

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		Three Months Ended
	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022	Dec. 31, 2022	Mar. 31, 2023	Jun. 30, 2023	Sep. 30, 2023	Dec. 31, 2023	Dec. 31, 2022	Dec. 31, 2023	Mar. 31, 2024
Net revenue:											
Products	\$ 37,045	\$ 41,475	\$ 45,104	\$ 49,577	\$ 31,182	\$ 39,090	\$ 30,260	\$ 40,550	\$ 173,201	\$ 141,082	\$ 30,069
Services	25,627	26,498	26,955	28,057	26,509	26,727	27,515	29,867	107,137	110,618	30,606
Total net revenue	62,672	67,973	72,059	77,634	57,691	65,817	57,775	70,417	280,338	251,700	60,675
Cost of net revenue:											
Products	8,633	9,518	10,191	11,793	6,083	9,436	6,815	9,134	40,135	31,468	6,799
Services	4,206	3,967	4,574	3,950	4,133	4,027	4,194	4,140	16,697	16,494	4,645
Total cost of net revenue	12,839	13,485	14,765	15,743	10,216	13,463	11,009	13,274	56,832	47,962	11,444
Gross profit	49,833	54,488	57,294	61,891	47,475	52,354	46,766	57,143	223,506	203,738	49,231
Gross margin	79.5 %	80.2 %	79.5 %	79.7 %	82.3 %	79.5 %	80.9 %	81.1 %	79.7 %	80.9 %	81.1 %
Operating expenses:											
Sales & marketing	22,782	21,773	21,605	22,351	22,334	20,868	21,324	21,450	88,511	85,976	21,214
Research & development	12,887	14,235	14,360	16,916	11,665	13,965	17,620	11,979	58,398	55,229	14,063
General & administrative	6,162	5,337	5,661	6,358	7,309	5,255	5,613	5,708	23,518	23,885	6,741
Total operating expenses	41,831	41,345	41,626	45,625	41,308	40,088	44,557	39,137	170,427	165,090	42,018
Income from operations	8,002	13,143	15,668	16,266	6,167	12,266	2,209	18,006	53,079	38,648	7,213
	12.8%	19.3%	21.7%	21.0%	10.7%	18.6%	3.8%	25.6%	18.9%	15.4%	11.9%
Non-operating income (expense):											
Interest and other income (expense), net	(513)	485	(439)	104	(1,245)	2,546	2,753	1,093	(363)	5,147	4,007
Total non-operating income (expense), net	(513)	485	(439)	104	(1,245)	2,546	2,753	1,093	(363)	5,147	4,007
Income before income taxes	7,489	13,628	15,229	16,370	4,922	14,812	4,962	19,099	52,716	43,795	11,220
Provision for (benefit from) income taxes	1,140	3,212	3,116	(1,660)	964	3,186	(1,507)	1,182	5,808	3,825	1,494
Net income	\$ 6,349	\$ 10,416	\$ 12,113	\$ 18,030	\$ 3,958	\$ 11,626	\$ 6,469	\$ 17,917	\$ 46,908	\$ 39,970	\$ 9,726
Net income per share:											
Basic	\$ 0.08	\$ 0.14	\$ 0.16	\$ 0.25	\$ 0.05	\$ 0.16	\$ 0.09	\$ 0.24	\$ 0.62	\$ 0.54	\$ 0.13
Diluted	\$ 0.08	\$ 0.13	\$ 0.16	\$ 0.24	\$ 0.05	\$ 0.15	\$ 0.09	\$ 0.24	\$ 0.60	\$ 0.53	\$ 0.13
Weighted-average shares used in computing net income per share:											
Basic	76,795	75,893	75,881	73,560	74,001	74,017	74,526	74,288	75,528	74,210	74,451
Diluted	79,285	78,306	77,679	75,392	75,541	75,428	75,807	74,972	77,751	75,550	75,318

A10 NETWORKS, INC.

