Investor Presentation

Third Quarter 2026

November 5th, 2026

BLACKLINE

Safe Harbor

This presentation contains forward-looking statements. These statements may relate to, but are not limited to, expectations of future operating results or financial performance of BlackLine, Inc. ("BlackLine" or the "Company"), the calculation of certain key financial and operating metrics, capital expenditures, introduction of new solutions or products, expansion into new markets, plans for growth and future operations, technological capabilities, and ability to execute our technology and platform initiatives and strategic relationships, including our relationship with SAP, as well as assumptions relating to the foregoing. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified. In some cases, you can identify forward-looking statements by terminology such as "may," "will," "should," "could," "expect," "plan," "anticipate," "believe," "estimate," "predict," "intend," "potential," "would," "continue," "ongoing," "likely" or the negative of these terms or other comparable terminology. You should not put undue reliance on any forward-looking statements. Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved, if at all.

Forward-looking statements are based on information available at the time those statements are made and/or management's good faith beliefs and assumptions as of that time with respect to future events and are subject to risks and uncertainty. If any of these risks or uncertainties materialize or if any assumptions prove incorrect, actual performance or results may differ materially from those expressed in or suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to risks related to the Company's ability to attract new customers and expand sales to existing customers; the extent to which customers renew their subscription agreements or increase the number of users; the impact of current and future economic uncertainty and other unfavorable conditions in the Company's industry or the global economy; and other risks and uncertainties described in other filings we make with the Securities and Exchange Commission (the "SEC") from time to time, including the risks described under the heading "Risk Factors" in our Annual Report on Form 10-K and our subsequent Quarterly Reports on Form 10-Q, which are available on our website at http://investors.blackline.com and on the SEC's website at www.sec.gov. In light of these risks and uncertainties, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially from those anticipated or implied in the forward-looking statements. The forward-looking statements made in this presentation speak only as of the date of this presentation. Except as required by law, BlackLine does not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

In addition, statements that "we believe" and similar statements reflect our beliefs and opinions on the relevant subject. These statements are based upon information available to us as of the date of this presentation, and while we believe such information forms a reasonable basis for such statements, such information may be limited or incomplete, and our statements should not be read to indicate that we have conducted an exhaustive inquiry into, or review of, all potentially available relevant information. These statements are inherently uncertain, and investors are cautioned not to unduly rely upon these statements.

In addition to U.S. GAAP financials, this presentation includes certain non-GAAP financial measures, including non-GAAP gross profit, gross margin, free cash flow, sales and marketing expense, research and development expense, general and administrative expense, income (loss) from operations, operating margin, net income and net income margin. These non-GAAP measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. The non-GAAP financial measures we use may differ from the non-GAAP financial measures used by other companies. A reconciliation of these measures to the most directly comparable GAAP measure is included in the Appendix to this presentation.

WHO WE ARE

Champions of strategic accounting and finance transformation

OUR WINNING ASPIRATION

To inspire, power, and guide digital finance transformation



BlackLine
At a Glance

$45B
Total Market Opportunity

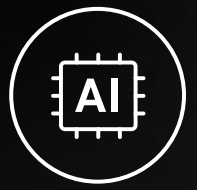
$735M **7% YoY Growth**
Q3’26 Annual Recurring Revenue[1]

26%
Q3’26 Non-GAAP Operating Margin[2]

$150M **20% Margin**
LTM Free Cash Flow[2]



Indispensable Platform for the CFO
End-to-End Record-to-Report and Invoice-to-Cash Automation



AI-Powered Innovation
BlackLine’s data unification and analytics capabilities make it an ideal platform for building a trusted AI foundation



4,300+ Global Customers
Trusted by the world's leading companies across a diverse range of industries and geographies



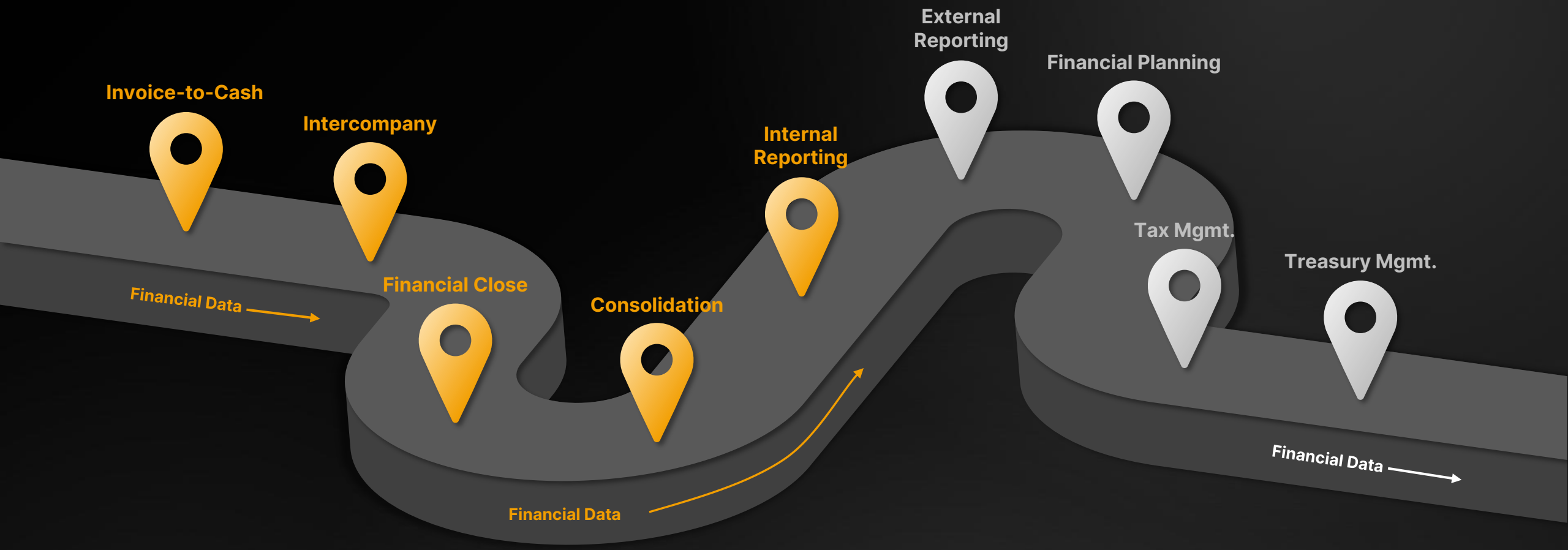
Trusted by ~70% of the Fortune 100
Powering the digital finance transformation behind over $56T in global market capitalization



Strong Global Partner Ecosystem
Strategic SAP reseller partnership supported by global consulting alliances, C-suite influence, and robust enablement

[1] BlackLine defines ARR as: contracted recurring revenue components of term subscriptions and support normalized to a one-year period.
[2] Represents a Non-GAAP metric. See appendix for GAAP financial measures and reconciliations.

The Office of the CFO

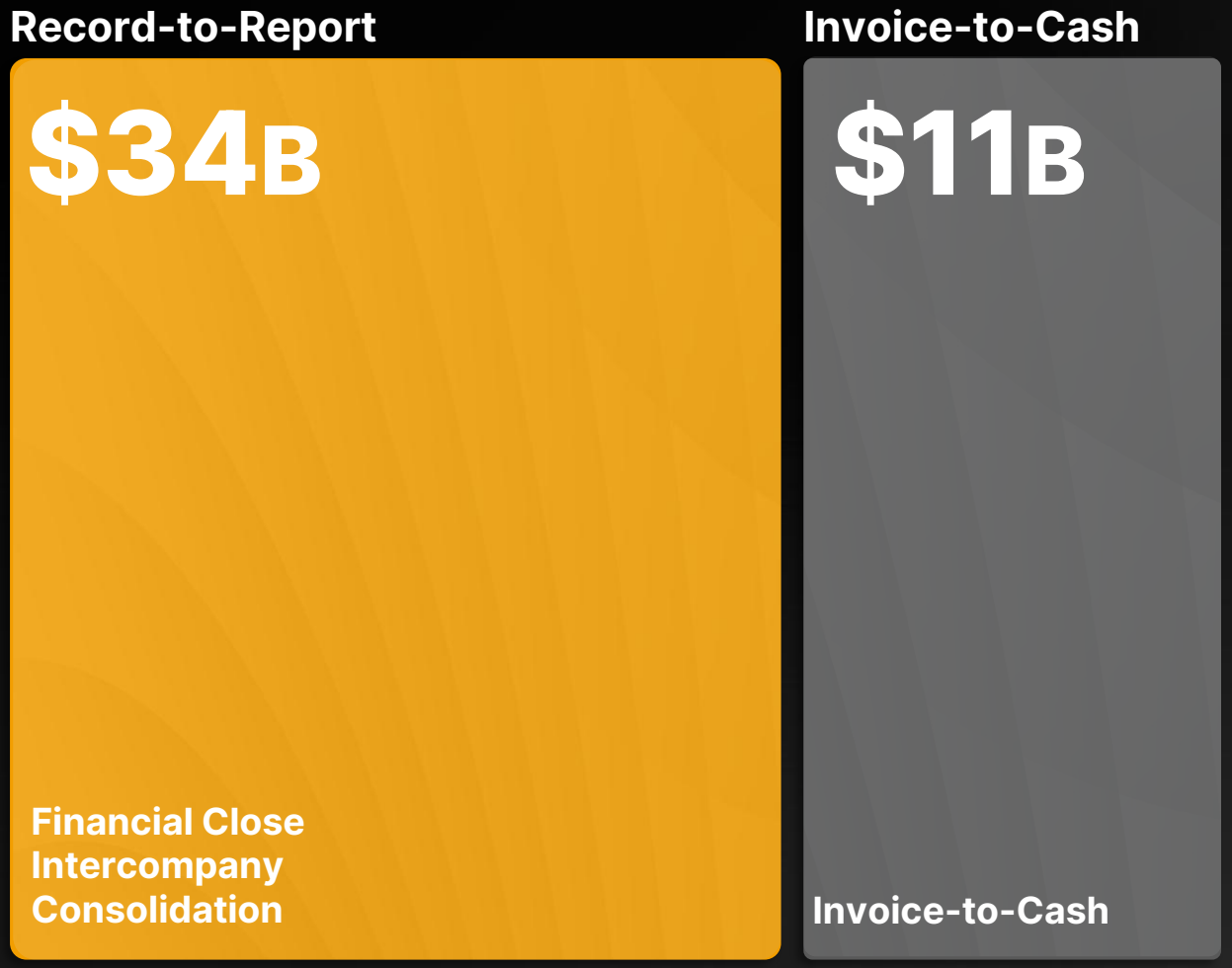


By being positioned upstream within the Office of the CFO, BlackLine is uniquely able to ensure comprehensive control, enhanced visibility, and seamless data integrity – offering the most integrated and interconnected financial processes.

