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	Mar. 31, 2020
Revenue:												
Products	$ 32,973	$ 28,149	$ 39,224	$ 38,265	$ 39,044	$ 28,230	$ 26,785	$ 30,052	$ 36,853	$ 144,682	$ 121,920	$ 30,736
Services	22,544	21,034	21,489	22,237	22,781	22,060	22,404	22,781	$ 23,463	87,541	90,708	23,028
Total revenue	55,517	49,183	60,713	60,502	61,825	50,290	49,189	52,833	60,316	232,223	212,628	53,764
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	6,941
Services	3,763	4,775	4,107	4,224	4,724	4,734	4,380	4,812	5,139	17,830	19,065	5,201
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	12,142
Gross profit	43,609	37,299	47,526	47,488	48,014	38,040	37,918	40,913	46,876	180,327	163,747	41,622
Gross margin	78.6 %	75.8 %	78.3 %	78.5 %	77.7 %	75.6 %	77.1 %	77.4 %	77.7 %	77.7 %	77.0 %	77.4 %
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	20,621
Research & development	13,462	18,797	15,572	15,505	15,283	16,166	14,617	15,784	15,257	65,157	61,824	15,315
General & administrative	6,688	11,594	9,858	9,012	9,171	8,358	6,099	2,854	6,393	39,635	23,704	5,895
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	41,831
Income (loss) from operations	853	(19,996)	(3,692)	(1,568)	(2,423)	(10,967)	(6,424)	219	78	(27,679)	(17,094)	(209)
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	231
Total non-operating income (expense), net	176	533	(461)	(165)	1,237	(788)	739	224	507	1,144	682	231
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)	22
Provision for income taxes	243	207	379	74	422	517	86	270	534	1,082	1,407	319
Net income (loss)	$ 786	$ (19,670)	$ (4,532)	$ (1,807)	$ (1,608)	$ (12,272)	$ (5,771)	$ 173	$ 51	$ (27,617)	$ (17,819)	$ (297)
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)	$ (0.00)
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	78,061
Diluted	71,145	72,232	72,707	72,707	73,865	74,809	75,712	79,093	79,248	72,882	76,080	78,061

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	Mar. 31, 2020
Revenue:												
Products	$ 32,973	$ 28,149	$ 39,224	$ 38,265	$ 39,044	$ 28,230	$ 26,785	$ 30,052	$ 36,853	$ 144,682	$ 121,920	$ 30,736
Services	22,544	21,034	21,489	22,237	22,781	22,060	22,404	22,781	23,463	87,541	90,708	23,028
Total revenue	55,517	49,183	60,713	60,502	61,825	50,290	49,189	52,833	60,316	232,223	212,628	53,764
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	6,867
Services	3,491	4,013	3,917	4,050	4,426	4,444	3,948	4,516	4,723	16,406	17,631	4,774
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	11,641
Gross profit	43,903	38,192	47,723	47,675	48,339	38,365	38,386	41,247	47,342	181,929	165,339	42,123
Gross margin	79.1 %	77.7 %	78.6 %	78.8 %	78.2 %	76.3 %	78.0 %	78.1 %	78.5 %	78.3 %	77.8 %	78.3 %
Operating expenses:												
Sales & marketing	21,651	24,139	25,087	23,920	24,401	23,162	21,722	20,737	21,123	97,547	86,744	19,570
Research & development	11,891	15,163	14,316	14,292	13,745	14,582	12,718	13,980	13,143	57,516	54,425	13,514
General & administrative	5,877	6,265	5,906	6,914	6,916	6,562	4,895	4,702	5,416	26,001	21,576	4,929
Total operating expenses	39,419	45,567	45,309	45,126	45,062	44,306	39,335	39,419	39,682	181,064	162,744	38,013
Income (loss) from operations	4,484	(7,375)	2,414	2,549	3,277	(5,942)	(949)	1,828	7,660	865	2,595	4,110
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	231
Total non-operating income (expense), net	176	533	(461)	(165)	1,237	(788)	739	224	507	1,144	682	231
Income (loss) before provision for income taxes	4,660	(6,842)	1,953	2,384	4,514	(6,730)	(210)	2,052	8,167	2,009	3,277	4,341
Provision for income taxes	243	207	379	74	422	517	86	270	389	1,082	1,262	319
Non-GAAP net income (loss)	$ 4,417	$ (7,049)	$ 1,574	$ 2,310	$ 4,092	$ (7,247)	$ (296)	$ 1,782	$ 7,778	$ 927	$ 2,016	$ 4,022
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	$ 0.05
Diluted	$ 0.06	$ (0.10)	$ 0.02	$ 0.03	$ 0.05	$ (0.10)	$ (0.00)	$ 0.02	$ 0.10	$ 0.01	$ 0.03	$ 0.05
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	78,061
Diluted	74,559	72,232	74,634	74,940	75,737	74,809	75,712	79,093	79,248	75,222	78,487	79,747

