Three Months Ended									Years Ended	
	Dec. 31, 2017	Mar. 31, 2018	Jun. 30, 2018	Sep. 30, 2018	Dec. 31, 2018	Mar. 31, 2019	Jun. 30, 2019	Sep. 30, 2019	Dec. 31, 2019	Dec. 31, 2018	Dec. 31, 2019
Revenue:											
Products	\$ 32,973	\$ 28,149	\$ 39,224	\$ 38,265	\$ 39,044	\$ 28,230	\$ 26,785	\$ 30,052	\$ 36,853	\$ 144,682	\$ 121,920
Services	22,544	21,034	21,489	22,237	22,781	22,060	22,404	22,781	\$ 23,463	87,541	90,708
Total revenue	55,517	49,183	60,713	60,502	61,825	50,290	49,189	52,833	60,316	232,223	212,628
Cost of revenue:											
Products	8,145	7,109	9,080	8,790	9,087	7,516	6,891	7,108	8,301	34,066	29,816
Services	3,763	4,775	4,107	4,224	4,724	4,734	4,380	4,812	5,139	17,830	19,065
Total cost of revenue	11,908	11,884	13,187	13,014	13,811	12,250	11,271	11,920	13,440	51,896	48,881
Gross profit	43,609	37,299	47,526	47,488	48,014	38,040	37,918	40,913	46,876	180,327	163,747
Gross margin	78.6 %	75.8 %	78.3 %	78.5 %	77.7 %	75.6 %	77.1 %	77.4 %	77.7 %	77.7 %	77.0 %
Operating expenses:											
Sales & marketing	22,606	26,904	25,788	24,539	25,983	24,483	23,626	22,056	22,618	103,214	92,783
Research & development	13,462	18,797	15,572	15,505	15,283	16,166	14,617	15,784	15,257	65,157	61,824
General & administrative	6,688	11,594	9,858	9,012	9,171	8,358	6,099	2,854	6,393	39,635	23,704
Restructuring expense	—	—	—	—	—	—	—	—	2,530	—	2,530
Total operating expenses	42,756	57,295	51,218	49,056	50,437	49,007	44,342	40,694	46,798	208,006	180,841
Income (loss) from operations	853	(19,996)	(3,692)	(1,568)	(2,423)	(10,967)	(6,424)	219	78	(27,679)	(17,094)
Non-operating income (expense):											
Interest expense	(34)	(33)	(32)	(34)	(30)	(155)	(37)	(30)	(15)	(129)	(237)
Interest and other income (expense), net	210	566	(429)	(131)	1,267	(633)	776	254	522	1,273	919
Total non-operating income (expense), net	176	533	(461)	(165)	1,237	(788)	739	224	507	1,144	682
Income (loss) before income taxes	1,029	(19,463)	(4,153)	(1,733)	(1,186)	(11,755)	(5,685)	443	585	(26,535)	(16,412)
Provision for income taxes	243	207	379	74	422	517	86	270	534	1,082	1,407
Net income (loss)	\$ 786	\$ (19,670)	\$ (4,532)	\$ (1,807)	\$ (1,608)	\$ (12,272)	\$ (5,771)	\$ 173	\$ 51	\$ (27,617)	\$ (17,819)
Net income (loss) per share, basic and diluted	\$ 0.01	\$ (0.27)	\$ (0.06)	\$ (0.02)	\$ (0.02)	\$ (0.16)	\$ (0.08)	\$ 0.00	\$ 0.00	\$ (0.38)	\$ (0.23)
Weighted-average shares used in computing net income (loss) per share:											
Basic	71,145	72,232	72,707	72,707	73,865	74,809	75,712	76,618	77,147	72,882	76,080
Diluted	74,559	72,232	74,634	72,707	75,737	74,809	75,712	79,093	79,248	75,222	78,487

A10 NETWORKS, INC.
Non-GAAP Condensed Consolidated Statements of Operations
(unaudited, in thousands, except per share data)

