

## **Non-GAAP Financial Measures**

GitLab believes non-GAAP measures are useful in evaluating its operating performance. GitLab uses this supplemental information to evaluate its ongoing operations and for internal planning and forecasting purposes. GitLab believes that non-GAAP financial information, when taken collectively with its GAAP financial information, may be helpful to investors because it provides consistency and comparability with past financial performance. However, non-GAAP financial information is presented for supplemental informational purposes only, has limitations as an analytical tool, and should not be considered in isolation or as a substitute for financial information presented in accordance with GAAP. Reconciliations of non-GAAP financial measures to the most directly comparable financial results as determined in accordance with GAAP are included in this supplemental. We define non-GAAP financial measures as GAAP measures, excluding certain items such as stock-based compensation expense, amortization of acquired intangible assets, foreign exchange (gain) loss, gain from a deconsolidation of a subsidiary, equity method investment loss and impairment, acquisition related expenses, changes in the fair value of acquisition related contingent consideration, charitable donation of common stock, restructuring charges, a non-recurring income tax adjustment related to bilateral advance pricing agreement ("BAPA") negotiations, and other expenses that the Company believes are not indicative of its ongoing operations. Shares used for net income per share on a non-GAAP basis include incremental dilutive shares related to restricted stock units, options, and shares issuable under GitLab Inc.'s 2021 Employee Stock Purchase Plan that are anti-dilutive on a GAAP basis. A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis without unreasonable effort due to the uncertainty of expenses that may be incurred in the future. Investors are encouraged to review the related GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures and not rely on any single financial measure to evaluate our business.

## **Adjusted Free Cash Flow**

Adjusted free cash flow is a non-GAAP financial measure that we calculate as net cash provided by (used in) operating activities less cash used for purchases of property and equipment and any non-recurring income tax payments related to BAPA. We believe that adjusted free cash flow is a useful indicator of liquidity that provides information to management and investors about the amount of cash generated from our operations that, after the investments in property and equipment and any non-recurring income tax payments related to BAPA, can be used for strategic initiatives, including investing in our business, and strengthening our financial position. One limitation of adjusted free cash flow is that it does not reflect our future contractual commitments. Additionally, adjusted free cash flow does not represent the total increase or decrease in our cash balance for a given period.