BLACKLINE

Market Leader with Large & Underpenetrated TAM

BlackLine's core finance and accounting process areas – Record-to-Report and Invoice-to-Cash – constitute a large, underpenetrated, and strategic addressable market.



$45B

Total Addressable Market

Comprised of over 160,000 companies across BlackLine's target markets in North America, Europe, and Asia-Pacific

Source: Dun & Bradstreet, Company estimates.
Note: Record-to-report TAM excludes financial reporting and Public Sector.

BLACKLINE

The Future-Ready Platform for the Office of the CFO

AI-powered solutions enable future-ready financial operations that are accurate, efficient, and intelligent.

Finance Control Console

Governance and Control for All Finance Agents

BLACKLINE Studio360

Record-to-Report

Intercompany	Financial Close & Consolidation		Invoice-to-Cash

Verity

Create	Account Analysis/Reconciliations	Journal Entry	eInvoicing & Payments
Balance & Resolve	Transaction Matching	Journals Risk Analyser	Cash Application
Net & Settle	Reporting & Analysis	Accruals	AR Management

Integrate	Orchestrate	Visualize	Blueprint	Control

snowflake

Data Sources

Excel, Databases & Other Files

Banking & Financial Systems

ERP Systems Landscape

Deltek, PeopleSoft, workday., infor, SAP, ORACLE, IFS, ERP, sage

AI as a Competitive Advantage

BlackLine delivers a governed and auditable AI platform, making it a structurally indispensable and differentiated solution for the Office of the CFO.



Agency & Trust

We are the trusted leader in scalable, secure, and controlled finance and accounting platforms for global enterprises



Domain Expertise & Context

Two decades of operational, context-aware knowledge – drawn from 4,300+ customers' matching patterns, historical exception handling, and auditor interactions



Unified Control Plane

A neutral, event-driven orchestration layer bridging ERPs, EPMs, and the recording-to-planning gap – enabling continuous, intelligent financial operations



Time-to-Value & Cost of Ownership

Best-in-class out-of-the-box capabilities, blueprints, and agentic solutions deliver faster, durable ROI



AI Innovation & Future Readiness

An innovative, expanding portfolio of pre-governed financial actions gives our partners and customers a foundation to build, deploy, and manage their agentic workflows

Unique, Human-Enriched Operational Data

- **Human Judgment Data**
- **Matching Pattern Data**
- **Exception & Resolution Data**
- **Intercompany Flow Data**
- **Invoice-to-Cash Data**
- **+ additional data sources**

BLACKLINE

As AI Scales, Governance Must Scale With It

Enterprise AI is scaling exponentially – and most organizations don't yet have the governance to confidently deploy at scale.

An Accelerating Scale Problem...

<15 AI agents per Fortune 500 company, 2025

150,000+

AI agents per Fortune 500 company by 2028



The Governance Chasm...



of companies feel ready to govern AI at that scale

BlackLine's answer: **Finance Control Console** – Studio360's next evolution

BLACKLINE

Source: Gartner, "Gartner Identifies Six Steps to Manage AI Agent Sprawl," April 2026.

Delivering Autonomous Finance with Verity™

BlackLine's AI strategy combines AI and automation to unlock unprecedented value for finance and accounting teams, delivering accurate, efficient, and intelligent financial operations.



Agentic Experiences

Deploy a 'digital workforce' of AI agents to autonomously manage complex, end-to-end workflows like account reconciliations, accruals, and cash collections.

Verity**Collect** Verity**Prepare** Verity**Accruals**

Proactive Analysis

Move teams beyond historical reporting by proactively analyzing data to forecast trends and mitigate financial risk before issues escalate.

Verity**Flag** Verity**Forecast**

Intelligent Insights

Provide immediate, accurate insights across all your financial data, reducing the need for manual investigation and ad-hoc reporting.

Verity**Insights** Verity**Flux** Verity**Assist**

Next-Generation Process Automation

Enhance BlackLine's core solutions with a new layer of intelligence, mastering high-volume, complex processes with greater speed and accuracy.

Verity**Match** Verity**Remit**

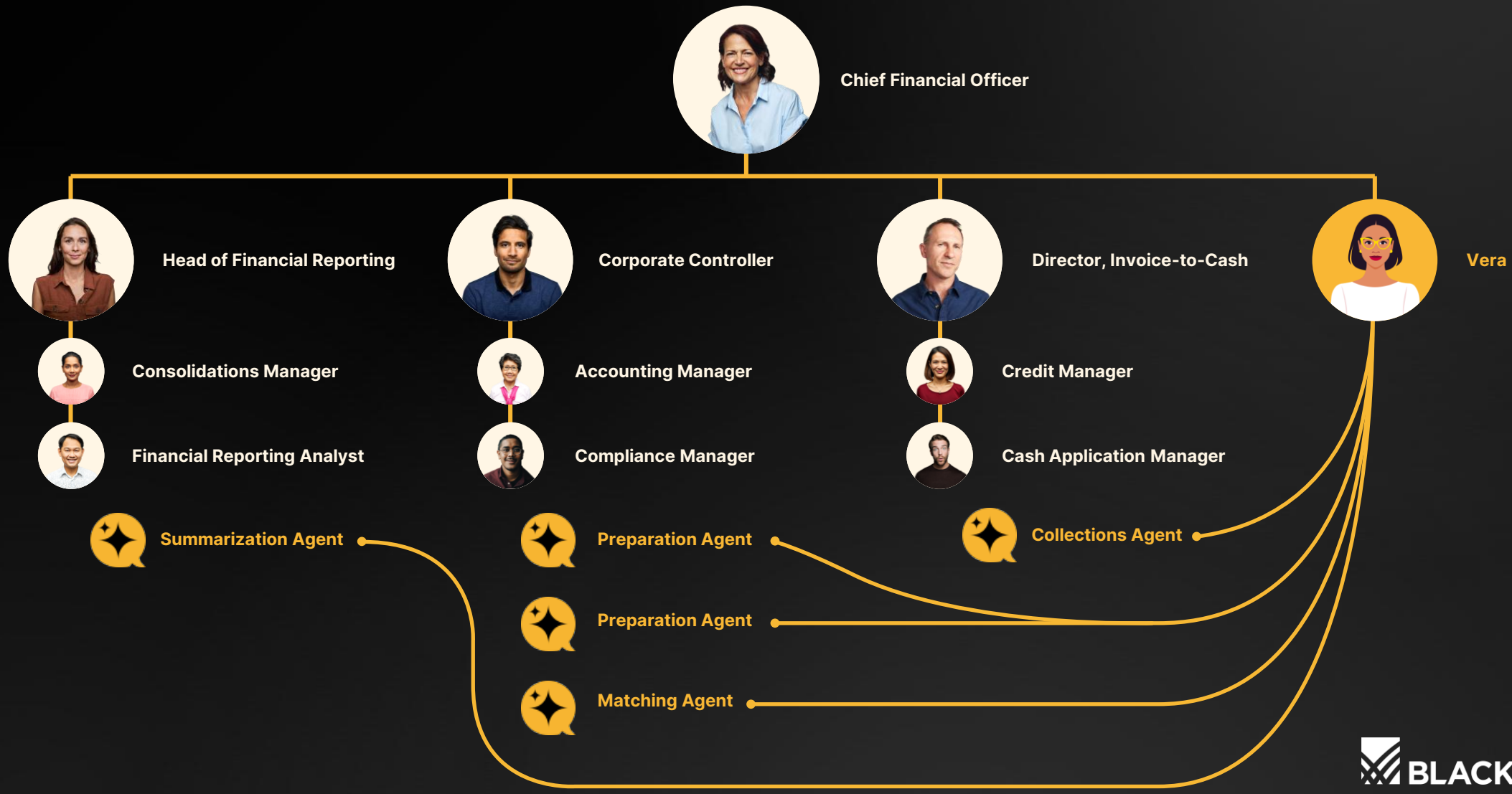
Automated Content Generation & Summarization

Accelerate the financial reporting cycle by automatically drafting financial narratives and creating instant summaries of complex supporting documents.

Verity**Narrate** Verity**Summarize**

BLACKLINE

A New Digital Workforce for Finance that is Trustworthy & Auditable



BLACKLINE

Verity AI In Action

Real customer use cases demonstrate how Verity AI reduces manual effort, increases accuracy, and surfaces risk across critical accounting workflows.

Verity Accruals

Intelligent Accrual Estimation

80%

reduction in accruals-process time, with higher statement accuracy and a full AI audit trail.

CLOSE CYCLE

3 days faster

Verity Prepare

AI-Powered Account Preparation

94%

time savings in manual prep, freeing teams for review and approval; risk scored for every account.

AUTO-CERTIFY RATE

75% → 90%

Before → After

Verity Match

Autonomous Transaction Matching

64%

average reduction in residual unmatched rates, accelerating close and streamlining review.

