RingCentral

2Q 2025
Financial Results

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RingCentral

Safe Harbor and Non-GAAP Measures

This presentation includes forward-looking statements within the meaning of the federal securities laws. These statements relate to, among other things, our business strategy and goals, growth of the market for our services, our future financial and operating results, including our GAAP and non-GAAP guidance, the assumptions underlying our guidance, plans to reduce expenses and share-based compensation, leverage targets, and expected contributions and benefits from new products.

Although we believe the assumptions upon which these forward-looking statements are based are reasonable, any of these assumptions could prove to be inaccurate and the forward-looking statements based on these assumptions could be incorrect. Our operations involve risks and uncertainties, many of which are outside our control, and any one of which, or a combination of which, could materially affect our results of operations and whether the forward-looking statements ultimately prove to be correct.

Actual results and trends in the future may differ materially from those suggested or implied by the forward-looking statements depending on a variety of factors including those that are described in greater detail in our most recent Form 10-K filed with the Securities and Exchange Commission, and in our other filings with the Securities and Exchange Commission from time to time. All future written and oral forward-looking statements attributable to us or persons acting on our behalf are expressly qualified in their entirety by the previous statements. We undertake no obligation to update any forward-looking statements that may be made to reflect events or circumstances that occur, or that we become aware of, after the date of this presentation.

In this presentation, we provide certain historical non-GAAP financial measures, which are reconciled to their directly comparable GAAP financial measures. These reconciliations are presented in the Appendix at the end of this presentation. We also provide other measures such as software subscriptions, annualized exit monthly recurring subscriptions (ARR), mid-market and enterprise ARR, and enterprise ARR.

We provide guidance on forecasted non-GAAP operating margin, non-GAAP tax rates, non-GAAP EPS, and free cash flow and free cash flow margin. Reconciliations of our forecasted non-GAAP operating margin and free cash flow to the most directly comparable GAAP financial measure is presented in the Reconciliation slides at the end of this presentation. We have not reconciled our forecasted non-GAAP EPS to its respective forecasted GAAP measure because we do not provide guidance on it. We do not provide guidance on forecasted GAAP EPS because of the inherent uncertainty and complexity involved in forecasting the intercompany remeasurement gain (loss), gain (loss) associated with investments, gain (loss) on early debt conversions, and provision (benefit) from income taxes, which could be significant reconciling items between the non-GAAP and respective GAAP measures. The intercompany remeasurement gain (loss) is affected by the movement in various exchange rates relative to the U.S. Dollar, which is difficult to predict and subject to constant change. We do not provide guidance on gain (loss) associated with investments as it is based on future share prices, which are difficult to predict and subject to inherent uncertainties. We do not provide guidance on gain (loss) on debt early conversions as it is based on future conversion requests, future share prices, and interest rates, which are difficult to predict and are subject to inherent uncertainties. We do not provide guidance on forecasted GAAP tax rates as we do not forecast discrete tax items as they are difficult to predict. The provision (benefit) from income taxes, excluding discrete items, is expected to have an immaterial impact to our GAAP EPS. We utilized a projected long-term tax rate in our computation of the non-GAAP income tax provision. For fiscal 2025, we have determined the projected non-GAAP tax rate to be 22.5%. Accordingly, a reconciliation of the non-GAAP financial measure guidance to the corresponding GAAP measure is not available without unreasonable effort.

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Our mission

We empower businesses of all sizes to communicate effortlessly with their customers, and use the power of AI to help businesses unlock greater opportunities.



RingCentral



Vlad Shmunis
Founder, Chairman & CEO



Kira Makagon
President & COO



Vaibhav Agrawal
Chief Financial Officer

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Operating at Scale

#1
In UCaaS Revenue Market Share [1]

500K+
Customers

~7K
Employees [2]

$2.59B
ARR at 7% YoY

$250M+
Committed to Innovation [3]

$500M+
Annual Free Cash Flow [4]

$4.26
2025 Non-GAAP EPS [5]

1.8x
Q2'25 Net Debt to Adj. EBITDA

$290M
2025 SBC [5]

Unless otherwise noted, company metrics as of Q2'25
1. Source: Synergy Research Group, UC Market Tracker, Q1 2025
2. Includes FTEs and full time contractors
3. Reflects non-GAAP research and development spend plus capitalized software for twelve months ending June 30, 2025.
4. Represents 2025E free cash flow guidance as of Aug 5, 2025. Free cash flow is a non-GAAP financial measure; see appendix for reconciliation to the most comparable GAAP metrics.
5. Represents mid-point of guidance issued on Aug 5, 2025

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Q2 Financial Highlights

$620M
Total Revenue
At high end of guidance

22.6%
Non-GAAP Operating Margin
Above high end of guidance

$1.06
Non-GAAP EPS
Up 16% Y/Y

$144M
Free Cash Flow
Up 33% Y/Y

$105M
Debt Paydown
Net debt $1.1B & leverage 1.8x

$500M
Buy Back Authorization
Strong financial profile

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RingCentral Contact Center powered by NiCE CXOne

Extended RingCentral and NiCE Partnership

New

Extended multi-year partnership to focus on go-to-market sales, channel, onboarding, deployment, and post-sales support

