

BlackLine

Investor Presentation

As of November 9, 2020



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, regulatory compliance, 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” 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 uncertainties that could cause actual performance or results to differ materially from those expressed in or suggested by the forward looking statements. 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. These risks and uncertainties are described in greater detail under the heading “Risk Factors” in the filings we make with the Securities and Exchange Commission (“SEC”) from time to time, which are available on our website at <http://investors.blackline.com> and on the SEC’s website at www.sec.gov. 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.

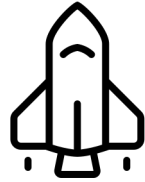
In addition, statements that “we believe” and similar statements reflect our beliefs and opinions on the relevant subject. These statements are based upon information available to us as of the date of this presentation, and while we believe such information forms a reasonable basis for such statements, 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 revenue, gross profit, gross margin, free cash flow, sales and marketing expense, research and development expense, general and administrative expense, loss from operations and operating margin (loss). 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.

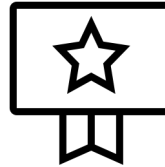
BlackLine Highlights



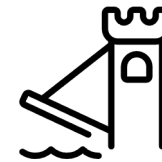
**SaaS-Based Platform
Monetizing Accounting
& Finance**



**Large & Growing \$28B+
Estimated TAM¹ with
Multiple Adjacencies to
the Controllership**



**The Industry Recognized
Leader in Financial Close
Solutions²**



**Strong Competitive
Moat Across Broad
Customer Base**



**20% Topline Revenue
Growth with 107% Dollar-
Based Net Revenue
Retention³**

¹Combined TAM for Financial Close and Accounts Receivable Markets. Financial Close TAM of \$18.5B based on Frost and Sullivan 2018 TAM for Core Products. Accounts Receivable TAM of \$10B based on independent third-party analysis and assumes ~40,000 target customers in the US, UK, and EMEA with maximum ARR spend of \$250K.

²Based on Gartner Magic Quadrant for Cloud Financial Close Solutions, September 2019

³Q3 YoY Growth as of 09/30/2020. Retention rate as of 09/30/2020

Our Vision

To Lead Finance & Accounting Operations Worldwide
Through **Strategic Finance Transformation**

Finance Leaders Are Overwhelmed

81%

81% of organizations believe their finance function is not operating at a level necessary to transform into a strategic role within their corporation.

Source: Ventana Research, 2019

51%

51% of finance leaders feel increased operational responsibilities are stretching their role.

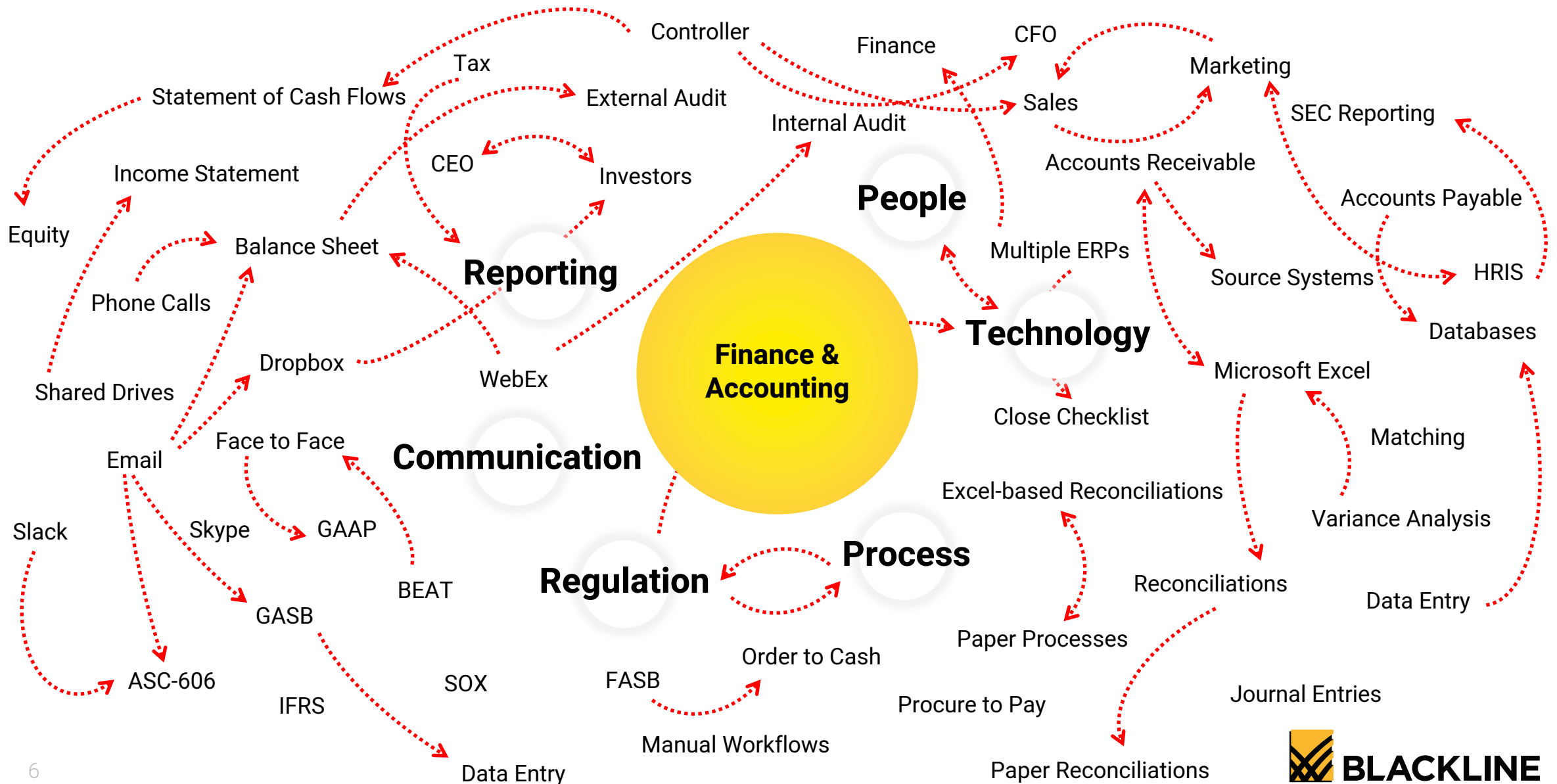
Source: EY Survey of Finance Leaders, 2016

1/3

1/3 of accounting teams spend a majority of their time on repetitive low-value tasks.

