UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): February 9, 2022

Intapp, Inc.

(Exact name of Registrant as Specified in Its Charter)

Delaware (State or Other Jurisdiction of Incorporation) 001-40550 (Commission File Number) 46-1467620 (IRS Employer Identification No.)

3101 Park Blvd Palo Alto, CA 94306 (Address of Principal Executive Offices)

94306 (Zip Code)

Registrant's Telephone Number, Including Area Code: (650) 852-0400

Not Applicable

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Derecommencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Symbol(s)	Name of each exchange on which registered
Common Stock, par value \$0.001 per share	INTA	The Nasdaq Global Select Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company \boxtimes

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02 Results of Operations and Financial Condition.

On February 9, 2022, Intapp, Inc. issued a press release announcing its financial results for its second quarter ended December 31, 2021. A copy of the press release is furnished herewith as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated herein by reference.

The information in this Current Report on Form 8-K and the accompanying Exhibit 99.1 shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, regardless of any general incorporation language in such filing, unless expressly incorporated by reference in such filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

Exhibit Number	Description
99.1	<u>Press Release issued by Intapp, Inc. dated February 9, 2022</u>
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Intapp, Inc.

Date: February 9, 2022

By:/s/ Steven Todd

Name: Steven Todd Title: General Counsel

Intapp Announces Second Quarter Fiscal Year 2022 Financial Results

- Second quarter SaaS and support revenue of \$47.0 million, up 36% year-over-year
- Second quarter total revenue of \$64.7 million, up 30% year-over-year
- Cloud annual recurring revenue (ARR) of \$135.3 million, up 52% year-over-year

PALO ALTO, Calif., Feb. 9, 2022 – Intapp, Inc. (NASDAQ: INTA), a leading provider of industry-specific, cloud-based software solutions that enable connected professional and financial services firms, announced its financial results for the second quarter of fiscal year 2022 ended December 31, 2021. Intapp also provided its outlook for the third quarter of fiscal year 2022, while raising its guidance for the full fiscal year of 2022.

"We are pleased to report another quarter of strong results, our third consecutive since our IPO in June of 2021," said CEO John Hall. "We experienced continued strong momentum in new customer additions as well as upsell and cross-sell, driven by demand for our purpose-built Industry Cloud platform, which addresses the unique needs of the global professional and financial services industry that facilitates the world's economy."

Second Quarter of Fiscal Year 2022 Financial Highlights

- SaaS and support revenue was \$47.0 million, representing a 36% year-over-year increase compared to the second quarter of fiscal year 2021.
- Total revenue was \$64.7 million, representing a 30% year-over-year increase compared to the second quarter of fiscal year 2021.
- Cloud ARR was \$135.3 million as of December 31, 2021 compared to \$88.9 million as of December 31, 2020, which represents a 52% year-over-year increase. Cloud ARR represented 56% of total ARR as of December 31, 2021, compared to 47% as of December 31, 2020.
- Total ARR was \$240.0 million as of December 31, 2021 compared to \$189.4 million as of December 31, 2020, which represents a 27% year-over-year increase.
- GAAP operating loss was \$24.3 million, compared to a GAAP operating loss of \$4.9 million in the second quarter of fiscal year 2021, primarily reflecting an increase in non-cash stock compensation expense.
- Non-GAAP operating loss was \$0.2 million, compared to a non-GAAP operating profit of \$2.0 million in the second quarter of fiscal year 2021.
- GAAP net loss attributable to common stockholders was \$24.2 million, compared to a GAAP net loss attributable to common stockholders of \$14.2 million in the second quarter of fiscal year 2021, primarily reflecting an increase in non-cash stock compensation expense.
- Non-GAAP net loss attributable to common stockholders was \$0.1 million, compared to a non-GAAP net loss attributable to common stockholders of \$3.4 million in the second quarter of fiscal year 2021.

- GAAP net loss per share attributable to common stockholders was \$0.40, compared to a GAAP net loss per share attributable to common stockholders of \$0.51 in the second quarter of fiscal year 2021. Net loss per share attributable to common stockholders for the three months ended December 31, 2021 includes, on a weighted-average basis, 19.0 million shares of common stock issued upon the conversion of convertible preferred stock and 12.1 million shares of common stock issued upon the completion of our initial public offering.
- Non-GAAP net loss per share attributable to common stockholders was (\$0.00), compared to a non-GAAP net loss per share attributable to common stockholders of \$0.12 in the second quarter of fiscal year 2021.

Balance Sheet and Cash Flow Highlights

- Cash and cash equivalents were \$56.0 million as of December 31, 2021, compared to \$37.6 million as of June 30, 2021. The increase primarily reflects net cash provided by operating and financing activities.
- For the six months ended December 31, 2021, cash provided by operating activities was \$6.5 million, compared to cash used in operating activities of \$3.9 million for the six months ended December 31, 2020.
- As of December 31, 2021, we had no debt outstanding, reflecting the July 2021 repayment of prior debt using the proceeds from our initial public offering.