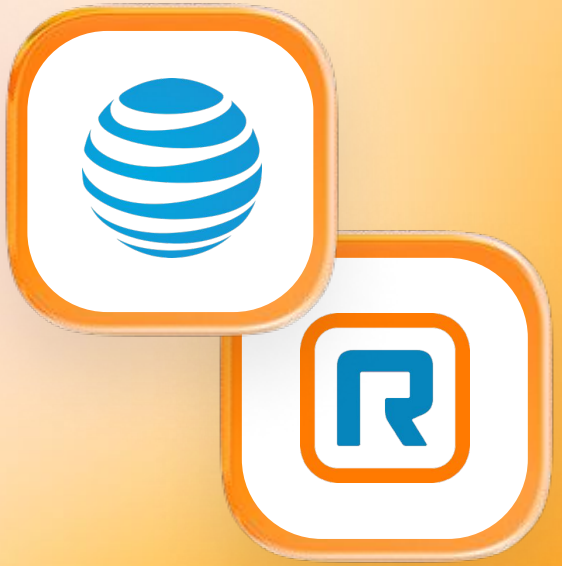


AT&T Office@Hand Business Communication Portfolio

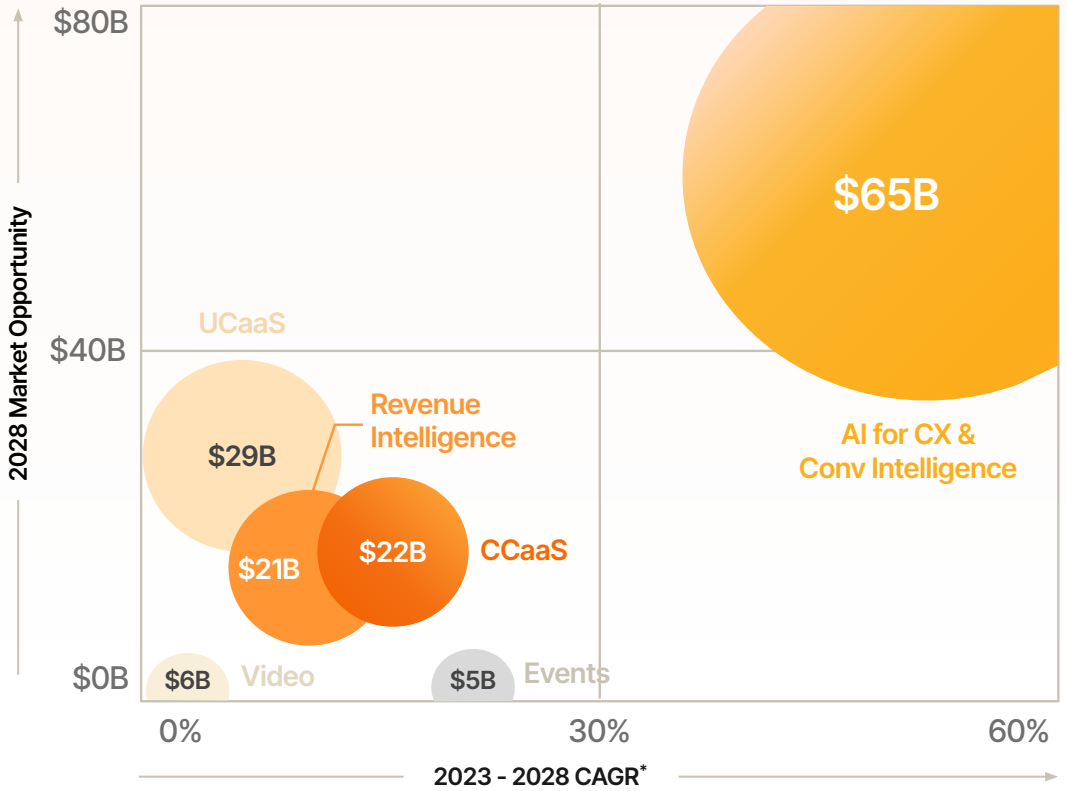
Expanded RingCentral AT&T Partnership

New Office@Hand Contact Center, powered by RingCX™

New Office@Hand RingSense, powered by RingCentral



The Market Opportunity is Large at ~$150B



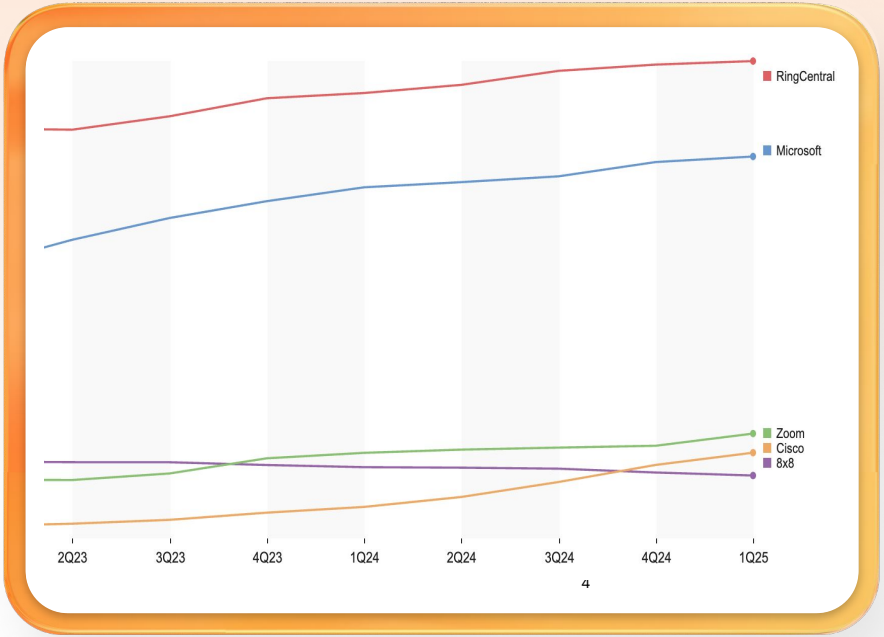
Sources: For Market size & growth shown in bubbles: UCaaS, Video Conf. - Gartner Forecast Analysis: Unified Communications, Worldwide, 3Q24 Update; CCaaS & CC Conversational AI and Virtual Assistant - Gartner Forecast Analysis: Contact Center, Worldwide, 22 May 2024; Virtual Event Applications - IDC Virtual Events Forecast 2022-2026, Revenue Intelligence, IDC Worldwide Sales Force Productivity and Performance Software Forecast, 2024–2028, July 2024; * Virtual Event Applications CAGR to 2026

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We're a Business Communications Leader

#1 Market Share in UCaaS

by Synergy based on revenue



Source: Synergy Research Group
UC Market Tracker, Q1 2025

Leader in Gartner 2024 Magic Quadrant

for UCaaS Worldwide

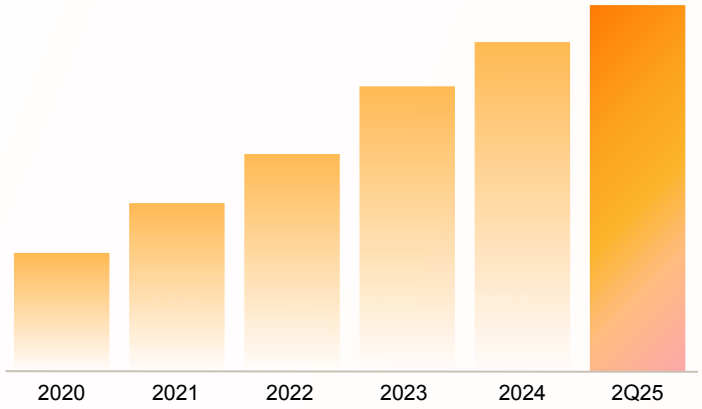


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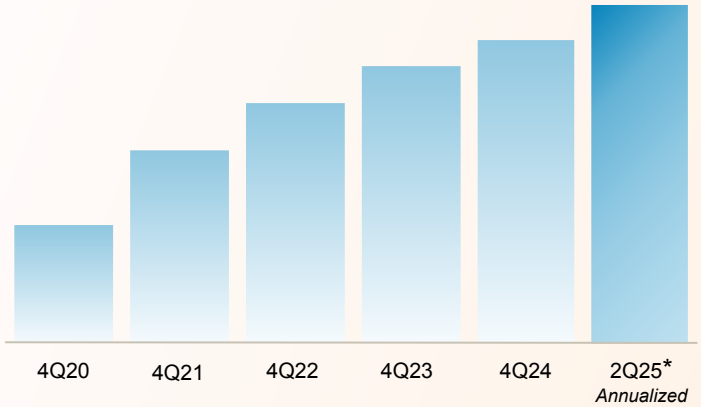
Strength in Voice

RingCentral Seats



Seat growth is strong

RingCentral Telephony Minutes



Telephony minutes usage is strong

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Our Multi-Product Portfolio

RingEX

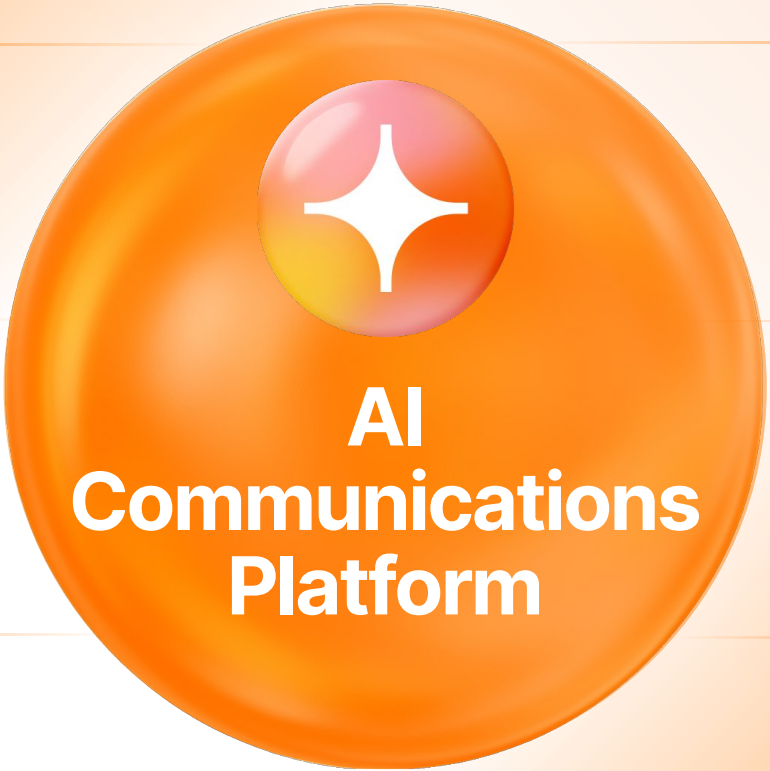
Cloud PBX System
SMS, Fax
Team Messaging
AI Assistant

AI Receptionist *New*

AI Phone Agent
AIR Everywhere
Intelligent Call Handling
Appointment Setting

RingSense

Conversation Intelligence
AI Coaching
AI Call Scoring



RingCX

Rich Omnichannel
Native Contact Center
AI Powered & Integrated

AI CX & AI Agents

AI Quality Management
AI Agent & Supervisor Assist
AI Interaction Analytics
Intelligent Virtual Assistant* (IVA)

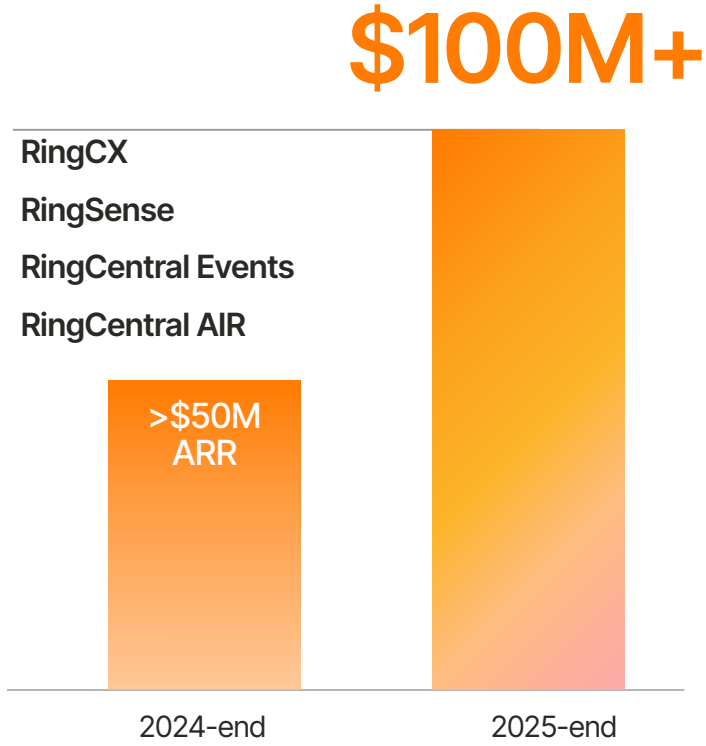
Video Collaboration

Video Meetings
Events
Webinars
Rooms

*Partner provided

On track to achieve $100M+ ARR

from new products
by end of 2025



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Customer Cohorts





Small Business & Global Service Providers

- $1 Billion+ ARR growing in double digits for SB and GSPs
- Payback period <18 mo
- GSP Highlights:
  - Vodafone Ireland customer win: Ryanair
  - Vodafone customer win: Top 10 European Bank