Non-GAAP Condensed Consolidated Statements of Operations

(unaudited, in thousands, except per share data)

	Three Months Ended								Years Ended		Three Months Ended
	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022	Dec. 31, 2022	Mar. 31, 2023	Jun. 30, 2023	Sep. 30, 2023	Dec. 31, 2023	Dec. 31, 2022	Dec. 31, 2023	Mar. 31, 2024
Net revenue:											
Products	\$ 37,045	\$ 41,475	\$ 45,104	\$ 49,577	\$ 31,182	\$ 39,090	\$ 30,260	\$ 40,550	\$ 173,201	\$ 141,082	\$ 30,069
Services	25,627	26,498	26,955	28,057	26,509	26,727	27,515	29,867	107,137	110,618	30,606
Total net revenue	62,672	67,973	72,059	77,634	57,691	65,817	57,775	70,417	280,338	251,700	60,675
Cost of net revenue:											
Products	8,560	9,447	10,049	11,690	5,963	9,320	6,674	9,010	39,746	30,967	6,664
Services	3,851	3,707	4,227	3,639	3,764	3,726	3,823	3,823	15,424	15,136	4,309
Total cost of net revenue	12,411	13,154	14,276	15,329	9,727	13,046	10,497	12,833	55,170	46,103	10,973
Gross profit	50,261	54,819	57,783	62,305	47,964	52,771	47,278	57,584	225,168	205,597	49,702
Gross margin	80.2 %	80.6 %	80.2 %	80.3 %	83.1 %	80.2 %	81.8 %	81.8 %	80.3 %	81.7 %	81.9 %
Operating expenses:											
Sales & marketing	21,590	20,698	20,319	21,098	19,607	19,934	18,886	21,027	83,705	79,454	20,158
Research & development	12,021	13,375	13,408	15,989	10,411	13,125	12,271	11,273	54,793	47,080	13,157
General & administrative	4,967	4,659	4,590	5,406	4,595	4,540	4,245	3,856	19,622	17,236	5,185
Total operating expenses	38,578	38,732	38,317	42,493	34,613	37,599	35,402	36,156	158,120	143,770	38,500
Income from operations	11,683	16,087	19,466	19,812	13,351	15,172	11,876	21,428	67,048	61,827	11,202
	18.6 %	23.7 %	27.0 %	25.5 %	23.1 %	23.1 %	20.6 %	30.4 %	23.9 %	24.6 %	18.5 %
Non-operating income (expense):											
Interest income and other income (expense), net	(513)	485	(439)	1,104	(1,245)	2,546	2,753	1,093	637	5,147	4,007
Total non-operating income (expense), net	(513)	485	(439)	1,104	(1,245)	2,546	2,753	1,093	637	5,147	4,007
Income before provision for income taxes	11,170	16,572	19,027	20,916	12,106	17,718	14,629	22,521	67,685	66,974	15,209
Provision for income taxes *	1,140	3,212	3,116	2,516	2,179	3,189	2,633	4,054	9,984	12,055	2,464
Non-GAAP net income	\$ 10,030	\$ 13,360	\$ 15,911	\$ 18,400	\$ 9,927	\$ 14,529	\$ 11,996	\$ 18,467	\$ 57,701	\$ 54,919	\$ 12,745
Non-GAAP net income per share:											
Basic	\$ 0.13	\$ 0.18	\$ 0.21	\$ 0.25	\$ 0.13	\$ 0.20	\$ 0.16	\$ 0.25	\$ 0.76	\$ 0.74	\$ 0.17
Diluted	\$ 0.13	\$ 0.17	\$ 0.20	\$ 0.24	\$ 0.13	\$ 0.19	\$ 0.16	\$ 0.25	\$ 0.74	\$ 0.73	\$ 0.17
Weighted-average shares used in computing Non-GAAP net income per share:											
Basic	76,795	75,893	75,881	73,560	74,001	74,017	74,526	74,288	75,528	74,210	74,451
Diluted	79,285	78,306	77,679	75,392	75,541	75,428	75,807	74,972	77,751	75,550	75,318

* In Q1-23, the Company began presenting tax-effect non-GAAP net income for the tax effect of excluding non-GAAP items.