Business Highlights

- We served more than 2,000 clients, 467 of which generated more than \$100,000 of ARR.
- Our trailing twelve months' net revenue retention rate was above our expected range of 108% to 112% for the second quarter in a row.
- We held our annual user conference, Connect21, which had over 1,700 registered attendees from the professional and financial services industry engaged in two days of strategic discussions around leveraging technology to drive returns and outcomes for investors and clients.
- To further enhance the integration of the Repstor and Intapp platforms, we launched our first integrated offering, the Intapp Collaboration & Content suite in December 2021.
- On February 3, 2022, our Board elected Beverly R. Allen, General Counsel and Chief Compliance and Privacy Officer at Inovalon, a leading provider of cloud-based platforms empowering data-driven healthcare, as a new director.

	Third Quarter	Fiscal Year
SaaS and support revenue (in millions)	\$47.0 - \$48.0	\$185.0 - \$189.0
Total revenue (in millions)	\$65.0 - \$66.0	\$258.0 - \$262.0
Non-GAAP operating loss (in millions)	\$5.0 - \$6.0	\$11.0 - \$15.0
Non-GAAP net loss per share	\$0.09 - \$0.11	\$0.24 - \$0.28

Fiscal 2022 Outlook

The information presented above includes non-GAAP financial measures such as "non-GAAP operating profit (loss)," "non-GAAP net loss," and "non-GAAP net loss per share." Refer to "Non-GAAP Financial Measures and Other Metrics" for a discussion of these measures and the financial tables below for reconciliations of each non-GAAP financial measure to the most directly comparable GAAP financial measure.

Webcast

Intapp will host a conference call for analysts and investors on Wednesday, February 9, 2022, beginning at 2:00 p.m. PT (5:00 p.m. ET). The call will be webcast live via the "Investors" section of the Intapp company website at <u>https://investors.intapp.com/</u>. A replay of the call will be available through the Intapp website for 90 days.

About Intapp

Intapp makes the connected firm possible. We provide cloud software solutions that address the unique operating challenges and regulatory requirements of the global professional and financial services industry. Our solutions help more than 2,000 of the world's premier private capital, investment banking, legal, accounting, and consulting firms connect their most important assets: people, processes, and data. As part of a connected firm, professionals gain easy access to the information they need to win more business, increase investment returns, streamline deal and engagement execution, and strengthen risk management and compliance.

Forward-Looking Statements

This press release contains express and implied "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding our financial outlook for the third quarter and full year of fiscal year 2022, growth strategy, business plans and market position. In some cases, you can identify forward-looking statements by terms such as "anticipate," "believe," "estimate," "expect," "intend," "may," "might," "plan," "project," "would," "should," "could," "can," "predict," "potential," "target," "explore," "continue," "expand," "outlook" or the negative of these terms, and similar expressions intended to identify forward-looking statements. By their nature, these statements are subject to numerous uncertainties and risks, including factors beyond our control, that could cause actual results, performance, or achievement to differ materially and adversely from those anticipated or implied in the statements, including: our inability to continue our growth at or near historical rates; our future financial performance and ability to be profitable; the impact of the COVID-19 pandemic on U.S. and global economies, our business, our employees, results of operations, financial condition, demand for our products, sales and implementation cycles, and the health of our clients' and partners' businesses; our ability to prevent and respond to data breaches, unauthorized access to client data or other disruptions of our solutions; our ability to effectively manage U.S. and global market and economic conditions, particularly adverse to our targeted industries; a decline in our client renewals and expansions; the length and variability of our sales cycle; our ability to attract and retain customers; our ability to compete in highly competitive markets; our ability to develop, introduce and market new and enhanced versions of our solutions; our ability to develop or sell our solutions into new markets or further penetrate existing markets; the ability of our products to function within the heavily regulated professional and financial services industry; the development of the market for SaaS solutions for professional and financial services; our ability to manage additional complexity, burdens, and volatility in connection with our international sales and operations; our ability to incur indebtedness in the future; the sufficiency of our cash and cash equivalents to meet our liquidity needs; and our ability to maintain, protect, and enhance our intellectual property rights. Additional risks and uncertainties that could cause actual outcomes and results to differ materially from those contemplated by the forward-looking statements are and/or are included under the caption "Risk Factors" and elsewhere in our Annual Report on Form 10-K for the year ended June 30, 2021 filed with the Securities and Exchange Commission, our Quarterly Reports on Form 10-Q, and any subsequent public filings. Moreover, we operate in a very competitive and rapidly changing environment, and new risks may emerge from time to time. It is not possible for us to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results or outcomes to differ materially from those contained in any forward-looking statements we may make. Forward-looking statements speak only as of the date the statements are made and are based on information available to us at the time those statements are made and/or management's good faith belief as of that time with respect to future events. We assume no obligation to update forward-looking statements to reflect events or circumstances after the date they were made, except as required by law.

Non-GAAP Financial Measures and Other Metrics

This press release contains the following non-GAAP financial measures: non-GAAP gross profit, non-GAAP operating expenses, non-GAAP operating profit (loss), non-GAAP net loss and non-GAAP net loss per share. These non-GAAP measures exclude the impact of stock-based compensation, amortization of intangible assets, change in fair value of contingent consideration, acquisition-related transaction costs, and non-cash cumulative preferred dividends. See below for a reconciliation of each non-GAAP financial measure to the most directly comparable GAAP financial measure.