**GitLab Inc.**  
**Condensed Consolidated Balance Sheets**  
(in thousands)  
(unaudited)

	<u>April 30, 2024</u>	<u>January 31, 2024</u>	<u>October 31, 2023</u>	<u>July 31, 2023</u>	<u>April 30, 2023</u>	<u>January 31, 2023</u>	<u>October 31, 2022</u>	<u>July 31, 2022</u>
<b>ASSETS</b>								
<b>CURRENT ASSETS:</b>								
Cash and cash equivalents	\$ 420,322	\$ 287,996	\$ 285,309	\$ 273,225	\$ 315,933	\$ 295,402	\$ 372,169	\$ 410,757
Short-term investments	641,173	748,289	704,325	713,058	621,706	641,249	555,583	519,433
Accounts receivable, net	135,195	166,731	135,614	105,815	126,079	130,479	97,580	89,344
Deferred contract acquisition costs, current	31,034	32,300	27,196	25,069	25,093	26,505	23,599	23,648
Prepaid expenses and other current assets	35,319	45,601	29,892	26,053	26,409	24,327	20,454	20,807
<b>Total current assets</b>	<b>1,263,043</b>	<b>1,280,917</b>	<b>1,182,336</b>	<b>1,143,220</b>	<b>1,115,220</b>	<b>1,117,962</b>	<b>1,069,385</b>	<b>1,063,989</b>
Property and equipment, net	2,820	2,954	3,690	4,080	4,936	5,797	5,560	5,459
Operating lease right-of-use assets	543	405	533	673	1,300	998	0	0
Deferred contract acquisition costs, noncurrent	17,738	19,317	15,104	14,743	15,014	15,628	14,240	13,945
Goodwill	16,070	8,145	8,145	8,145	8,145	8,145	8,145	8,145
Intangible assets, net	16,637	1,733	2,254	2,774	3,321	3,901	4,484	5,081
Equity method investment	0	0	9,634	10,574	11,735	12,682	13,624	14,581
Other non-current assets	4,776	4,390	5,200	4,860	4,437	4,087	4,803	4,219
<b>TOTAL ASSETS</b>	<b>\$ 1,321,627</b>	<b>\$ 1,317,861</b>	<b>\$ 1,226,896</b>	<b>\$ 1,189,069</b>	<b>\$ 1,164,108</b>	<b>\$ 1,169,200</b>	<b>\$ 1,120,241</b>	<b>\$ 1,115,419</b>
<b>LIABILITIES, MEZZANINE EQUITY, AND STOCKHOLDERS' DEFICIT</b>								
<b>CURRENT LIABILITIES:</b>								
Accounts payable	\$ 3,230	\$ 1,738	\$ 5,023	\$ 4,165	\$ 3,029	\$ 5,184	\$ 6,233	\$ 5,379
Accrued expenses and other current liabilities	306,734	286,178	269,980	24,643	28,885	25,954	23,753	24,474
Accrued compensation and benefits	22,743	35,809	23,272	23,504	15,716	20,776	16,716	15,503
Deferred revenue, current	341,830	338,348	287,647	268,883	263,423	254,382	217,777	201,348
<b>Total current liabilities</b>	<b>674,537</b>	<b>662,073</b>	<b>585,922</b>	<b>321,195</b>	<b>311,053</b>	<b>306,296</b>	<b>264,479</b>	<b>246,704</b>
Deferred revenue, non-current	15,267	23,794	23,016	25,860	28,043	28,355	28,946	24,401
Other non-current liabilities	17,465	14,060	24,776	10,774	9,411	9,824	12,125	13,994
<b>TOTAL LIABILITIES</b>	<b>707,269</b>	<b>699,927</b>	<b>633,714</b>	<b>357,829</b>	<b>348,507</b>	<b>344,475</b>	<b>305,550</b>	<b>285,099</b>
<b>STOCKHOLDERS' EQUITY:</b>								
Class A Common stock	0	0	0	0	0	0	0	0
Class B Common stock	0	0	0	0	0	0	0	0
Additional paid-in capital	1,768,947	1,718,661	1,658,375	1,610,072	1,542,603	1,497,373	1,453,349	1,413,491
Accumulated deficit	(1,204,466)	(1,149,822)	(1,113,355)	(828,197)	(778,117)	(725,648)	(686,915)	(638,460)
Accumulated other comprehensive income/loss	3,360	2,335	1,547	1,782	1,003	(705)	(2,874)	3,456
<b>Total GitLab stockholders' equity</b>	<b>567,841</b>	<b>571,174</b>	<b>546,567</b>	<b>783,657</b>	<b>765,489</b>	<b>771,020</b>	<b>763,560</b>	<b>778,487</b>
Noncontrolling interests	46,517	46,760	46,615	47,583	50,112	53,705	51,131	51,833
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>614,358</b>	<b>617,934</b>	<b>593,182</b>	<b>831,240</b>	<b>815,601</b>	<b>824,725</b>	<b>814,691</b>	<b>830,320</b>
<b>TOTAL LIABILITIES, MEZZANINE EQUITY AND STOCKHOLDERS' EQUITY</b>	<b>\$ 1,321,627</b>	<b>\$ 1,317,861</b>	<b>\$ 1,226,896</b>	<b>\$ 1,189,069</b>	<b>\$ 1,164,108</b>	<b>\$ 1,169,200</b>	<b>\$ 1,120,241</b>	<b>\$ 1,115,419</b>

**GitLab Inc.**  
**Condensed Consolidated Statements of Operations**  
(in thousands, except per share data)  
(unaudited)