AUTO-MATCH RATE

66% → 88%

Before → After

Verity Collect

Agentic Collections & AI-Assisted Resolution

99%

reduction in human call time in early tests, freeing teams for high-value accounts.

TIME TO COMPLETE

45hrs → 30min

Before → After

Note: Customer outcomes above represent preliminary results from select early adopters of BlackLine's Verity AI products.

BLACKLINE

Numerous Levers to Drive Sustained Growth



AI Monetization
Deploy a digital workforce of AI agents to automate complex financial tasks and unlock new premium service offerings

Partner Ecosystem
Deepen and extend partner relationships

New Customers
Lead new customers on their accounting and finance transformations

New Markets
Public Sector, Kingdom of Saudi Arabia, and other key international markets

Platform & Packaging
Simplified and standardized packaging with unlimited users that scales

Functional Adjacencies
Expand to relevant adjacencies through leading innovation and strategic M&A

Customer Expansion
Standardized price structure across product pillars simplifies cross-sell motion and drives sales of strategic solutions

BLACKLINE

Ideal Candidates for Digital Finance Transformation

We have carefully defined our target markets and are targeting complex global enterprises and expanding our reach beyond smaller mid-market segments. We see robust new logo and expansion opportunities across our global enterprise and mid-market segments.



Mid-Market

~50% of Customers; ~25% of ARR

Faster Sales Cycle

Opportunity to Grow with the Customer

Rapid, Simpler Implementations

Significant Global Mid-Market Opportunity



Enterprise

~50% of Customers; ~75% of ARR

Larger Software Budgets

Longer Contract Lengths

Strong Retention Trends

Greater Capacity for Expansion



Public Sector

<1% of Customers & ARR

Large, Sticky Install Base

Excellent BlackLine Positioning with Commercial Counterparts

Best-in-Class Partner Relationships

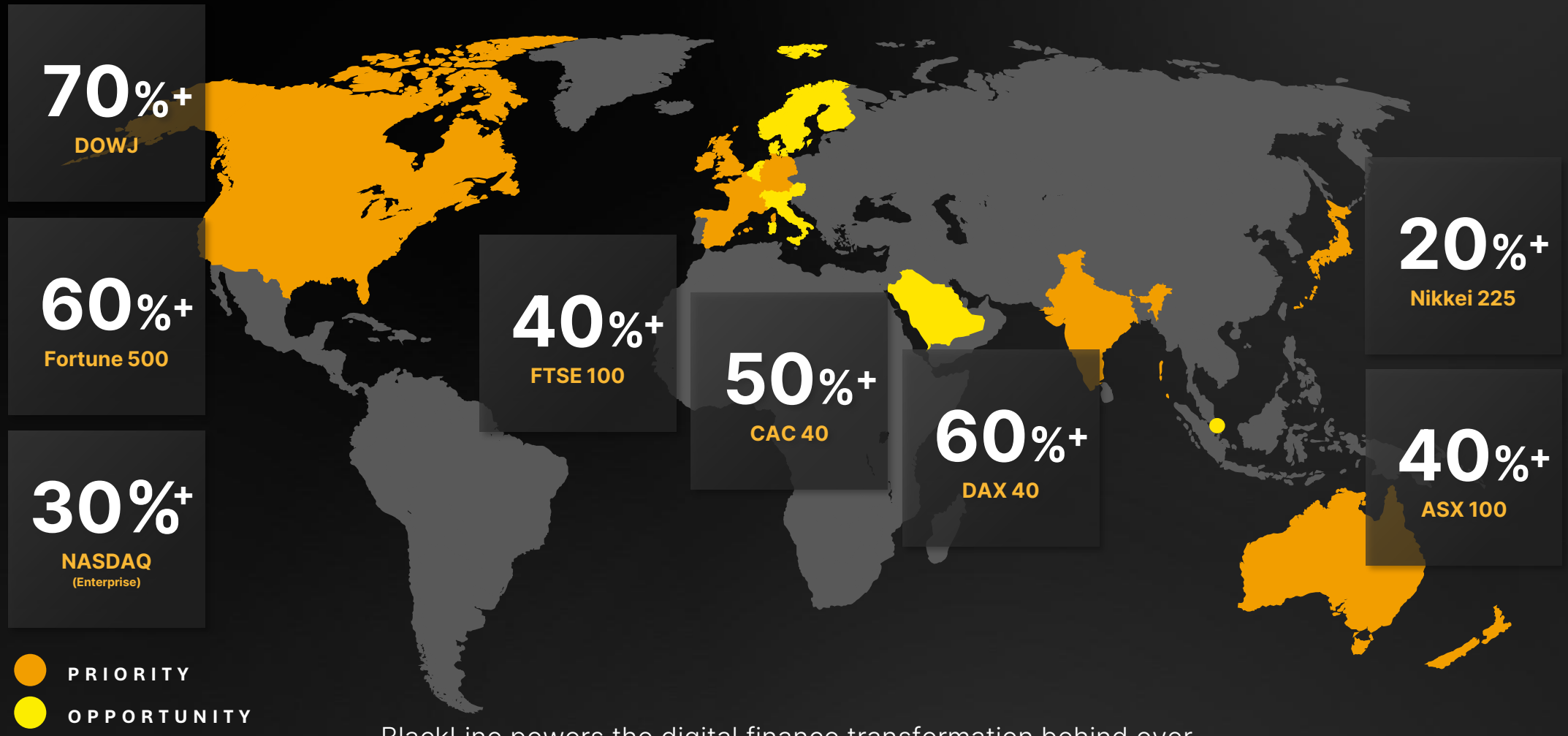
TARGET CUSTOMER REVENUE

>$100M → $750M → $500B+

BLACKLINE

Transforming the World's Largest Companies

We are focused on deepening and expanding our relationships with the world's largest and most complex organizations.



BlackLine powers the digital finance transformation behind over

$56T in global market capitalization

BLACKLINE

Serving Market Leaders Across Diverse Industries

INDUSTRY BREADTH → INDUSTRY DEPTH

MANUFACTURING — 8 of the Top 10
- Dow
- Gardner Denver
- OSHKOSH

RETAIL — 4 of the Top 10
- Domino's
- ebay
- chewy

ENERGY — 8 of the Top 10
- British Gas
- ENERGY TRANSFER
- Marathon Petroleum Corporation

FINANCIAL SERVICES — 4 of the Top 10
- Aflac
- mastercard
- LSEG

HEALTHCARE & LIFE SCIENCES — 8 of the Top 10
- Ascension
- FRESENIUS MEDICAL CARE
- ThermoFisher SCIENTIFIC

TECHNOLOGY — 8 of the Top 10
- NVIDIA
- salesforce
- zendesk

WHOLESALE — 9 of the Top 10
- Coca-Cola
- LAND O'LAKES INC.
- PFG Performance Food Group

MEDIA & ENT. — 8 of the Top 10
- CINEMARK
- informa
- SiriusXM

SERVICES — 7 of the Top 10
- accenture
- aramark
- VEOLIA

NEW: PUBLIC SECTOR

EXAMPLE: HEALTHCARE & LIFE SCIENCES

PHARMA & BIOTECH
- Alnylam
- BIOAGE
- charles river
- PRECISION BIOSCIENCES

MEDTECH
- PHILIPS AVENT
- Dexcom
- FRESENIUS MEDICAL CARE
- verathon

HEALTHCARE SERVICES
- Ascension
- aveanna healthcare
- Encompass Health
- Quest Diagnostics

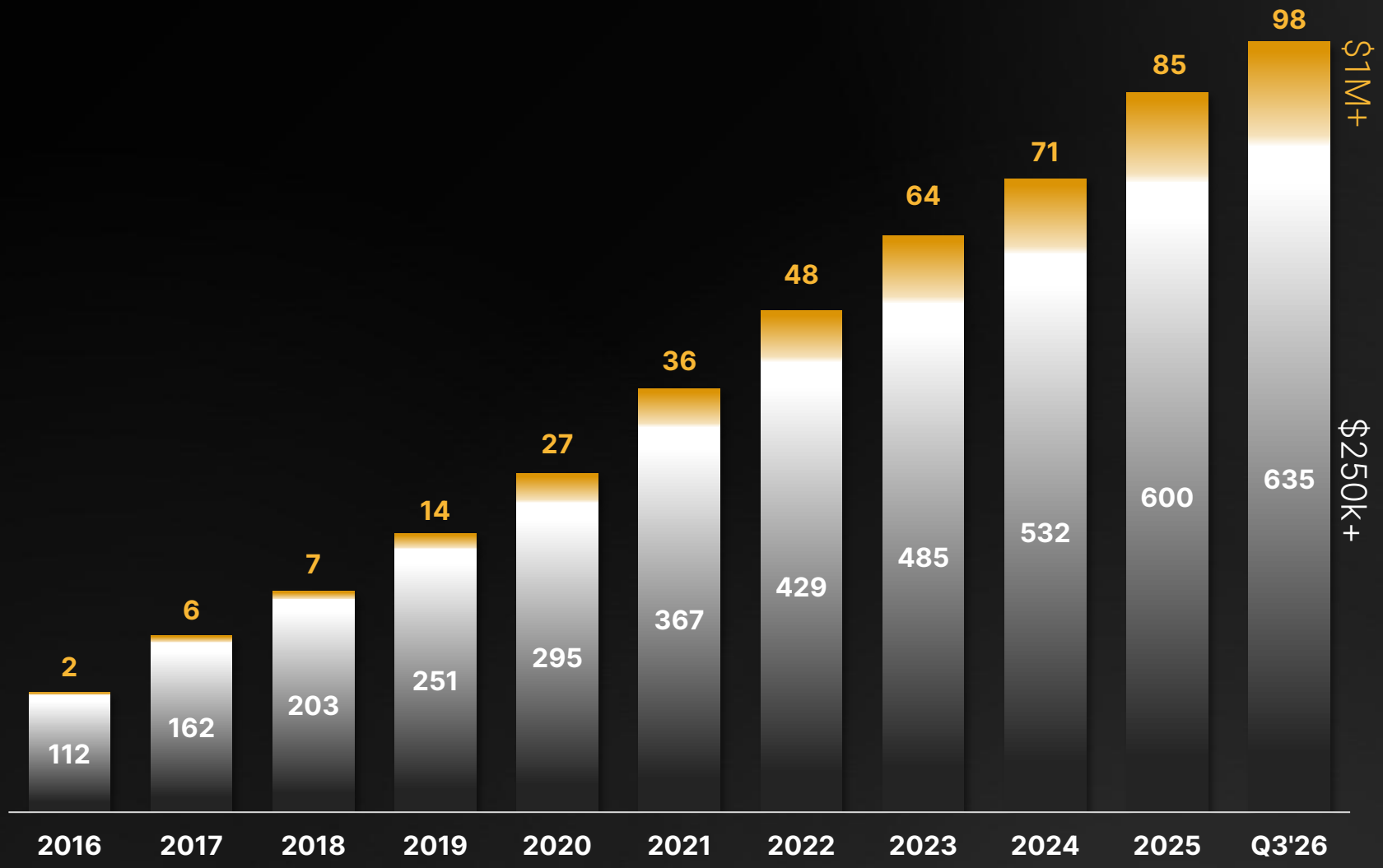
LIFE SCIENCES
- CARIS LIFE SCIENCES
- maravai LifeSciences
- NUVASIVE
- ThermoFisher SCIENTIFIC