Other metrics include total ARR, Cloud ARR and net revenue retention rate. Total ARR represents the annualized recurring value of all active SaaS and on-premises subscription contracts at the end of a reporting period. Cloud ARR is the portion of the annualized recurring value of our active SaaS contracts at the end of a reporting period. Contracts with a term other than one year are annualized by taking the committed contract value for the current period divided by number of days in that period, then multiplying by 365.

Net revenue retention rate is calculated by starting with the ARR from the cohort of all clients as of the twelve months prior to the applicable fiscal period, or prior period ARR. We then calculate the ARR from these same clients as of the current fiscal period, or current period ARR. We then divide the current period ARR by the prior period ARR to calculate the net revenue retention rate.

We believe these non-GAAP financial measures and metrics provide useful information to investors as they are used by management to manage the business, make planning decisions, evaluate our performance, and allocate resources and provide useful information regarding certain financial and business trends relating to our financial condition and results of operations. These non-GAAP financial measures, which may be different than similarly-titled measures used by other companies, should not be considered a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.

Guidance for non-GAAP financial measures excludes stock-based compensation expense and amortization of intangible assets. A reconciliation of non-GAAP guidance measures to the most directly comparable GAAP financial measures is not available on a forward-looking basis due to the uncertainty regarding, and the potential variability of, the amounts of stock-based compensation expense and amortization of intangible assets that may be incurred in the future. Non-GAAP net loss per share is calculated by dividing non-GAAP net loss by the estimated weighted average shares outstanding for the period.

Investor Contact

David Trone Senior Vice President, Investor Relations Intapp, Inc. David.trone@intapp.com

Media Contact

Ali Robinson Global Media Relations Director Intapp, Inc. <u>Ali.robinson@intapp.com</u>



Intapp, Inc. CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(Unaudited, in thousands, except per share data)

	Three Months Ended December										
		3	1,		Six Months Ended December 31,						
		2021		2020		2021		2020			
Revenues											
SaaS and support	\$	46,970	\$	34,651	\$	90,459	\$	67,756			
Subscription license		9,323		9,750		19,907		19,746			
Total recurring revenues		56,293		44,401		110,366		87,502			
Professional services		8,404		5,184		16,521		10,226			
Total revenues		64,697		49,585		126,887		97,728			
Cost of revenues											
SaaS and support		12,175		9,876		23,517		19,155			
Total cost of recurring revenues		12,175		9,876		23,517		19,155			
Professional services		11,378		7,551		22,412		15,255			
Total cost of revenues		23,553		17,427		45,929		34,410			
Gross profit		41,144		32,158		80,958		63,318			
Operating expenses:											
Research and development		17,386		12,146		34,356		24,100			
Sales and marketing		26,840		15,472		52,485		30,810			
General and administrative		21,217		9,437		42,047		17,581			
Total operating expenses		65,443		37,055		128,888		72,491			
Operating loss		(24,299)		(4,897)		(47,930)		(9,173)			
Loss on debt extinguishment		—				(2,407)					
Interest expense		(38)		(6,395)		(197)		(12,674)			
Other income (expense), net		(419)		1,107		460		1,375			
Net loss before income taxes		(24,756)		(10,185)		(50,074)		(20,472)			
Income tax benefit (expense)		531		(145)		719		(265)			
Net loss		(24,225)		(10,330)		(49,355)		(20,737)			
Less: cumulative dividends allocated to preferred stockholders		—		(3,889)				(7,700)			
Net loss attributable to common stockholders	\$	(24,225)	\$	(14,219)	\$	(49,355)	\$	(28,437)			
Net loss per share attributable to common stockholders, basic and diluted	\$	(0.40)	\$	(0.51)	\$	(0.82)	\$	(1.05)			
Weighted-average shares used to compute net loss per share attributable to				i				<u>_</u>			
common stockholders, basic and diluted		60,889		28,063		60,487		27,024			
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Intapp, Inc. CONDENSED CONSOLIDATED BALANCE SHEETS

(Unaudited, in thousands, except share and per share data)