**Three Months Ended**

	<b>April 30, 2024</b>	<b>January 31, 2024</b>	<b>October 31, 2023</b>	<b>July 31, 2023</b>	<b>April 30, 2023</b>	<b>January 31, 2023</b>	<b>October 31, 2022</b>	<b>July 31, 2022</b>
Revenue:								
Subscription—self-managed and SaaS	151,179	142,026	130,993	122,096	111,191	105,055	98,435	88,936
License—self-managed and other	18,008	21,753	18,675	17,485	15,687	17,852	14,546	12,105
Total revenue	<b>\$ 169,187</b>	<b>\$ 163,779</b>	<b>\$ 149,668</b>	<b>\$ 139,581</b>	<b>\$ 126,878</b>	<b>\$ 122,907</b>	<b>\$ 112,981</b>	<b>\$ 101,041</b>
Cost of revenue:								
Subscription—self-managed and SaaS	13,839	12,165	11,559	10,871	10,891	11,124	11,113	10,671
License—self-managed and other	4,937	3,824	3,525	3,825	3,048	3,114	3,451	2,359
Total cost of revenue	<b>18,776</b>	<b>15,989</b>	<b>15,084</b>	<b>14,696</b>	<b>13,939</b>	<b>14,238</b>	<b>14,564</b>	<b>13,030</b>
Gross profit	<b>\$ 150,411</b>	<b>\$ 147,790</b>	<b>\$ 134,584</b>	<b>\$ 124,885</b>	<b>\$ 112,939</b>	<b>\$ 108,669</b>	<b>\$ 98,417</b>	<b>\$ 88,011</b>
Operating expenses:								
Sales and marketing	92,424	90,762	86,978	92,116	86,537	81,513	81,080	80,689
Research and development	54,140	52,388	49,058	49,007	50,387	43,680	41,113	39,520
General and administrative	57,487	39,523	38,815	37,819	34,248	29,750	33,186	33,104
Total operating expenses	<b>204,051</b>	<b>182,673</b>	<b>174,851</b>	<b>178,942</b>	<b>171,172</b>	<b>154,943</b>	<b>155,379</b>	<b>153,313</b>
Loss from operations	<b>(53,640)</b>	<b>(34,883)</b>	<b>(40,267)</b>	<b>(54,057)</b>	<b>(58,233)</b>	<b>(46,274)</b>	<b>(56,962)</b>	<b>(65,302)</b>
Interest income	12,030	11,813	10,874	9,112	7,315	6,249	4,657	3,064
Other income (expense), net	(567)	(11,318)	569	(1,330)	253	(1,024)	2,661	1,500
Loss before income taxes and loss from equity method investment	<b>(42,177)</b>	<b>(34,388)</b>	<b>(28,824)</b>	<b>(46,275)</b>	<b>(50,665)</b>	<b>(41,049)</b>	<b>(49,644)</b>	<b>(60,738)</b>
Loss from equity method investment, net of tax	0	(1,416)	(743)	(917)	(748)	(693)	(756)	(816)
Provision (benefit) for income taxes	12,710	1,767	256,788	4,016	1,486	379	65	(57)
Net loss	<b>\$ (54,887)</b>	<b>\$ (37,571)</b>	<b>\$ (286,355)</b>	<b>\$ (51,208)</b>	<b>\$ (52,899)</b>	<b>\$ (42,121)</b>	<b>\$ (50,465)</b>	<b>\$ (61,497)</b>
Net loss attributable to noncontrolling interest	(243)	(1,104)	(1,197)	(1,128)	(430)	(3,388)	(2,010)	(2,473)
Net loss attributable to Gitlab	<b>\$ (54,644)</b>	<b>\$ (36,467)</b>	<b>\$ (285,158)</b>	<b>\$ (50,080)</b>	<b>\$ (52,469)</b>	<b>\$ (38,733)</b>	<b>\$ (48,455)</b>	<b>\$ (59,024)</b>
Net loss per share attributable to Class A and Class B Gitlab common stockholders, basic and diluted	<b>\$ (0.35)</b>	<b>\$ (0.23)</b>	<b>\$ (1.84)</b>	<b>\$ (0.33)</b>	<b>\$ (0.35)</b>	<b>\$ (0.26)</b>	<b>\$ (0.33)</b>	<b>\$ (0.40)</b>
Weighted-average shares used to compute net loss per share attributable to Class A and Class B Gitlab common stockholders, basic and diluted	158,157	156,601	155,123	153,644	151,692	150,133	148,883	147,797