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

	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022	Dec. 31, 2022	Mar. 31, 2023	Jun. 30, 2023	Sep. 30, 2023	Dec. 31, 2023	Mar. 31, 2024
ASSETS									
CURRENT ASSETS:									
Cash and cash equivalents	\$ 67,758	\$ 84,242	\$ 32,131	\$ 67,971	\$ 68,519	\$ 111,181	\$ 104,152	\$ 97,244	\$ 122,909
Marketable securities	96,945	82,551	95,642	83,018	76,022	42,730	64,889	62,056	59,163
Accounts receivable, net of allowances	49,282	67,908	73,500	72,928	67,007	69,171	59,070	74,307	55,906
Inventory, net	20,832	21,926	21,289	19,693	20,391	20,438	23,561	23,522	24,895
Prepaid expenses and other current assets	17,415	15,038	15,023	13,381	13,054	12,945	12,959	14,695	13,225
Total current assets	252,232	271,665	237,585	256,991	244,993	256,465	264,631	271,824	276,098
Property and equipment, net	13,460	15,046	17,958	19,743	22,305	25,210	26,054	29,876	30,254
Goodwill	1,307	1,307	1,307	1,307	1,307	1,307	1,307	1,307	1,307
Other non-current assets	94,748	96,547	95,811	91,064	88,680	85,250	85,850	86,802	87,999
TOTAL ASSETS	\$ 361,747	\$ 384,565	\$ 352,661	\$ 369,105	\$ 357,285	\$ 368,232	\$ 377,842	\$ 389,809	\$ 395,658
LIABILITIES AND STOCKHOLDERS' EQUITY									
CURRENT LIABILITIES:									
Accounts payable	\$ 4,994	\$ 5,567	\$ 6,045	\$ 6,725	\$ 5,906	\$ 6,399	\$ 8,214	\$ 7,024	\$ 5,049
Accrued and other liabilities	30,213	36,870	41,472	37,183	21,410	22,656	23,577	21,388	24,466
Deferred revenue	74,125	80,022	74,762	74,340	75,729	78,023	79,540	82,657	83,345
Total current liabilities	109,332	122,459	122,279	118,248	103,045	107,078	111,331	111,069	112,860
Deferred revenue, non-current	47,224	47,848	51,405	52,652	52,769	53,590	56,174	58,677	57,561
Other non-current liabilities	19,214	19,499	18,243	17,193	15,970	14,626	13,415	12,187	10,928
TOTAL LIABILITIES	175,770	189,806	191,927	188,093	171,784	175,294	180,920	181,933	181,349
STOCKHOLDERS' EQUITY:									
Common & treasury stock, additional paid-in-capital	365,744	368,105	325,951	331,994	336,408	335,948	338,160	336,050	337,217
Dividends paid	(7,749)	(11,543)	(15,392)	(19,802)	(24,248)	(28,682)	(33,171)	(37,619)	(42,091)
Accumulated other comprehensive income (loss)	(1,005)	(1,206)	(1,341)	(726)	(163)	542	334	(71)	(59)
Accumulated deficit	(171,013)	(160,597)	(148,484)	(130,454)	(126,496)	(114,870)	(108,401)	(90,484)	(80,758)
Total stockholders' equity	185,977	194,759	160,734	181,012	185,501	192,938	196,922	207,876	214,309
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 361,747	\$ 384,565	\$ 352,661	\$ 369,105	\$ 357,285	\$ 368,232	\$ 377,842	\$ 389,809	\$ 395,658

A10 NETWORKS, INC.
Reconciliation of GAAP net income to EBITDA and Adjusted EBITDA
(unaudited, in thousands)

	Three Months Ended								Years Ended		Three Months Ended
	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022	Dec. 31, 2022	Mar. 31, 2023	Jun. 30, 2023	Sep. 30, 2023	Dec. 31, 2023	Dec. 31, 2022	Dec. 31, 2023	Mar. 31, 2024
EBITDA & Adjusted EBITDA (Non-GAAP)											
GAAP net income	\$ 6,349	\$ 10,416	\$ 12,113	\$ 18,030	\$ 3,958	\$ 11,626	\$ 6,469	\$ 17,917	\$ 46,908	\$ 39,970	\$ 9,726
GAAP net income margin	10.1%	15.3%	16.8%	23.2%	6.9%	17.7%	11.2%	25.4%	16.7%	15.9%	16.0%
Exclude: Interest income and other (income) expense, net	513	(485)	439	(104)	1,245	(2,546)	(2,753)	(1,093)	363	(5,147)	(4,007)
Exclude: Depreciation & amortization expense	1,844	1,868	1,827	2,473	2,106	2,202	2,537	2,501	8,012	9,346	2,692
Exclude: Income tax provision (benefit)	1,140	3,212	3,116	(1,660)	964	3,186	(1,507)	1,182	5,808	3,825	1,494
EBITDA	9,846	15,011	17,495	18,739	8,273	14,468	4,746	20,507	61,091	47,994	9,905
Exclude: Stock-based compensation	3,681	2,944	3,798	3,546	3,970	3,527	4,255	2,922	13,969	14,674	3,989
Exclude: Workforce reduction severance	—	—	—	—	1,861	—	2,437	—	—	4,298	—
Exclude: Capitalized project impairment	—	—	—	—	—	—	2,975	—	—	2,975	—
Exclude: Cyber incident remediation expense	—	—	—	—	1,353	(621)	—	—	—	732	—
Exclude: One-time tax planning expense	—	—	—	—	—	—	—	500	—	500	—
Adjusted EBITDA	<u>\$ 13,527</u>	<u>\$ 17,955</u>	<u>\$ 21,293</u>	<u>\$ 22,285</u>	<u>\$ 15,457</u>	<u>\$ 17,374</u>	<u>\$ 14,413</u>	<u>\$ 23,929</u>	<u>\$ 75,060</u>	<u>\$ 71,173</u>	<u>\$ 13,894</u>
Adjusted EBITDA margin	21.6%	26.4%	29.5%	28.7%	26.8%	26.4%	24.9%	34.0%	26.8%	28.3%	22.9%