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	Mar. 31, 2020
EBITDA & Adjusted EBITDA (Non-GAAP)												
GAAP net income (loss)	$ 786	$ (19,670)	$ (4,532)	$ (1,807)	$ (1,608)	$ (12,272)	$ (5,771)	$ 173	$ 51	$ (27,617)	$ (17,819)	$ (297)
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)	(231)
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	3,311
Exclude: Provision for income taxes	243	207	379	74	422	517	86	270	534	1,082	1,407	319
EBITDA	3,142	(17,862)	(1,723)	349	(563)	(8,520)	(3,889)	2,670	2,673	(19,799)	(7,066)	3,102
Exclude: Stock-based compensation	3,379	8,151	2,571	2,333	3,983	3,897	5,049	3,513	4,332	17,038	16,790	3,241
Exclude: Litigation settlement and investigation expense	—	4,218	3,282	1,531	1,465	876	173	(2,157)	43	10,496	(1,066)	30
Exclude: Restructuring expense	—	—	—	—	—	—	—	—	2,530	—	2,530	—
Exclude: Non-recurring facilities costs	—	—	—	—	—	—	—	—	425	—	425	795
Adjusted EBITDA	$ 6,521	$ (5,493)	$ 4,130	$ 4,213	$ 4,885	$ (3,748)	$ 1,333	$ 4,026	$ 10,003	$ 7,735	$ 11,613	$ 7,168

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**	**Mar. 31, 2020**
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	$ 30,736
Service	22,544	21,034	21,489	22,237	22,781	22,060	22,404	22,781	23,463	87,541	90,708	23,028
Total revenue	$ 55,517	$ 49,183	$ 60,713	$ 60,502	$ 61,825	$ 50,290	$ 49,189	$ 52,833	$ 60,316	$ 232,223	$ 212,628	$ 53,764
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	$ 25,438
Japan	13,369	13,080	11,867	14,023	16,234	13,152	14,894	15,157	16,251	55,204	59,454	17,641
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	4,882
EMEA	9,324	6,499	5,420	8,119	7,577	7,229	6,570	6,546	7,196	27,615	27,541	5,803
Total revenue	$ 55,517	$ 49,183	$ 60,713	$ 60,502	$ 61,825	$ 50,290	$ 49,189	$ 52,833	$ 60,316	$ 232,223	$ 212,628	$ 53,764
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	$ 18,766
Service Provider	25,016	24,866	37,065	34,979	36,100	27,002	27,136	31,358	38,841	133,010	124,337	34,998
Total revenue	$ 55,517	$ 49,183	$ 60,713	$ 60,502	$ 61,825	$ 50,290	$ 49,189	$ 52,833	$ 60,316	$ 232,223	$ 212,628	$ 53,764

