

**Tyler Technologies, Inc.**  
**Quarterly Statements of Operations**  
**As of June 30, 2024**  
*(in thousands, except per share data)*

	1Q22	2Q22	3Q22	4Q22	FY2022	1Q23	2Q23	3Q23	4Q23	FY2023	1Q24	2Q24	FY2024
<b>Revenues:</b>													
Subscriptions	\$ 245,443	\$ 255,816	\$ 254,346	\$ 256,699	\$ 1,012,304	\$ 280,465	\$ 297,789	\$ 295,190	\$ 286,068	\$ 1,159,512	\$ 313,243	\$ 333,682	\$ 646,925
Maintenance	117,029	116,815	117,338	117,273	468,455	115,130	116,539	117,484	117,508	466,661	117,218	115,309	232,527
Professional services	70,015	71,937	71,818	63,855	277,625	60,929	66,420	61,126	61,501	249,976	64,806	71,928	136,734
Software licenses and royalties	16,506	15,009	20,269	7,622	59,406	10,130	9,779	10,554	7,633	38,096	8,734	5,329	14,063
Hardware and other	7,115	9,108	9,420	6,771	32,414	5,199	13,752	10,330	8,225	37,506	8,358	14,728	23,086
<b>Total revenues</b>	<b>456,108</b>	<b>468,685</b>	<b>473,191</b>	<b>452,220</b>	<b>1,850,204</b>	<b>471,853</b>	<b>504,279</b>	<b>494,684</b>	<b>480,935</b>	<b>1,951,751</b>	<b>512,359</b>	<b>540,976</b>	<b>1,053,335</b>
<b>Cost of revenues:</b>													
Professional services, maintenance and subscriptions	242,832	250,168	245,711	239,173	977,884	252,415	255,789	247,781	245,236	1,001,221	268,870	277,145	546,015
Software licenses	1,445	1,547	1,655	1,436	6,083	2,313	2,432	3,120	2,956	10,821	1,565	1,560	3,125
Amortization of developed software	1,164	1,322	1,507	2,514	6,507	2,588	2,896	3,083	4,058	12,625	4,363	4,484	8,847
Amortization of acquired software	13,221	14,039	13,622	11,310	52,192	8,920	8,924	9,035	9,183	36,062	9,239	9,240	18,479
Hardware and other	5,028	8,161	6,033	4,453	23,675	5,780	11,061	6,505	6,577	29,923	4,656	10,731	15,387
<b>Total cost of revenues</b>	<b>263,690</b>	<b>275,237</b>	<b>268,528</b>	<b>258,886</b>	<b>1,066,341</b>	<b>272,016</b>	<b>281,102</b>	<b>269,524</b>	<b>268,010</b>	<b>1,090,652</b>	<b>288,693</b>	<b>303,160</b>	<b>591,853</b>
<b>Gross profit</b>	<b>192,418</b>	<b>193,448</b>	<b>204,663</b>	<b>193,334</b>	<b>783,863</b>	<b>199,837</b>	<b>223,177</b>	<b>225,160</b>	<b>212,925</b>	<b>861,099</b>	<b>223,666</b>	<b>237,816</b>	<b>461,482</b>
<b>Sales &amp; marketing</b>	<b>35,206</b>	<b>36,245</b>	<b>35,895</b>	<b>37,198</b>	<b>144,544</b>	<b>37,103</b>	<b>37,103</b>	<b>35,898</b>	<b>39,666</b>	<b>149,770</b>	<b>36,427</b>	<b>41,565</b>	<b>77,992</b>
General & Administrative	62,689	63,456	67,724	64,654	258,523	72,360	77,681	78,519	80,015	308,575	72,710	75,420	148,130
Research and development expense	23,941	23,386	25,190	32,667	105,184	26,987	28,153	28,282	26,163	109,585	29,433	28,951	58,384