	Three Months Ended									Years Ended	
	Dec. 31, 2017	Mar. 31, 2018	Jun. 30, 2018	Sep. 30, 2018	Dec. 31, 2018	Mar. 31, 2019	Jun. 30, 2019	Sep. 30, 2019	Dec. 31, 2019	Dec. 31, 2018	Dec. 31, 2019
Revenue:											
Products	\$ 32,973	\$ 28,149	\$ 39,224	\$ 38,265	\$ 39,044	\$ 28,230	\$ 26,785	\$ 30,052	\$ 36,853	\$ 144,682	\$ 121,920
Services	22,544	21,034	21,489	22,237	22,781	22,060	22,404	22,781	23,463	87,541	90,708
Total revenue	55,517	49,183	60,713	60,502	61,825	50,290	49,189	52,833	60,316	232,223	212,628
Cost of revenue:											
Products	8,123	6,978	9,073	8,777	9,060	7,482	6,855	7,070	8,251	33,888	29,658
Services	3,491	4,013	3,917	4,050	4,426	4,444	3,948	4,516	4,723	16,406	17,631
Total cost of revenue	11,614	10,991	12,990	12,827	13,486	11,926	10,803	11,586	12,974	50,294	47,289
Gross profit	43,903	38,192	47,723	47,675	48,339	38,364	38,386	41,247	47,342	181,929	165,339
Gross margin	79.1 %	77.7 %	78.6 %	78.8 %	78.2 %	76.3 %	78.0 %	78.1 %	78.5 %	78.3 %	77.8 %
Operating expenses:											
Sales & marketing	21,651	24,139	25,087	23,920	24,401	23,162	21,722	20,738	21,123	97,547	86,745
Research & development	11,891	15,163	14,316	14,292	13,745	14,582	12,718	13,980	13,143	57,516	54,425
General & administrative	5,877	6,265	5,906	6,914	6,916	6,562	4,895	4,702	5,416	26,001	21,576
Total operating expenses	39,419	45,567	45,309	45,126	45,062	44,306	39,335	39,420	39,682	181,064	162,745
Income (loss) from operations	4,484	(7,375)	2,414	2,549	3,277	(5,942)	(949)	1,827	7,660	865	2,594
Non-operating income (expense):											
Interest expense	(34)	(33)	(32)	(34)	(30)	(155)	(37)	(30)	(15)	(129)	(237)
Interest income and other income (expense), net	210	566	(429)	(131)	1,267	(633)	776	254	522	1,273	919
Total non-operating income (expense), net	176	533	(461)	(165)	1,237	(788)	739	224	507	1,144	682
Income (loss) before provision for income taxes	4,660	(6,842)	1,953	2,384	4,514	(6,730)	(210)	2,051	8,167	2,009	3,276
Provision for income taxes	243	207	379	74	422	517	86	270	389	1,082	1,262
Non-GAAP net income (loss)	\$ 4,417	\$ (7,049)	\$ 1,574	\$ 2,310	\$ 4,092	\$ (7,247)	\$ (296)	\$ 1,781	\$ 7,778	\$ 927	\$ 2,014
Non-GAAP net income (loss) per share:											
Basic	\$ 0.06	\$ (0.10)	\$ 0.02	\$ 0.03	\$ 0.06	\$ (0.10)	\$ (0.00)	\$ 0.02	\$ 0.10	\$ 0.01	\$ 0.03
Diluted	\$ 0.06	\$ (0.10)	\$ 0.02	\$ 0.03	\$ 0.05	\$ (0.10)	\$ (0.00)	\$ 0.02	\$ 0.10	\$ 0.01	\$ 0.03
Weighted-average shares used in computing Non-GAAP net income (loss) per share:											
Basic	71,145	72,232	72,707	72,707	73,865	74,809	75,712	76,618	77,147	72,882	76,080
Diluted	74,559	72,232	74,634	74,940	75,737	74,809	75,712	79,093	79,248	75,222	78,487

A10 NETWORKS, INC.

Reconciliation of GAAP net income (loss) to EBITDA and Adjusted EBITDA

(unaudited, in thousands)