Enterprise

- Strong activity >$1m+ TCV
- Strong in key verticals
- 50% attach RingCX in >$1m+TCV
- MS Teams integration MAU doubling

Unless otherwise noted, company metrics as of Q2'25

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Our success is rooted in global leadership in cloud business voice

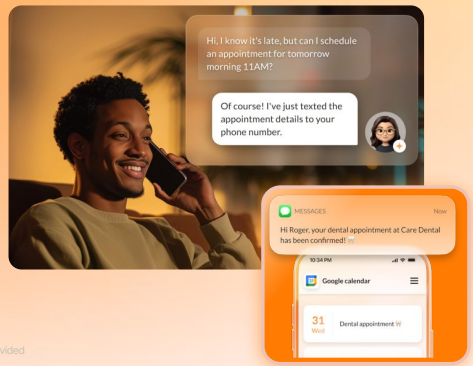
In the advent of AI "Voice is the new UI"

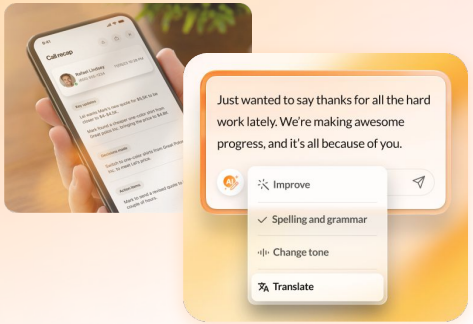
It's a fast, expressive, and natural way to interact with AI

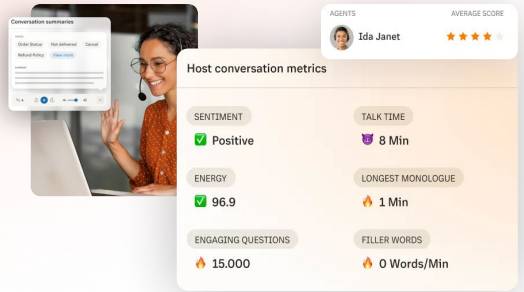
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AI for Every Phase of the Conversation Journey

	Before	During	After
RingEX	**AI Receptionist (AIR)** Phone AI Agents & AIR Everywhere	**AI Assistant** AI for personal productivity	**RingSense** AI for business productivity
RingCX	**Intelligent Virtual Agent*** AI for CX intelligence	**AI Agent Assist** AI for real-time agent guidance **AI Supervisor Assist** AI for real-time alerts with context	**AI Quality Management** AI insights, targeted agent improvement **AI Interaction Analytics** AI CSAT with true context and sentiment







*Partner provided

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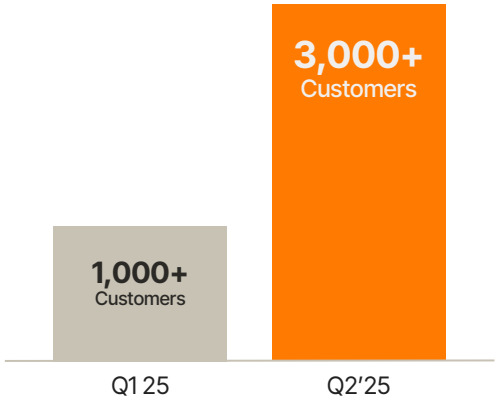
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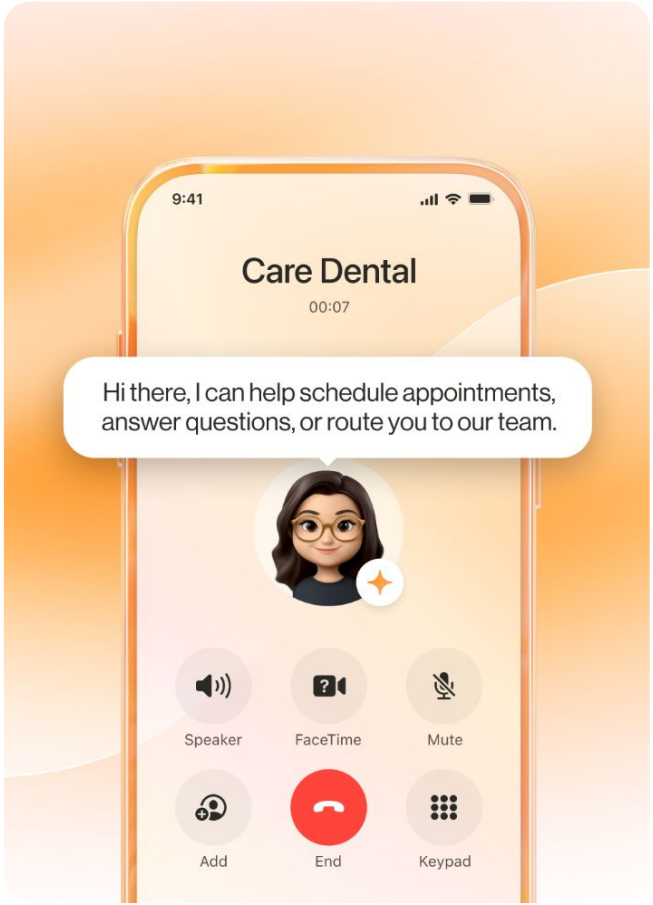
AI Receptionist (AIR)

An AI phone agent that uses generative AI to automatically answer customer inquiries and transfer calls

Key Capabilities

- ✓ Appointment booking *New*
- ✓ Multi-language support *New*
- ✓ Intelligent call routing
- ✓ SMS follow-up
- ✓ Conversation insights
- ✓ Customizable voice options



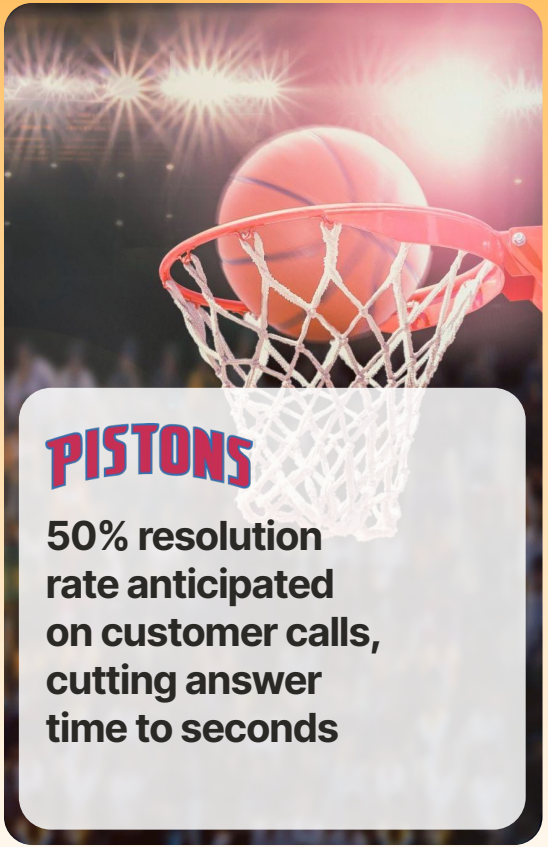


Available in the US and Canada. UK and AUS available by end of Q3

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Customers Love AI Receptionist