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	Mar. 31, 2020
GAAP 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	$ 6,941
Stock-based compensation	(22)	(131)	(7)	(13)	(27)	(34)	(36)	(38)	(50)	(178)	(158)	(74)
Non-GAAP 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	$ 6,867
GAAP cost of revenue - services	$ 3,763	$ 4,775	$ 4,107	$ 4,224	$ 4,724	$ 4,734	$ 4,380	$ 4,812	$ 5,139	$ 17,830	$ 19,065	$ 5,201
Stock-based compensation	(272)	(762)	(190)	(174)	(298)	(291)	(432)	(296)	(416)	(1,424)	(1,434)	(427)
Non-GAAP cost of revenue - services	$ 3,491	$ 4,013	$ 3,917	$ 4,050	$ 4,426	$ 4,444	$ 3,948	$ 4,516	$ 4,723	$ 16,406	$ 17,631	$ 4,774
GAAP 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	$ 12,142
Stock-based compensation	(294)	(893)	(197)	(187)	(325)	(325)	(468)	(334)	(466)	(1,602)	(1,592)	(501)
Non-GAAP 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	$ 11,641
GAAP gross profit	$ 43,609	$ 37,299	$ 47,526	$ 47,488	$ 48,014	$ 38,040	$ 37,918	$ 40,913	$ 46,876	$ 180,327	$ 163,747	$ 41,622
Stock-based compensation	294	893	197	187	325	325	468	334	466	1,602	1,592	501
Non-GAAP gross profit	$ 43,903	$ 38,192	$ 47,723	$ 47,675	$ 48,339	$ 38,365	$ 38,386	$ 41,247	$ 47,342	$ 181,929	$ 165,339	$ 42,123
GAAP sales & marketing expense	$ 22,606	$ 26,904	$ 25,788	$ 24,539	$ 25,983	$ 24,483	$ 23,626	$ 22,056	$ 22,618	$ 103,214	$ 92,783	$ 20,621
Stock-based compensation	(955)	(2,765)	(701)	(619)	(1,582)	(1,321)	(1,904)	(1,196)	(1,495)	(5,667)	(5,916)	(1,051)
Litigation settlement and investigation expense	—	—	—	—	—	—	—	(123)	—	—	(123)	—
Non-GAAP sales & marketing expense	$ 21,651	$ 24,139	$ 25,087	$ 23,920	$ 24,401	$ 23,162	$ 21,722	$ 20,737	$ 21,123	$ 97,547	$ 86,744	$ 19,570
GAAP research & development	$ 13,462	$ 18,797	$ 15,572	$ 15,505	$ 15,283	$ 16,166	$ 14,617	$ 15,784	$ 15,257	$ 65,157	$ 61,824	$ 15,315
Stock-based compensation	(1,319)	(3,382)	(1,003)	(960)	(1,286)	(1,331)	(1,646)	(1,551)	(1,862)	(6,631)	(6,390)	(1,548)
Amortization expense related to acquisition	(252)	(252)	(253)	(253)	(252)	(253)	(253)	(253)	(253)	(1,010)	(1,010)	(253)
Non-GAAP research & development	$ 11,891	$ 15,163	$ 14,316	$ 14,292	$ 13,745	$ 14,582	$ 12,718	$ 13,980	$ 13,143	$ 57,516	$ 54,425	$ 13,514
GAAP general & administrative expense	$ 6,688	$ 11,594	$ 9,858	$ 9,012	$ 9,171	$ 8,358	$ 6,099	$ 2,854	$ 6,393	$ 39,635	$ 23,704	$ 5,895
Stock-based compensation	(811)	(1,111)	(670)	(567)	(790)	(920)	(1,031)	(432)	(509)	(3,138)	(2,891)	(141)
Litigation settlement and investigation expense	—	(4,218)	(3,282)	(1,531)	(1,465)	(876)	(173)	2,280	(43)	(10,496)	1,188	(30)
Non-recurring facilities expense	—	—	—	—	—	—	—	—	(425)	—	(425)	(795)
Non-GAAP general & administrative expense	$ 5,877	$ 6,265	$ 5,906	$ 6,914	$ 6,916	$ 6,562	$ 4,895	$ 4,702	$ 5,416	$ 26,001	$ 21,576	$ 4,929
GAAP restructuring expense	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ 2,530	$ —	$ 2,530	$ —
Restructuring expense	—	—	—	—	—	—	—	—	(2,530)	—	(2,530)	—
Non-GAAP restructuring expense	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ —	$ —