A10 NETWORKS, INC.

Revenue by Product Type, Geography and Vertical

(unaudited, in thousands, on a US GAAP basis)

	Three Months Ended								Years Ended		Three Months Ended
	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022	Dec. 31, 2022	Mar. 31, 2023	Jun. 30, 2023	Sep. 30, 2023	Dec. 31, 2023	Dec. 31, 2022	Dec. 31, 2023	Mar. 31, 2024
Revenue by type:											
Product	\$ 37,045	\$ 41,475	\$ 45,104	\$ 49,577	\$ 31,182	\$ 39,090	\$ 30,260	\$ 40,550	\$ 173,201	\$ 141,082	\$ 30,069
Service	25,627	26,498	26,955	28,057	26,509	26,727	27,515	29,867	107,137	110,618	30,606
Total revenue	<u>\$ 62,672</u>	<u>\$ 67,973</u>	<u>\$ 72,059</u>	<u>\$ 77,634</u>	<u>\$ 57,691</u>	<u>\$ 65,817</u>	<u>\$ 57,775</u>	<u>\$ 70,417</u>	<u>\$ 280,338</u>	<u>\$ 251,700</u>	<u>\$ 60,675</u>
Revenue by geography:											
Americas	\$ 32,958	\$ 38,553	\$ 35,995	\$ 41,167	\$ 29,956	\$ 36,921	\$ 25,818	\$ 40,050	\$ 148,673	\$ 132,745	\$ 27,442
United States	29,174	33,756	29,219	37,248	24,121	31,840	23,777	34,028	129,397	113,766	23,144
Americas-other	3,784	4,797	6,776	3,919	5,835	5,081	2,041	6,022	19,276	18,979	4,298
APJ	17,789	21,614	24,860	25,439	15,760	21,982	21,196	18,668	89,702	77,606	25,043
EMEA	11,925	7,806	11,204	11,028	11,975	6,914	10,761	11,699	41,963	41,349	8,190
Total revenue	<u>\$ 62,672</u>	<u>\$ 67,973</u>	<u>\$ 72,059</u>	<u>\$ 77,634</u>	<u>\$ 57,691</u>	<u>\$ 65,817</u>	<u>\$ 57,775</u>	<u>\$ 70,417</u>	<u>\$ 280,338</u>	<u>\$ 251,700</u>	<u>\$ 60,675</u>
Revenue by vertical:											
Enterprise	\$ 21,905	\$ 23,725	\$ 27,103	\$ 23,898	\$ 25,125	\$ 21,426	\$ 29,046	\$ 29,302	\$ 96,631	\$ 104,899	\$ 23,014
Service Provider	40,767	44,248	44,956	53,736	32,566	44,391	28,729	41,115	183,707	146,801	37,661
Total revenue	<u>\$ 62,672</u>	<u>\$ 67,973</u>	<u>\$ 72,059</u>	<u>\$ 77,634</u>	<u>\$ 57,691</u>	<u>\$ 65,817</u>	<u>\$ 57,775</u>	<u>\$ 70,417</u>	<u>\$ 280,338</u>	<u>\$ 251,700</u>	<u>\$ 60,675</u>

A10 NETWORKS, INC.

