

**Coursera Inc.**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)**  
(In thousands, except shares and per share data)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Revenue	\$ 170,337	\$ 153,702	\$ 339,405	\$ 301,344
Cost of revenue <sup>(1)</sup>	80,162	74,001	159,733	144,175
Gross profit	90,175	79,701	179,672	157,169
Operating expenses:				
Research and development <sup>(1)</sup>	33,701	41,286	68,311	85,095
Sales and marketing <sup>(1)</sup>	58,069	52,001	115,654	104,873
General and administrative <sup>(1)</sup>	29,570	24,937	54,513	50,460
Restructuring related charges <sup>(1)</sup>	44	(147)	2,145	(5,806)
Total operating expenses	121,384	118,077	240,623	234,622
Loss from operations	(31,209)	(38,376)	(60,951)	(77,453)
Other income, net:				
Interest income, net	9,286	8,240	18,869	16,277
Other (expense) income, net	(21)	(8)	(306)	94
Loss before income taxes	(21,944)	(30,144)	(42,388)	(61,082)
Income tax expense	1,030	1,599	1,842	3,025
Net loss	\$ (22,974)	\$ (31,743)	\$ (44,230)	\$ (64,107)
Net loss per share—basic and diluted	\$ (0.15)	\$ (0.21)	\$ (0.28)	\$ (0.43)
Weighted average shares used in computing net loss per share—basic and diluted	156,292,508	150,262,064	156,335,959	149,621,816

(1) Includes stock-based compensation expense as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Cost of revenue	\$ 710	\$ 914	\$ 1,369	\$ 1,791
Research and development	10,873	13,303	21,874	26,768
Sales and marketing	8,520	7,499	16,442	15,856
General and administrative	9,913	7,609	18,188	15,240
Restructuring related charges	—	(17)	—	(5,605)
Total stock-based compensation expense	\$ 30,016	\$ 29,308	\$ 57,873	\$ 54,050

**Coursera Inc.**  
**CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited)**  
(In thousands)

	<u>June 30, 2024</u>	<u>December 31, 2023</u>
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 708,761	\$ 656,321
Marketable securities	—	65,746
Accounts receivable, net	57,734	67,418
Deferred costs, net	25,679	26,387
Prepaid expenses and other current assets	28,515	16,614
Total current assets	<u>820,689</u>	<u>832,486</u>
Property, equipment, and software, net	33,068	30,408
Operating lease right-of-use assets	1,992	4,739
Intangible assets, net	14,953	11,720
Other assets	33,662	41,180
Total assets	<u>\$ 904,364</u>	<u>\$ 920,533</u>
<b>Liabilities and Stockholders' Equity</b>		
Current liabilities:		
Educator partners payable	\$ 100,919	\$ 101,041
Other accounts payable and accrued expenses	20,992	23,456
Accrued compensation and benefits	22,638	22,281
Operating lease liabilities, current	2,426	6,557
Deferred revenue, current	156,692	137,229
Other current liabilities	12,237	7,696
Total current liabilities	<u>315,904</u>	<u>298,260</u>
Operating lease liabilities, non-current	—	39
Deferred revenue, non-current	1,759	2,861
Other liabilities	1,527	3,179
Total liabilities	<u>319,190</u>	<u>304,339</u>
Stockholders' equity:		
Common stock	2	2
Additional paid-in capital	1,489,751	1,459,964
Treasury stock, at cost	(79,672)	(63,154)
Accumulated other comprehensive income	—	59
Accumulated deficit	(824,907)	(780,677)
Total stockholders' equity	<u>585,174</u>	<u>616,194</u>
Total liabilities and stockholders' equity	<u>\$ 904,364</u>	<u>\$ 920,533</u>

**Coursera Inc.**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)**  
(In thousands)

	Six Months Ended June 30,	
	2024	2023
<b>Cash flows from operating activities:</b>		
Net loss	\$ (44,230)	\$ (64,107)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:		
Depreciation and amortization	12,625	10,842
Stock-based compensation expense	57,873	54,050
Accretion of marketable securities	(235)	(9,413)
Impairment of long-lived assets	—	1,275
Other	876	202
Changes in operating assets and liabilities:		
Accounts receivable, net	8,730	(19,686)
Prepaid expenses and other assets	(3,678)	(14,269)
Operating lease right-of-use assets	2,747	2,407
Accounts payable and accrued expenses	(3,848)	15,863
Accrued compensation and other liabilities	3,250	2,259
Operating lease liabilities	(4,170)	(4,139)
Deferred revenue	18,361	23,037
Net cash provided by (used in) operating activities	48,301	(1,679)
<b>Cash flows from investing activities:</b>		
Purchases of marketable securities	—	(121,756)
Proceeds from maturities of marketable securities	66,000	235,000
Purchases of property, equipment, and software	(310)	(721)
Capitalized internal-use software costs	(8,668)	(7,604)
Purchases of content assets	(4,187)	(1,300)
Net cash provided by investing activities	52,835	103,619
<b>Cash flows from financing activities:</b>		
Proceeds from exercise of stock options	5,508	14,114
Proceeds from employee stock purchase plan	3,816	3,530
Payments for repurchases of common stock	(36,705)	(53,066)
Payments for tax withholding on vesting of restricted stock units	(21,313)	(24,855)
Net cash used in financing activities	(48,694)	(60,277)
<b>Net increase in cash, cash equivalents, and restricted cash</b>	<b>52,442</b>	<b>41,663</b>
<b>Cash, cash equivalents, and restricted cash—Beginning of period</b>	<b>658,086</b>	<b>322,878</b>
<b>Cash, cash equivalents, and restricted cash—End of period</b>	<b>\$ 710,528</b>	<b>\$ 364,541</b>