Source: IMA, 2016

The Financial Close is Chaos. On a Deadline.



...And It's Becoming Increasingly Challenging



Rising Business Complexity

Virtual Close & Distributed Workforces
M&A
Globalization
Transfer Pricing Agreements
Disparate IT Investments



Global Regulatory Landscape

SOX Compliance
COSO Framework
BEAP
IFRS 17



Exponentially Growing Data Volume

Unstructured Information
System Interoperability
Big Data



Expectation of Accuracy & Real-Time Data

Automation
Robotics
Business Intelligence
Agile Decision-Making

BlackLine Transforms the Financial Close



Control

Accountability, Accuracy, Governance

Efficient, Clean Audits

Strong Governance

Virtual Collaboration



Transparency

Visibility & Clarity

Real-Time Access

More informed, Quality Decision Making

Remote Audits



Efficiency

Quantifiable ROI

Automation

Greater Accuracy

Timely Financial Information

Optimized Finance Function



Confidence

Confident Financials

Agile Decision-Making

Standardized Workflows

Business Continuity Across a
Distributed Workforce

BlackLine's Accounting Platform Enables Strategic Finance

Financial Close
Management



Accounting
Automation



Intercompany
Governance

Drive accountability through visibility. Reporting & Dashboards

Build accuracy, control, and consistency into every process. Financial Controls & Compliance

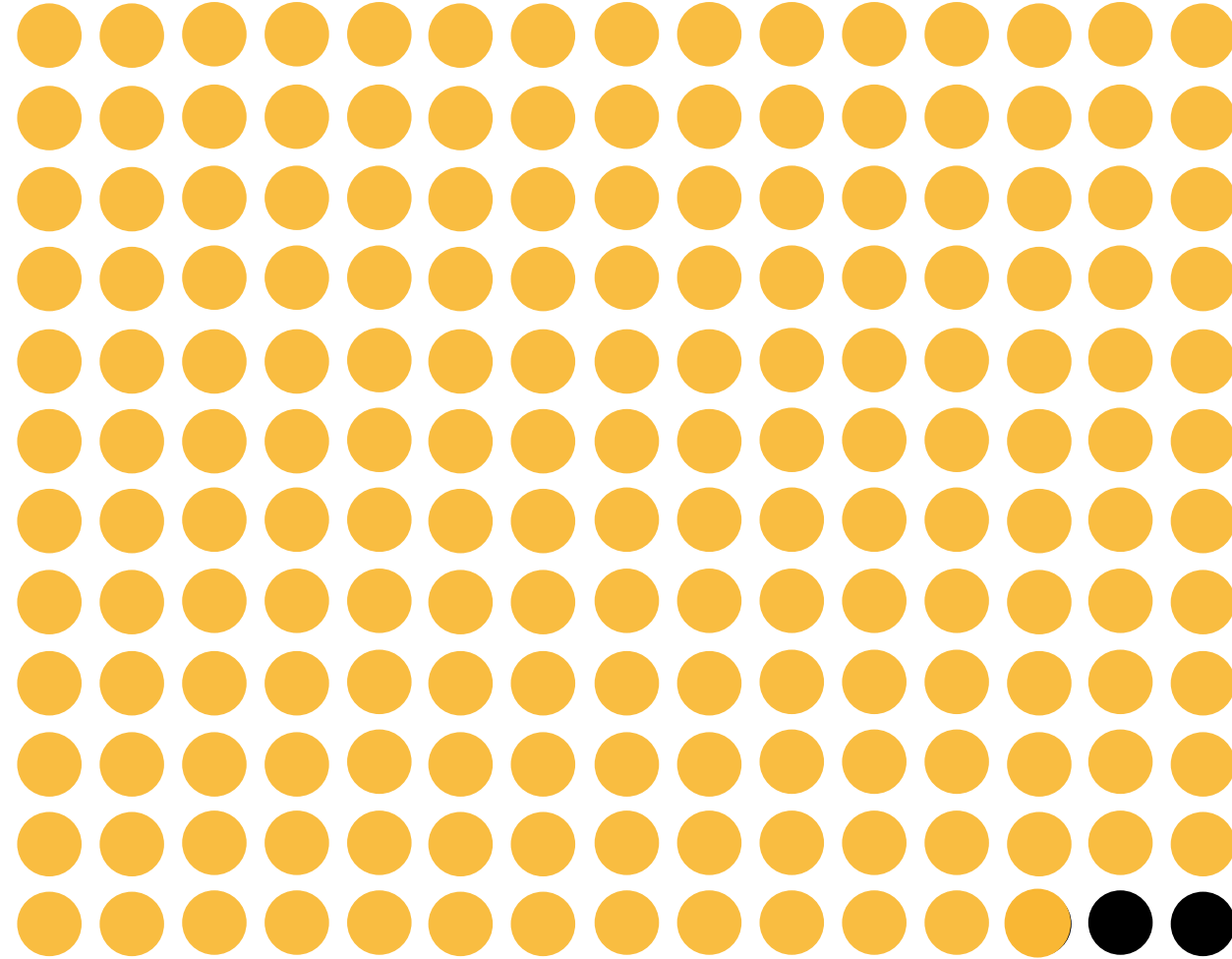
Automate the repetitive to enable higher-value work. Intelligent Automation

Unify systems and data for a complete financial story. Secure integrations, ERP connectors & APIs

 The BlackLine Accounting Cloud



Large & Underpenetrated Addressable Market



\$28B+

\$18.5B financial close market ¹
\$10B accounts receivable market ²

comprised of 165,000 target customers

\$336M BlackLine LTM revenue
comprised of ~3,200 customers ³

¹ Source: Frost and Sullivan/2018 TAM for Core Products. Assumes 165,000 target customers.