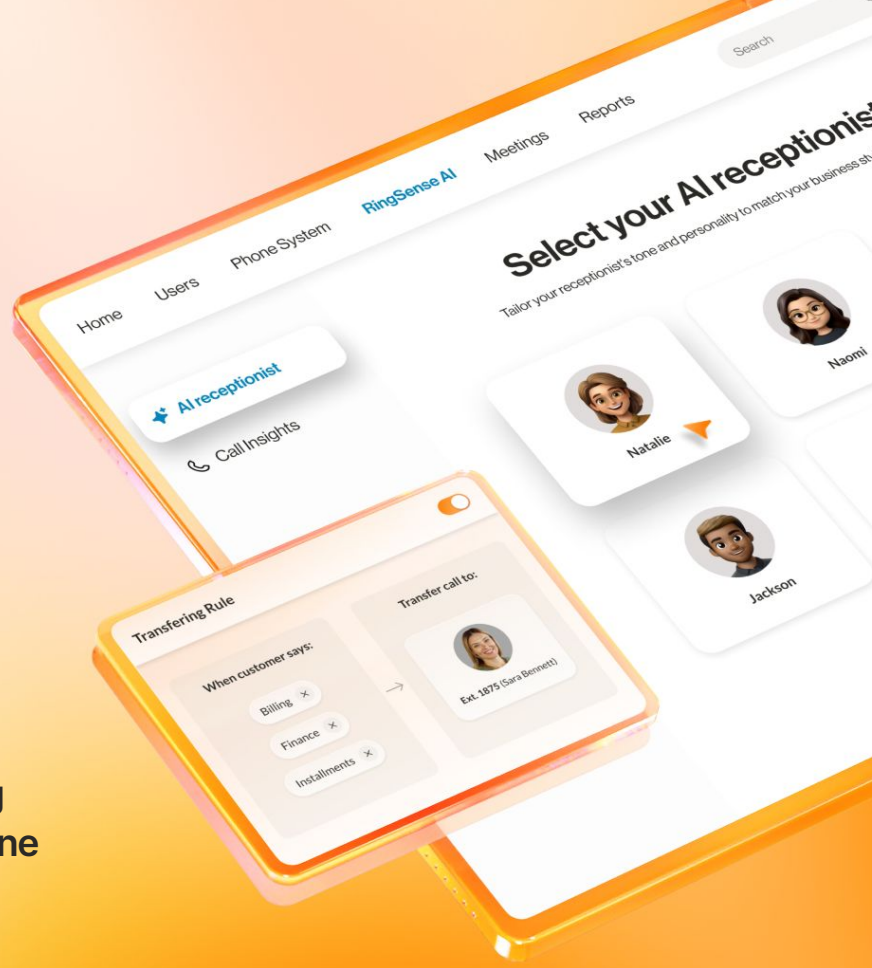
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Introducing AIR Capabilities | *New*

AIR Everywhere

RingCentral AI Receptionist now works with any phone system. Available in controlled availability.

- **Works with any phone system, on-prem or cloud**
- **Handles calls without a RingEX license**
- **Modernizes without heavy migration lift**
- **Allows usage of existing phone number or new one**



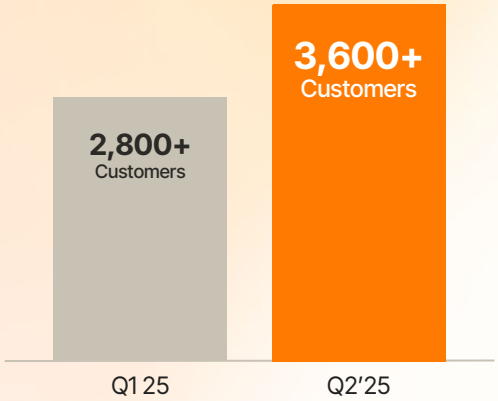
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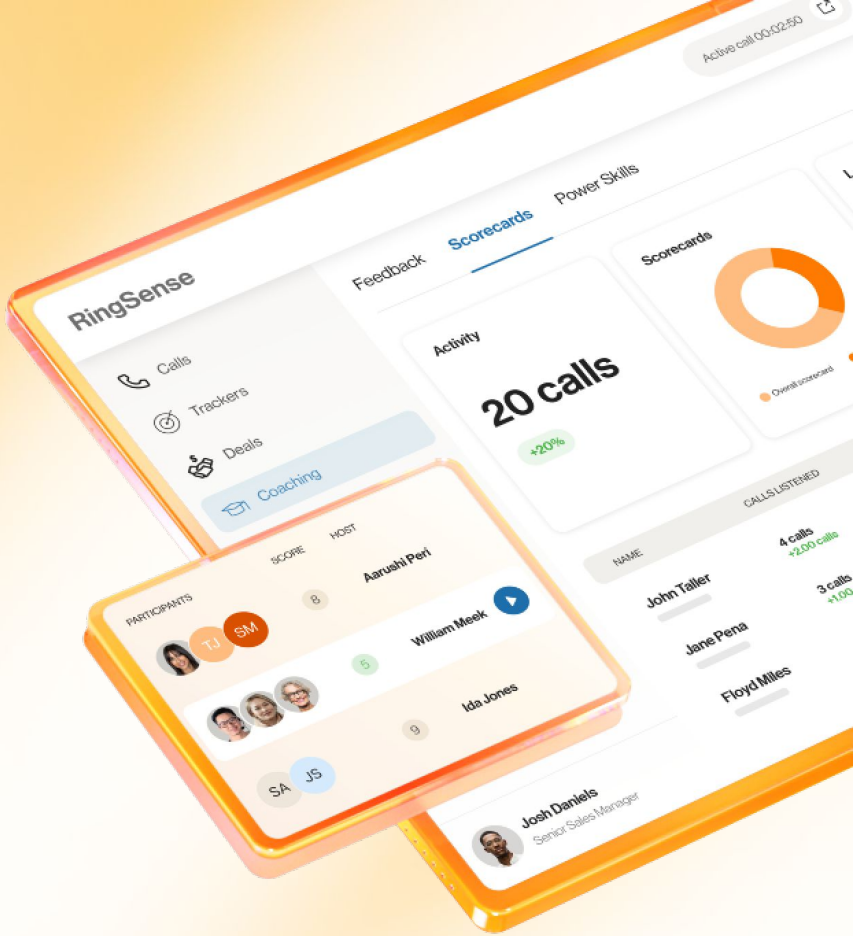
RingSense

RingSense Customer Momentum

Key Capabilities

- ✓ AI powered coaching
- ✓ Keep CRMs up to date
- ✓ Summarize conversations





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RingSense Customer Wins



ENDEAVOR CAPITAL, LLC

40% increase in sales, 50 monthly hours saved, and 100% increase in contact-center visibility



BROOKSTONE WINDOWS & DOORS

100% of call recordings, conversations, and interactions analyzed, from 600 hours of listening to just minutes of review

