



Q1 2023 Financial Results Call

2:00 pm PST
May 9, 2023



Yaoxian Chew

Investor Relations



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This presentation also includes certain non-GAAP financial measures (including on a forward-looking basis) such as Free Cash Flow, Free Cash Flow Margin, non-GAAP Gross Profit, non-GAAP Gross Margin, non-GAAP Loss from Operations, non-GAAP Operating Margin, non-GAAP Sales and Marketing Expenses, non-GAAP Research and Development Expenses, non-GAAP General and Administrative Expenses, non-GAAP Net Loss, and non-GAAP Net Loss Per Share. These non-GAAP financial measures are in addition to, and not as a substitute for or superior to, measures of financial performance prepared in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalents. For example, other companies may calculate non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of the Company’s non-GAAP financial measures as tools for comparison. The Company has provided a reconciliation of those historic measures to the most directly comparable GAAP measures, which is available in the appendix to this presentation.

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Spenser Skates

CEO and Co-Founder



Q1 Financial Results Highlights



\$66.5M

Revenue increased
by 25% Y/Y



2,175

Paying customers increased
by 28% Y/Y



106%/114%

Dollar-based
net retention rate /
Trailing 12M Dollar-based
net retention rate
(across paying customers)
as of March 31, 2023

Q1 2023 Notable Customer Wins + Expansions

WINS



ENDEAVOR

EXPANSIONS



Q1 2023 Customer Highlights



Product Update





Spenser Skates

CEO and Co-Founder



INTRODUCING

Amplitude's new Chief Revenue Officer



Nate Crook
Chief Revenue Officer





Spenser Skates

CEO and Co-Founder





Criss Harms

CFO

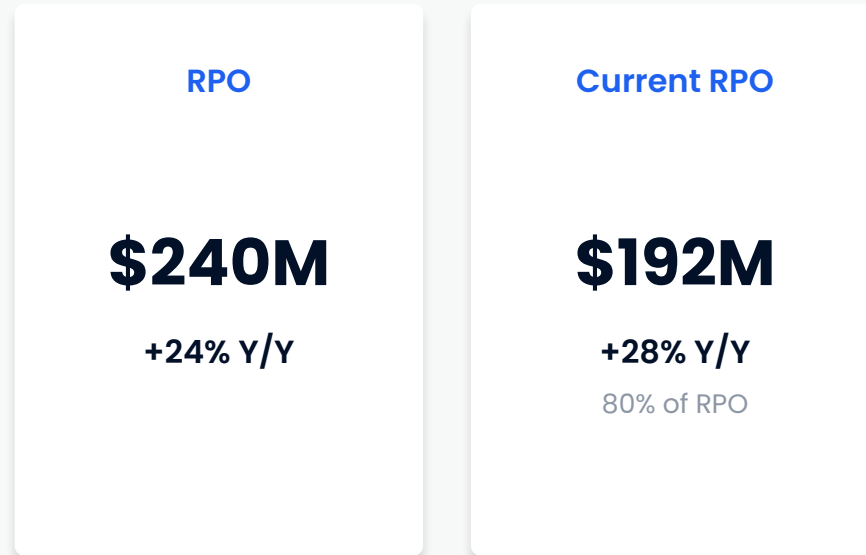


Strong Revenue and Customer Metrics

	Q1 2023 Result
Revenue	\$66.5M +25% Y/Y
Annual Recurring Revenue (ARR)	\$262M +25% Y/Y
Total Paying Customers	2,175 +28% Y/Y
TTM Dollar-Based Net Retention Rate as of March 31, 2023	114%
Dollar-Based Net Retention Rate as of March 31, 2023	106%



Q1 2023 Remaining Performance Obligations (RPO)



Non-GAAP Financial Results*

	Q1 2023 Result
Gross Margin	75%
Operating Margin	(12%)
Net Loss Per Share	\$(0.04) 114.4 million shares
Free Cash Flow Margin	(9%)
Cash, Cash Equivalents and Marketable Securities (GAAP)	\$298M

* Unless otherwise noted, all metrics are Non-GAAP. Gross margin, operating margin and free cash flow margin are calculated as gross margin, operating margin and free cash flow, respectively, divided by total revenue. A reconciliation of GAAP to Non-GAAP results is available in the appendix of this presentation.



Guidance

	Q2 2023	FY 2023
Revenue	\$66.5 – \$67.2M +14% to +16% Y/Y	\$266 – \$269M +12% to +13% Y/Y
Non-GAAP Operating Margin	\$(1.1) – \$(0.6)M	\$(8.4) – \$(6.0)M
Non-GAAP Net Income Per Share	\$0.01 – \$0.02	\$0.02 – \$0.04
Weighted Average Shares Outstanding	116.5M shares	117.5M shares

An outlook for GAAP loss from operations, GAAP operating margin, GAAP net income, and GAAP net income per share, and a reconciliation to GAAP loss from operations, GAAP operating margin, GAAP net income, and GAAP net loss per share has not been provided as the quantification of certain items included in the calculation of GAAP income from operations, GAAP operating margin, and GAAP net loss per share cannot be reasonably calculated or predicted at this time without unreasonable efforts. For example, the non-GAAP adjustment for stock-based compensation expense requires additional inputs such as the number and value of awards granted that are not currently ascertainable, and the non-GAAP adjustment for amortization of acquired intangible assets depends on the timing and value of intangible assets acquired that cannot be accurately forecasted.