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Note: Top 10 penetration represents BlackLine's presence within the ten largest companies, by revenue, for each sector within the Fortune 1000.

Continuously Growing Our Customer Wallet Share

733 customers with an ARR of $250k+



49%

CAGR in customers spending $1M or more

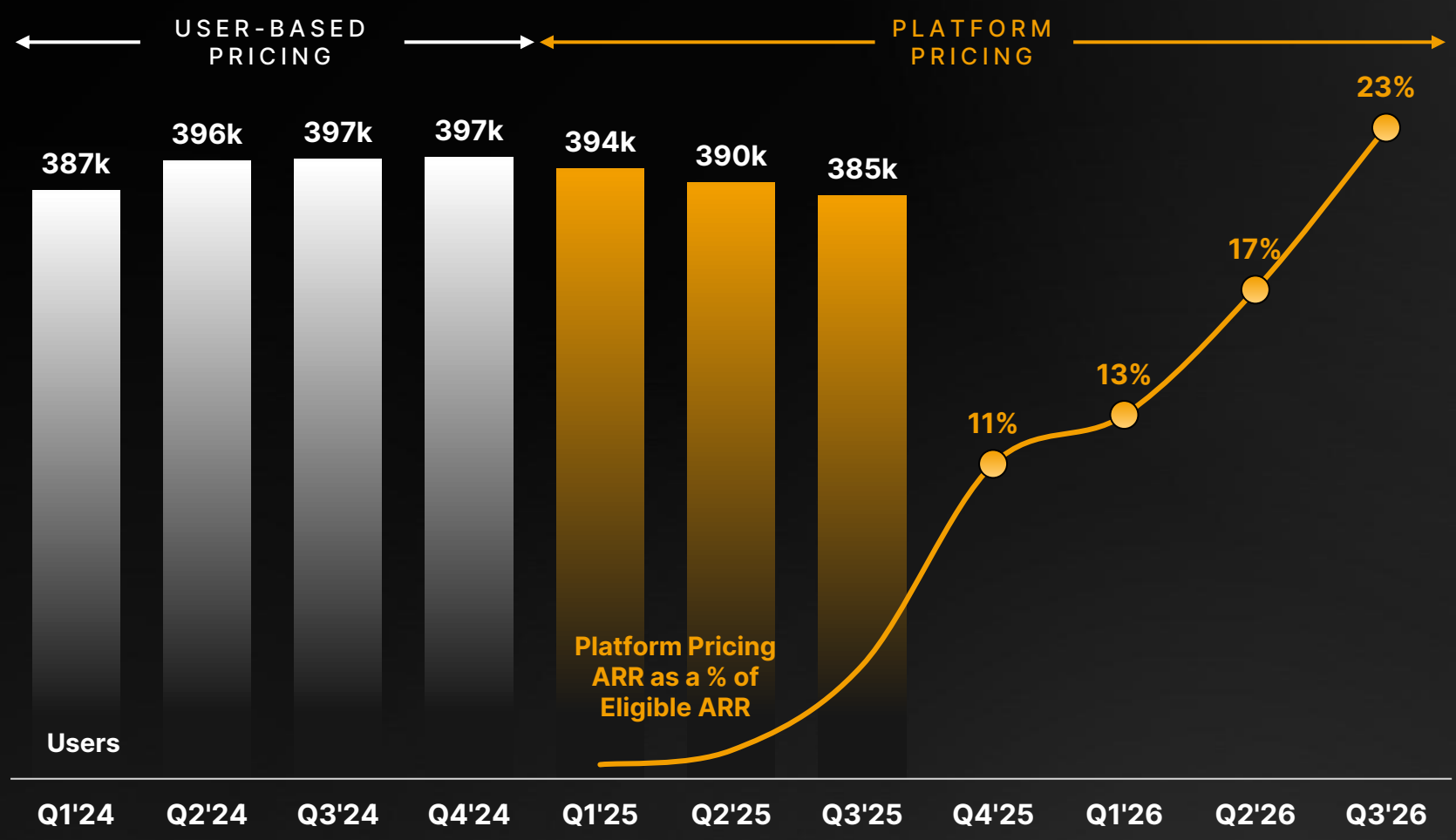
19%

CAGR in customers spending $250k-$1M

BLACKLINE

Growing Momentum in Platform Pricing

As we successfully attract new customers and migrate existing ones to our platform pricing, we expect a growing portion of our ARR to come from this model, leading to a planned decrease in paid user counts.



23%

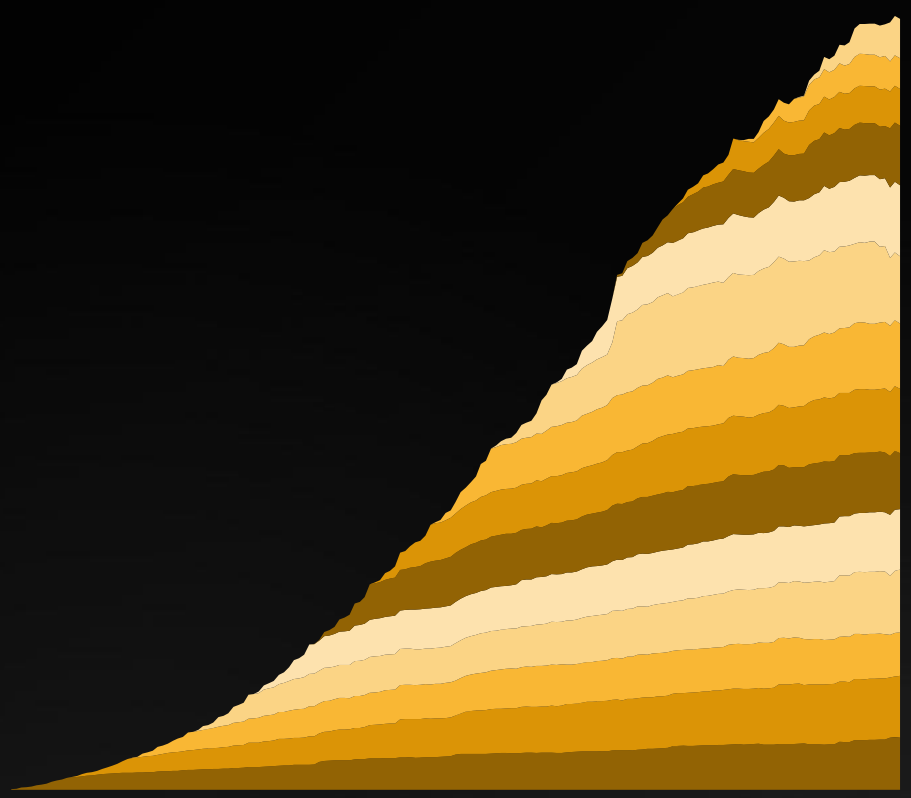
Platform pricing ARR as a percentage of eligible ARR[1]

[1] Platform pricing ARR as a percentage of eligible ARR is calculated as platform annual recurring revenue divided by our eligible annual recurring revenue. We define eligible ARR as total annual recurring revenue, excluding revenue from SAP solutions-extensions ("SolEx") and the public sector.