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RingCX

RingCX Strong Traction

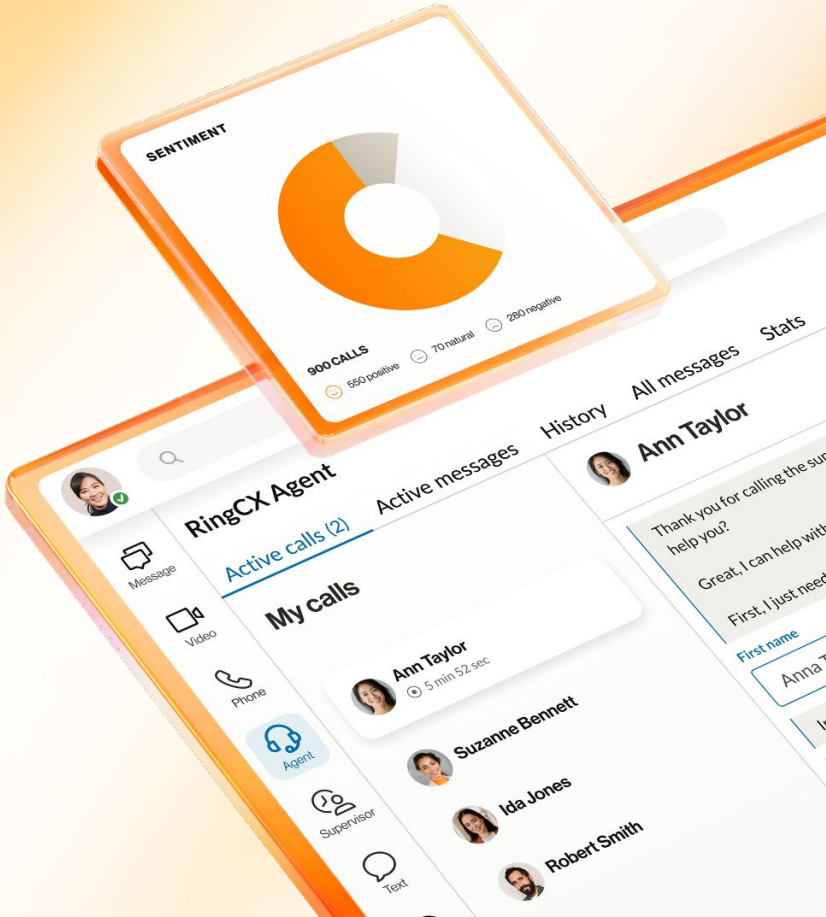
Key Capabilities

- ✓ Native, AI powered
- ✓ Voice + 20 digital channels
- ✓ Simple & less complex

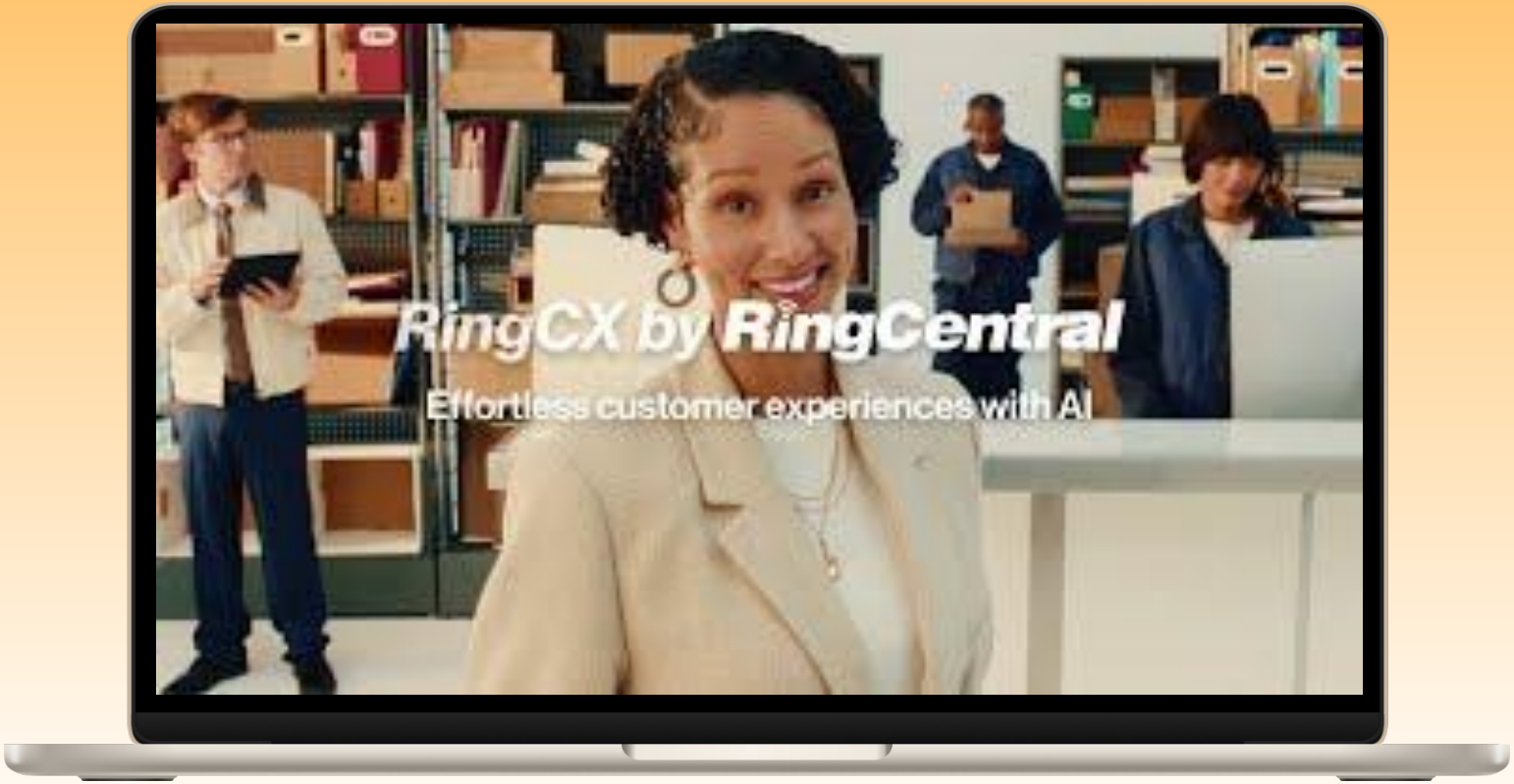
50%
Attach Rate for RingCX in the $1M+TCVs

50%
of RingCX customers also bought AI Quality Management

1200
RingCX Customers



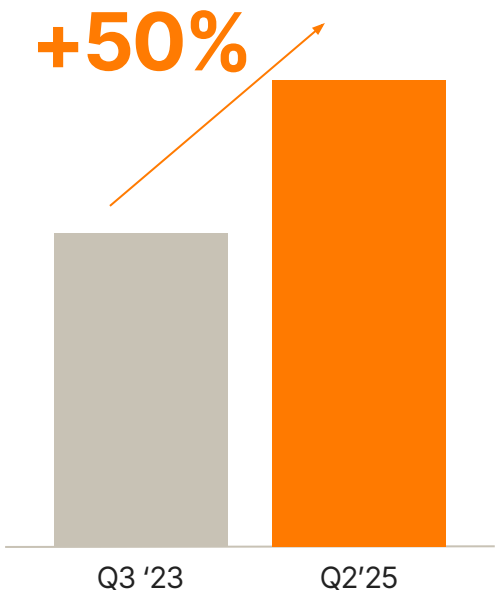
RingCX Ad Campaign



Increasing Customer Experience Wallet Share via AI Attach

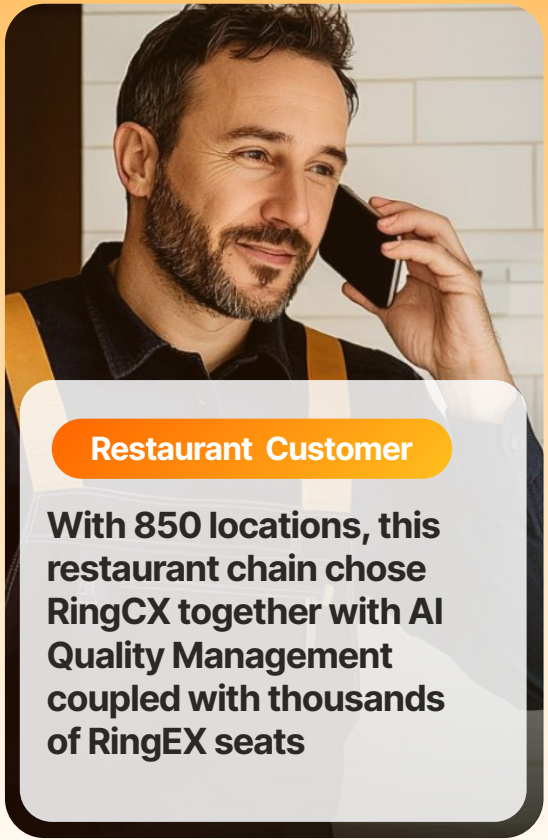
Add-ons include:

- ✓ AI Quality Management
- ✓ AI Agent Assist
- ✓ AI Supervisor Assist
- ✓ Interaction Analytics
- ✓ WFO
- ✓ IVA



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RingCX Customer Wins



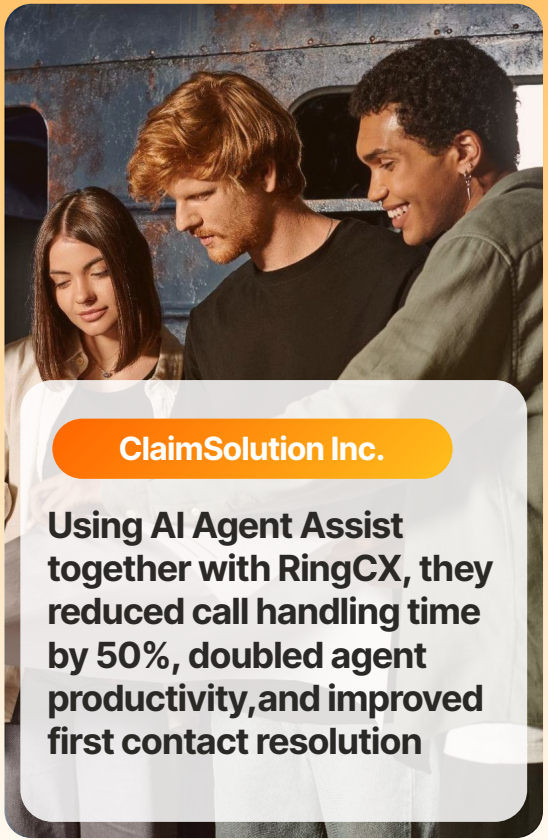
Restaurant Customer

With 850 locations, this restaurant chain chose RingCX together with AI Quality Management coupled with thousands of RingEX seats



Education Customer

Already using RingEX for 5,500 employees and 35,000 students, this university chose RingCX and is already seeing 52% per seat cost savings



ClaimSolution Inc.