**GitLab Inc.**  
**Reconciliation of GAAP to Non-GAAP**  
(in thousands, except per share data)  
(unaudited)

Three Months Ended

	April 30, 2024	January 31, 2024	October 31, 2023	July 31, 2023	April 30, 2023	January 31, 2023	October 31, 2022	July 31, 2022
<b>Gross profit on GAAP basis</b>	\$ 150,411	\$ 147,790	\$ 134,584	\$ 124,885	\$ 112,939	\$ 108,669	\$ 98,417	\$ 88,011
Stock-based compensation expense	1,855	1,640	1,648	1,698	1,414	1,455	1,248	1,585
Amortization of acquired intangibles	1,087	521	521	521	504	521	521	521
Restructuring charges	0	0	0	46	417	0	0	0
<b>Gross profit on non-GAAP basis</b>	\$ 153,353	\$ 149,951	\$ 136,753	\$ 127,150	\$ 115,274	\$ 110,645	\$ 100,186	\$ 90,117
<b>Gross margin on non-GAAP basis</b>	91%	92%	91%	91%	91%	90%	89%	89%
<b>Sales and marketing on GAAP basis</b>	\$ 92,424	\$ 90,762	\$ 86,978	\$ 92,116	\$ 86,537	\$ 81,513	\$ 81,080	\$ 80,689
Stock-based compensation expense	(17,397)	(17,184)	(16,523)	(21,295)	(13,764)	(13,194)	(12,905)	(14,851)
Restructuring charges	(730)	(188)	54	(118)	(3,559)	0	0	0
<b>Sales and marketing on non-GAAP basis</b>	\$ 74,297	\$ 73,390	\$ 70,509	\$ 70,703	\$ 69,214	\$ 68,319	\$ 68,175	\$ 65,838
<b>Research and development on GAAP basis</b>	\$ 54,140	\$ 52,388	\$ 49,058	\$ 49,007	\$ 50,387	\$ 43,680	\$ 41,113	\$ 39,520
Stock-based compensation expense	(12,336)	(13,887)	(12,738)	(12,477)	(11,702)	(9,920)	(10,030)	(11,339)
Restructuring charges	0	0	(72)	12	(2,059)	0	0	0
<b>Research and development on non-GAAP basis</b>	\$ 41,804	\$ 38,501	\$ 36,248	\$ 36,542	\$ 36,626	\$ 33,760	\$ 31,083	\$ 28,181
<b>General and administrative on GAAP basis</b>	\$ 57,487	\$ 39,523	\$ 38,815	\$ 37,819	\$ 34,248	\$ 29,750	\$ 33,186	\$ 33,104
Stock-based compensation expense	(10,664)	(10,306)	(10,425)	(10,898)	(5,450)	(9,072)	(9,525)	(9,972)
Amortization of acquired intangibles	0	0	0	(25)	(75)	(74)	(70)	(74)
Restructuring charges	(276)	0	4	(20)	(1,618)	0	0	0
Charitable donation of common stock	(2,957)	(2,675)	(2,675)	(2,675)	(2,675)	0	0	0
Change in the fair value of acquisition related contingent consideration	0	0	0	0	0	1,722	(1,063)	0
Acquisition related expenses	(2,051)	(1,314)	0	0	0	0	0	0
Other non-recurring charges	(473)	(404)	(413)	0	0	0	0	0
<b>General and administrative on non-GAAP basis</b>	\$ 41,066	\$ 24,824	\$ 25,306	\$ 24,201	\$ 24,430	\$ 22,326	\$ 22,528	\$ 23,058