Reconciliation of Selected GAAP to Non-GAAP Financial Measures

(unaudited, in thousands, except per share data)

	Three Months Ended								Years Ended		Three Months Ended
	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022	Dec. 31, 2022	Mar. 31, 2023	Jun. 30, 2023	Sep. 30, 2023	Dec. 31, 2023	Dec. 31, 2022	Dec. 31, 2023	Mar. 31, 2024
GAAP cost of revenue - products	\$ 8,633	\$ 9,518	\$ 10,191	\$ 11,793	\$ 6,083	\$ 9,436	\$ 6,815	\$ 9,134	\$ 40,135	\$ 31,468	\$ 6,799
Stock-based compensation	(73)	(71)	(142)	(103)	(120)	(116)	(141)	(124)	(389)	(501)	(135)
Non-GAAP cost of revenue - products	<u>\$ 8,560</u>	<u>\$ 9,447</u>	<u>\$ 10,049</u>	<u>\$ 11,690</u>	<u>\$ 5,963</u>	<u>\$ 9,320</u>	<u>\$ 6,674</u>	<u>\$ 9,010</u>	<u>\$ 39,746</u>	<u>\$ 30,967</u>	<u>\$ 6,664</u>
GAAP cost of revenue - services	\$ 4,206	\$ 3,967	\$ 4,574	\$ 3,950	\$ 4,133	\$ 4,027	\$ 4,194	\$ 4,140	\$ 16,697	\$ 16,494	\$ 4,645
Workforce reduction expense	—	—	—	—	(42)	—	—	—	—	(42)	—
Cyber incident remediation expense	—	—	—	—	(3)	—	—	—	—	(3)	—
Stock-based compensation	(355)	(260)	(347)	(311)	(324)	(301)	(371)	(317)	(1,273)	(1,313)	(336)
Non-GAAP cost of revenue - services	<u>\$ 3,851</u>	<u>\$ 3,707</u>	<u>\$ 4,227</u>	<u>\$ 3,639</u>	<u>\$ 3,764</u>	<u>\$ 3,726</u>	<u>\$ 3,823</u>	<u>\$ 3,823</u>	<u>\$ 15,424</u>	<u>\$ 15,181</u>	<u>\$ 4,309</u>
GAAP total cost of revenue	\$ 12,839	\$ 13,485	\$ 14,765	\$ 15,743	\$ 10,216	\$ 13,463	\$ 11,009	\$ 13,274	\$ 56,832	\$ 47,962	\$ 11,444
Workforce reduction expense	—	—	—	—	(42)	—	—	—	—	(42)	—
Cyber incident remediation expense	—	—	—	—	(3)	—	—	—	—	(3)	—
Stock-based compensation	(428)	(331)	(489)	(414)	(444)	(417)	(512)	(441)	(1,662)	(1,814)	(471)
Non-GAAP total cost of revenue	<u>\$ 12,411</u>	<u>\$ 13,154</u>	<u>\$ 14,276</u>	<u>\$ 15,329</u>	<u>\$ 9,727</u>	<u>\$ 13,046</u>	<u>\$ 10,497</u>	<u>\$ 12,833</u>	<u>\$ 55,170</u>	<u>\$ 46,148</u>	<u>\$ 10,973</u>
GAAP gross profit	\$ 49,833	\$ 54,488	\$ 57,294	\$ 61,891	\$ 47,475	\$ 52,354	\$ 46,766	\$ 57,143	\$ 223,506	\$ 203,738	\$ 49,231
Workforce reduction expense	—	—	—	—	42	—	—	—	—	42	—