Using AI Agent Assist together with RingCX, they reduced call handling time by 50%, doubled agent productivity,and improved first contact resolution

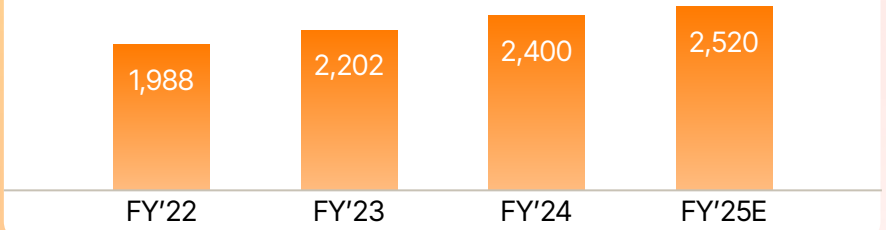
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Financials

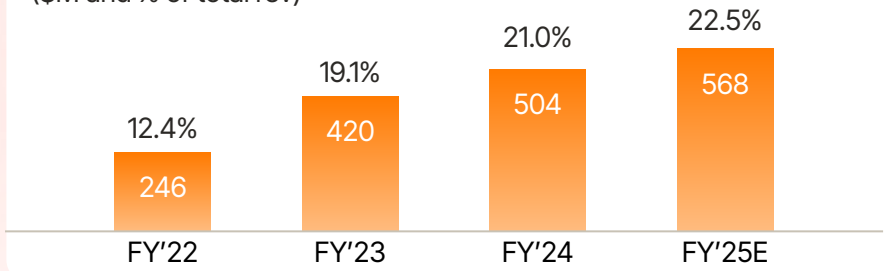
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Strong Financial Profile

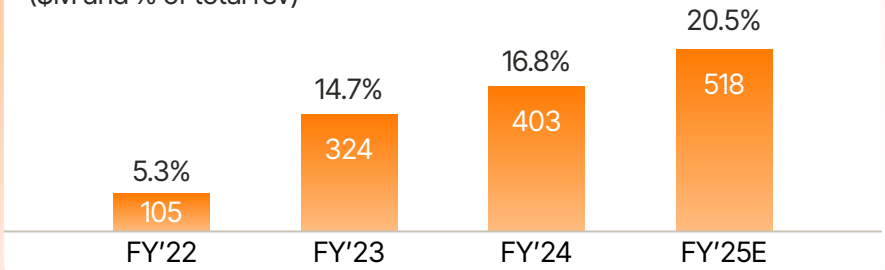
Total Revenue
($M)



Operating Profit
($M and % of total rev)



Free Cash Flow
($M and % of total rev)



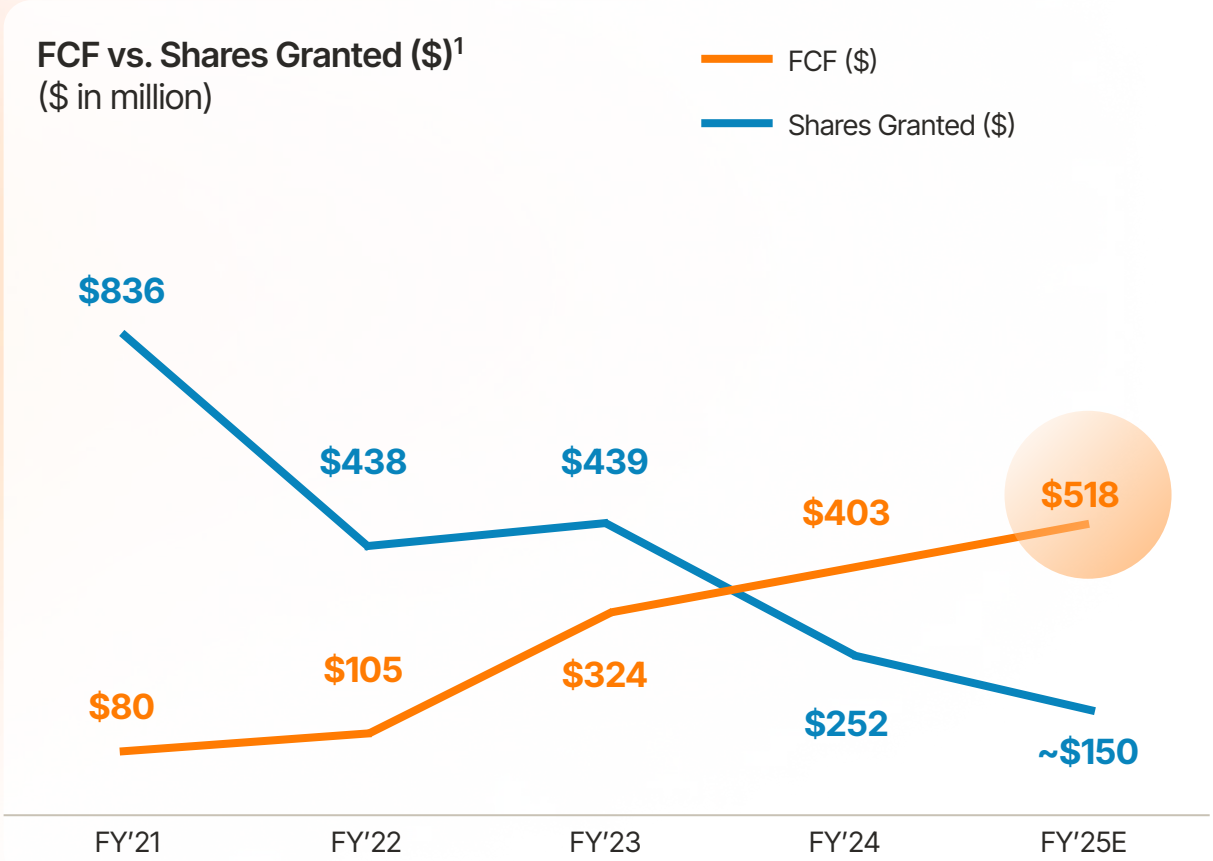
Continued operating income improvement driven by:

- ✓ Growth in core UCaaS and new AI-led products
- ✓ Operating leverage
- ✓ Continued expense discipline
- ✓ Greater S&M efficiency
- ✓ Leveraging AI and automation to drive productivity

1. 2025E represents midpoint of guidance for total revenue, operating profit and free cash flow as of August 5, 2025.
2. Operating profit is non-GAAP. Non-GAAP operating profit, non-GAAP operating margin and free cash flow are non-GAAP financial measures, see appendix for reconciliation to the most comparable GAAP metrics.

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Expanded FCF per Share

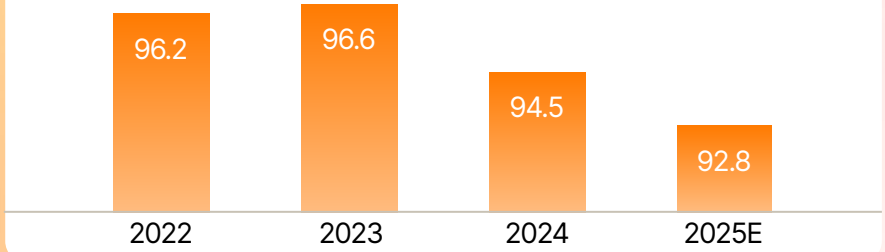


1. 2025E represents midpoint of guidance for FCF ($), estimate of Shares Granted ($), as of August 5, 2025.

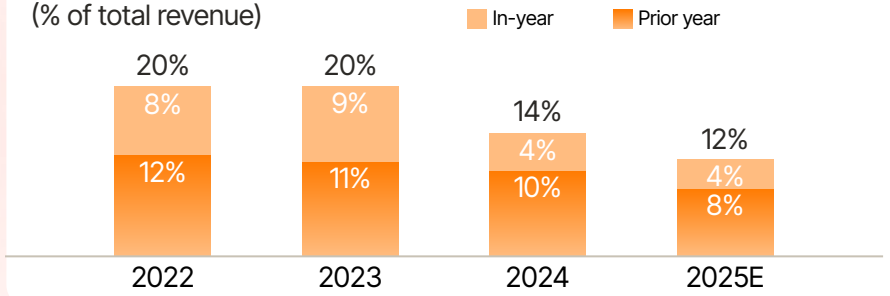
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Increasing FCF/share and EPS while Reducing SBC & Share Count

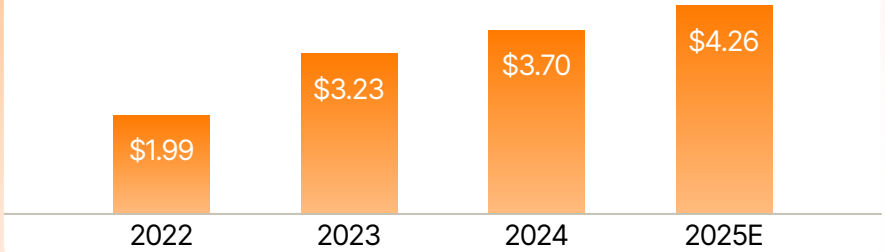
Fully Diluted Share Count
(in millions of shares)



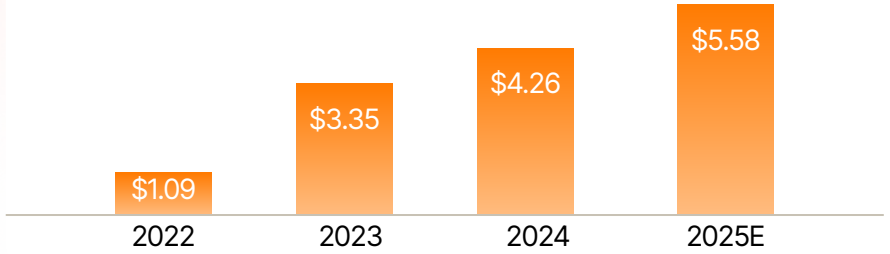
Stock-Based Compensation from prior year and in-year grants
(% of total revenue)



Non-GAAP EPS



FCF/share



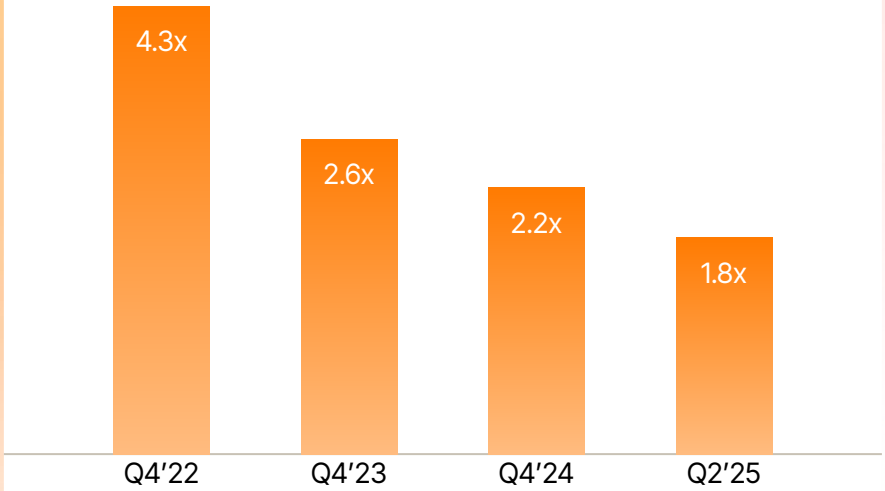
1. 2025E represents midpoint of guidance for stock-based compensation (SBC) as % of total revenue, fully diluted share count and non-GAAP EPS, as of August 5, 2025.