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Intangible assets, net 45,731 52,349 Deferred commissions, noncurrent 11,892 10,414 Total assets \$ 456,971 \$ 459,827 Liabilities, convertible preferred stock and stockholders' equity (deficit) \$ 459,827 Current liabilities: \$ 1,051 \$ 2,198 Accounts payable \$ 1,305 \$ 2,198 Accound expenses 6,544 9,953 0.614 10,844 107,883 Other current liabilities 31,674 22,621 22,621 10,844 171,883 Deferred revenue, net 31,674 22,621 1908 10,864 11,784 107,883 Deferred tax liabilities 5,096 5,705 2,279 1,908 19,863 143,295 19,863 143,295 143,176 22,279 1,908 143,176 22,593 15,933 143,176 22,593 15,936 15,705 15,936 15,705 19,936,53 147,2553 143,176 22,593 19,936,53 147,1883	Property and equipment, net		11,248		10,674
Deferred commissions, noncurrent11,89210,414Other assets1.56110,244Total assets\$\$456,971\$Liabilities, convertible preferred stock and stockholders' equity (deficit) </td <td>Goodwill</td> <td></td> <td>262,043</td> <td></td> <td>262,270</td>	Goodwill		262,043		262,270
Other assets 1,561 10,244 Total assets \$ 450,827 Liabilities, convertible preferred stock and stockholders' equity (deficit) Current liabilities: 25,917 29,218 Accounds payable \$ 1,305 \$ 2,198 Accounde expenses 6,544 9,953 0,053 0,0544 9,053 Deferred revenue, net 117,544 107,893 0,1674 22,261 22,621 Total current liabilities 182,984 171,883 26,674 9,953 Deferred tax liabilities 117,544 107,893 0,1674 22,621 Total liabilities 182,984 171,883 141,708 141,708 Deferred tax liabilities 3,294 181,700 2,279 1,908 Convertible preferred stock, \$0,001 par value per share, zero and 19,870,040 shares authorized as of 193,653 473,259 Convertible preferred stock, \$0,001 par value per share, 50,000,000 and zero shares authorized as of	Intangible assets, net		45,731		52,349
Total assets § 456,971 § 459,827 Liabilities; Current liabilities; Accounts payable \$ 1,305 \$ 2,198 Accrued compensation 25,517 29,218 9,953 Deferred revenue, net 117,544 107,893 0ther current liabilities 31,674 22,621 Total current liabilities 31,674 122,621 117,883 171,883 Deferred rax liabilities 5,096 5,705 1,908 1,908 Long-term deferred revenue, net 2,279 1,908 1,917 1,908 Other liabilities 3,294 18,170 2,513 473,259 Convertible preferred stock, \$0.001 par value per share, zero and 19,870,040 shares authorized as of 2,279 1,908 December 31, 2021 and June 30, 2021, respectively; inquidation preference of \$0 and \$203,340 as of 93,653 473,259 Conventible preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; inquidation preference of \$0 and \$203,340 as of - - - December 31, 2021 and June 30, 2021, respectively, 51,148,584 and 29,444,577 shares issued and outstandin	Deferred commissions, noncurrent		11,892		10,414
Liabilities, convertible preferred stock and stockholders' equity (deficit)Image: convertible preferred stock and stockholders' equity (deficit)Current liabilities:Accured compensation25,91729,218Accured expenses6,5449,953Deferred revenue, net117,544107,893Other current liabilities31,67422,621Total current liabilities182,984171,883Deferred revenue, net2,2791,908Other current liabilities32,29418,170Det, net275,593Total liabilities193,653473,259Convertible preferred stock, \$0.001 par value per share, zero and 19,870,040 shares authorized as of December 31, 2021 and June 30, 2021, respectively; zero and 19,034,437 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively; ilquidation preference of \$0 and \$203,340 as of December 31, 2021 and June 30, 2021, respectively; ilquidation preference of \$0 and \$2021, as of December 31, 2021 and June 30, 2021, respectively; ilquidation as of December 31, 2021 and June 30, 2021, respectively; ilquidation shares authorized as of December 31, 2021 and June 30, 2021, respectively; ilquidation as of December 31, 2021 and June 30, 2021, respectively; ilquidation as of December 31, 2021 and June 30, 2021, respectively; ilquidation as of December 31, 2021 and June 30, 2021, respectively; ilquidation as of December 31, 2021 and June 30, 2021, respectively; ilquidation as of December 31, 2021 and June 30, 2021, respectively; ilquidation as of December 31, 2021 and June 30, 2021, respectively; ilquidation as of December 31, 2021 and June 30, 2021, respectively; ilquidation as of December 31, 2021 and June 30, 2021, respectively; ilquidation as of December 31, 2021 and J	Other assets		1,561		10,244
Current liabilities: Accounts payable \$ 1,305 \$ 2,198 Accounts payable 25,917 29,218 Accrued compensation 6,544 9,953 Deferred revenue, net 117,544 107,893 Other current liabilities 182,984 171,883 Deferred revenue, net 31,674 22,621 Total current liabilities 5096 5,705 Long-term deferred revenue, net 2,279 1,908 Other tiabilities 3,294 18,170 Debt, net 275,593 24,3259 Total liabilities 193,653 473,259 Convertible preferred stock, \$0.001 par value per share, zero and 19,870,040 shares authorized as of December 31, 2021 and June 30, 2021, respectively; liquidation preference of \$0 and \$203,340 31,674 December 31, 2021 and June 30, 2021, respectively; liquidation preference of \$0 and \$203,340 - 144,148 Stockholders' equity (deficit) - - - Preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; not shares authorized as of December 31, 2021 and June 30, 2021, respectively (indi,148,574 shares issued and outstanding as of Decembe	Total assets	\$	456,971	\$	459,827
Accounts payable \$ 1,305 \$ 2,198 Accrued compensation 25,517 29,218 Accrued expenses 6,544 9,953 Deferred revenue, net 117,544 107,893 Other current liabilities 31,674 22,621 Total current liabilities 5,096 5,705 Long-term deferred revenue, net 2,279 1,908 Other diabilities 3,294 18,170 Deberred tax liabilities 3,294 18,170 Deberne deferred revenue, net 2,279 1,908 Other net liabilities 3,294 18,170 Deberne discounts apy adult per share, zero and 19,870,040 shares authorized as of 275,593 Convertible preferred stock, \$0,001 par value per share, zero and 19,034,437 shares issued and outstanding as of 2 December 31, 2021 and June 30, 2021, respectively; isquidation preference of \$0 and \$203,340 as of 2 2 Preferred stock, \$0,001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; in shares issued and outstanding as of 2 4 Other und une 30, 2021, respectively; and shares share dively and outstanding as of December 31, 2021 and June 30, 2021, respectively; and shares share divel di	Liabilities, convertible preferred stock and stockholders' equity (deficit)				
Accrued compensation 25,917 29,218 Accrued expenses 6,544 9,953 Deferred revenue, net 117,544 107,893 Other current liabilities 31,674 22,621 Total current liabilities 182,984 171,883 Deferred tax liabilities 5,096 5,705 Long-term deferred revenue, net 2,279 1,908 Other ciabilities 3,294 18,170 Debt, net — 275,593 Total liabilities 31,2021 110a, 30, 2021, respectively; zero and 19,870,040 shares authorized as of 2 December 31, 2021 and June 30, 2021, respectively; iquidation preference of \$0 and \$203,340 as of — 144,148 Stockholders' equity (deficit) — — — Preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; fol,148,844 and 29,444,577 shares issued and outstanding as of — — J. 2021 and June 30, 2021, respectively — — — Other diabilities … … … … Stockholders' equity (deficit) <t< td=""><td>Current liabilities:</td><td></td><td></td><td></td><td></td></t<>	Current liabilities:				