² Independent third-party analysis and assumes ~40,000 target customers in the US, UK, and EMEA with maximum ARR spend of \$250K.

³ As of September 30, 2020



Our Go To Market & Customer Strategy

ENTERPRISE

> \$750M ANNUAL REVENUE

MID-MARKET

\$50M - 750M ANNUAL REVENUE

ACCOUNT EXPANSION

~1 YEAR AFTER INITIAL SALE

Global Sales
Deployment

BlackLine Direct Sales

BlackLine Account Management

SAP Reseller through SolEx

Partner Ecosystem (Channel, SIs, BPOs, ERP, Consulting)

Global
Customer
Team

Value
Architects

Professional
Services

Customer Success
Management

Digital
Transformation
Specialists (AIT)

Support

Community

Strength Across Geographies, Sectors & Sizes



CONSUMER AND RETAIL



TECHNOLOGY



INDUSTRIAL AND ENERGY



HEALTHCARE



SERVICES



FINANCIAL SERVICES



Competitive Landscape



VS

- ✓ Market Pioneer
- ✓ Deep Account Domain Knowledge
- ✓ SaaS-Based Platform
- ✓ ERP Agnostic
- ✓ Highly Scalable & Configurable

THE COMPETITION

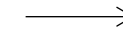
Status Quo



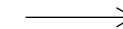
Point Solutions



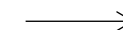
ERPs



FCCS & ARCS



OTHER ERP
VENDORS



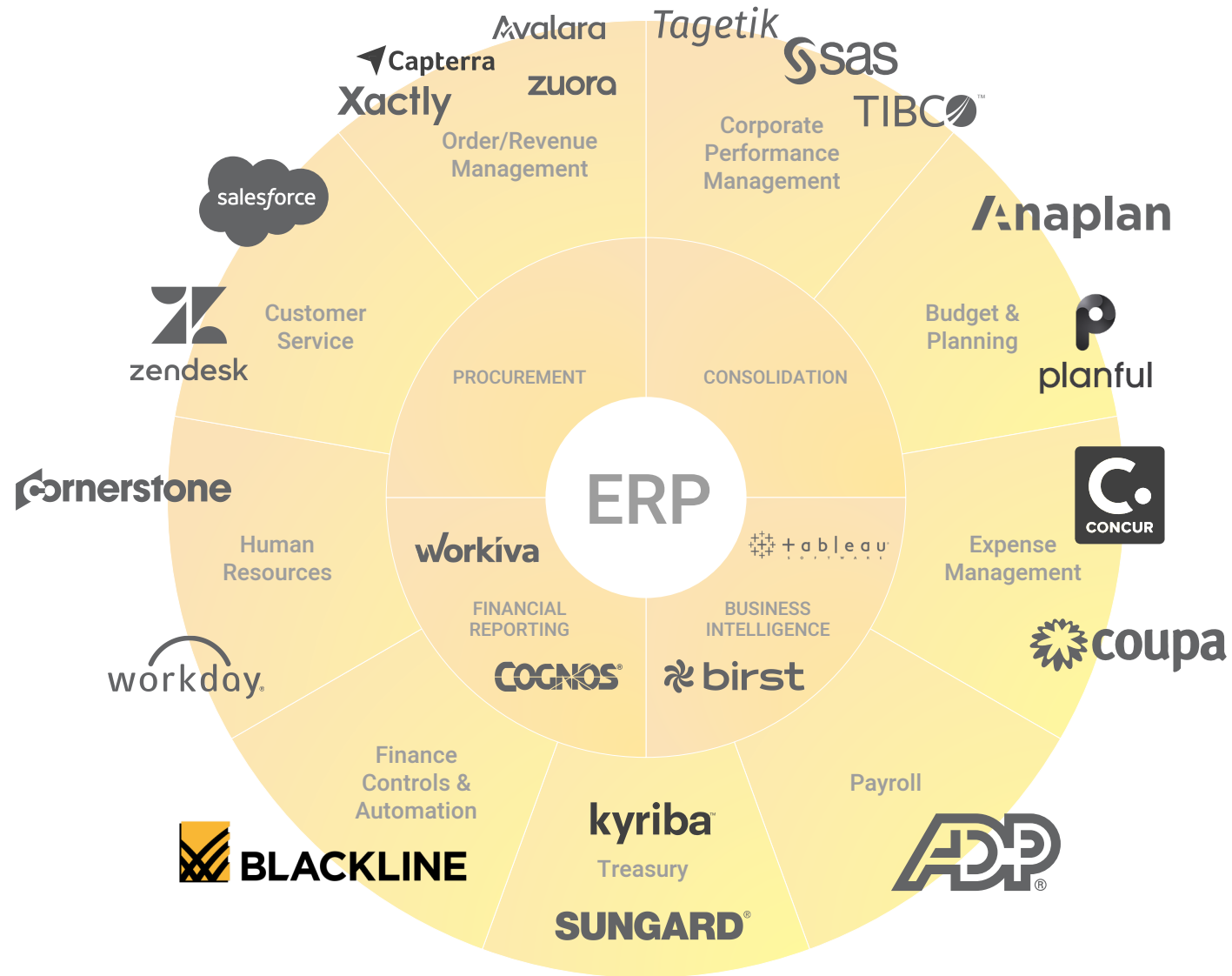
NO CORE
OFFERING



ERPs Provide A Lot of Functionality



“Best of Breed” Provides Superior Solutions



BlackLine is a Recognized Industry Leader

Magic Quadrant for Cloud Financial Close Solutions



Recognized as a **Leader**
in a Gartner Magic Quadrant
4 Years in a Row



Magic Quadrant for Cloud Financial Close Solutions, Gartner, 2018 & 2019

Magic Quadrant for Cloud Financial Corporate Performance Management Solutions, Gartner, 2017.