<b>Loss from operations on GAAP basis</b>	\$ (53,640)	\$ (34,883)	\$ (40,267)	\$ (54,057)	\$ (58,233)	\$ (46,274)	\$ (56,962)	\$ (65,302)
Stock-based compensation expense	42,252	43,017	41,334	46,368	32,330	33,641	33,708	37,747
Amortization of acquired intangibles	1,087	521	521	546	579	595	591	595
Restructuring charges	1,006	188	14	172	7,653	0	0	0
Charitable donation of common stock	2,957	2,675	2,675	2,675	2,675	0	0	0
Change in the fair value of acquisition related contingent consideration	0	0	0	0	0	(1,722)	1,063	0
Acquisition related expenses	2,051	1,314	0	0	0	0	0	0
Other non-recurring charges	473	404	413	0	0	0	0	0
<b>Income (loss) from operations on non-GAAP basis</b>	\$ (3,814)	\$ 13,236	\$ 4,690	\$ (4,296)	\$ (14,996)	\$ (13,760)	\$ (21,600)	\$ (26,960)
<b>Other income (expense), net on GAAP basis</b>	\$ (567)	\$ (11,318)	\$ 569	\$ (1,330)	\$ 253	\$ (1,024)	\$ 2,661	\$ 1,500
Foreign exchange (gains) losses, net	637	2,651	(488)	1,268	(274)	997	(2,855)	(1,646)
Impairment of equity method investment	-	8,858	-	-	-	0	0	-
<b>Other income (expense), net on non-GAAP basis</b>	\$ 70	\$ 191	\$ 81	\$ (62)	\$ (21)	\$ (27)	\$ (194)	\$ (146)
<b>Net loss attributable to GitLab common stockholders on GAAP basis</b>	\$ (54,644)	\$ (36,467)	\$ (285,158)	\$ (50,080)	\$ (52,469)	\$ (38,733)	\$ (48,455)	\$ (59,024)
Stock-based compensation expense	42,252	43,017	41,334	46,368	32,330	33,641	33,708	37,747
Amortization of acquired intangibles	1,087	521	521	546	579	595	591	595
Restructuring charges	1,006	188	14	172	7,653	0	0	0
Charitable donation of common stock	2,957	2,675	2,675	2,675	2,675	0	0	0
Change in the fair value of acquisition related contingent consideration	0	0	0	0	0	(1,722)	1,063	0
Acquisition related expenses	2,051	1,314	0	0	0	0	0	0
Loss from equity method investment, net of tax	0	1,416	743	917	748	693	756	816
Impairment of equity method investment	0	8,858	0	0	0	0	0	0
Foreign exchange (gains) losses, net	637	2,651	(488)	1,268	(274)	997	(2,855)	(1,646)
Income tax adjustment	8,655	467	254,392	0	0	0	0	0
Other non-recurring charges	473	404	413	0	0	0	0	0
<b>Net income (loss) attributable to GitLab common stockholders on non-GAAP basis</b>	\$ 4,474	\$ 25,044	\$ 14,446	\$ 1,866	\$ (8,758)	\$ (4,529)	\$ (15,192)	\$ (21,512)