Accrued expenses 6,544 9,953 Deferred revenue, net 117,544 107,893 Other current liabilities 31,674 22,621 Total current liabilities 182,984 171,883 Deferred tax liabilities 5,096 5,705 Long-term deferred revenue, net 2,279 1,908 Other liabilities 3,294 18,170 Debt, net — 275,593 Total liabilities 193,653 473,259 Convertible preferred stock, \$0,001 par value per share, zero and 19,870,040 shares authorized as of 9 9 December 31, 2021 and June 30, 2021, respectively; zero and 19,034,437 shares issued and outstanding as of 414,148 9 Stockholders' equity (deficit) — — 275,593 Preferred stock, \$0,001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; liquidation preferred stored stor	Accounts payable	\$	1,305	\$	2,198
Deferred revenue, net 117,544 107,893 Other current liabilities 31,674 22,621 Total current liabilities 182,984 171,883 Deferred tax liabilities 5,096 5,705 Long-term deferred revenue, net 2,279 1,908 Other liabilities 3,294 18,170 Dett, net — 275,593 Total liabilities 193,653 473,259 Convertible preferred stock, \$0.001 par value per share, zero and 19,870,040 shares authorized as of — 275,593 December 31, 2021 and June 30, 2021, respectively; liquidation preference of \$0 and \$203,340 as of — 144,148 Stockholders' equity (deficit) — — — Preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; no shares issued or outstanding as of December 31, 2021 and June 30, 2021, respectively; no shares issued or outstanding as of December 31, 2021 and June 30, 2021, respectively; on 0,000 shares authorized as of December 31, 2021 and June 30, 2021, respectively; on 0,000 and 5,000,000 shares authorized as of December 31, 2021 and June 30, 2021, respectively; fol,148,584 and 29,444,577 shares issued and outstanding as of — J1, 2021 and June 30, 2021, respectively; fol,148,584 and 29,444,577 shares	Accrued compensation		25,917		29,218
Other current liabilities 31,674 22,621 Total current liabilities 182,984 171,883 Deferred tax liabilities 5,096 5,705 Long-term deferred revenue, net 2,279 1,908 Other liabilities 3,294 181,70 Debt, net — 275,593 Total liabilities 193,653 473,259 Convertible preferred stock, \$0.001 par value per share, zero and 19,870,040 shares authorized as of — 275,593 December 31, 2021 and June 30, 2021, respectively; rea and 19,034,437 shares issued and outstanding as of — 144,148 Stockholders' equity (deficit) — — 144,148 Preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; fol,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively — — Additional paid-in capital 509,4001 128,943 29 Additional paid-in capital (335,413) (286,058) 286	Accrued expenses		6,544		9,953
Total current liabilities182,984171,883Deferred tax liabilities5,0965,705Long-term deferred revenue, net2,2791,908Other liabilities3,29418,170Debt, net—275,593Total liabilities193,653473,259Convertible preferred stock, \$0.001 par value per share, zero and 19,870,040 shares authorized as of193,653473,259December 31, 2021 and June 30, 2021, respectively; zero and 19,034,437 shares issued and outstanding as of—144,148Stockholders' equity (deficit)—144,148—Preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; liquidation preference of \$0 and \$203,340 as of——Preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of——Common stock, \$0.001 par value per share, 700,000,000 and 65,000,000 shares authorized as of December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of——December 31, 2021 and June 30, 2021, respectively612929Additional paid-in capital599,401128,943328,413Accumulated other comprehensive loss(731)(494)Accumulated deficit(335,413)(286,058)Total stockholders' equity (deficit)263,318(157,580)	Deferred revenue, net		117,544		107,893
Deferred tax liabilities 5,096 5,705 Long-term deferred revenue, net 2,279 1,908 Other liabilities 3,294 18,170 Debt, net — 275,593 Total liabilities 193,653 473,259 Convertible preferred stock, \$0.001 par value per share, zero and 19,034,437 shares issued and outstanding as of 193,653 473,259 Convertible preferred stock, \$0.001 par value per share, zero and 19,034,437 shares issued and outstanding as of — 275,593 December 31, 2021 and June 30, 2021, respectively; liquidation preference of \$0 and \$203,340 as of — 144,148 Stockholders' equity (deficit) — — — Preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; no shares issued on outstanding as of December 31, 2021 and June 30, 2021, respectively; no shares issued on outstanding as of December 31, 2021 and June 30, 2021, respectively; f1,148,584 and 29,444,577 shares issued and outstanding as of — — Common stock, \$0.001 par value per share, 700,000,000 and 65,000,000 shares authorized as of December 31, 2021 and June 30, 2021, respectively; f1,148,584 and 29,444,577 shares issued and outstanding as of — — December 31, 2021 and June 30, 2021, respectively 61	Other current liabilities		31,674		22,621
Deferred tax liabilities5,0965,705Long-term deferred revenue, net2,2791,908Other liabilities3,29418,170Debt, net—275,593Total liabilities193,653473,259Convertible preferred stock, \$0.001 par value per share, zero and 19,870,040 shares authorized as of193,653473,259December 31, 2021 and June 30, 2021, respectively; liquidation preference of \$0 and \$203,340 as of-144,148Stockholders' equity (deficit)—144,148144,148Stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; liquidation greference of \$0 and \$203,201 and June 30, 2021, respectively; no shares issued on outstanding as of December 31, 2021 and June 30, 2021, respectively; no shares issued or outstanding as of December 31, 2021 and June 30, 2021, respectively; fo, 1,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively; fo, 1,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively; fo, 1,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively; fo, 1,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively; fo, 1,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively6129Additional paid-in capitalG129294dditional paid-in capital263,318(286,058)Accumulated other comprehensive loss(731)(494)(286,058)(286,058)(286,058)Total stockholders' equity (defici	Total current liabilities		182,984		171,883