	Three Months Ended								Years Ended		
	Dec. 31, 2017	Mar. 31, 2018	Jun. 30, 2018	Sep. 30, 2018	Dec. 31, 2018	Mar. 31, 2019	Jun. 30, 2019	Sep. 30, 2019	Dec. 31, 2019	Dec. 31, 2018	Dec. 31, 2019
<u>EBITDA & Adjusted EBITDA (Non-GAAP)</u>											
GAAP net income (loss)	\$ 786	\$ (19,670)	\$ (4,532)	\$ (1,807)	\$ (1,608)	\$ (12,272)	\$ (5,771)	\$ 173	\$ 51	\$ (27,617)	\$ (17,819)
Exclude: Interest expense	34	33	32	34	30	155	37	30	15	129	237
Exclude: Interest income and other (income) expense, net	(210)	(566)	429	131	(1,267)	633	(776)	(254)	(522)	(1,273)	(919)
Exclude: Depreciation & amortization expense	2,289	2,134	1,969	1,917	1,860	2,447	2,535	2,451	2,595	7,880	10,028
Exclude: Provision for income taxes	243	207	379	74	422	517	86	270	534	1,082	1,407
EBITDA	3,142	(17,862)	(1,723)	349	(563)	(8,520)	(3,889)	2,670	2,673	(19,799)	(7,066)
Exclude: Stock-based compensation	3,379	8,151	2,571	2,333	3,983	3,896	5,049	3,513	4,332	17,038	16,790
Exclude: Litigation settlement and investigation expense	—	4,218	3,282	1,531	1,465	876	173	(2,158)	43	10,496	(1,066)
Exclude: Restructuring expense	—	—	—	—	—	—	—	—	2,530	—	2,530
Exclude: Non-recurring facilities costs	—	—	—	—	—	—	—	—	425	—	425
Adjusted EBITDA	\$ 6,521	\$ (5,493)	\$ 4,130	\$ 4,213	\$ 4,885	\$ (3,748)	\$ 1,333	\$ 4,025	\$ 10,003	\$ 7,735	\$ 11,613

A10 NETWORKS, INC.
Revenue by Product Type, Geography and Vertical
(unaudited, in thousands, on a US GAAP basis)

	Three Months Ended								Years Ended		
	Dec. 31, 2017	Mar. 31, 2018	Jun. 30, 2018	Sep. 30, 2018	Dec. 31, 2018	Mar. 31, 2019	Jun. 30, 2019	Sep. 30, 2019	Dec. 31, 2019	Dec. 31, 2018	Dec. 31, 2019
Revenue by type:											
Product	\$ 32,973	\$ 28,149	\$ 39,224	\$ 38,265	\$ 39,044	\$ 28,230	\$ 26,785	\$ 30,052	\$ 36,853	\$ 144,682	\$ 121,920
Service	22,544	21,034	21,489	22,237	22,781	22,060	22,404	22,781	23,463	87,541	90,708
Total revenue	<u>\$ 55,517</u>	<u>\$ 49,183</u>	<u>\$ 60,713</u>	<u>\$ 60,502</u>	<u>\$ 61,825</u>	<u>\$ 50,290</u>	<u>\$ 49,189</u>	<u>\$ 52,833</u>	<u>\$ 60,316</u>	<u>\$ 232,223</u>	<u>\$ 212,628</u>
Revenue by geography:											
Americas	\$ 25,229	\$ 22,166	\$ 32,758	\$ 29,029	\$ 28,553	\$ 21,133	\$ 18,512	\$ 22,751	\$ 27,548	\$ 112,506	\$ 89,944
Japan	13,369	13,080	11,867	14,023	16,234	13,152	14,894	15,157	16,251	55,204	59,454
APAC excluding Japan	7,595	7,438	10,668	9,331	9,461	8,776	9,213	8,379	9,321	36,897	35,689
EMEA	9,324	6,499	5,420	8,119	7,577	7,229	6,570	6,546	7,196	27,615	27,541
Total revenue	<u>\$ 55,517</u>	<u>\$ 49,183</u>	<u>\$ 60,713</u>	<u>\$ 60,502</u>	<u>\$ 61,825</u>	<u>\$ 50,290</u>	<u>\$ 49,189</u>	<u>\$ 52,833</u>	<u>\$ 60,316</u>	<u>\$ 232,223</u>	<u>\$ 212,628</u>
Revenue by vertical:											
Enterprise	\$ 30,501	\$ 24,317	\$ 23,648	\$ 25,523	\$ 25,725	\$ 23,288	\$ 22,053	\$ 21,475	\$ 21,475	\$ 99,213	\$ 88,291
Service Provider	25,016	24,866	37,065	34,979	36,100	27,002	27,136	31,358	38,841	133,010	124,337
Total revenue	<u>\$ 55,517</u>	<u>\$ 49,183</u>	<u>\$ 60,713</u>	<u>\$ 60,502</u>	<u>\$ 61,825</u>	<u>\$ 50,290</u>	<u>\$ 49,189</u>	<u>\$ 52,833</u>	<u>\$ 60,316</u>	<u>\$ 232,223</u>	<u>\$ 212,628</u>

(unaudited, in thousands, except per share data)

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A10 NETWORKS, INC.