Amortization of customer and trade name intangibles	14,714	13,604	14,941	18,104	61,363	18,407	18,366	18,526	19,333	74,632	18,118	13,845	31,963
<b>Operating income (loss)</b>	<b>55,868</b>	<b>56,757</b>	<b>60,913</b>	<b>40,711</b>	<b>214,249</b>	<b>44,980</b>	<b>61,874</b>	<b>63,935</b>	<b>47,748</b>	<b>218,537</b>	<b>66,978</b>	<b>78,035</b>	<b>145,013</b>
Interest Expense	(4,804)	(6,214)	(9,258)	(8,103)	(28,379)	(7,684)	(6,387)	(5,808)	(3,750)	(23,629)	(2,184)	(1,253)	(3,437)
Other income (expense), net	364	216	131	1,012	1,723	1,246	643	787	652	3,328	1,845	1,883	3,728
<b>Income (loss) from continuing operations before income taxes</b>	<b>51,428</b>	<b>50,759</b>	<b>51,786</b>	<b>33,620</b>	<b>187,593</b>	<b>38,542</b>	<b>56,130</b>	<b>58,914</b>	<b>44,650</b>	<b>198,236</b>	<b>66,639</b>	<b>78,665</b>	<b>145,304</b>
Income tax provision (benefit)	11,444	10,813	(1,447)	2,543	23,353	7,667	7,000	11,903	5,747	32,317	12,469	10,927	23,396
<b>Net income (loss)</b>	<b>\$ 39,984</b>	<b>\$ 39,946</b>	<b>\$ 53,233</b>	<b>\$ 31,077</b>	<b>\$ 164,240</b>	<b>\$ 30,875</b>	<b>\$ 49,130</b>	<b>\$ 47,011</b>	<b>\$ 38,903</b>	<b>\$ 165,919</b>	<b>\$ 54,170</b>	<b>\$ 67,738</b>	<b>\$ 121,908</b>
<b>Net income (loss) per common share</b>	<b>\$ 0.97</b>	<b>\$ 0.96</b>	<b>\$ 1.28</b>	<b>\$ 0.75</b>	<b>\$ 3.95</b>	<b>\$ 0.74</b>	<b>\$ 1.17</b>	<b>\$ 1.12</b>	<b>\$ 0.92</b>	<b>\$ 3.95</b>	<b>\$ 1.28</b>	<b>\$ 1.59</b>	<b>\$ 2.87</b>
<b>Net income (loss) per common share</b>	<b>\$ 0.94</b>	<b>\$ 0.94</b>	<b>\$ 1.26</b>	<b>\$ 0.73</b>	<b>\$ 3.87</b>	<b>\$ 0.73</b>	<b>\$ 1.15</b>	<b>\$ 1.10</b>	<b>\$ 0.91</b>	<b>\$ 3.88</b>	<b>\$ 1.26</b>	<b>\$ 1.57</b>	<b>\$ 2.82</b>
<b>Weighted average common shares outstanding:</b>													
Basic	41,364	41,500	41,600	41,707	41,544	41,832	41,980	42,087	42,191	42,024	42,332	42,527	42,528
Diluted	42,443	42,321	42,407	42,419	42,399	42,506	42,751	42,841	42,972	42,769	43,100	43,275	43,286
<b>Gross Margin</b>	<b>42.2%</b>	<b>41.3%</b>	<b>43.3%</b>	<b>42.8%</b>	<b>42.4%</b>	<b>42.4%</b>	<b>44.3%</b>	<b>45.5%</b>	<b>44.3%</b>	<b>44.1%</b>	<b>43.7%</b>	<b>44.0%</b>	<b>43.8%</b>
<b>Operating Margin</b>	<b>12.2%</b>	<b>12.1%</b>	<b>12.9%</b>	<b>9.0%</b>	<b>11.6%</b>	<b>9.5%</b>	<b>12.3%</b>	<b>12.9%</b>	<b>9.9%</b>	<b>11.2%</b>	<b>13.1%</b>	<b>14.4%</b>	<b>13.8%</b>

**Note:**

Beginning in Q1 2023, Appraisal services revenues and cost of revenues have been reclassified to Professional services. Also, Sales and marketing expenses have been broken out from General and administrative expenses. These reclasses are reflected back to the beginning of 2022.