Long-term deferred revenue, net2,2791,908Other liabilities3,29418,170Debt, net—275,593Total liabilities193,653473,259Convertible preferred stock, \$0.001 par value per share, zero and 19,870,040 shares authorized as of193,653473,259December 31, 2021 and June 30, 2021, respectively; gero and 19,034,437 shares issued and outstanding as of—144,148Stockholders' equity (deficit)—144,148144,148Stockholders' equity (deficit)——444,148Preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; no shares issued or outstanding as of December 31, 2021 and June 30, 2021, respectively; no shares issued or outstanding as of December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of——December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of——December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of——December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of——December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of——Additional paid-in capital599,401128,9434Accumulated other comprehensive loss(731)(494)Accumulated other comprehensive loss(731)(286,058)Total stockholders' equi	Deferred tax liabilities		5,096		5,705
Other liabilities3,29418,170Debt, net—275,593Total liabilities193,653473,259Convertible preferred stock, \$0.001 par value per share, zero and 19,870,040 shares authorized as of193,653473,259Convertible preferred stock, \$0.001 par value per share, zero and 19,034,437 shares issued and outstanding as of—144,148December 31, 2021 and June 30, 2021, respectively; liquidation preference of \$0 and \$203,340 as of—144,148Stockholders' equity (deficit)—144,148Preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; no shares issued or outstanding as of December 31, 2021 and June 30, 2021, respectively; on shares issued or outstanding as of December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of——December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of———Additional paid-in capital599,401128,943428,943429,443,5734494Accumulated other comprehensive loss(731)(494)426,058)(731)(286,058)Total stockholders' equity (deficit)263,318(157,580)157,580	Long-term deferred revenue, net				
Debt, net					
Total liabilities193,653473,259Convertible preferred stock, \$0.001 par value per share, zero and 19,870,040 shares authorized as of December 31, 2021 and June 30, 2021, respectively; zero and 19,034,437 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively; liquidation preference of \$0 and \$203,340 as of December 31, 2021 and June 30, 2021, respectively Preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; no shares issued or outstanding as of December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively——Common stock, \$0.001 par value per share, 700,000,000 and 65,000,000 shares authorized as of December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively——Additional paid-in capital599,401128,943Accumulated other comprehensive loss(731)(494)Accumulated deficit(335,413)(286,058)Total stockholders' equity (deficit)263,318(157,580)	Debt, net		_		275,593
Convertible preferred stock, \$0.001 par value per share, zero and 19,870,040 shares authorized as of December 31, 2021 and June 30, 2021, respectively; zero and 19,034,437 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively; liquidation preference of \$0 and \$203,340 as of December 31, 2021 and June 30, 2021, respectively Stockholders' equity (deficit)144,148Preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; no shares issued or outstanding as of December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively 619Additional paid-in capital599,401128,943Accumulated other comprehensive loss(731)(494)Accumulated deficit(335,413)(286,058)Total stockholders' equity (deficit)263,318(157,580)	Total liabilities		193.653		473,259
December 31, 2021 and June 30, 2021, respectively; zero and 19,034,437 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively; liquidation preference of \$0 and \$203,340 as of December 31, 2021 and June 30, 2021, respectively—144,148Stockholders' equity (deficit)—144,148Preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021 and June 30, 2021, respectively; no shares issued or outstanding as of December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively——Additional paid-in capital599,401128,943Accumulated other comprehensive loss(731)(494)Accumulated deficit(335,413)(286,058)Total stockholders' equity (deficit)263,318(157,580)					
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and June 30, 2021, respectively; no shares issued or outstanding as of December 31, 2021 and June 30, 2021——Common stock, \$0.001 par value per share, 700,000,000 and 65,000,000 shares authorized as of December 31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively6129Additional paid-in capital599,401128,943Accumulated other comprehensive loss(731)(494)Accumulated deficit(335,413)(286,058)Total stockholders' equity (deficit)263,318(157,580)	Stockholders' equity (deficit)				
Common stock, \$0.001 par value per share, 700,000,000 and 65,000,000 shares authorized as of December31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as ofDecember 31, 2021 and June 30, 2021, respectivelyAdditional paid-in capitalAccumulated other comprehensive lossAccumulated deficitAccumulated deficitTotal stockholders' equity (deficit)263,318(157,580)	Preferred stock, \$0.001 par value per share, 50,000,000 and zero shares authorized as of December 31, 2021				
31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of December 31, 2021 and June 30, 2021, respectively6129Additional paid-in capital599,401128,943Accumulated other comprehensive loss(731)(494)Accumulated deficit(335,413)(286,058)Total stockholders' equity (deficit)263,318(157,580)	and June 30, 2021, respectively; no shares issued or outstanding as of December 31, 2021 and June 30, 2021		_		_
December 31, 2021 and June 30, 2021, respectively 61 29 Additional paid-in capital 599,401 128,943 Accumulated other comprehensive loss (731) (494) Accumulated deficit (335,413) (286,058) Total stockholders' equity (deficit) 263,318 (157,580)	Common stock, \$0.001 par value per share, 700,000,000 and 65,000,000 shares authorized as of December				
Additional paid-in capital 599,401 128,943 Accumulated other comprehensive loss (731) (494) Accumulated deficit (335,413) (286,058) Total stockholders' equity (deficit) 263,318 (157,580)	31, 2021 and June 30, 2021, respectively; 61,148,584 and 29,444,577 shares issued and outstanding as of				
Accumulated other comprehensive loss (731) (494) Accumulated deficit (335,413) (286,058) Total stockholders' equity (deficit) 263,318 (157,580)	December 31, 2021 and June 30, 2021, respectively		61		29
Accumulated deficit (335,413) (286,058) Total stockholders' equity (deficit) 263,318 (157,580)	Additional paid-in capital		599,401		128,943
Total stockholders' equity (deficit)263,318(157,580)	Accumulated other comprehensive loss		(731)		(494)
	Accumulated deficit		(335,413)		(286,058)
Total liabilities, convertible preferred stock and stockholders' equity (deficit) \$ 456,971 \$ 459,827	Total stockholders' equity (deficit)		263,318		(157,580)
	Total liabilities, convertible preferred stock and stockholders' equity (deficit)	\$	456,971	\$	459,827