Criss Harms

CFO



Sell-Side Analyst Q&A



GAAP to Non-GAAP Reconciliation



GAAP to Non-GAAP Reconciliation

	Three Months Ended March 31,	
	2023	2022
Reconciliation of gross profit and gross margin		
GAAP gross profit	\$ 47,290	\$ 37,002
Plus: stock-based compensation expense and related employer payroll taxes ¹	1,792	922
Plus: amortization of acquired intangible assets	422	489
Non-GAAP gross profit	<u>\$ 49,504</u>	<u>\$ 38,413</u>
GAAP gross margin ²	71.1%	69.7%
Non-GAAP adjustments	3.3%	2.7%
Non-GAAP gross margin ²	<u>74.5%</u>	<u>72.4%</u>
Reconciliation of operating loss and operating margin		
GAAP loss from operations	\$ (29,173)	\$ (21,991)
Plus: stock-based compensation expense and related employer payroll taxes ¹	20,854	13,776
Plus: amortization of acquired intangible assets	422	489
Non-GAAP loss from operations	<u>\$ (7,897)</u>	<u>\$ (7,726)</u>
GAAP operating margin ²	(43.9%)	(41.4%)
Non-GAAP adjustments	32.0%	28.9%
Non-GAAP operating margin ²	<u>(11.9%)</u>	<u>(14.6%)</u>
Reconciliation of net loss		
GAAP net loss	\$ (26,315)	\$ (22,220)
Plus: stock-based compensation expense and related employer payroll taxes ¹	20,854	13,776
Plus: amortization of acquired intangible assets	422	489
Non-GAAP net loss	<u>\$ (5,039)</u>	<u>\$ (7,955)</u>
Reconciliation of net loss per share		
GAAP net loss per share, basic and diluted	\$ (0.23)	\$ (0.20)
Non-GAAP adjustments to net loss	0.19	0.13
Non-GAAP net loss per share, basic and diluted	<u>\$ (0.04)</u>	<u>\$ (0.07)</u>
Weighted-average shares used in GAAP and non-GAAP per share calculation, basic and diluted	114,369	109,553
Note: Certain figures may not sum due to rounding		

¹ Stock-based compensation expense-related charges include employer payroll tax-related expenses on employee stock transaction

² Margin represents percentage of GAAP revenue

GAAP to Non-GAAP Reconciliation

	Three Months Ended March 31,	
	2023	2022
Reconciliation of operating expenses		
GAAP research and development	23,708	\$ 16,501
Less: stock-based compensation expense and related employer payroll taxes ¹	(9,033)	(4,482)
Non-GAAP research and development	<u>\$ 14,675</u>	<u>\$ 12,019</u>
GAAP research and development as percentage of revenue	35.7%	31.1%
Non-GAAP research and development as percentage of revenue	22.1%	22.6%
GAAP sales and marketing	\$ 39,133	\$ 28,130
Less: stock-based compensation expense and related employer payroll taxes ¹	(6,681)	(3,233)
Non-GAAP sales and marketing	<u>\$ 32,452</u>	<u>\$ 24,897</u>
GAAP sales and marketing as percentage of revenue	58.9%	53.0%
Non-GAAP sales and marketing as percentage of revenue	48.8%	46.9%
GAAP general and administrative	\$ 13,622	\$ 14,362
Less: stock-based compensation expense and related employer payroll taxes ¹	(3,348)	(5,140)
Non-GAAP general and administrative	<u>\$ 10,274</u>	<u>\$ 9,222</u>
GAAP general and administrative as percentage of revenue	20.5%	27.1%
Non-GAAP general and administrative as percentage of revenue	15.5%	17.4%
Note: Certain figures may not sum due to rounding		

¹ Stock-based compensation expense-related charges include employer payroll tax-related expenses on employee stock transaction

GAAP Cash Flows from Operating Activities to Free Cash Flow

	Three Months Ended March 31,	
	2023	2022
Net cash used in operating activities	\$ (5,061)	\$ (8,289)
Less:		
Purchases of property and equipment	(329)	(713)
Capitalization of internal-use software costs	(448)	(594)
Free cash flow	<u>\$ (5,838)</u>	<u>\$ (9,596)</u>
Net cash used in operating activities margin	(7.6%)	(15.6%)
Non-GAAP adjustments	(1.2%)	(2.5%)
Free cash flow margin ¹	<u>(8.8%)</u>	<u>(18.1%)</u>
Note: Certain figures may not sum due to rounding		

¹ Margin represents percentage of GAAP revenue