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Strong Balance Sheet

Improving leverage ratio

Net Debt to Adj. EBITDA



Credit Ratings

FitchRatings

BB+

(Outlook Positive)

Upgraded to BB+

Moody's Investors Service

Baa2

(Stable Outlook)

Upgraded to Baa2

S&P Global

BB

(Stable Outlook)

See Appendix for leverage ratio calculation.
2H 2025E free cash flow reflects midpoint of guidance as of Aug 5, 2025.
See Forms 10K and 10Q for additional detail.

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FY 2025 Guidance

	FY 2025
Subscriptions Revenue Growth Y/Y	Up 5% to 7%
Total Revenue Growth Y/Y	Up 4% to 6%
GAAP Operating Margin	4.8% to 5.5%
Stock-based Compensation	$285 to $295 mil.
Non-GAAP Operating Margin[(1)]	~22.5%
Non-GAAP EPS	$4.20 to $4.32
Fully Diluted Share Count	92.5 to 93.0 mil.
Net cash provided by operating activities	$600 to $605 mil.
Less: Capitalized expenditures	$85 mil.
Free Cash Flow	**$515 to $520 mil**

(1) See appendix for reconciliation to GAAP measure.

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Q3 2025 Guidance

	Q3 2025
Subscriptions Revenue	$611 to $619 mil.
Subscriptions Revenue Growth Y/Y	5% to 6%
Total Revenue	$631 to $639 mil.
Total Revenue Growth Y/Y	4% to 5%
GAAP Operating Margin	4.9% to 6.1%
Stock-based Compensation	$72 to $78 mil.
Non-GAAP Operating Margin[(1)]	~22.6%
Non-GAAP EPS	$1.06 to $1.08
Fully Diluted Share Count	93 mil.

(1) See appendix for reconciliation to GAAP measure.

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Appendix

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Q2 2025 Financial Highlights

		$ Metric	Y/Y Growth
Revenue	Subscriptions Revenue	$598.7M	6%
	Total Revenue	$620.4M	5%
ARR	Total	$2,587M	7%
	Customer ARR by Size[1]		
	Mid-Market and Enterprise	$1,610M	6%
	Enterprise	$1,099M	5%

1) Our reported results also include our annualized exit monthly recurring subscriptions, mid-market and enterprise annualized exit monthly recurring subscriptions, enterprise annualized exit monthly recurring subscriptions, and net monthly subscription dollar retention rate. We define our annualized exit monthly recurring subscriptions as our monthly recurring subscriptions multiplied by 12. Our monthly recurring subscriptions equal the monthly value of all customer recurring charges contracted at the end of a given month. We believe this metric is a leading indicator of our anticipated subscriptions revenue. We calculate mid-market and enterprise annualized exit monthly recurring subscriptions in the same manner as we calculate our annualized exit monthly recurring subscriptions, except that only customer subscriptions from customers generating $25,000 or more in annual recurring revenue are included. We calculate enterprise annualized exit monthly recurring subscriptions in the same manner as we calculate our annualized exit monthly recurring subscriptions, except that only customer subscriptions from customers generating $100,000 or more in annual recurring revenue are included. We define our net monthly subscription dollar retention rate as (i) one plus (ii) the quotient of dollar net change divided by average monthly recurring subscriptions. We calculate dollar net change as the quotient of (i) the difference of our monthly recurring subscriptions at the end of a period minus our monthly recurring subscriptions at the beginning of a period minus our monthly recurring subscriptions at the end of the period from new customers we added during the period, (ii) all divided by the number of months in the period. We define our average monthly recurring subscriptions as the average of the monthly recurring subscriptions at the beginning and end of the measurement period.

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Net debt to adjusted EBITDA

($millions)	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25
Adj. EBITDA	$65.5	$72.7	$87.0	$92.7	$112.3	$125.0	$127.8	$138.0	$142.8	$145.8	$149.0	$152.8	$155.1	$161.5
LTM Adj. EBITDA				317.9	364.7	416.9	457.8	503.1	533.6	554.4	575.7	590.4	602.7	618.4
Total Debt				1,638.4	1,639.5	1,578.8	1,801.3	1,545.5	1,541.4	1,537.3	1,533.2	1,529.1	1,363.7	1,260.8
Total Cash				270.0	274.8	225.4	432.4	222.2	203.1	199.3	212.7	242.8	154.4	168.1
Net Debt				1,368.4	1,364.7	1,353.4	1,368.9	1,323.3	1,338.3	1,338.0	1,320.5	1,286.3	1,209.3	1,092.7
Net Debt to Adj. EBITDA				4.3x	3.7x	3.2x	3.0x	2.6x	2.5x	2.4x	2.3x	2.2x	2.0x	1.8x

Adjusted EBITDA is a non-GAAP financial measure, see appendix for reconciliation to the most comparable GAAP metric.

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Debt Profile as of June 30, 2025

Debt Instrument	Maturity Date	June 30, 2025	December 31, 2024
2030 Senior Notes	August 15, 2030	$ 350,000	$ 400,000
Term Loan under Credit Agreement (1)	February 14, 2028	310,000	370,000
Revolving Credit Facility under Credit Agreement (2)	February 14, 2028	—	—
2026 Convertible Notes	March 15, 2026	609,065	609,065
2025 Convertible Notes (3)	March 1, 2025	—	161,326
Total principal amount		1,269,065	1,540,391
Less: unamortized debt discount and issuance costs on long-term		(8,282)	(11,258)
Less: current portion of long-term debt, net (4)		(627,880)	(181,252)
Net carrying amount of long-term debt		$ 632,903	$ 1,347,881

(1) The Company has $350.0 million available for drawdown under the Term Loan as of June 30, 2025.
(2) The Company has $225.0 million available for borrowing under the Revolving Credit Facility as of June 30, 2025.
(3) The Company settled the remaining $161.3 million principal of the 2025 Convertible Notes in cash on the original maturity date in March 2025.
(4) As of June 30, 2025, the current portion of long-term debt, net, consists of the $607.9 million net carrying amount of the 2026 Convertible Notes and $20.0 million in expected principal payments due on the Term Loan. The Term Loan requires quarterly principal payments of 1.25% of the $400.0 million principal amount drawn, with balance due at maturity.