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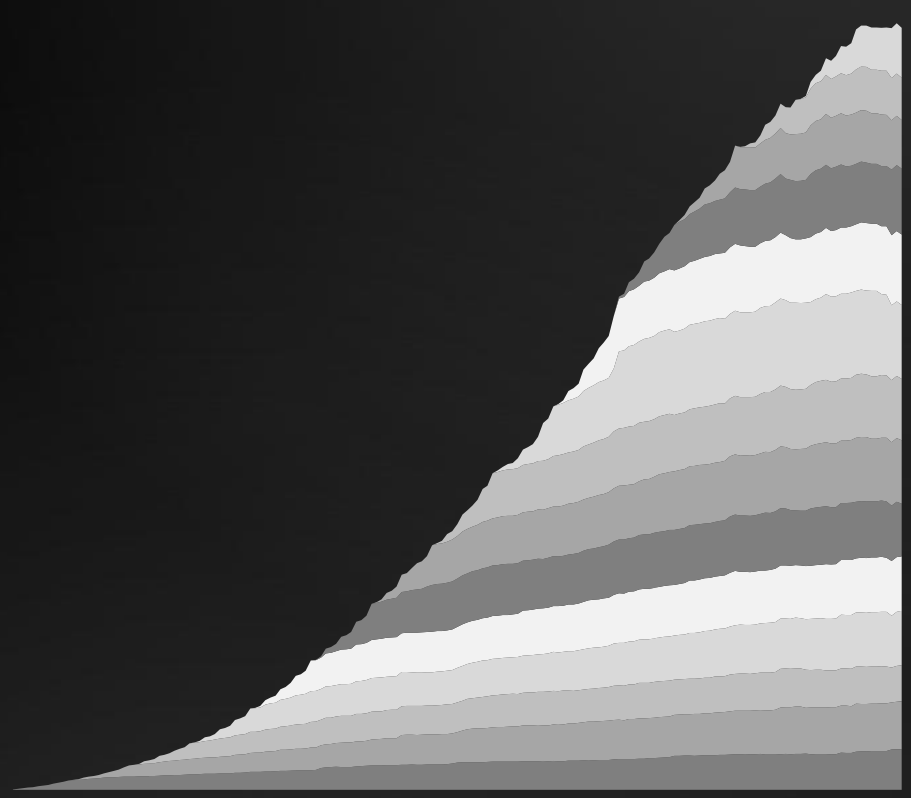
Proven Enterprise Land & Expand Motion

ARR by Customer Cohort (Enterprise Customers)[1]



Cohort	Growth Multiple
2025	1.2x
2024	1.5x
2023	1.5x
2022	1.6x
2021	1.9x
2020	1.6x
2019	1.7x
2018	1.9x
2017	2.0x
2016	2.4x
2015	3.1x
2014	3.1x
2013	5.4x
2012	6.4x

ARR by Customer Cohort (All Customers)[1]



Cohort	Growth Multiple
2025	1.3x
2024	1.3x
2023	1.3x
2022	1.5x
2021	1.6x
2020	1.4x
2019	1.5x
2018	1.7x
2017	1.7x
2016	2.0x
2015	2.7x
2014	2.8x
2013	5.4x
2012	6.3x

[1] Reflects annualized subscription and support revenue for the group of enterprise customers that became our customers in each respective cohort year. A "cohort" is a grouping of enterprise customers by the year specified. For instance, the 2012 cohort includes all enterprise customers whose contract start date is between January 1, 2012, and December 31, 2012. We calculate annualized subscription and support revenue at a particular date as the total amount of minimum subscription and support revenue contractually committed under each of our customer agreements for that month through the remaining term of the agreement, divided by the remaining number of months in the term of the agreement, multiplied by twelve. We calculate initial annualized subscription and support revenue for any given cohort year as the sum of annualized subscription and support revenue as of the first month of each customer agreement that was entered into within that given cohort year. Accordingly, in contrast to annualized subscription and support revenue, initial annualized subscription and support revenue does not reflect any changes in the payments due under or for the duration of customer agreements following the first month of the customer agreement. Our annualized subscription and support revenue as of September 30, 2026, for our customer cohorts for each of the years 2012 through 2025 represented an increase over the initial annualized subscription and support revenue for such customer cohorts, shown as the "Growth Multiple" above.

Financial Overview

Third Quarter 2026

Q3 2026

By the Numbers (as reported, excluding FX)

$193M 8% YoY
Total Revenue

$735M 7% YoY
Annual Recurring Revenue[1]

$1.1B 14% YoY
Total RPO

103.5%
Net Revenue Retention

80%
Gross Margin[2]

26% $50M Op Inc.
Operating Income Margin[2]

23% $45M Net Inc.
Net Income Margin[2]

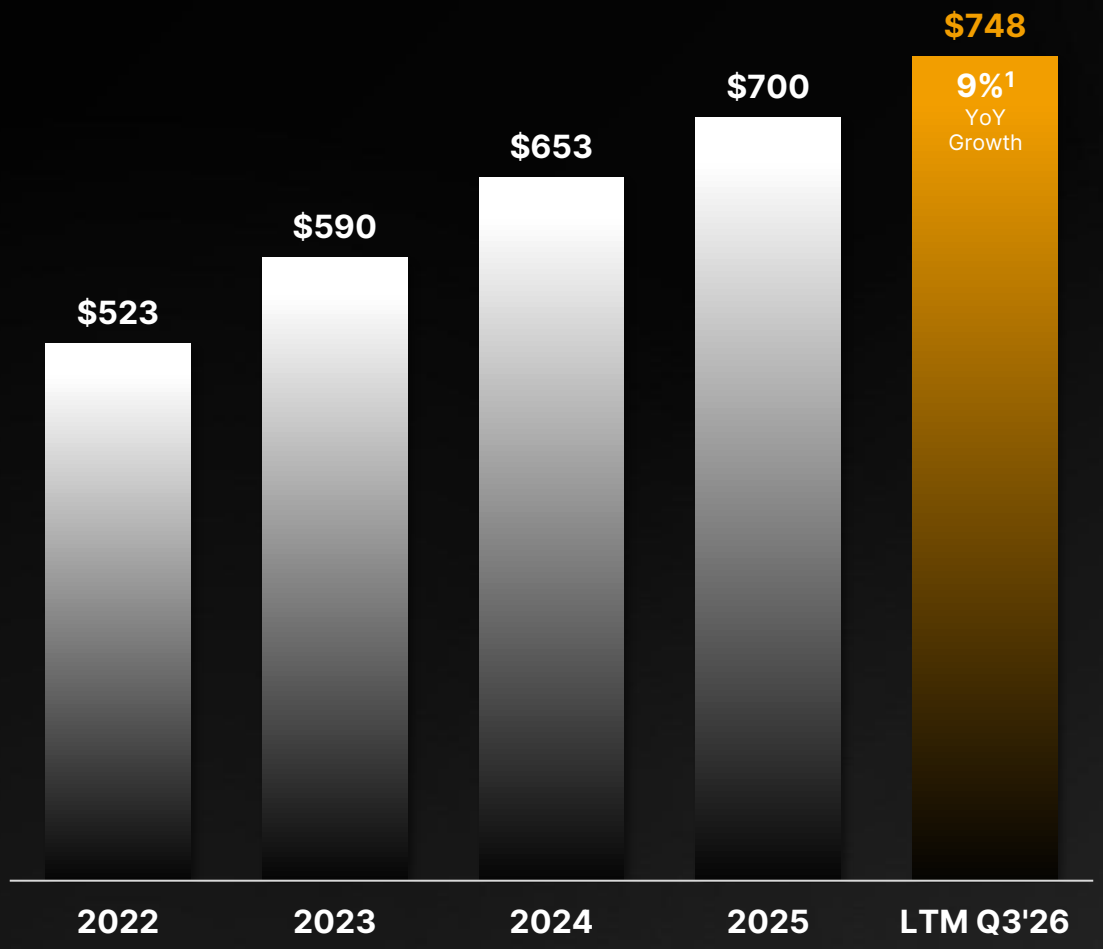
30% $58M FCF
Free Cash Flow Margin[2]

[1] BlackLine defines ARR as: contracted recurring revenue components of term subscriptions and support normalized to a one-year period.
[2] Represents a Non-GAAP metric. See appendix for GAAP financial measures and reconciliations.