16 *Magic Quadrant for Financial Corporate Performance Management Solutions, Gartner, 2016*



Strong & Passionate Management Team



Therese Tucker
Founder and Chief
Executive Officer



Mark Partin
Chief Financial Officer



Marc Huffman
President & Chief
Operating Officer



Pete Hirsch
Chief Technology Officer



Tammy Coley
Chief Transformation
Officer



Karen Flathers
Chief Customer Officer



Max Solonski
Chief Security Officer



Karole Morgan-Prager
Chief Legal and
Administrative Officer



Susan Otto
Chief People Officer



Andres Botero
Chief Marketing Officer



Patrick Villanova
Chief Accounting Officer



Driving Sustainable Revenue Growth

Growth Levers

1

Strategic Partner to Office of CFO & Controller

Deliver customer success by leading our customers on their accounting and finance transformations

2

SAP SolEx

Invest in joint enablement to drive alignment across SAP's global go-to-market teams

3

Customer Expansion

Drive adoption of new solutions, entities, and users across our 3,200+ enterprise and mid-market customers

4

Partner Ecosystem

Extend and strengthen our ERP, BPO, channel and consulting partnerships

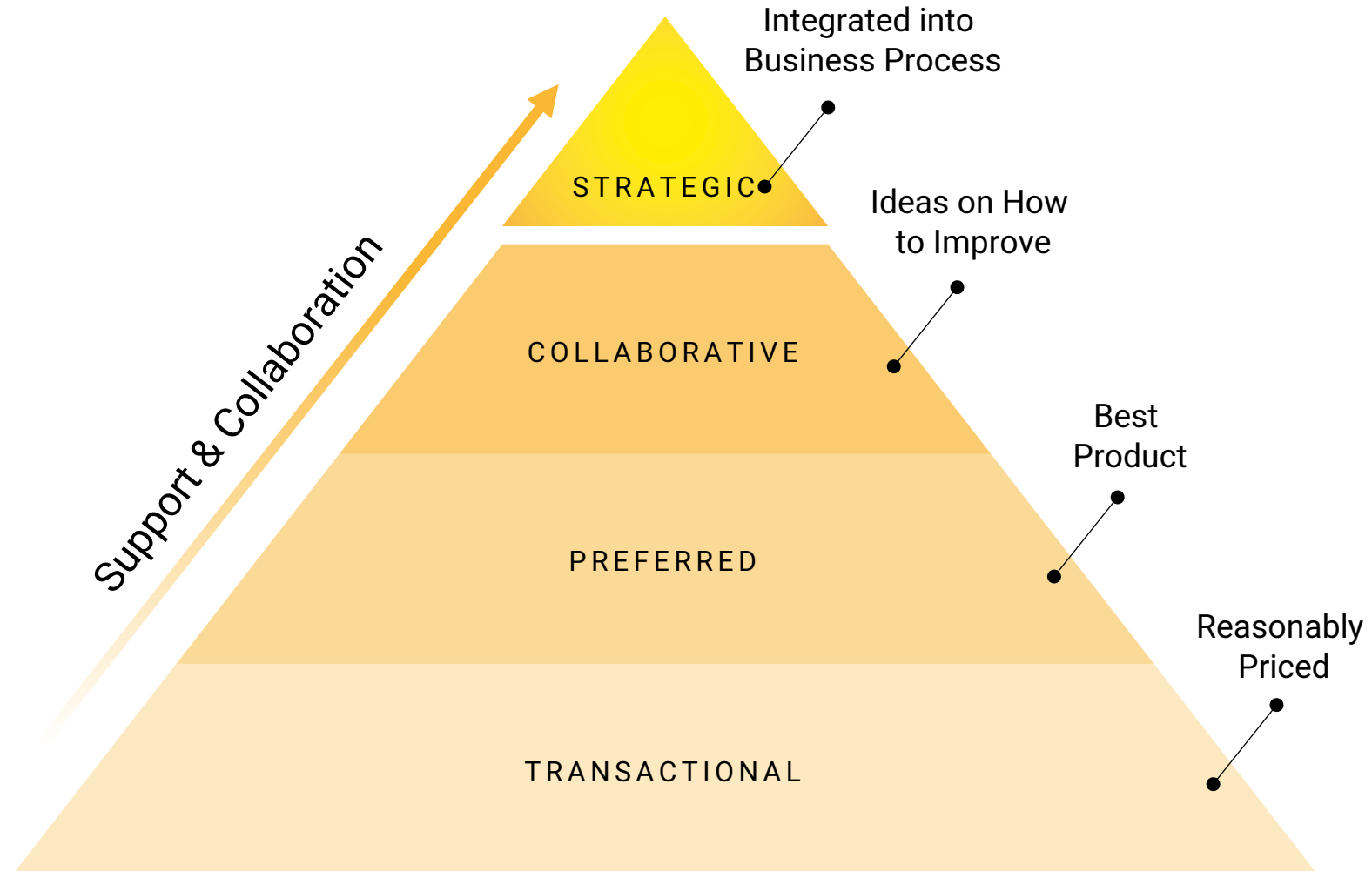
5

International Expansion

Grow existing footprint across North America, Europe, and Asia Pacific and leverage partners for ROW distribution