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RINGCENTRAL, INC.
RECONCILIATION OF OPERATING INCOME (LOSS)
GAAP MEASURES TO NON-GAAP MEASURES
(Unaudited, in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Revenues				
Subscriptions	$ 598,728	$ 567,058	$1,188,840	$1,124,545
Other	21,670	25,849	43,614	52,573
Total revenues	620,398	592,907	1,232,454	1,177,118
Cost of revenues reconciliation				
GAAP Subscriptions cost of revenues	$ 150,788	$ 148,107	$ 303,883	$ 291,757
Share-based compensation	(3,216)	(6,168)	(8,145)	(12,492)
Amortization of acquired intangibles	(31,223)	(33,769)	(62,447)	(67,852)
Third-party relocation and other costs	(86)	(10)	(94)	(49)
Restructuring costs	(9)	(24)	(968)	(259)
Non-GAAP Subscriptions cost of revenues	$ 116,254	$ 108,136	$ 232,229	$ 211,105
GAAP Other cost of revenues	28,162	28,563	55,517	55,392
Share-based compensation	(1,262)	(2,017)	(2,807)	(4,076)
Amortization of acquired intangibles	(84)	(22)	(168)	(44)
Restructuring costs	(140)	(22)	(716)	(348)
Non-GAAP Other cost of revenues	$ 26,676	$ 26,502	$ 51,826	$ 50,924
Gross profit and gross margin reconciliation				
Non-GAAP Subscriptions	80.6 %	80.9 %	80.5 %	81.2 %
Non-GAAP Other	(23.1)%	(2.5)%	(18.8)%	3.1 %
Non-GAAP Gross profit	77.0 %	77.3 %	77.0 %	77.7 %
Operating expenses reconciliation				
GAAP Research and development	$ 77,539	$ 79,750	$ 159,522	$ 160,278
Share-based compensation	(14,418)	(19,618)	(32,689)	(39,611)
Third-party relocation and other costs	(183)	(477)	(516)	(1,545)
Restructuring costs	(1,202)	(323)	(2,896)	(1,773)
Non-GAAP Research and development	$ 61,736	$ 59,332	$ 123,421	$ 117,349
As a % of total revenues non-GAAP	10.0 %	10.0 %	10.0 %	10.0 %
GAAP Sales and marketing	$ 263,585	$ 269,487	$ 538,483	$ 542,217
Share-based compensation	(25,897)	(33,653)	(61,934)	(68,500)
Amortization of acquired intangibles	(2,055)	(931)	(4,110)	(1,743)
Third-party relocation and other costs	(251)	(38)	(817)	(332)
Restructuring costs	(925)	(449)	(3,913)	(2,611)
Non-GAAP Sales and marketing	$ 234,457	$ 234,416	$ 467,709	$ 469,031
As a % of total revenues non-GAAP	37.8 %	39.5 %	37.9 %	39.8 %
GAAP General and administrative	$ 63,361	$ 72,359	$ 127,746	$ 143,732
Share-based compensation	(20,154)	(27,489)	(39,688)	$ (55,282)
Third-party relocation and other costs	(1,348)	(4,156)	(2,722)	(4,228)
Restructuring costs	(537)	(380)	(1,410)	(789)
Non-GAAP General and administrative	$ 41,322	$ 40,334	$ 83,926	$ 83,433
As a % of total revenues non-GAAP	6.7 %	6.8 %	6.8 %	7.1 %

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RINGCENTRAL, INC.
RECONCILIATION OF OPERATING INCOME (LOSS)
GAAP MEASURES TO NON-GAAP MEASURES
(Unaudited, in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Income (loss) from operations reconciliation				
GAAP income (loss) from operations	$ 36,963	$ (5,359)	$ 47,303	$ (16,258)
Share-based compensation	64,947	88,945	145,263	179,961
Amortization of acquired intangibles	33,362	34,722	66,725	69,639
Third-party relocation and other costs	1,868	4,681	4,149	6,154
Restructuring costs	2,813	1,198	9,903	5,780
Non-GAAP Income from operations	$ 139,953	$ 124,187	$ 273,343	$ 245,276
Non-GAAP Operating margin	22.6 %	20.9 %	22.2 %	20.8 %
Adjusted EBITDA reconciliation				
Depreciation and amortization	21,559	21,601	43,257	43,335
Non-GAAP Adjusted EBITDA	$ 161,512	$ 145,788	$ 316,600	$ 288,611
As a % of total revenues non-GAAP	26.0 %	24.6 %	25.7 %	24.5 %

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RINGCENTRAL, INC.
RECONCILIATION OF OPERATING INCOME (LOSS)
GAAP MEASURES TO NON-GAAP MEASURES
(Unaudited, in thousands)

	Year Ended December 31,	
	2024	**2023**
Income (loss) from operations reconciliation		
GAAP income (loss) from operations	2,670	(198,811)
Share-based compensation	346,648	434,086
Amortization of acquired intangibles	136,539	151,072
Third-party relocation and other costs	5,847	13,525
Restructuring costs	12,635	20,368
Non-GAAP Income from operations	504,339	420,240
Non-GAAP Operating margin	21.0 %	19.1 %
Depreciation and amortization	86,070	82,868
Non-GAAP Adjusted EBITDA	590,409	503,108
As a % of total revenues non-GAAP	24.6 %	22.8 %

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RINGCENTRAL, INC.
RECONCILIATION OF NET INCOME (LOSS)
GAAP MEASURES TO NON-GAAP MEASURES
(In thousands, except per share data) (Unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Net income (loss) reconciliation				
GAAP net income (loss)	$ 13,193	$ (14,753)	$ 2,865	$ (43,247)
Share-based compensation	64,947	88,945	145,263	179,961
Amortization of acquired intangibles	33,362	34,722	66,725	69,639
Third-party relocation and other costs, net	2,372	(2,980)	4,653	(1,507)
Restructuring costs	2,813	1,198	9,903	5,780
Amortization of debt discount and issuance costs	1,250	1,011	2,381	2,014
Loss associated with investments	1,115	458	1,115	458
Loss (gain) on early extinguishment of debt	4,987	—	4,987	—
Intercompany remeasurement gain	(1,000)	(558)	(1,078)	(296)
Income tax expense effects	(25,759)	(21,848)	(46,743)	(42,873)
Non-GAAP net income	$ 97,280	$ 86,195	$ 190,071	$ 169,929
Reconciliation between GAAP and non-GAAP weighted average shares used in computing basic and diluted net income (loss) per common share:				
Weighted average number of shares used in computing basic net income (loss) per share	90,710	92,745	90,861	92,944
Effect of dilutive securities	1,346	—	1,627	—
GAAP weighted average shares used in computing GAAP diluted net income (loss) per share	92,056	92,745	92,488	92,944
Effect of dilutive securities	—	2,165	—	2,486
Non-GAAP weighted average shares used in computing non-GAAP diluted net income per share	92,056	94,910	92,488	95,430
Diluted net income (loss) per share				
GAAP net income (loss) per share	$ 0.14	$ (0.16)	$ 0.03	$ (0.47)
Non-GAAP net income per share	$ 1.06	$ 0.91	$ 2.06	$ 1.78

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RINGCENTRAL, INC.
RECONCILIATION OF NET INCOME (LOSS)
GAAP MEASURES TO NON-GAAP MEASURES
(In thousands, except per share data) (Unaudited)

	Year Ended December 31,	
	2024	**2023**
Net income (loss) income reconciliation		
GAAP net loss	$ (58,288)	$ (165,240)
Share-based compensation	346,648	434,086
Amortization of acquired intangibles	136,539	151,072
Third-party relocation and other costs, net	(5,155)	3,016
Restructuring costs	12,635	20,368
Amortization of debt discount and issuance costs	4,272	4,566
Loss associated with investments	458	1,745
Gain on early extinguishment of debt	—	(53,401)
Intercompany remeasurement loss (gain)	3,294	(1,645)
Income tax expense effects	(90,517)	(82,271)
Non-GAAP net income	$ 349,886	$ 312,296
Reconciliation between GAAP and non-GAAP weighted average shares used in computing basic and diluted net income (loss) per common share:		
Weighted average number of shares used in computing basic net loss per share	92,110	94,912
Effect of dilutive securities	2,373	1,714
Non-GAAP weighted average shares used in computing non-GAAP diluted net income per share	94,483	96,626
Diluted net (loss) income per share		
GAAP net loss per share	$ (0.63)	$ (1.74)
Non-GAAP net income per share	$ 3.70	$ 3.23

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RINGCENTRAL, INC.
RECONCILIATION OF CASH FLOWS FROM OPERATING ACTIVITIES
GAAP MEASURES TO NON-GAAP FREE CASH FLOW MEASURES
(Unaudited, in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Net cash provided by operating activities	$ 167,414	$ 127,081	$ 317,076	$ 223,175
Capitalized expenditures	(23,029)	(18,292)	(42,515)	(37,701)
Non-GAAP free cash flow	$ 144,385	$ 108,789	$ 274,561	$ 185,474
Non-GAAP free cash flow margin	23.3 %	18.3 %	22.3 %	15.8 %

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RINGCENTRAL, INC.
RECONCILIATION OF CASH FLOWS FROM OPERATING ACTIVITIES
GAAP MEASURES TO NON-GAAP FREE CASH FLOW MEASURES
(Unaudited, in thousands)

	Year Ended December 31,	
	2024	**2023**
Net cash provided by operating activities	$ 483,276	$ 399,662
Capitalized expenditures	(80,528)	(75,740)
Non-GAAP free cash flow	$ 402,748	$ 323,922
Non-GAAP free cash flow margin	16.8 %	14.7 %

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RINGCENTRAL, INC.
RECONCILIATION OF FORECASTED OPERATING MARGIN AND FREE CASH FLOW
GAAP MEASURES TO NON-GAAP MEASURES
(Unaudited, in millions)

	Q3 2025		FY 2025	
	Low Range	High Range	Low Range	High Range
GAAP income from operations	31	39	120	141
GAAP operating margin	4.9%	6.1%	4.8%	5.5%
Share-based compensation	78	72	295	285
Amortization of acquired intangibles	33	33	133	133
Third-party relocation and other costs, net	—	—	4	4
Restructuring costs	—	—	10	10
Non-GAAP income from operations	142	144	562	573
Non-GAAP operating margin	22.6 %	22.6 %	22.5 %	22.5 %

	FY 2025	
	Low Range	High Range
GAAP net cash provided by operating activities	$ 600	$ 605
Capitalized expenditures	(85)	(85)
Non-GAAP free cash flow	$ 515	$ 520

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Thank You

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