**GitLab Inc.**  
**Reconciliation of GAAP to Non-GAAP**  
**(in thousands, except per share data)**  
**(unaudited)**

**Three Months Ended**

	<u>April 30, 2024</u>	<u>January 31, 2024</u>	<u>October 31, 2023</u>	<u>July 31, 2023</u>	<u>April 30, 2023</u>	<u>January 31, 2023</u>	<u>October 31, 2022</u>	<u>July 31, 2022</u>
GAAP net loss per share, basic and diluted	\$ (0.35)	\$ (0.23)	\$ (1.84)	\$ (0.33)	\$ (0.35)	\$ (0.26)	\$ (0.33)	\$ (0.40)
Non-GAAP net income (loss) per share, basic	\$ 0.03	\$ 0.16	\$ 0.09	\$ 0.01	\$ (0.06)	\$ (0.03)	\$ (0.10)	\$ (0.15)
Non-GAAP net income (loss) per share, diluted	\$ 0.03	\$ 0.15	\$ 0.09	\$ 0.01	\$ (0.06)	\$ (0.03)	\$ (0.10)	\$ (0.15)
Shares used in per share calculation - basic on GAAP basis	158,157	156,601	155,123	153,644	151,692	150,133	148,883	147,797
Effect of dilutive securities	8,767	8,820	7,671	7,473	0	0	0	0
Shares used in per share calculation - diluted on non-GAAP basis	166,924	165,421	162,794	161,117	151,692	150,133	148,883	147,797
<b>Adjusted free cash flow</b>								
Net cash provided by (used in) operating activities	\$ 38,138	\$ 24,853	\$ (5,961)	\$ 27,109	\$ (10,961)	\$ (11,720)	\$ (1,197)	\$ (36,335)
Less: Purchases of property and equipment	(700)	(329)	(736)	(277)	(256)	(1,052)	(1,784)	(1,360)
<b>Adjusted free cash flow</b>	<b>\$ 37,438</b>	<b>\$ 24,524</b>	<b>\$ (6,697)</b>	<b>\$ 26,832</b>	<b>\$ (11,217)</b>	<b>\$ (12,772)</b>	<b>\$ (2,981)</b>	<b>\$ (37,695)</b>

