

## Q4 2023 Earnings Call

2:00 pm PST February 20, 2024



### Yaoxian Chew

Investor Relations | **Amplitude** 



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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 Income (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 Income (Loss), and non-GAAP Net Income (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 & Co-founder | Amplitude



### Q4 Financial Results Highlights



**\$71.4M**Revenue increased by 9% Y/Y



**\$281M**Up \$8 million from the end of the 3rd quarter



\$2.3M / \$1.5M
Cash Flow from Operations /
Free Cash Flow



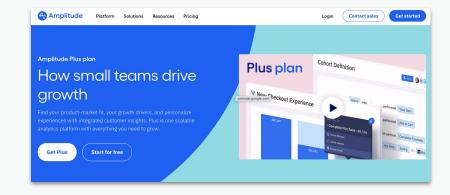


## Spenser Skates

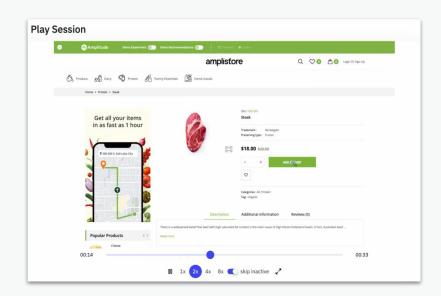
CEO & Co-founder | Amplitude



### Plus Plan



## Session Replay



## **Product Highlights**

**Ask Amplitude** 

**Data Assistant** 

**CDP Connections** 

Personalized Homepage

**Dashboard Templates** 

**Team Workspaces** 



## Francois Ajenstat

**Chief Product Officer** 



### Q4 2023 Customer Highlights













KRAFTON







### Q4 2023 Customer Highlights



Large AeroSpace Company







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## Criss Harms CFO | Amplitude



### Revenue and Customer Metrics

	Q4 2023 Result
Revenue	\$71.4M +9% Y/Y
Annual Recurring Revenue (ARR)	\$281M +10% Y/Y
Total Paying Customers	<b>2,723</b> +37% Y/Y
TTM Dollar-Based Net Retention Rate as of December 31, 2023	101%
Dollar-Based Net Retention Rate as of December 31, 2023	98%



### Non-GAAP Financial Results\*

	Q4 2023 Result	FY23 Result
Gross Margin	77.4%	77.1%
Operating Margin	3.2%	(1.3%)
Net Income Per Share, Diluted	\$0.04 129.2 million diluted shares	\$0.06 127.4 million diluted shares
Free Cash Flow Margin	2%	8%



<sup>\*</sup> Unless otherwise noted, all metrics are Non-GAAP. Gross margin, operating margin and free cash flow margin are calculated as gross profit, income from operations, 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

	Q1 2024	FY 2024
Revenue	\$72.1 - \$72.7M +8% to +9% Y/Y	\$291.5- \$294.5M +6% to +7% Y/Y
Non-GAAP Operating Income (Loss)	\$(2.8) - \$(2.2)M	\$(1.0) - \$2.0M
Non-GAAP Net Income (Loss) Per Share, Diluted	\$(0.01) - \$0.00	\$0.06 - \$0.08
Weighted Average Shares Outstanding	120.5M basic shares	133.0M diluted shares

An outlook for GAAP income (loss) from operations, GAAP net income (loss), and GAAP net income (loss) per share, and a reconciliation to GAAP income (loss) from operations, GAAP net income (loss), and GAAP net income (loss) per share has not been provided as the quantification of certain items included in the calculation of GAAP income (loss) from operations, GAAP net income (loss), and GAAP net income (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



## Sell-Side Analyst Q&A



# GAAP to Non-GAAP Reconciliation



### GAAP to Non-GAAP Reconciliation

### AMPLITUDE, INC. Reconciliation of GAAP to Non-GAAP Data (In thousands, except percentages and per share amounts) (unaudited)