Cyber incident remediation expense	—	—	—	—	3	—	—	—	—	3	—
Stock-based compensation	428	331	489	414	444	417	512	441	1,662	1,814	471
Non-GAAP gross profit	<u>\$ 50,261</u>	<u>\$ 54,819</u>	<u>\$ 57,783</u>	<u>\$ 62,305</u>	<u>\$ 47,964</u>	<u>\$ 52,771</u>	<u>\$ 47,278</u>	<u>\$ 57,584</u>	<u>\$ 225,168</u>	<u>\$ 205,552</u>	<u>\$ 49,702</u>
GAAP sales & marketing expense	\$ 22,782	\$ 21,773	\$ 21,605	\$ 22,351	\$ 22,334	\$ 20,868	\$ 21,324	\$ 21,450	\$ 88,511	\$ 85,976	\$ 21,214
Workforce reduction expense	—	—	—	—	(1,472)	—	(1,081)	—	—	(2,553)	—
Stock-based compensation	(1,192)	(1,075)	(1,286)	(1,253)	(1,255)	(934)	(1,357)	(423)	(4,806)	(3,969)	(1,056)
Non-GAAP sales & marketing expense	<u>\$ 21,590</u>	<u>\$ 20,698</u>	<u>\$ 20,319</u>	<u>\$ 21,098</u>	<u>\$ 19,607</u>	<u>\$ 19,934</u>	<u>\$ 18,886</u>	<u>\$ 21,027</u>	<u>\$ 83,705</u>	<u>\$ 79,454</u>	<u>\$ 20,158</u>
GAAP research & development	\$ 12,887	\$ 14,235	\$ 14,360	\$ 16,916	\$ 11,665	\$ 13,965	\$ 17,620	\$ 11,979	\$ 58,398	\$ 55,229	\$ 14,063
Workforce reduction expense	—	—	—	—	(347)	—	(1,347)	—	—	(1,694)	—
Impairment expense	—	—	—	—	—	—	(2,975)	—	—	(2,975)	—
Stock-based compensation	(866)	(860)	(952)	(927)	(904)	(840)	(1,027)	(706)	(3,605)	(3,477)	(906)
Non-GAAP research & development	<u>\$ 12,021</u>	<u>\$ 13,375</u>	<u>\$ 13,408</u>	<u>\$ 15,989</u>	<u>\$ 10,414</u>	<u>\$ 13,125</u>	<u>\$ 12,271</u>	<u>\$ 11,273</u>	<u>\$ 54,793</u>	<u>\$ 47,083</u>	<u>\$ 13,157</u>
GAAP general & administrative expense	\$ 6,162	\$ 5,337	\$ 5,661	\$ 6,358	\$ 7,309	\$ 5,255	\$ 5,613	\$ 5,708	\$ 23,518	\$ 23,885	\$ 6,741
Cyber incident remediation expense	—	—	—	—	(1,350)	621	—	—	—	(729)	—
Workforce reduction expense	—	—	—	—	—	—	(9)	—	—	(9)	—
Stock-based compensation	(1,195)	(678)	(1,071)	(952)	(1,367)	(1,336)	(1,359)	(1,352)	(3,896)	(5,414)	(1,556)
One-time tax planning expense	—	—	—	—	—	—	—	(500)	—	(500)	—
Non-GAAP general & administrative expense	<u>\$ 4,967</u>	<u>\$ 4,659</u>	<u>\$ 4,590</u>	<u>\$ 5,406</u>	<u>\$ 4,592</u>	<u>\$ 4,540</u>	<u>\$ 4,245</u>	<u>\$ 3,856</u>	<u>\$ 19,622</u>	<u>\$ 17,233</u>	<u>\$ 5,185</u>