**GitLab Inc.**  
**Condensed Consolidated Statements of Cash Flows**  
(in thousands)  
(unaudited)

	Three Months Ended							
	April 30, 2024	January 31, 2024	October 31, 2023	July 31, 2023	April 30, 2023	January 31, 2023	October 31, 2022	July 31, 2022
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>								
Net income (loss), including amounts attributable to noncontrolling interests	\$ (54,887)	\$ (37,571)	\$ (286,355)	\$ (51,208)	\$ (52,899)	\$ (42,121)	\$ (50,465)	\$ (61,497)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:								
Stock-based compensation expense	42,252	43,017	41,334	46,368	32,330	33,641	33,708	37,747
Gain from the fair value change of acquisition related contingent consideration	0	0	0	0	0	(1,722)	0	0
Charitable donation of common stock	2,957	2,675	2,675	2,675	2,675	0	0	0
Amortization of intangible assets	1,087	521	521	546	579	595	591	595
Depreciation expense	937	1,039	1,123	1,114	1,092	1,033	912	728
Amortization of deferred contract acquisition costs, net	11,109	12,397	10,447	10,070	10,549	12,265	11,075	10,805
Loss from equity method investment	0	776	940	1,161	947	942	957	1,034
Impairment of equity method investment	0	8,858	0	0	0	0	0	0
Net amortization of premiums or discounts on short-term investments	(4,900)	(5,988)	(5,867)	(4,898)	(3,596)	(2,731)	(2,053)	(1,293)
Unrealized foreign exchange loss (gain), net	545	4,396	(573)	1,087	(262)	354	(2,509)	(1,341)
Other non-cash expense (income), net	412	1,013	420	(44)	(59)	717	(30)	737
Changes in operating accounts:								
Accounts receivable	31,072	(31,050)	(30,572)	20,441	4,840	(32,006)	(8,595)	(22,242)
Prepaid expenses and other current assets	10,354	(15,671)	(3,935)	(2,161)	(2,087)	(3,589)	168	(3,330)
Deferred contract acquisition costs	(8,540)	(21,340)	(13,623)	(9,640)	(8,497)	(15,410)	(11,935)	(10,961)
Other non-current assets	(419)	865	(453)	(419)	(302)	962	(650)	2,761
Accounts payable	1,336	(3,219)	799	1,135	(2,158)	(1,106)	865	(272)
Accrued expenses and other current liabilities	19,617	12,436	244,674	(1,606)	2,789	1,370	3,159	(1,479)
Accrued compensation and benefits	(13,152)	12,331	231	7,732	(5,121)	3,457	1,530	3,926
Other non-current liabilities	2,806	(10,821)	14,270	1,964	(164)	(1,174)	(576)	(3,115)
Deferred revenue	(4,448)	50,189	17,983	2,792	8,383	32,803	22,651	10,862
<b>Net cash provided by (used in) operating activities</b>	<b>38,138</b>	<b>24,853</b>	<b>(5,961)</b>	<b>27,109</b>	<b>(10,961)</b>	<b>(11,720)</b>	<b>(1,197)</b>	<b>(36,335)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>								
Purchases of short-term investments	(144,392)	(242,021)	(238,680)	(276,132)	(58,864)	(189,671)	(111,287)	(473,303)
Proceeds from maturities of short-term investments	254,687	207,028	253,995	189,484	83,500	108,925	72,670	0
Purchases of property and equipment	(700)	(329)	(736)	(277)	(256)	(1,052)	(1,784)	(1,360)
Payments for business combination, net of cash acquired	(20,210)	0	0	0	0	0	0	0
Escrow payment related to business combination, after acquisition date	0	0	0	(2,500)	0	0	0	0
Other investing activities	0	(450)	0	0	0	0	0	0
<b>Net cash provided by (used in) investing activities</b>	<b>89,385</b>	<b>(35,772)</b>	<b>14,579</b>	<b>(89,425)</b>	<b>24,380</b>	<b>(81,798)</b>	<b>(40,401)</b>	<b>(474,663)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>								
Proceeds from issuance of common stock upon exercise of stock options, including early exercises, net of repurchases	5,093	9,810	4,715	10,264	7,513	7,061	6,143	5,994
Issuance of common stock under employee stock purchase plan	0	5,182	0	7,751	0	4,824	0	9,554
Proceeds from short-term borrowings from a potential investor in JiHu	0	0	0	0	0	0	0	(2,878)
Contributions received from noncontrolling interests, net of issuance costs	0	0	0	0	0	0	4,053	22,145
Partial settlement of acquisition related contingent cash consideration	0	0	0	0	0	0	(3,137)	0
<b>Net cash provided by financing activities</b>	<b>5,093</b>	<b>14,992</b>	<b>4,715</b>	<b>18,015</b>	<b>7,513</b>	<b>11,885</b>	<b>7,059</b>	<b>34,815</b>
Impact of foreign exchange on cash and cash equivalents	(290)	(1,386)	(1,249)	(907)	(401)	4,866	(4,049)	(549)
Net increase (decrease) in cash and cash equivalents, restricted cash	132,326	2,687	12,084	(45,208)	20,531	(76,767)	(38,588)	(476,732)
Cash, cash equivalents, and restricted cash at beginning of period	287,996	285,309	273,225	318,433	297,902	374,669	413,257	889,989
<b>Cash, cash equivalents, and restricted cash at end of period</b>	<b>\$ 420,322</b>	<b>\$ 287,996</b>	<b>\$ 285,309</b>	<b>\$ 273,225</b>	<b>\$ 318,433</b>	<b>\$ 297,902</b>	<b>\$ 374,669</b>	<b>\$ 413,257</b>

**Reconciliation of cash, cash equivalents and restricted cash within the condensed consolidated balance sheets to the amounts shown in the condensed consolidated statements of cash flows above:**

Cash and cash equivalents	\$ 420,322	\$ 287,996	\$ 285,309	\$ 273,225	\$ 315,933	\$ 295,402	\$ 372,169	\$ 410,757
Restricted cash, included in prepaid expenses and other current assets	0	0	0	0	2,500	2,500	2,500	2,500
<b>Total cash, cash equivalents and restricted cash</b>	<b>\$ 420,322</b>	<b>\$ 287,996</b>	<b>\$ 285,309</b>	<b>\$ 273,225</b>	<b>\$ 318,433</b>	<b>\$ 297,902</b>	<b>\$ 374,669</b>	<b>\$ 413,257</b>