Visible Subscription Growth Model

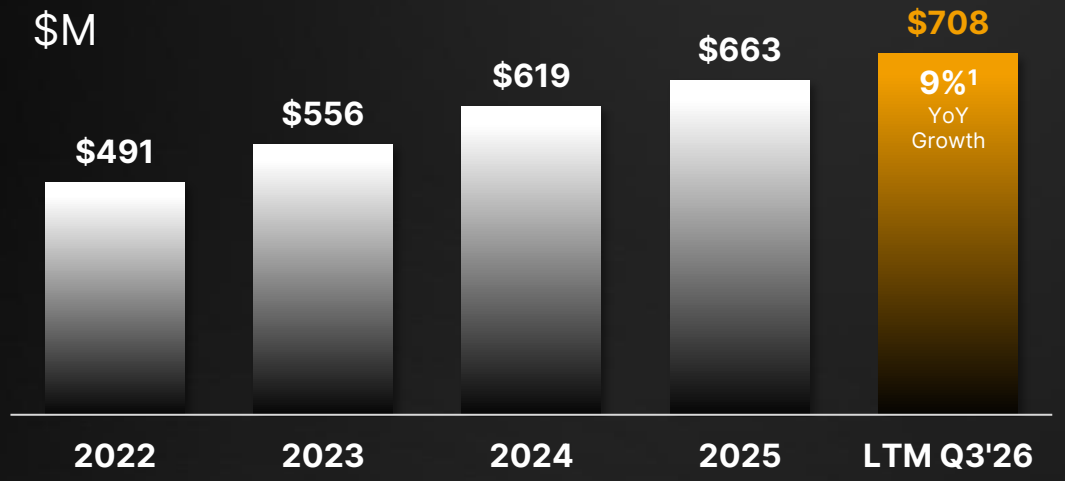
Total Revenue

$M



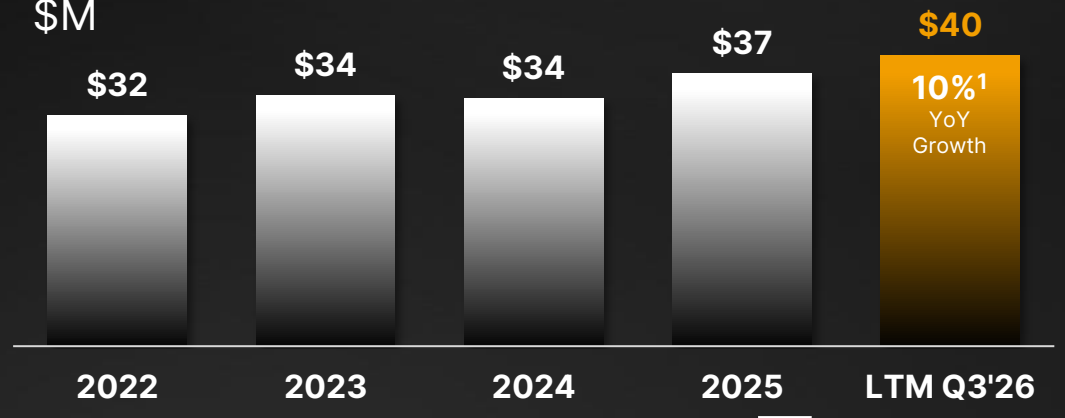
Subscription & Support Revenue

$M



Services Revenue

$M

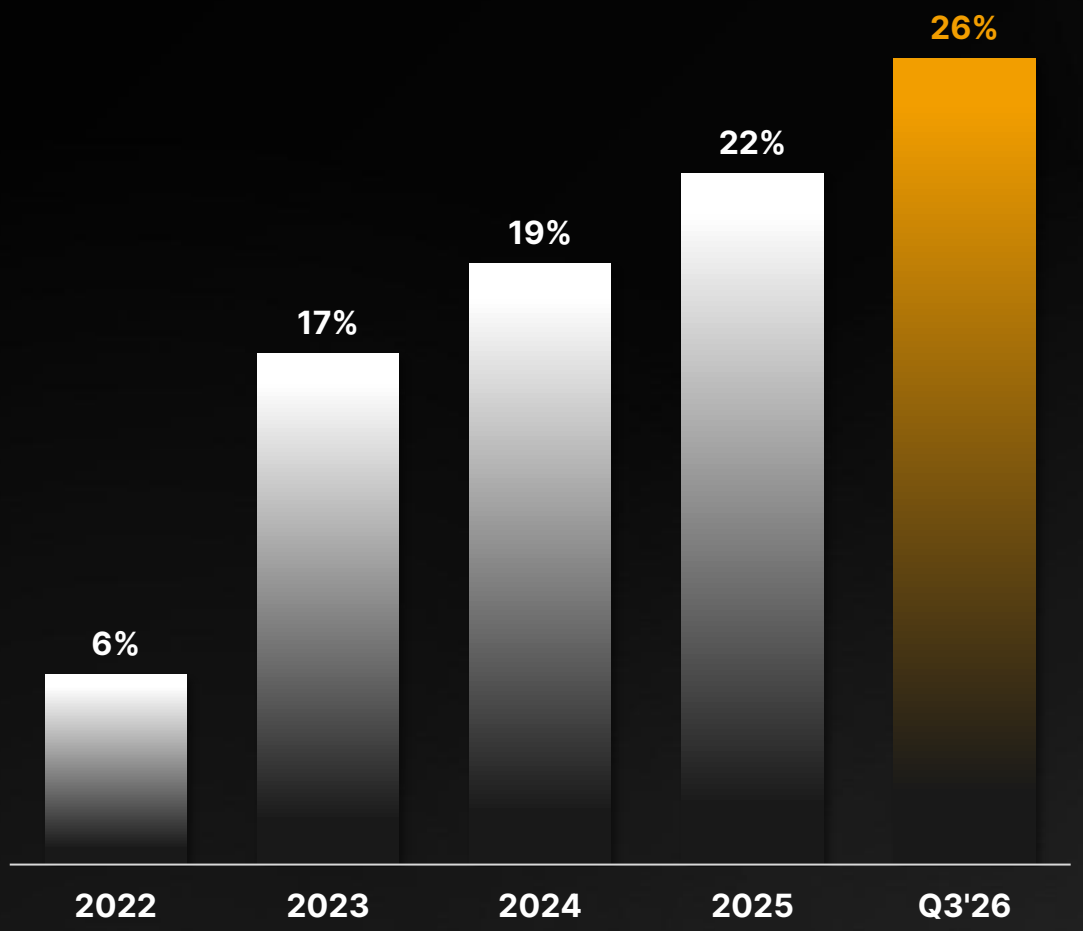


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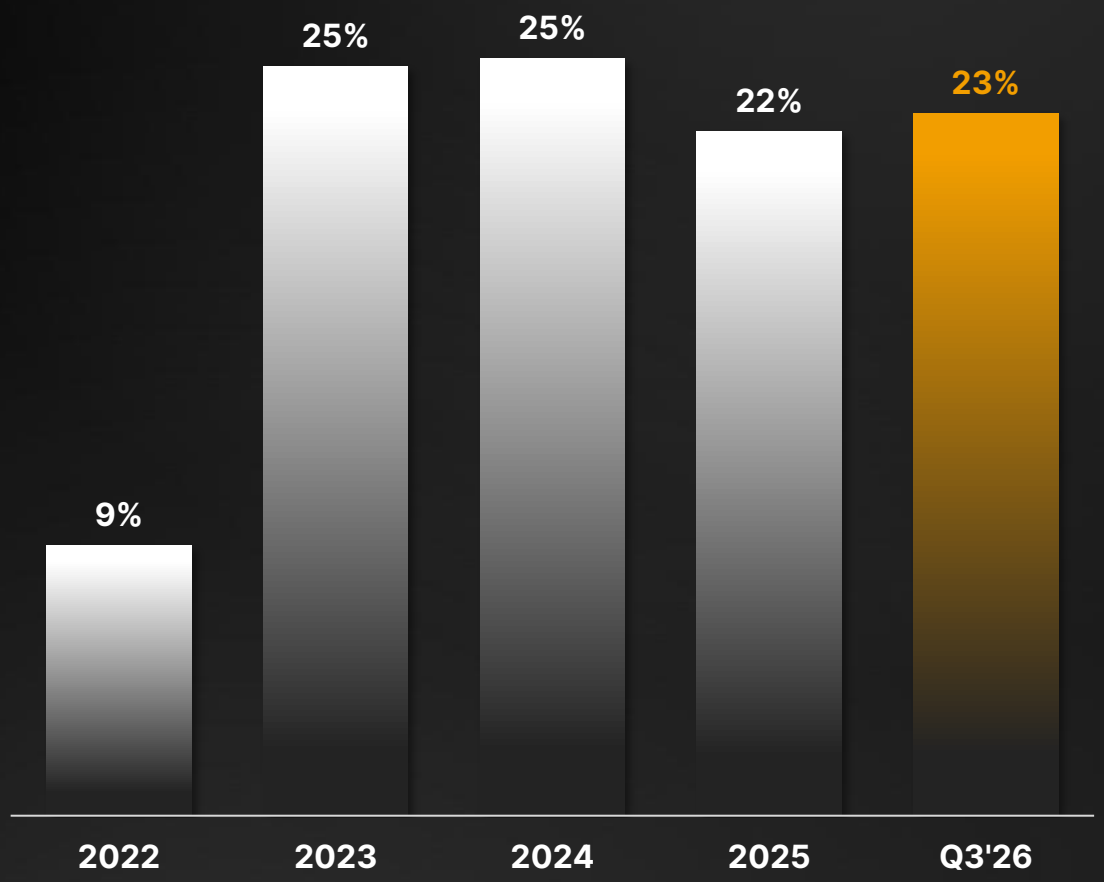
[1] LTM growth as of September 30, 2026. See appendix for GAAP financial measures and reconciliations.

Demonstrated Profitability

Non-GAAP Operating Income Margin[1]



Non-GAAP Net Income Margin[1]

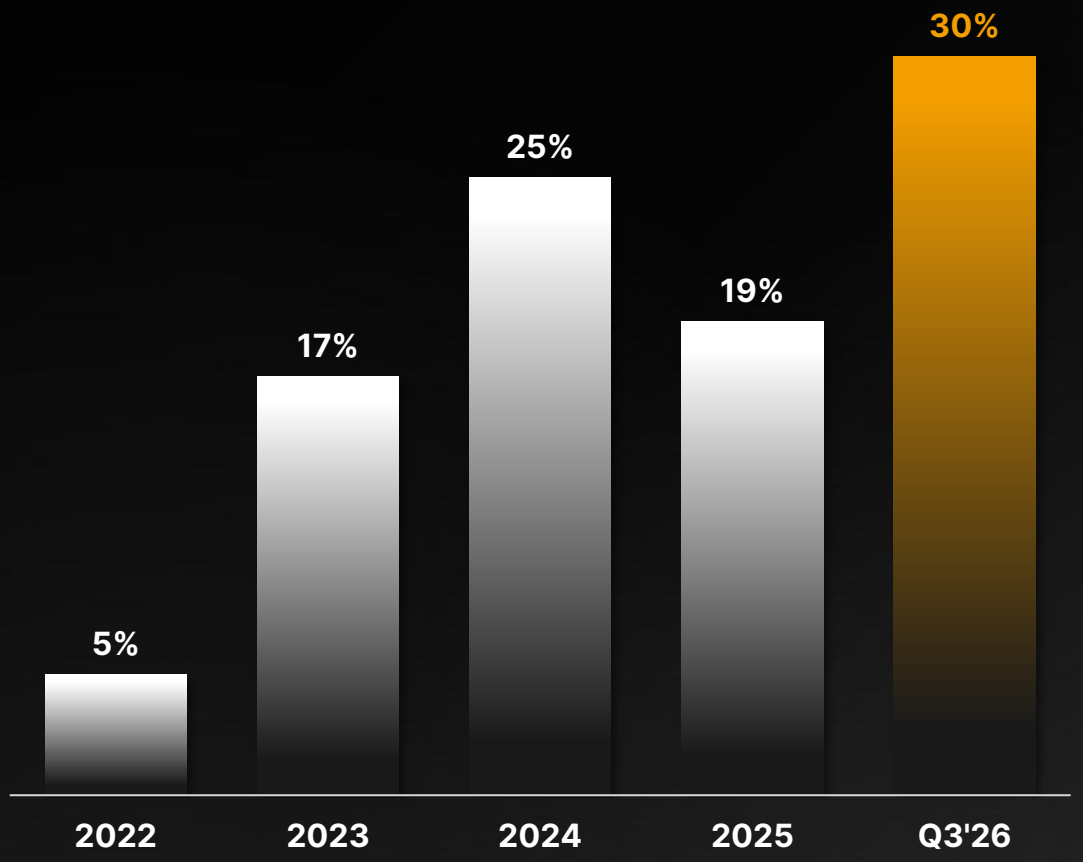


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[1] See appendix for GAAP financial measures and reconciliations.