**Coursera Inc.**  
**RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES (Unaudited)**  
(In thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Gross profit	\$ 90,175	\$ 79,701	\$ 179,672	\$ 157,169
Stock-based compensation expense	710	914	1,369	1,791
Amortization of stock-based compensation capitalized as internal-use software costs	1,424	1,217	2,901	2,386
Payroll tax expense related to stock-based compensation	22	26	68	76
<b>Non-GAAP gross profit</b>	<b>\$ 92,331</b>	<b>\$ 81,858</b>	<b>\$ 184,010</b>	<b>\$ 161,422</b>

	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Net loss	\$ (22,974)	\$ (31,743)	\$ (44,230)	\$ (64,107)
Stock-based compensation expense	30,016	29,325	57,873	59,655
Amortization of stock-based compensation capitalized as internal-use software costs	1,424	1,217	2,901	2,386
Payroll tax expense related to stock-based compensation	640	1,014	2,381	2,377
M&A related transaction costs	3,369	—	3,369	—
Significant and non-recurring legal matters	1,259	—	1,259	—
Restructuring related charges	44	(147)	2,145	(5,806)
<b>Non-GAAP net income (loss)</b>	<b>\$ 13,778</b>	<b>\$ (334)</b>	<b>\$ 25,698</b>	<b>\$ (5,495)</b>
Weighted-average shares used in computing net loss per share—basic	156,292,508	150,262,064	156,335,959	149,621,816
Effect of dilutive securities <sup>(2)</sup>	4,674,908	—	9,044,276	—
<b>Weighted-average shares used in computing non-GAAP net income (loss) per share—diluted</b>	<b>160,967,416</b>	<b>150,262,064</b>	<b>165,380,235</b>	<b>149,621,816</b>
Net loss per share—basic and diluted	\$ (0.15)	\$ (0.21)	\$ (0.28)	\$ (0.43)
<b>Non-GAAP net income (loss) per share—diluted</b>	<b>\$ 0.09</b>	<b>\$ —</b>	<b>\$ 0.16</b>	<b>\$ (0.04)</b>

(2) For periods presented with a non-GAAP net loss, we have excluded the effect of potentially dilutive securities as their inclusion would be anti-dilutive.

**Financial Tables**  
Q2 2024

	<b>Three Months Ended June 30,</b>		<b>Six Months Ended June 30,</b>	
	<b>2024</b>	<b>2023</b>	<b>2024</b>	<b>2023</b>
Net loss	\$ (22,974)	\$ (31,743)	\$ (44,230)	\$ (64,107)
Depreciation and amortization	6,269	5,331	12,625	10,842
Interest income, net	(9,286)	(8,240)	(18,869)	(16,277)
Income tax expense	1,030	1,599	1,842	3,025
Other expense (income), net	21	8	306	(94)
Stock-based compensation expense	30,016	29,325	57,873	59,655
Payroll tax expense related to stock-based compensation	640	1,014	2,381	2,377
M&A related transaction costs	3,369	—	3,369	—
Significant and non-recurring legal matters	1,259	—	1,259	—
Restructuring related charges	44	(147)	2,145	(5,806)
<b>Adjusted EBITDA</b>	<b>\$ 10,388</b>	<b>\$ (2,853)</b>	<b>\$ 18,701</b>	<b>\$ (10,385)</b>
Net loss margin	(13)%	(21)%	(13)%	(21)%
Adjusted EBITDA Margin	6 %	(2)%	6 %	(3)%

	<b>Three Months Ended June 30,</b>		<b>Six Months Ended June 30,</b>	
	<b>2024</b>	<b>2023</b>	<b>2024</b>	<b>2023</b>
Net cash provided by (used in) operating activities <sup>(3)</sup>	\$ 23,851	\$ (6,371)	\$ 48,301	\$ (1,679)
Less: purchases of property, equipment, and software	(176)	(423)	(310)	(721)
Less: capitalized internal-use software costs	(4,598)	(4,742)	(8,668)	(7,604)
Previously reported Free Cash Flow		(11,536)		(10,004)
Less: purchases of content assets	(2,034)	(676)	(4,187)	(1,300)
<b>Free Cash Flow</b>	<b>\$ 17,043</b>	<b>\$ (12,212)</b>	<b>\$ 35,136</b>	<b>\$ (11,304)</b>

(3) The six months ended June 30, 2024 and 2023 include \$2.1 million and \$5.1 million in cash payments for restructuring related charges. Related cash payments made during the three months ended June 30, 2024 and 2023 were immaterial.