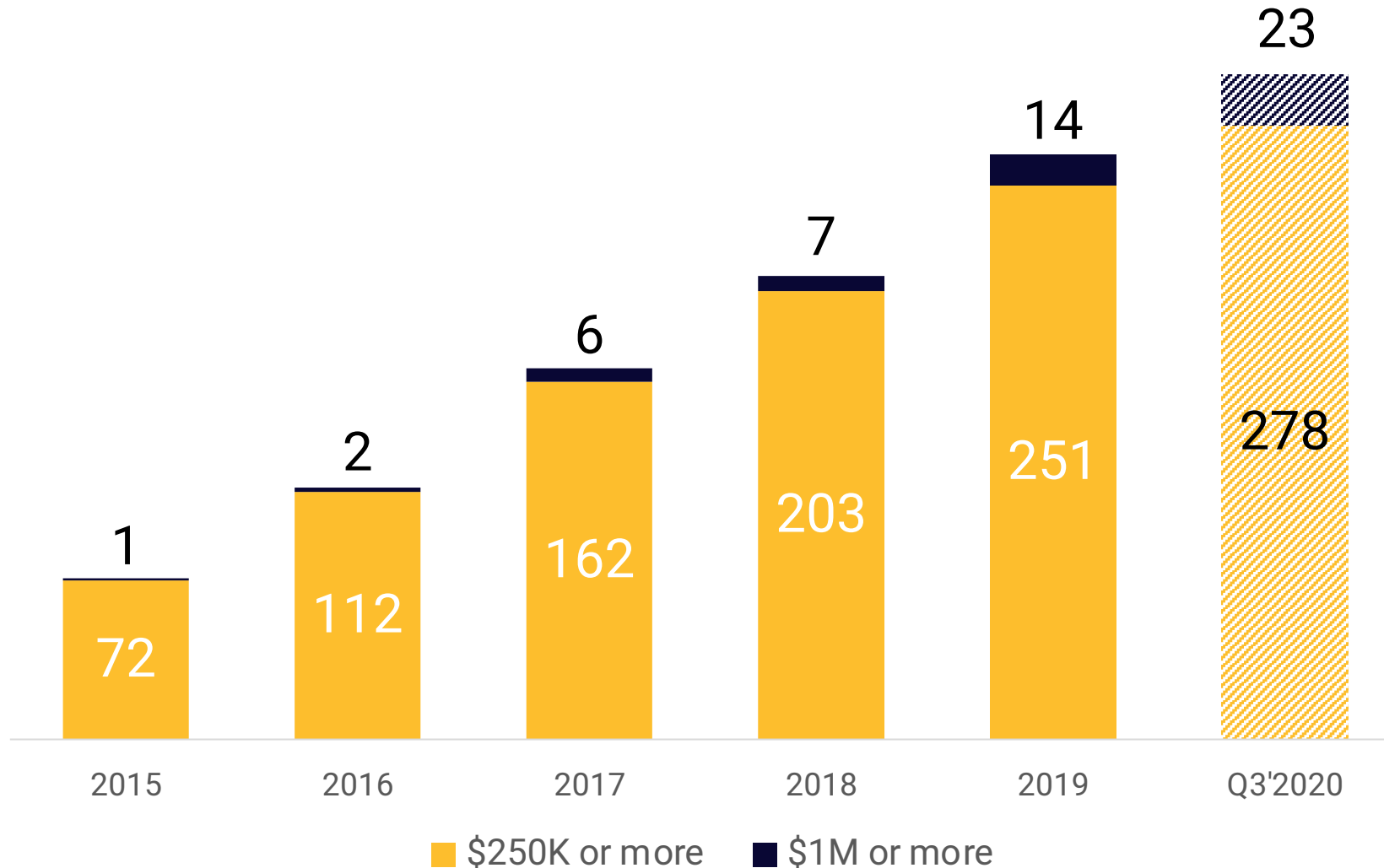
Strategic Partner to Office of the CFO & Controller

Our goal is to be a strategic partner who leads our customers on their financial transformation journeys