A10 NETWORKS, INC.

Reconciliation of Selected GAAP to Non-GAAP Financial Measures

(unaudited, in thousands, except per share data)

	Three Months Ended								Years Ended		Three Months Ended
	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022	Dec. 31, 2022	Mar. 31, 2023	Jun. 30, 2023	Sep. 30, 2023	Dec. 31, 2023	Dec. 31, 2022	Dec. 31, 2023	Mar. 31, 2024
GAAP total operating expenses	\$ 41,831	\$ 41,345	\$ 41,626	\$ 45,625	\$ 41,308	\$ 40,088	\$ 44,557	\$ 39,137	\$ 170,427	\$ 165,090	\$ 42,018
Workforce reduction expense	—	—	—	—	(1,819)	—	(2,437)	—	—	(4,256)	—
Impairment expense	—	—	—	—	—	—	(2,975)	—	—	(2,975)	—
Cyber incident remediation expense	—	—	—	—	(1,350)	621	—	—	—	(729)	—
Stock-based compensation	(3,253)	(2,613)	(3,309)	(3,132)	(3,526)	(3,110)	(3,743)	(2,481)	(12,307)	(12,860)	(3,518)
One-time tax planning expense	—	—	—	—	—	—	—	(500)	—	(1)	—
Non-GAAP total operating expenses	<u>\$ 38,578</u>	<u>\$ 38,732</u>	<u>\$ 38,317</u>	<u>\$ 42,493</u>	<u>\$ 34,613</u>	<u>\$ 37,599</u>	<u>\$ 35,402</u>	<u>\$ 36,156</u>	<u>\$ 158,120</u>	<u>\$ 143,770</u>	<u>\$ 38,500</u>
GAAP income from operations	\$ 8,002	\$ 13,143	\$ 15,668	\$ 16,266	\$ 6,167	\$ 12,266	\$ 2,209	\$ 18,006	\$ 53,079	\$ 38,648	\$ 7,213
Workforce reduction expense	—	—	—	—	1,861	—	2,437	—	—	4,298	—
Impairment expense	—	—	—	—	—	—	2,975	—	—	2,975	—
Cyber incident remediation expense	—	—	—	—	1,353	(621)	—	—	—	732	—
Stock-based compensation	3,681	2,944	3,798	3,546	3,970	3,527	4,255	2,922	13,969	14,674	3,989
One-time tax planning expense	—	—	—	—	—	—	—	500	—	500	—
Non-GAAP income from operations	<u>11,683</u>	<u>16,087</u>	<u>19,466</u>	<u>19,812</u>	<u>13,351</u>	<u>15,172</u>	<u>11,876</u>	<u>21,428</u>	<u>\$ 67,048</u>	<u>\$ 61,827</u>	<u>11,202</u>
GAAP Provision for income taxes	\$ 1,140	\$ 3,212	\$ 3,116	\$ (1,660)	\$ 964	\$ 3,186	\$ (1,507)	\$ 1,182	\$ 5,808	\$ 3,825	\$ 1,494
Tax benefit from amended returns	—	—	—	4,176	—	—	—	—	4,176	—	—
Tax-effected non-GAAP results (starting Q1'23)	—	—	—	—	1,215	3	4,140	2,872	—	8,230	970
Non-GAAP provision for income Taxes	<u>\$ 1,140</u>	<u>\$ 3,212</u>	<u>\$ 3,116</u>	<u>\$ 2,516</u>	<u>\$ 2,179</u>	<u>\$ 3,189</u>	<u>\$ 2,633</u>	<u>\$ 4,054</u>	<u>\$ 9,984</u>	<u>\$ 12,055</u>	<u>\$ 2,464</u>
GAAP net income	\$ 6,349	\$ 10,416	\$ 12,113	\$ 18,030	\$ 3,958	\$ 11,626	\$ 6,469	\$ 17,917	\$ 46,908	\$ 39,970	\$ 9,726
Stock-based compensation	3,681	2,944	3,798	3,546	3,970	3,527	4,255	2,922	13,969	14,674	3,989
One-time tax planning expense	—	—	—	—	—	—	—	500	—	500	—
Impairment expense	—	—	—	1,000	—	—	2,975	—	1,000	2,975	—
Workforce reduction expense	—	—	—	—	1,861	—	2,437	—	—	4,298	—
Cyber incident remediation expense	—	—	—	—	1,353	(621)	—	—	—	732	—
Tax benefit from amended returns	—	—	—	(4,176)	—	—	—	—	(4,176)	—	—
Tax-effected non-GAAP results (starting Q1'23)	—	—	—	—	(1,215)	(3)	(4,140)	(2,872)	—	(8)	(970)
Non-GAAP net income	<u>\$ 10,030</u>	<u>\$ 13,360</u>	<u>\$ 15,911</u>	<u>\$ 18,400</u>	<u>\$ 9,927</u>	<u>\$ 14,529</u>	<u>\$ 11,996</u>	<u>\$ 18,467</u>	<u>\$ 57,701</u>	<u>\$ 54,919</u>	<u>\$ 12,745</u>
Non-GAAP net income per share:											
Basic	\$ 0.13	\$ 0.18	\$ 0.21	\$ 0.25	\$ 0.13	\$ 0.20	\$ 0.16	\$ 0.25	\$ 0.76	\$ 0.74	\$ 0.17
Diluted	\$ 0.13	\$ 0.17	\$ 0.20	\$ 0.24	\$ 0.13	\$ 0.19	\$ 0.16	\$ 0.25	\$ 0.74	\$ 0.73	\$ 0.17
Weighted-average shares used in computing Non-GAAP net income per share:											
Basic	76,795	75,893	75,881	73,560	74,001	74,017	74,526	74,288	75,528	74,210	74,451
Diluted	79,285	78,306	77,649	75,392	75,541	75,428	75,807	74,972	77,751	75,550	75,318