Reconciliation of Selected GAAP to Non-GAAP Financial Measures

(unaudited, in thousands, except per share data)

	Three Month Ended									Years Ended	
	Dec. 31, 2017	Mar. 31, 2018	Jun. 30, 2018	Sep. 30, 2018	Dec. 31, 2018	Mar. 31, 2019	Jun. 30, 2019	Sep. 30, 2019	Dec. 31, 2019	Dec. 31, 2018	Dec. 31, 2019
GAAP total operating expenses	\$ 42,756	\$ 57,295	\$ 51,218	\$ 49,056	\$ 50,437	\$ 49,007	\$ 44,342	\$ 40,694	\$ 46,798	\$ 208,006	\$ 180,842
Stock-based compensation	(3,085)	(7,258)	(2,374)	(2,146)	(3,658)	(3,572)	(4,581)	(3,179)	(3,866)	(15,436)	(15,197)
Amortization expense related to acquisition	(252)	(252)	(253)	(253)	(252)	(253)	(253)	(253)	(253)	(1,010)	(1,012)
Litigation settlement and investigation expense	—	(4,218)	(3,282)	(1,531)	(1,465)	(876)	(173)	2,158	(43)	(10,496)	1,066
Non-recurring facilities expense	—	—	—	—	—	—	—	—	(425)	—	(425)
Restructuring expense	—	—	—	—	—	—	—	—	(2,530)	—	(2,530)
Non-GAAP total operating expenses	<u>\$ 39,419</u>	<u>\$ 45,567</u>	<u>\$ 45,309</u>	<u>\$ 45,126</u>	<u>\$ 45,062</u>	<u>\$ 44,306</u>	<u>\$ 39,335</u>	<u>\$ 39,420</u>	<u>\$ 39,682</u>	<u>\$ 181,064</u>	<u>\$ 162,744</u>
GAAP income (loss) from operations	\$ 853	\$ (19,996)	\$ (3,692)	\$ (1,568)	\$ (2,423)	\$ (10,967)	\$ (6,424)	\$ 219	\$ 78	\$ (27,679)	\$ (17,094)
Stock-based compensation	3,379	8,151	2,571	2,333	3,983	3,896	5,049	3,513	4,332	17,038	16,789
Amortization expense related to acquisition	252	252	253	253	252	253	253	253	253	1,010	1,010
Litigation settlement and investigation expense	—	4,218	3,282	1,531	1,465	876	173	(2,158)	43	10	(1,066)
Restructuring expense	—	—	—	—	—	—	—	—	2,530	—	2,530
Non-recurring facilities expense	—	—	—	—	—	—	—	—	425	—	425
Non-GAAP income (loss) from operations	<u>4,484</u>	<u>(7,375)</u>	<u>2,414</u>	<u>2,549</u>	<u>3,277</u>	<u>(5,942)</u>	<u>(949)</u>	<u>1,827</u>	<u>7,660</u>	<u>865</u>	<u>\$ 2,594</u>
GAAP Provision for income taxes	\$ 243	\$ 207	\$ 379	\$ 74	\$ 422	\$ 517	\$ 86	\$ 270	\$ 534	\$ 1,082	\$ 1,407
Tax from restructuring expense	—	—	—	—	—	—	—	—	(146)	—	(146)
Non-GAAP provision for income Taxes	<u>\$ 243</u>	<u>\$ 207</u>	<u>\$ 379</u>	<u>\$ 74</u>	<u>\$ 422</u>	<u>\$ 517</u>	<u>\$ 86</u>	<u>\$ 270</u>	<u>\$ 389</u>	<u>\$ 1,082</u>	<u>\$ 1,262</u>
GAAP net income (loss)	\$ 786	\$ (19,670)	\$ (4,532)	\$ (1,807)	\$ (1,608)	\$ (12,272)	\$ (5,771)	\$ 173	\$ 51	\$ (27,617)	\$ (17,819)
Stock-based compensation	3,379	8,151	2,571	2,333	3,983	3,896	5,049	3,513	4,332	17,038	16,789
Amortization expense related to acquisition	252	252	253	253	252	253	253	253	253	1,010	1,012
Litigation settlement and investigation expense	—	4,218	3,282	1,531	1,465	876	173	(2,158)	43	10	(1,066)
Restructuring expense, and related tax	—	—	—	—	—	—	—	—	2,676	—	2,676
Non-recurring facilities expense	—	—	—	—	—	—	—	—	425	—	425
Non-GAAP net income (loss)	<u>\$ 4,417</u>	<u>\$ (7,049)</u>	<u>\$ 1,574</u>	<u>\$ 2,310</u>	<u>\$ 4,092</u>	<u>\$ (7,247)</u>	<u>\$ (296)</u>	<u>\$ 1,781</u>	<u>\$ 7,778</u>	<u>\$ 927</u>	<u>\$ 2,016</u>
Non-GAAP net income (loss) per share:											
Basic	\$ 0.06	\$ (0.10)	\$ 0.02	\$ 0.03	\$ 0.06	\$ (0.10)	\$ (0.00)	\$ 0.02	\$ 0.10	\$ 0.01	\$ 0.03
Diluted	\$ 0.06	\$ (0.10)	\$ 0.02	\$ 0.03	\$ 0.05	\$ (0.10)	\$ (0.00)	\$ 0.02	\$ 0.10	\$ 0.01	\$ 0.03
Weighted-average shares used in computing Non-GAAP net income (loss) per share:											
Basic	71,145	72,232	72,707	72,707	73,865	74,809	75,712	76,618	77,147	72,882	76,080
Diluted	74,559	72,232	74,634	72,707	75,737	74,809	75,712	79,093	79,248	75,222	78,487