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**	**Mar. 31, 2020**
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	$ 41,831
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)	(2,740)
Amortization expense related to acquisition	(252)	(252)	(253)	(253)	(252)	(253)	(253)	(253)	(253)	(1,010)	(1,012)	(253)
Litigation settlement and investigation expense	—	(4,218)	(3,282)	(1,531)	(1,465)	(876)	(173)	2,157	(43)	(10,496)	1,065	(30)
Non-recurring facilities expense	—	—	—	—	—	—	—	—	(425)	—	(425)	(795)
Restructuring expense	—	—	—	—	—	—	—	—	(2,530)	—	(2,530)	—
Non-GAAP total operating expenses	$ 39,419	$ 45,567	$ 45,309	$ 45,126	$ 45,062	$ 44,306	$ 39,335	$ 39,419	$ 39,682	$ 181,064	$ 162,743	$ 38,013
GAAP income (loss) from operations	$ 853	$ (19,996)	$ (3,692)	$ (1,568)	$ (2,423)	$ (10,967)	$ (6,424)	$ 219	$ 78	$ (27,679)	$ (17,094)	$ (209)
Stock-based compensation	3,379	8,151	2,571	2,333	3,983	3,897	5,049	3,513	4,332	17,038	16,790	3,241
Amortization expense related to acquisition	252	252	253	253	252	253	253	253	253	1,010	1,012	253
Litigation settlement and investigation expense	—	4,218	3,282	1,531	1,465	876	173	(2,157)	43	10	(1,065)	30
Restructuring expense	—	—	—	—	—	—	—	—	2,530	—	2,530	—
Non-recurring facilities expense	—	—	—	—	—	—	—	—	425	—	425	795
Non-GAAP income (loss) from operations	4,484	(7,375)	2,414	2,549	3,277	(5,942)	(949)	1,828	7,660	865	$ 2,597	4,110
GAAP Provision for income taxes	$ 243	$ 207	$ 379	$ 74	$ 422	$ 517	$ 86	$ 270	$ 534	$ 1,082	$ 1,407	$ 319
Tax from restructuring expense	—	—	—	—	—	—	—	—	(146)	—	(146)	—
Non-GAAP provision for income Taxes	$ 243	$ 207	$ 379	$ 74	$ 422	$ 517	$ 86	$ 270	$ 389	$ 1,082	$ 1,262	$ 319
GAAP net income (loss)	$ 786	$ (19,670)	$ (4,532)	$ (1,807)	$ (1,608)	$ (12,272)	$ (5,771)	$ 173	$ 51	$ (27,617)	$ (17,819)	$ (297)
Stock-based compensation	3,379	8,151	2,571	2,333	3,983	3,897	5,049	3,513	4,332	17,038	16,790	3,241
Amortization expense related to acquisition	252	252	253	253	252	253	253	253	253	1,010	1,012	253
Litigation settlement and investigation expense	—	4,218	3,282	1,531	1,465	876	173	(2,157)	43	10	(1,066)	30
Restructuring expense, and related tax	—	—	—	—	—	—	—	—	2,676	—	2,676	—
Non-recurring facilities expense	—	—	—	—	—	—	—	—	425	—	425	795
Non-GAAP net income (loss)	$ 4,417	$ (7,049)	$ 1,574	$ 2,310	$ 4,092	$ (7,247)	$ (296)	$ 1,782	$ 7,780	$ 927	$ 2,018	$ 4,022
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	$ 0.05
Diluted	$ 0.06	$ (0.10)	$ 0.02	$ 0.03	$ 0.05	$ (0.10)	$ (0.00)	$ 0.02	$ 0.10	$ 0.01	$ 0.03	$ 0.05
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	78,061
Diluted	74,559	72,232	74,634	74,940	75,737	74,809	75,712	79,093	79,248	75,222	78,487	79,747

A10 NETWORKS, INC.