Intapp, Inc. CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited, in thousands)

	Three Months Ended December 31,			Six Months Ended December 31,				
		2021		2020		2021		2020
Cash Flows from Operating Activities:								
Net loss	\$	(24,225)	\$	(10,330)	\$	(49,355)	\$	(20,737)
Adjustments to reconcile net loss to net cash provided by (used in) operating								
activities:								
Depreciation and amortization		4,104		3,301		8,156		6,563
Amortization of deferred financing costs		37		291		37		585
Provision for doubtful accounts		303		117		594		68
Stock-based compensation		20,440		4,235		39,468		8,825
Loss on debt extinguishment		_		_		2,407		_
Change in fair value of contingent consideration, including unrealized foreign								
exchange gain		466		_		(489)		
Deferred income taxes		(365)		(180)		(609)		(322)
Other		3				39		
Changes in operating assets and liabilities:								
Accounts receivable		(9,615)		(8,064)		7,153		(8,074)
Unbilled receivables, current		114		1,936		(61)		2,371
Prepaid expenses and other assets		427		1,169		1,532		1,127
Deferred commissions		(1,726)		(1,130)		(3,356)		(1,277)
Accounts payable and accrued liabilities		1,803		1,827		(3,678)		(2,075)
Deferred revenue, net		9,448		12,382		10,022		10,344
Other liabilities		5,440 662		1,355		-		(1,316)
		1,876		6,909		(5,335) 6,525		, , , , , , , , , , , , , , , , , , ,
Net cash provided by (used in) operating activities		1,0/0		0,909		0,525		(3,918)
Cash Flows from Investing Activities:				(1.0.00)		(110)		(2.250)
Purchases of property and equipment		(84)		(1,960)		(116)		(2,358)
Capitalized internal-use software costs		(1,107)		(626)		(1,938)		(972)
Net cash used in investing activities		(1,191)		(2,586)		(2,054)		(3,330)
Cash Flows from Financing Activities:								
Payments on borrowings		—		_		(278,000)		(5,000)
Proceeds from initial public offering, net of underwriting discounts		—		_		292,758		—
Payments for deferred offering costs		(969)		(122)		(4,358)		(122)
Proceeds from common stock issuance				—				29,020
Proceeds from stock option exercises		1,622		1,583		3,883		7,288
Payment of deferred financing costs		(769)		_		(769)		_
Repurchase of common stock		_		_		_		(1,892)
Net cash provided by (used in) financing activities		(116)		1,461		13,514		29,294
Effect of foreign exchange rates on cash and cash equivalents		518		69		303		99
Net increase in cash, cash equivalents and restricted cash		1,087		5,853		18,288		22,145
Cash, cash equivalents and restricted cash - beginning of period		58,664		59,451		41,463		43,159
	\$	59,751	\$	65,304	\$	59,751	\$	65,304
Cash, cash equivalents and restricted cash - end of period	φ	55,751	φ	03,304	φ	39,731	φ	03,304
Reconciliation of cash, cash equivalents and restricted cash to the condensed consolidated balance sheets								
Cash and cash equivalents	\$	56,024	\$	63,590	\$	56,024	\$	63,590
Restricted cash	_	3,727	_	1,714	_	3,727	_	1,714
Total cash, cash equivalents and restricted cash	\$	59,751	\$	65,304	\$	59,751	\$	65,304