Continued Growth in Large Customers

More than 300 customers with an ARR¹ of \$250K+

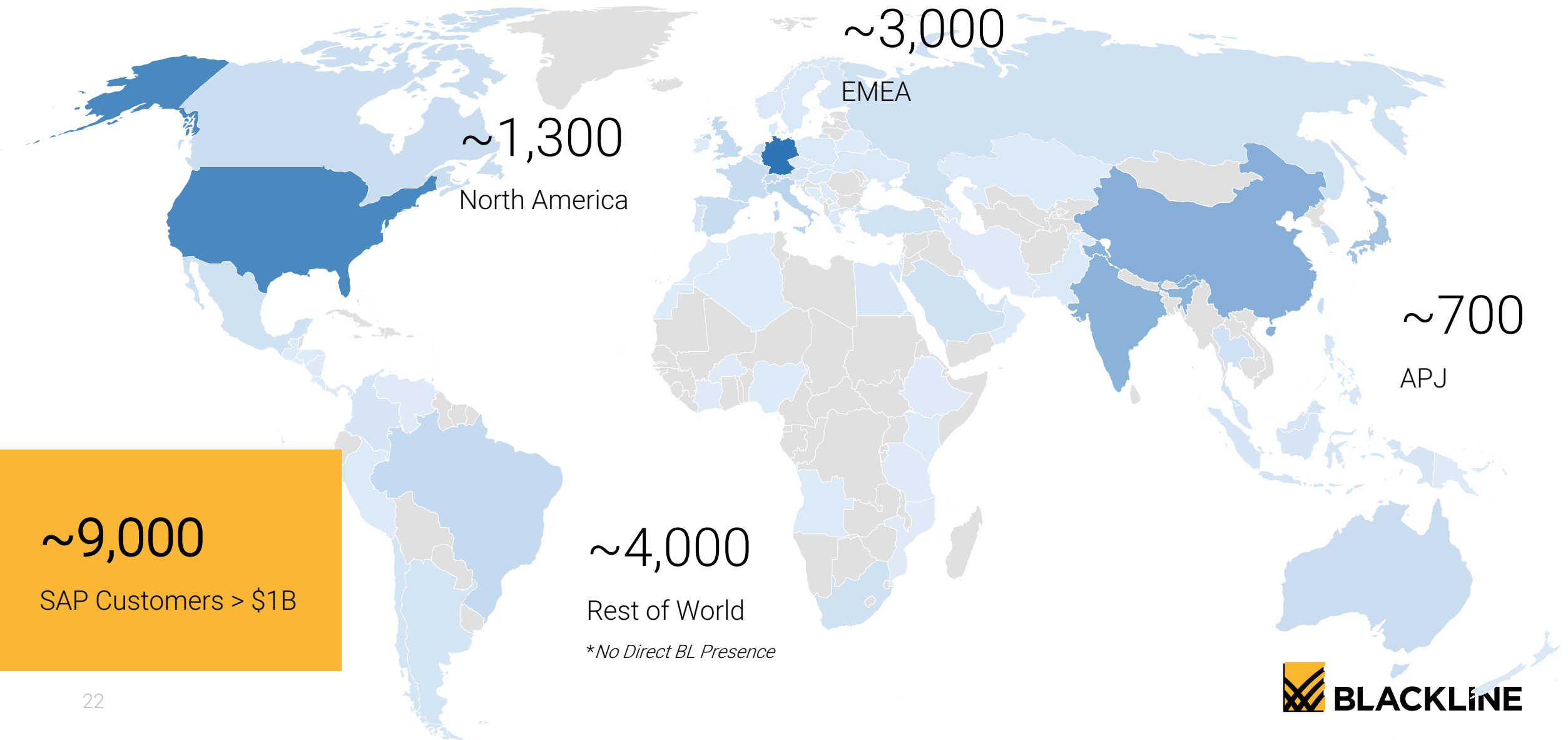


35%

CAGR in customers
spending \$250K or more

²¹ ¹ARR refers to annual subscription and support revenue.

BlackLine's SAP TAM with SolEx



BlackLine Use Case for SAP S/4HANA Transition

Clear benefits to adding BlackLine before or during transition to S/4HANA



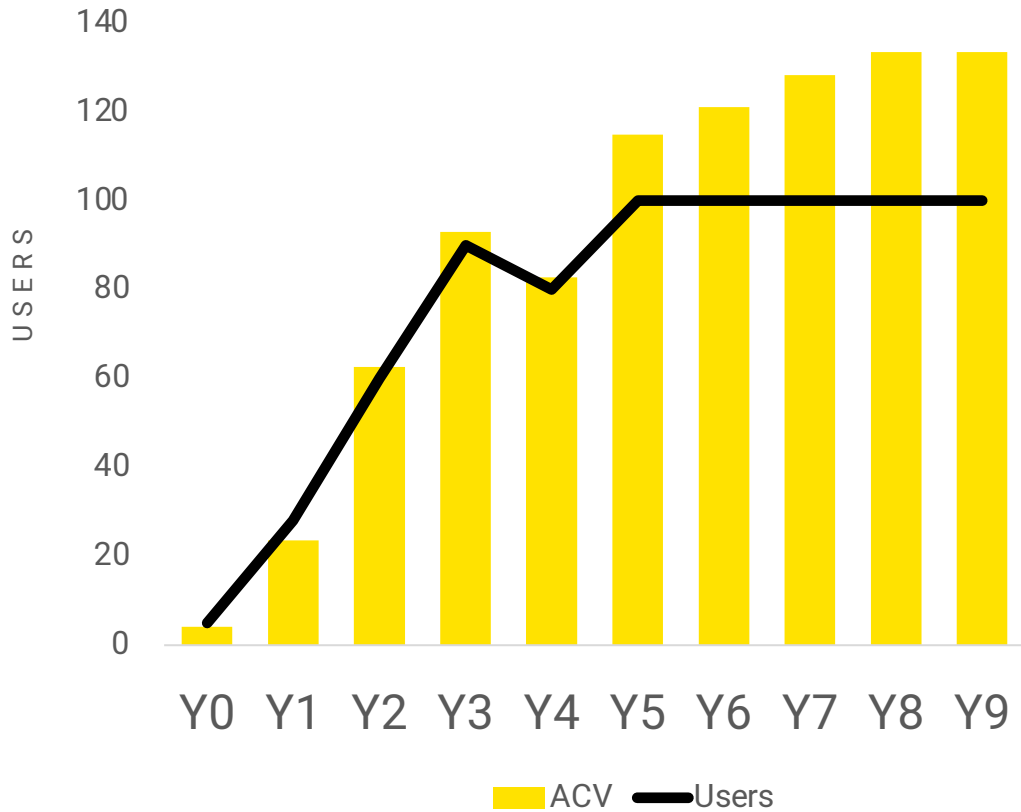
Enables a More Successful Move to S/4HANA

- Centralize, standardize, and validate financial data and processes
- Maintain control and manage changes to charts of accounts and finance structures
- Save time and free up valuable resources
- Automate manual tasks to enable FTEs to focus on S/4HANA initiative
- Modernize the financial close rather than migrate traditional manual processes into an SAP S/4HANA environment
- Clear open items prior to cut over
- Increase ROI for the broader project with an early and rapid win
- Reduce business complexity