A10 NETWORKS, INC.
Condensed Consolidated Balance Sheets
(unaudited, in thousands)

	Dec. 31, 2017	Mar. 31, 2018	Jun. 30, 2018	Sep. 30, 2018	Dec. 31, 2018	Mar. 31, 2019	Jun. 30, 2019	Sep. 30, 2019	Dec. 31, 2019
ASSETS									
CURRENT ASSETS:									
Cash and cash equivalents	\$ 46,567	\$ 46,964	\$ 40,567	\$ 36,162	\$ 40,621	\$ 33,967	\$ 36,818	\$ 36,067	\$ 45,742
Marketable securities	84,567	83,738	86,820	87,391	87,754	88,784	82,478	86,525	84,180
Accounts receivable, net of allowances	48,266	47,755	50,370	51,084	53,972	44,802	45,251	45,397	53,566
Inventory, net	17,577	16,189	14,965	15,102	17,930	20,952	22,522	21,081	22,384
Prepaid expenses and other current assets	6,825	14,352	12,977	13,266	14,662	17,113	14,746	14,509	15,067
Total current assets	203,802	208,998	205,699	203,005	214,939	205,618	201,815	203,579	220,939
Property and equipment, net	9,913	9,634	8,676	7,994	7,262	7,676	7,408	8,846	7,656
Goodwill	1,307	1,307	1,307	1,307	1,307	1,307	1,307	1,307	1,307
Intangible assets	5,190	4,829	4,469	4,108	3,748	3,387	3,026	2,666	2,305
Other non-current assets	4,646	7,229	8,555	8,380	8,620	13,989	13,256	12,549	41,846
TOTAL ASSETS	\$ 224,858	\$ 231,997	\$ 228,706	\$ 224,794	\$ 235,876	\$ 231,977	\$ 226,812	\$ 228,947	\$ 274,053
LIABILITIES AND STOCKHOLDERS' EQUITY									
CURRENT LIABILITIES:									
Accounts payable	\$ 9,033	\$ 7,632	\$ 6,234	\$ 9,630	\$ 8,202	\$ 8,136	\$ 7,749	\$ 5,488	\$ 7,592
Accrued liabilities	21,835	25,491	25,154	20,602	25,291	25,436	20,209	20,735	27,756
Deferred revenue	61,858	65,735	64,907	60,653	63,874	62,528	60,571	59,603	62,233
Total current liabilities	92,726	98,858	96,295	90,885	97,367	96,100	88,529	85,826	97,581
Deferred revenue, non-current	32,779	31,895	33,176	34,202	34,092	36,041	37,220	38,470	38,931
Other non-current liabilities	967	884	760	642	534	3,062	2,737	2,483	28,754
TOTAL LIABILITIES	126,472	131,637	130,231	125,729	131,993	135,203	128,486	126,779	165,266
STOCKHOLDERS' EQUITY:									
Common stock and additional paid-in-capital	355,534	364,954	367,526	369,859	376,273	381,196	388,357	391,999	398,601
Accumulated other comprehensive income (loss)	(123)	(296)	(221)	(157)	(144)	96	258	285	251
Accumulated deficit	(257,025)	(264,298)	(268,830)	(270,637)	(272,246)	(284,518)	(290,289)	(290,116)	(290,065)
Total stockholders' equity	98,386	100,360	98,475	99,065	103,883	96,774	98,326	102,168	108,787
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 224,858	\$ 231,997	\$ 228,706	\$ 224,794	\$ 235,876	\$ 231,977	\$ 226,812	\$ 228,947	\$ 274,053