Condensed Consolidated Balance Sheets

(unaudited, in thousands)

	Mar. 31, 2018	Jun. 30, 2018	Sep. 30, 2018	Dec. 31, 2018	Mar. 31, 2019	Jun. 30, 2019	Sep. 30, 2019	Dec. 31, 2019	Mar. 31, 2020
ASSETS									
CURRENT ASSETS:									
Cash and cash equivalents	$ 46,964	$ 40,567	$ 36,162	$ 40,621	$ 33,967	$ 36,818	$ 36,067	$ 45,742	$ 65,633
Marketable securities	83,738	86,820	87,391	87,754	88,784	82,478	86,525	84,180	77,273
Accounts receivable, net of allowances	47,755	50,370	51,084	53,972	44,802	45,251	45,397	53,566	42,862
Inventory, net	16,189	14,965	15,102	17,930	20,952	22,522	21,081	22,384	20,764
Prepaid expenses and other current assets	14,352	12,977	13,266	14,662	17,113	14,746	14,509	15,067	12,518
Total current assets	208,998	205,699	203,005	214,939	205,618	201,815	203,579	220,939	219,050
Property and equipment, net	9,634	8,676	7,994	7,262	7,676	7,408	8,846	7,656	7,462
Goodwill	1,307	1,307	1,307	1,307	1,307	1,307	1,307	1,307	1,307
Intangible assets	4,829	4,469	4,108	3,748	3,387	3,026	2,666	2,305	1,944
Other non-current assets	7,229	8,555	8,380	8,620	13,989	13,256	12,549	41,846	40,294
TOTAL ASSETS	$ 231,997	$ 228,706	$ 224,794	$ 235,876	$ 231,977	$ 226,812	$ 228,947	$ 274,053	$ 270,057
LIABILITIES AND STOCKHOLDERS' EQUITY									
CURRENT LIABILITIES:									
Accounts payable	$ 7,632	$ 6,234	$ 9,630	$ 8,202	$ 8,136	$ 7,749	$ 5,488	$ 7,592	$ 3,937
Accrued liabilities	25,491	25,154	20,602	25,291	25,436	20,209	20,735	27,756	24,243
Deferred revenue	65,735	64,907	60,653	63,874	62,528	60,571	59,603	62,233	62,718
Total current liabilities	98,858	96,295	90,885	97,367	96,100	88,529	85,826	97,581	90,898
Deferred revenue, non-current	31,895	33,176	34,202	34,092	36,041	37,220	38,470	38,931	38,560
Other non-current liabilities	884	760	642	534	3,062	2,737	2,483	28,754	27,347
TOTAL LIABILITIES	131,637	130,231	125,729	131,993	135,203	128,486	126,779	165,266	156,805
STOCKHOLDERS' EQUITY:									
Common stock and additional paid-in-capital	364,954	367,526	369,859	376,273	381,196	388,357	391,999	398,601	403,651
Accumulated other comprehensive income (loss)	(296)	(221)	(157)	(144)	96	258	285	251	(37)
Accumulated deficit	(264,298)	(268,830)	(270,637)	(272,246)	(284,518)	(290,289)	(290,116)	(290,065)	(290,362)
Total stockholders' equity	100,360	98,475	99,065	103,883	96,774	98,326	102,168	108,787	113,252
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	$ 231,997	$ 228,706	$ 224,794	$ 235,876	$ 231,977	$ 226,812	$ 228,947	$ 274,053	$ 270,057