Customer Expansion in Action

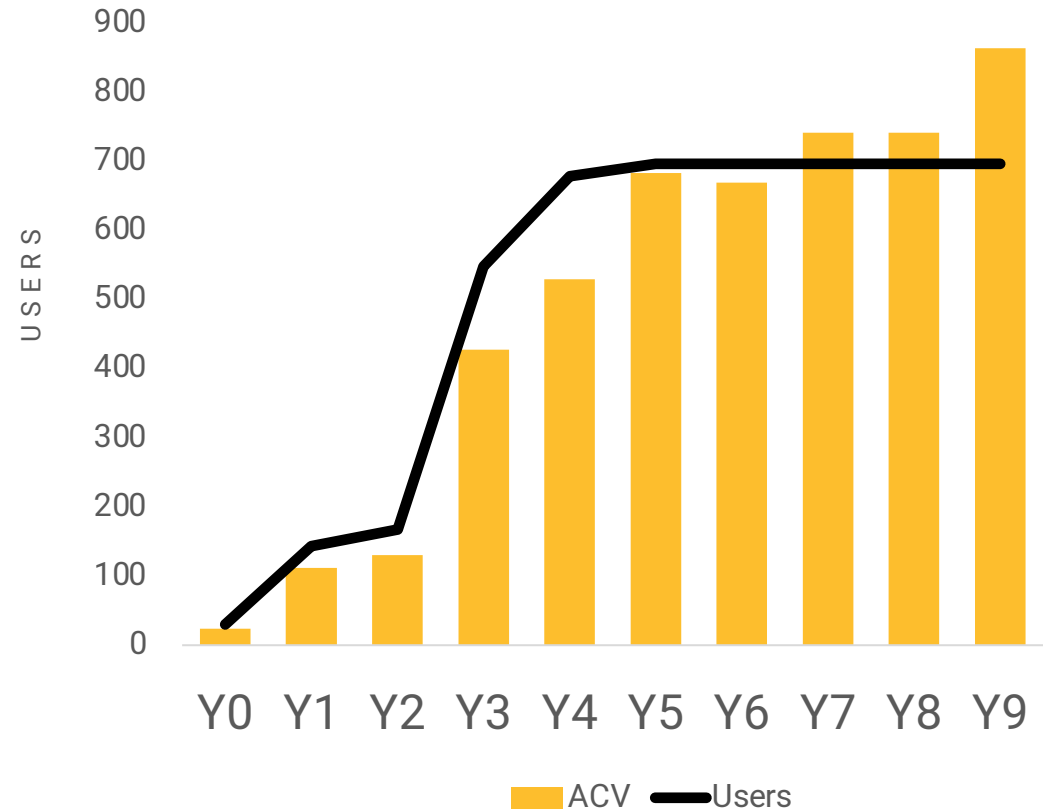
Mid-Market Customer

Financial Services Company *Current ACV of ~\$130K*



Enterprise Customer

Global Industrials Company *Current ACV of ~\$800K*



Strategic Product Installed Base Opportunity

	TRANSACTION MATCHING	SMART CLOSE	INTERCOMPANY HUB
Customers who are target candidates to add	2,800+	~800	1,600+
Portion of this opportunity currently captured	21%	4%	1%

As of September 2019 Investor Day. Data based on the number of customers who have purchased these products as of June 30, 2019.

Partner Ecosystem



RESELLER PARTNERS



GLOBAL ALLIANCES



Deloitte.

Capgemini



REGIONAL PARTNERS



UHY

Clearsulting
armanino



SOLUTION PARTNERS

ORACLE
NETSUITE



workiva



BPO PARTNERS



Cognizant

Infosys

IBM.

Continued International Expansion

Looking Ahead

North America

Los Angeles
New York
Vancouver
Chicago
Dallas

EMEA

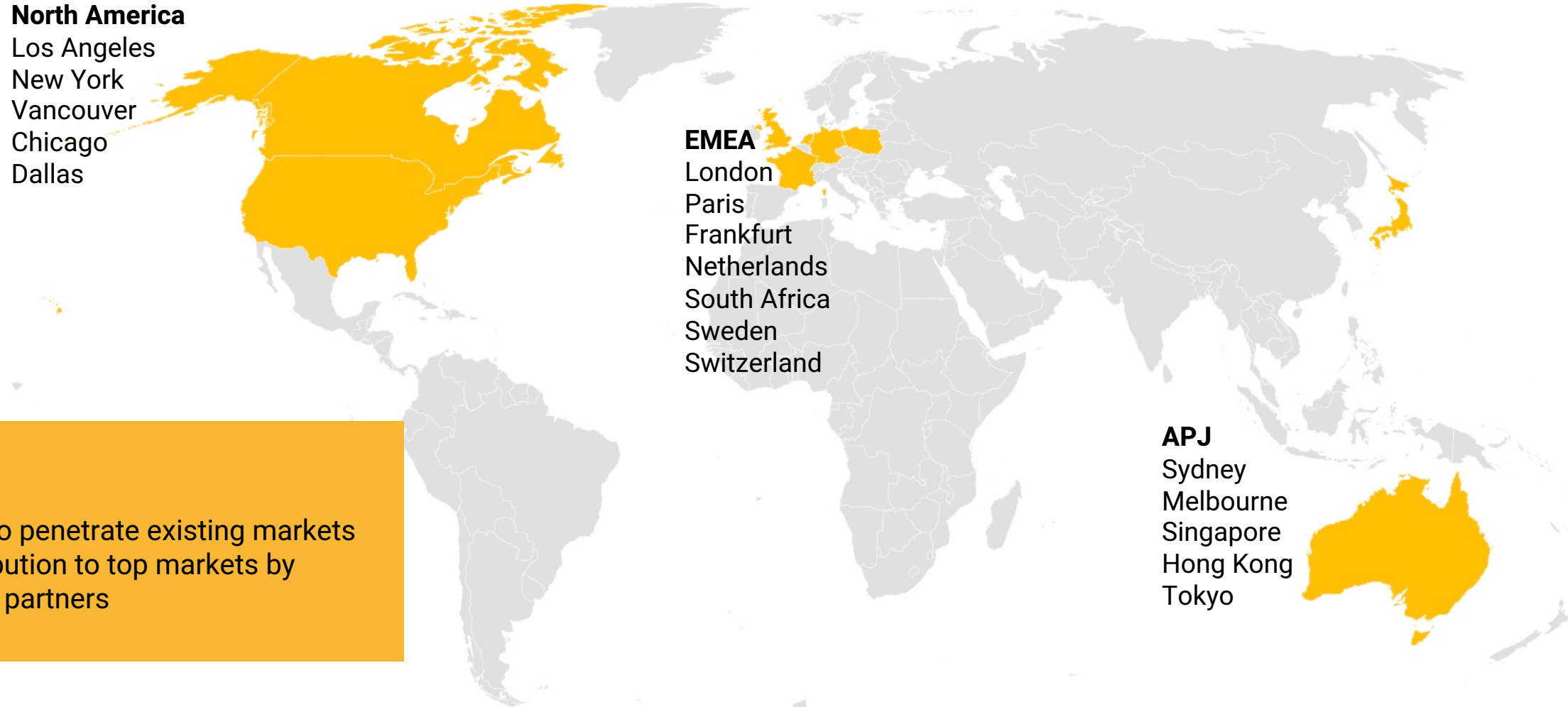
London
Paris
Frankfurt
Netherlands
South Africa
Sweden
Switzerland