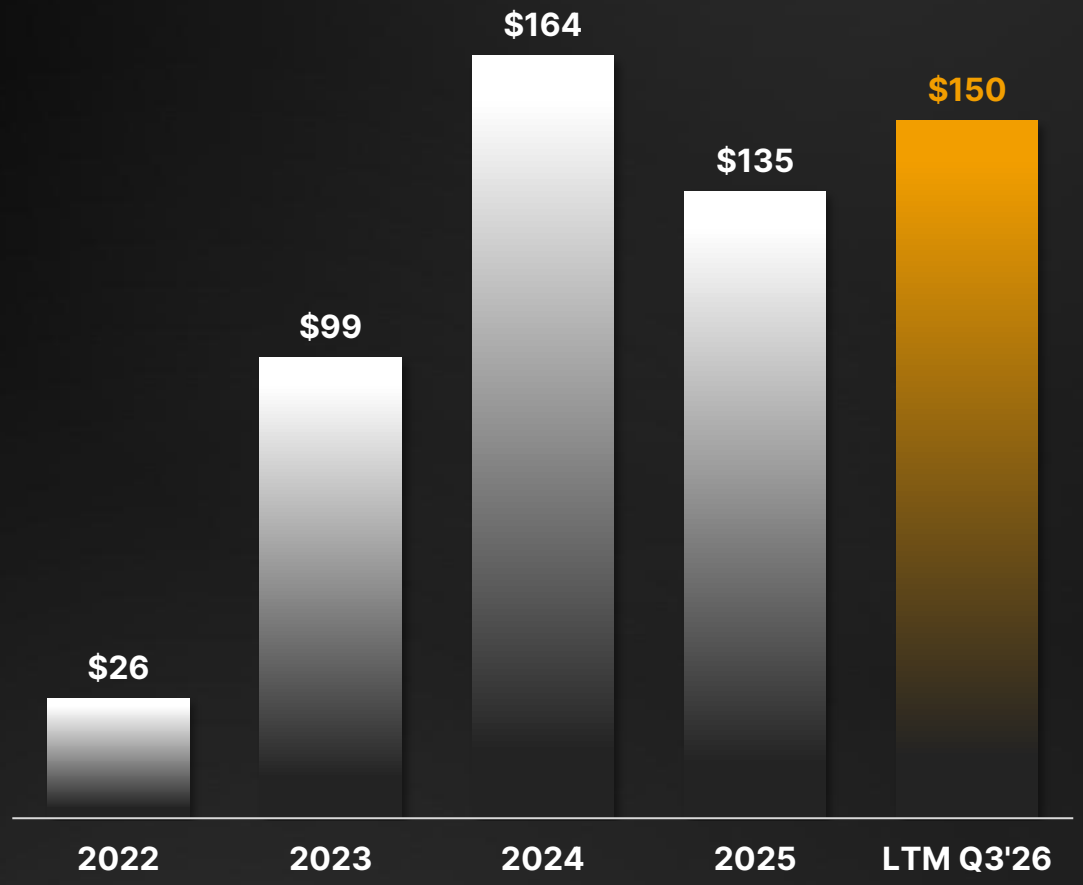
Sustained Cash Flow Generation

Free Cash Flow Margin



Free Cash Flow

$M



BLACKLINE

Note: Free cash flow defined as cash flows from operating activities less capex.

Target Model Framework

Target Model	2023	2024	2025	Target Model	Comments
Total Revenue Growth	13%	11%	7%	**13%-16%**	GTM execution, strategic solutions, partnership strategy, industry strategy, platform pricing, AI-driven product innovation, public sector
Gross Margin[1]	79%	79%	80%	**~85%**	GCP migration complete, closure of duplicative infrastructure, cloud leverage/optimization, customer support/services scale/efficiency
S&M (% of revenue)[1]	36%	33%	33%	**32% - 34%**	Reduced DAC/CAC via GTM efficiency/productivity improvements, increased ASPs, and partner leverage
R&D (% of revenue)[1]	15%	13%	13%	**14% - 15%**	Platform & product investment, R&D efficiency/productivity improvements, internal AI deployment
G&A (% of revenue)[1]	12%	13%	11%	**9% - 10%**	G&A investment inflection point, G&A efficiency/productivity improvements, internal AI deployment
Operating Margin[1]	17%	19%	22%	**26% - 30%**	Operating leverage via revenue growth, efficiency/productivity improvements

Note: Target Model Framework contemplates a forward-looking 3 to 5-year time horizon.
[1] Represents a Non-GAAP metric. See appendix for GAAP financial measures and reconciliations.

Appendix

NON-GAAP RECONCILIATIONS, NON-GAAP GROSS PROFIT, AND FREE CASH FLOW ($ IN 000'S)

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026	2020	2021	2022	2023	2024	2025
Non-GAAP Revenues																	
GAAP revenues	$157,461	$160,506	$165,909	$169,460	$166,931	$172,025	$178,290	$183,181	$183,155	$187,822	$193,396	$351,737	$425,706	$522,938	$589,996	$653,336	$700,427
Total Non-GAAP Revenues	**$157,461**	**$160,506**	**$165,909**	**$169,460**	**$166,931**	**$172,025**	**$178,290**	**$183,181**	**$183,155**	**$187,822**	**$193,396**	**$351,737**	**$425,706**	**$522,938**	**$589,996**	**$653,336**	**$700,427**
Non-GAAP Gross Profit																	
GAAP gross profit	$118,364	$120,158	$124,803	$128,046	$126,007	$129,403	$133,901	$137,731	$139,150	$142,678	$146,487	$282,765	$327,835	$393,553	$443,203	$491,371	$527,042
Amortization of acquired developed technology	3,384	3,383	3,360	3,243	3,173	3,207	3,243	3,282	3,522	3,541	3,615	1,192	2,685	11,315	12,438	13,370	12,905
Stock-based compensation expense	2,596	3,653	3,537	3,561	3,646	4,535	4,382	4,669	4,281	4,725	4,037	6,896	8,410	8,595	12,440	13,347	17,232
Transaction-related costs	52	38	36	25	8	-	-	-	-	-	-	-	-	1,355	478	151	8
Total Non-GAAP Gross Profit	**$124,396**	**$127,232**	**$131,736**	**$134,875**	**$132,834**	**$137,145**	**$141,526**	**$145,682**	**$146,953**	**$150,944**	**$154,139**	**$290,853**	**$338,930**	**$414,818**	**$468,559**	**$518,239**	**$557,187**
Total Non-GAAP Gross Profit Margin	***79.0%***	***79.3%***	***79.4%***	***79.6%***	***79.6%***	***79.7%***	***79.4%***	***79.5%***	***80.2%***	***80.4%***	***79.7%***	***82.7%***	***79.6%***	***79.3%***	***79.4%***	***79.3%***	***79.5%***
Free Cash Flow																	
Cash flows from operating activities	$50,425	$40,698	$55,919	$43,794	$46,742	$32,345	$63,800	$26,680	$46,296	$44,991	$67,078	$54,735	$80,093	$56,013	$126,613	$190,836	$169,567
Capitalized software development costs	(6,450)	(5,637)	(6,114)	(6,513)	(8,167)	(5,994)	(6,259)	(6,177)	(8,411)	(6,609)	(6,972)	(10,578)	(14,536)	(19,208)	(21,644)	(24,714)	(26,597)
Purchase of property and equipment	(299)	(677)	(394)	(756)	(5,951)	(966)	(534)	(623)	(2,117)	(1,917)	(2,593)	(6,513)	(8,729)	(10,974)	(5,953)	(2,126)	(8,074)
Financed purchases of property and equipment	-	-	-	-	-	-	-	-	-	-	-	(562)	(549)	(84)	-	-	-
Purchases of intangible assets	-	-	-	-	-	-	-	-	-	-	-	(2,333)	-	-	-	-	-
Free Cash Flow	**$43,676**	**$34,384**	**$49,411**	**$36,525**	**$32,624**	**$25,385**	**$57,007**	**$19,880**	**$35,768**	**$36,465**	**$57,513**	**$34,749**	**$56,279**	**$25,747**	**$99,016**	**$163,996**	**$134,896**
Free Cash Flow Margin	***27.7%***	***21.4%***	***29.8%***	***21.6%***	***19.5%***	***14.8%***	***32.0%***	***10.9%***	***19.5%***	***19.4%***	***29.7%***	***9.9%***	***13.2%***	***4.9%***	***16.8%***	***25.1%***	***19.3%***

BLACKLINE

NON-GAAP RECONCILIATIONS, NON-GAAP OPERATING INCOME, AND NON-GAAP NET INCOME ($ IN 000'S)