Intapp, Inc. Reconciliation of GAAP to non-GAAP Financial Measures

(Unaudited, in thousands, except per share data)

The following tables reconcile the specific items excluded from GAAP in the calculation of non-GAAP financial measures for the periods indicated below:

Non-GAAP gross profit

	Three Months Ended December 31,					Six Months Ended December 31				
		2021 2020		2021			2020			
Gross profit	\$	41,144	\$	32,158	\$	80,958	\$	63,318		
Adjusted to exclude the following (as related to cost of revenues):										
Stock-based compensation		1,190		317		1,938		563		
Amortization of intangible assets		1,963		1,681		3,927		3,433		
Non-GAAP gross profit	\$	44,297	\$	34,156	\$	86,823	\$	67,314		

Non-GAAP operating expenses

	Thre	e Months E	nded	December							
		31,					Six Months Ended December 31,				
		2021	2020		2021			2020			
Research and development	\$	17,386	\$	12,146	\$	34,356	\$	24,100			
Stock-based compensation		(4,285)		(1,052)		(8,635)		(2,078)			
Non-GAAP research and development	\$	13,101	\$	11,094	\$	25,721	\$	22,022			
Sales and marketing	\$	26,840	\$	15,472	\$	52,485	\$	30,810			
Stock-based compensation		(6,888)		(1,246)		(13,357)		(2,831)			
Amortization of intangible assets		(1,240)		(992)		(2,479)		(1,984)			
Non-GAAP sales and marketing	\$	18,712	\$	13,234	\$	36,649	\$	25,995			
General and administrative	\$	21,217	\$	9,437	\$	42,047	\$	17,581			
Stock-based compensation		(8,077)		(1,620)		(15,538)		(3,859)			
Amortization of intangible assets		(107)				(213)		—			
Change in fair value of contingent consideration		(390)		_		(727)					
Acquisition-related transaction costs		_		_		(81)					
Non-GAAP general and administrative	\$	12,643	\$	7,817	\$	25,488	\$	13,722			

Non-GAAP operating profit (loss)

	Three Months Ended December 31,					Six Months Ended December 31,				
		2021		2020	2021			2020		
Operating loss	\$	(24,299)	\$	(4,897)	\$	(47,930)	\$	(9,173)		
Adjusted to exclude the following (including the portion related to total cost										
of revenues):										
Stock-based compensation		20,440		4,235		39,468		9,331		
Amortization of intangible assets		3,310		2,673		6,619		5,417		
Change in fair value of contingent consideration		390				727				
Acquisition-related transaction costs				_		81				
Non-GAAP operating profit (loss)	\$	(159)	\$	2,011	\$	(1,035)	\$	5,575		

	Three Months Ended December					- Mansha En J	JD	
		<u> </u>		Six Months Ende			2020	
Net loss attributable to common stockholders	\$	(24,225)	\$	(14,219)	\$	(49,355)	\$	(28,437)
Adjusted to exclude the following (including the portion related to cost of revenues):								
Stock-based compensation		20,440		4,235		39,468		9,331
Amortization of intangible assets		3,310		2,673		6,619		5,417
Change in fair value of contingent consideration		390				727		_
Acquisition-related transaction costs						81		_
Non-cash cumulative preferred dividends				3,889				7,700
Non-GAAP net loss attributable to common stockholders	\$	(85)	\$	(3,422)	\$	(2,460)	\$	(5,989)
GAAP net loss per share attributable to common stockholders	\$	(0.40)	\$	(0.51)	\$	(0.82)	\$	(1.05)
Non-GAAP net loss per share attributable to common stockholders	\$	(0.00)	\$	(0.12)	\$	(0.04)	\$	(0.22)
Weighted-average shares used to compute net loss per share attributable to common stockholders, basic and diluted		60,889		28,063		60,487		27,024