	Three Months Ended December 31,					Year Ended I	Jecenniber	
		2023		2022	1/4	2023		2022
Reconciliation of gross profit and gross margin								
GAAP grass profit	s	53,138	S	46,015	S	204,361	s	167,625
Plus: stock-based compensation expense and related employer payroll taxes'		1,874		2,084		7,300		6,468
Plus: amortization of acquired intangible assets		273		500		1,238		2,017
Nan-GAAP grass prafit	S	55,285	\$	48,599	\$	212,899	\$	176,110
SAAP gross margin <sup>2</sup>		74.4%		70.5%		74.0%		70.4%
Non-GAAP adjustments		3.0%		4.0%		3.1%		3.6%
Non-GAAP gross margin <sup>2</sup>	6	77.4%	<u> </u>	74.5%		77.1%		74.0%
Reconciliation of operating loss and operating margin		- 10		75	- 12			
GAAP loss from operations	S	(21,537)	\$	(25,798)	\$	(102,520)	S	(96,562)
Plus: stock-based compensation expense and related employer payroll taxes <sup>1</sup>		23,589		20,638		89,472		68,297
Plus: amortization of acquired intangible assets		317		500		1,413		2,017
Plus: restructuring and other related charges		(52)				8,142		_
Non-GAAP income (loss) from operations	S	2,317	S	(4,660)	S	(3,493)	\$	(26,248
SAAP operating margin	2	(30.2%)	8	(39.5%)	- 2	(37.1%)		(40.6%)
Non-GAAP adjustments		33.4%		32.4%		35.8%		29.5%
Non-GAAP operating margin	- 12	3.2%	10	(7.1%)	27	(1.3%)		(11.0%
Reconciliation of net income (loss)	9-			- 1	100		9	
SAAP net income (lass)	s	(18,543)	s	(24,045)	S	(90,363)	s	(93,377
Plus: stock-based compensation expense and related employer payroll taxes <sup>1</sup>		23,589		20,638		89,472		68,297
Plus: amortization of acquired intangible assets		317		500		1,413		2,017
Plus: restructuring and other related charges		(52)		_		8,142		_
Less: income tax effect of non-GAAP adjustments		(578)		_		(708)		_
Non-GAAP net income (lass)	s	4,733	\$	(2,907)	\$	7,956	s	(23,063)
Reconciliation of net income (loss) per share								
SAAP net income (loss) per share, basic	s	(0.16)	s	(0.21)	s	(0.77)	s	(0.84)
Non-GAAP adjustments to net income (loss)		0.20		0.19		0.85		0.63
Non-GAAP net income (loss) per share, basic	s	0.04	s	(0.03)	s	0.07	s	(0.21)
Non-GAAP net income (loss) per share, diluted	S	0.04	S	(0.03)	S	0.06	S	(0.21
Weighted-average shares used in GAAP and non-GAAP per share calculation, basic		119.246		113.104		116.938		111.437
Veighted-average shares used in GAAP and non-GAAP per share calculation, diluted		129.158		113,104		127,364		111,437

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

<sup>2</sup> Margin represents percentage of GAAP revenue



<sup>&</sup>lt;sup>3</sup> For the three and twelve months ended December 31, 2023, the weighted average shares used in the GAAP per share calculation excludes 9.9 million shares, and 10.4 million shares, respectively, as the effect is anti-dilutive in the period

### GAAP to Non-GAAP Reconciliation

## AMPLITUDE, INC. Reconciliation of GAAP to Non-GAAP Data (In thousands, except percentages and per share amounts) (unaudited)

	Three Months Ended December 31,				Year Ended December 31,			
	2023		2022		2023		2022	
Reconciliation of operating expenses							**	
GAAP research and development	\$	22,198	\$	22,192	\$	90,138	\$	80,589
Less: stock-based compensation expense and related employer payroll taxes <sup>1</sup>		(9,591)		(8,815)		(37,519)		(28,476)
Non-GAAP research and development	\$	12,607	\$	13,377	S	52,619	S	52,113
GAAP research and development as percentage of revenue		31.1%	20	34.0%	-	32.6%		33.9%
Non-GAAP research and development as percentage of revenue		17.7%		20.5%		19.0%		21.9%
GAAP sales and marketing	\$	37,780	\$	35,169	\$	153,714	\$	129,962
Less: stock-based compensation expense and related employer payroll taxes <sup>1</sup>		(7,854)		(5,760)		(30,206)		(17,386)
Less: amortization of acquired intangible assets		(44)		_		(175)		_
Non-GAAP sales and marketing	\$	29,882	\$	29,409	\$	123,333	\$	112,576
GAAP sales and marketing as percentage of revenue		52.9%		53.9%		55.6%		54.6%
Non-GAAP sales and marketing as percentage of revenue		41.8%		45.1%		44.6%		47.3%
GAAP general and administrative	\$	14,749	\$	14,452	\$	54,887	S	53,636
Less: stock-based compensation expense and related employer payroll taxes <sup>1</sup>		(4,270)		(3,979)	- 35	(14,447)		(15,967)
Non-GAAP general and administrative	\$	10,479	S	10,473	S	40,440	S	37,669
GAAP general and administrative as percentage of revenue		20.7%	100	22.1%	-	19.9%		22.5%
Non-GAAP general and administrative as percentage of revenue		14.7%		16.0%		14.6%		15.8%
Note: Certain figures may not sum due to rounding								

<sup>1</sup>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

#### AMPLITUDE, INC.

Reconciliation of GAAP Cash Flows from Operations to Free Cash Flows (In thousands, except for percentages) (unaudited)

	Three Months Ended December 31,					Year Ended December 31,					
	0 0	2023		2022	Sie	2023		2022			
Net cash provided by (used in) operating activities	\$	2,321	\$	(4,598)	\$	25,630	\$	(5,384)			
Less:											
Purchases of property and equipment		(284)		(620)		(1,279)		(3,632)			
Capitalization of internal-use software costs		(555)		(654)		(1,904)		(2,177)			
Free cash flow	\$	1,482	\$	(5,872)	\$	22,447	\$	(11,193)			
Net cash provided by (used in) operating activities margin		3.3%		(7.0%)		9.3%		(2.3%)			
Non-GAAP adjustments		(1.2%)		(2.0%)		(1.2%)		(2.4%)			
Free cash flow margin <sup>1</sup>		2.1%		(9.0%)		8.1%		(4.7%)			
Note: Certain figures may not sum due to rounding	<del></del>				V	, ·	2. <del>-</del>				



<sup>&</sup>lt;sup>1</sup> Margin represents percentage of GAAP revenue