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026	2020	2021	2022	2023	2024	2025
Non-GAAP Income from Operations																	
GAAP income (loss) from operations	$1,748	$2,208	$8,363	$6,217	$3,575	$7,545	$7,609	$6,823	$6,235	$10,990	$16,723	($19,891)	($38,614)	($56,198)	$14,348	$18,536	$25,552
Amortization of intangible assets	5,196	5,195	5,190	4,305	3,650	3,468	3,505	3,545	3,783	3,801	3,847	7,679	10,479	19,731	20,608	19,886	14,168
Stock-based compensation expense	19,196	23,406	23,357	20,138	19,419	25,571	24,353	26,982	24,785	28,566	22,838	49,690	65,870	75,884	80,068	86,097	96,325
Change in fair value of contingent consideration	-	-	-	-	-	-	-	-	-	-	-	28	(2,758)	(35,130)	(33,549)	-	-
Restructuring and legal settlement costs (gains)	444	928	356	(8)	5,299	1,295	2,668	6,192	1,878	455	5,434	-	-	5,550	10,964	1,720	15,454
Transaction-related costs	216	(6)	358	-	3,010	128	-	1,642	2,923	-	1,251	4,736	1,586	16,831	5,078	568	4,780
Impairment of capitalized software implementation costs	-	-	-	-	-	-	-	-	-	-	-	-	-	5,330	-	-	-
Total Non-GAAP Income From Operations	**$26,800**	**$31,731**	**$37,624**	**$30,652**	**$34,953**	**$38,007**	**$38,135**	**$45,184**	**$39,604**	**$43,812**	**$50,093**	**$42,242**	**$36,563**	**$31,998**	**$97,517**	**$126,807**	**$156,279**
Total Non-GAAP Income From Operations Margin	***17.0%***	***19.8%***	***22.7%***	***18.1%***	***20.9%***	***22.1%***	***21.4%***	***24.7%***	***21.6%***	***23.3%***	***25.9%***	***12.0%***	***8.6%***	***6.1%***	***16.5%***	***19.4%***	***22.3%***
Non-GAAP Net Income Attributable to BlackLine																	
Net income (loss) attributable to BlackLine	$10,829	$76,690	$17,238	$56,417	$6,055	$8,292	$5,285	$4,886	$8,126	$16,481	$10,622	($46,911)	($115,161)	($29,391)	$52,833	$161,174	$24,518
Provision for (benefit from) income taxes related to acquisitions	(583)	2,902	84	(53,351)	(654)	(12)	(632)	516	1,935	1,115	427	(669)	(961)	(13,634)	(1,196)	(50,948)	(782)
Stock-based compensation expense	19,085	23,292	23,233	20,044	19,308	25,447	24,231	26,864	24,785	28,566	22,838	49,690	65,723	75,576	79,588	85,654	95,850
Amortization of debt discount and issuance costs	1,385	1,294	958	849	834	845	856	859	805	641	650	22,689	55,538	5,511	5,535	4,486	3,394
Amortization of acquired intangible assets	5,196	5,195	5,190	4,305	3,650	3,468	3,505	3,545	3,783	3,801	3,847	7,679	10,479	19,731	20,608	19,886	14,168
Change in fair value of contingent consideration	-	-	-	-	-	-	-	-	-	-	-	28	(2,758)	(35,130)	(33,549)	-	-
Transaction-related costs (credits)	216	(6)	358	-	3,010	128	-	1,642	2,923	-	1,251	4,736	1,586	16,831	5,078	568	4,780
Impairment of capitalized software implementation costs	-	-	-	-	-	-	-	-	-	-	-	-	-	5,330	-	-	-
Restructuring and legal settlement costs (gains)	444	928	356	(8)	5,299	1,295	2,668	6,192	1,878	455	5,434	-	-	5,550	10,964	1,720	15,454
Adjustment to redeemable non-controlling interest	3,503	(2,255)	(2,989)	6,380	(1,178)	(1,561)	1,677	715	(4,629)	(8,150)	(344)	8,858	15,077	(4,131)	5,334	4,639	(347)
(Gain) loss on extinguishment of convertible senior notes	-	(65,112)	-	-	-	-	-	-	-	-	-	-	7,012	-	-	(65,112)	-
Total Non-GAAP Net Income Attributable to BlackLine	**$40,075**	**$42,928**	**$44,428**	**$34,636**	**$36,324**	**$37,902**	**$37,590**	**$45,219**	**$39,606**	**$42,909**	**$44,725**	**$46,100**	**$36,535**	**$46,243**	**$145,195**	**$162,067**	**$157,035**
Total Non-GAAP Net Income Attributable to BlackLine Margin	***25.5%***	***26.7%***	***26.8%***	***20.4%***	***21.8%***	***22.0%***	***21.1%***	***24.7%***	***21.6%***	***22.8%***	***23.1%***	***13.1%***	***8.6%***	***8.8%***	***24.6%***	***24.8%***	***22.4%***

NON-GAAP RECONCILIATIONS, NON-GAAP S&M, NON-GAAP R&D, AND NON-GAAP G&A ($ IN 000'S)

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026	2020	2021	2022	2023	2024	2025
GAAP Sales and Marketing Expense	**$61,111**	**$60,248**	**$62,219**	**$64,769**	**$63,063**	**$64,712**	**$67,493**	**$63,662**	**$67,421**	**$68,489**	**$64,888**	**$174,581**	**$202,620**	**$256,862**	**$243,154**	**$248,347**	**$258,930**
Amortization of intangible assets	(1,733)	(1,734)	(1,751)	(983)	(398)	(183)	(183)	(184)	(182)	(182)	(153)	(4,655)	(5,883)	(6,505)	(6,791)	(6,201)	(948)
Stock-based compensation expense	(5,794)	(6,629)	(6,745)	(6,260)	(6,044)	(6,900)	(7,051)	(7,243)	(6,947)	(8,368)	(6,726)	(21,546)	(22,756)	(26,310)	(24,152)	(25,428)	(27,238)
Transaction-related costs (credits)	33	(54)	(163)	(136)	(10)	-	-	-	-	-	-	-	-	(2,399)	(397)	(320)	(10)
Impairment of capitalized software implementation costs	-	-	-	-	-	-	-	-	-	-	-	-	-	(3,361)	-	-	-
Non-GAAP Sales and Marketing Expense	**$53,617**	**$51,831**	**$53,560**	**$57,390**	**$56,611**	**$57,629**	**$60,259**	**$56,235**	**$60,292**	**$59,939**	**$58,009**	**$148,380**	**$173,981**	**$218,287**	**$211,814**	**$216,398**	**$230,734**
% of Total Revenue	***34.1%***	***32.3%***	***32.3%***	***33.9%***	***33.9%***	***33.5%***	***33.8%***	***30.7%***	***32.9%***	***31.9%***	***30.0%***	***42.2%***	***40.9%***	***41.7%***	***35.9%***	***33.1%***	***32.9%***
GAAP Research and Development Expense	**$25,015**	**$25,721**	**$25,649**	**$24,588**	**$25,725**	**$27,964**	**$27,331**	**$28,182**	**$30,560**	**$31,294**	**$30,566**	**$56,464**	**$77,322**	**$108,893**	**$103,207**	**$100,973**	**$109,202**
Stock-based compensation expense	(2,851)	(3,499)	(3,605)	(3,390)	(3,350)	(4,451)	(4,195)	(4,637)	(4,732)	(5,471)	(4,741)	(7,398)	(11,110)	(14,382)	(13,095)	(13,345)	(16,633)
Transaction-related costs (credits)	(171)	106	(151)	170	(21)	-	-	-	-	-	-	-	-	(7,797)	(2,857)	(46)	(21)
Non-GAAP Research and Development Expense	**$21,993**	**$22,328**	**$21,893**	**$21,368**	**$22,354**	**$23,513**	**$23,136**	**$23,545**	**$25,828**	**$25,823**	**$25,825**	**$49,066**	**$66,212**	**$86,714**	**$87,255**	**$87,582**	**$92,548**
% of Total Revenue	***14.0%***	***13.9%***	***13.2%***	***12.6%***	***13.4%***	***13.7%***	***13.0%***	***12.9%***	***14.1%***	***13.7%***	***13.4%***	***13.9%***	***15.6%***	***16.6%***	***14.8%***	***13.4%***	***13.2%***
GAAP General and Administrative Expense	**$30,046**	**$31,053**	**$28,216**	**$32,480**	**$28,345**	**$28,138**	**$29,201**	**$33,048**	**$33,241**	**$30,788**	**$29,315**	**$71,611**	**$86,507**	**$80,155**	**$71,530**	**$121,795**	**$118,732**
Amortization of intangible assets	(79)	(78)	(79)	(79)	(79)	(78)	(79)	(79)	(79)	(78)	(79)	(1,832)	(1,911)	(1,911)	(1,379)	(315)	(315)
Stock-based compensation expense	(7,955)	(9,625)	(9,470)	(6,927)	(6,379)	(9,685)	(8,725)	(10,433)	(8,825)	(10,002)	(7,334)	(13,850)	(23,594)	(26,597)	(30,381)	(33,977)	(35,222)
Change in fair value of contingent consideration	-	-	-	-	-	-	-	-	-	-	-	(28)	2,758	35,130	33,549	-	-
Legal settlement costs (gains)	-	-	-	-	-	(251)	(401)	(176)	(185)	662	(439)	-	-	(1,709)	-	-	(828)
Transaction-related costs (credits)	(26)	(8)	(8)	(9)	(2,971)	(128)	-	(1,642)	(2,923)	-	(1,251)	(4,736)	(1,586)	(5,280)	(1,346)	(51)	(4,741)
Impairment of capitalized software implementation costs	-	-	-	-	-	-	-	-	-	-	-	-	-	(1,969)	-	-	-
Non-GAAP General and Administrative Expense	**$21,986**	**$21,342**	**$18,659**	**$25,465**	**$18,916**	**$17,996**	**$19,996**	**$20,718**	**$21,229**	**$21,370**	**$20,212**	**$51,165**	**$62,174**	**$77,819**	**$71,973**	**$87,452**	**$77,626**
% of Total Revenue	***14.0%***	***13.3%***	***11.2%***	***15.0%***	***11.3%***	***10.5%***	***11.2%***	***11.3%***	***11.6%***	***11.4%***	***10.5%***	***14.5%***	***14.6%***	***14.9%***	***12.2%***	***13.4%***	***11.1%***

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