APJ

Sydney
Melbourne
Singapore
Hong Kong
Tokyo

FOCUS

- Continue to penetrate existing markets
- Add distribution to top markets by leveraging partners





Key Metrics & Financials

Financial Highlights

20%

Q3'20 Revenue Growth¹

High Growth Subscription Model

Strong secular tailwinds, early stages in a large market, new customers and expansion within existing customer base

107%

Q3'20 Dollar-Based Net Revenue Retention Rate

Compelling Expansion Model

High predictability from successful land and expand strategy

83%

Q3'20 Non-GAAP Gross Margin

High Gross Margins

93% SaaS recurring revenue

16%

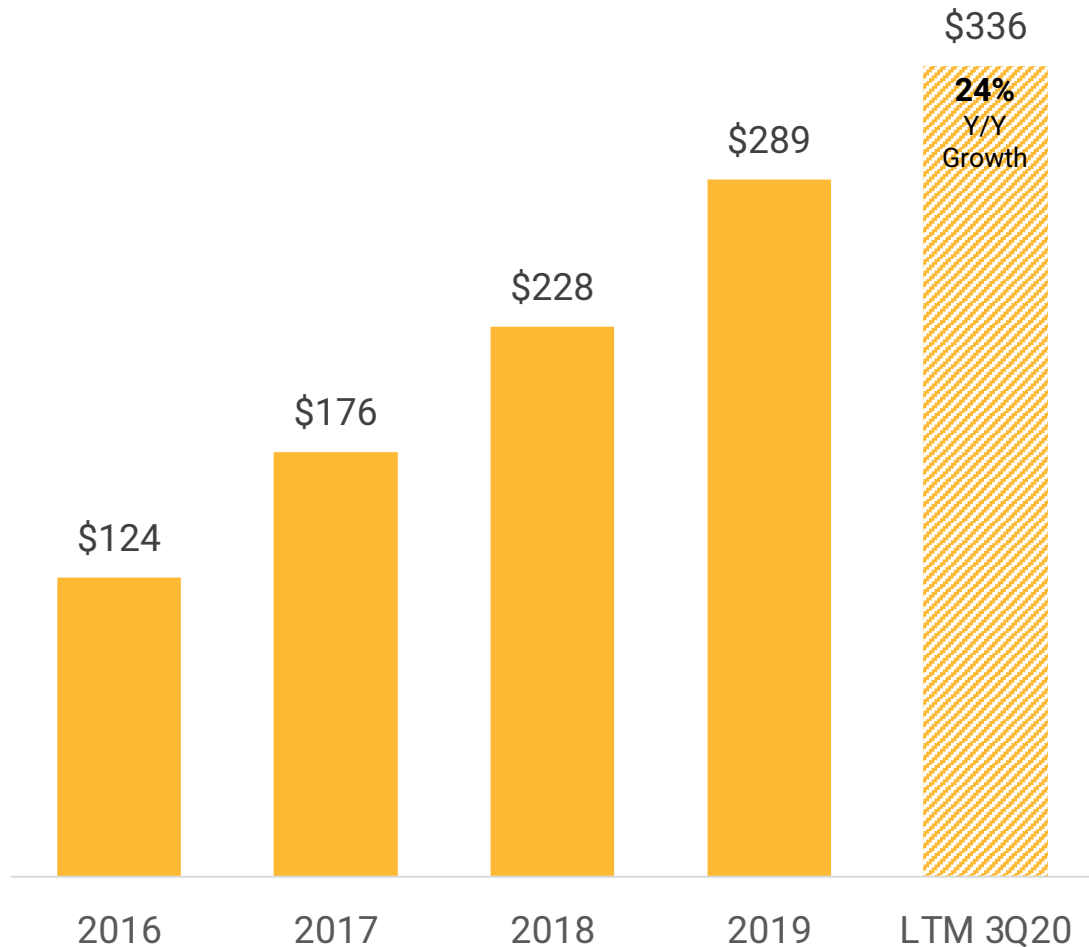
Q3'20 Non-GAAP Operating Margin

Demonstrated Operating Leverage

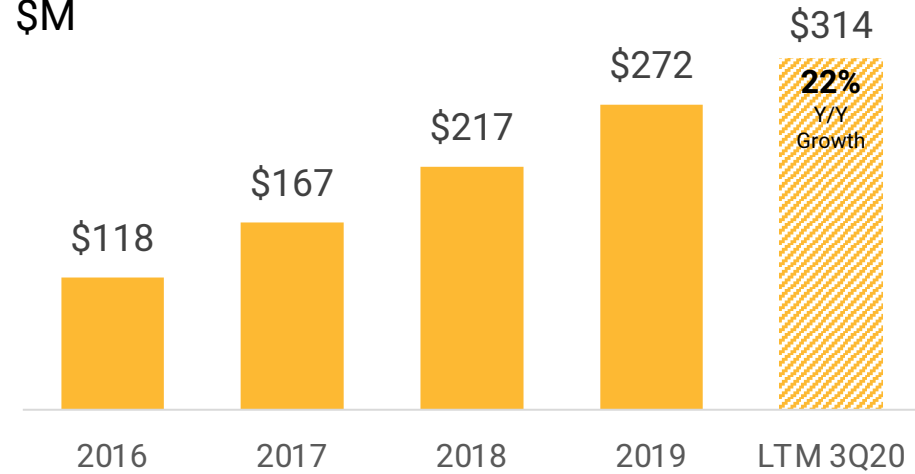
Operating leverage driving profitability

Highly Visible Subscription Growth Model

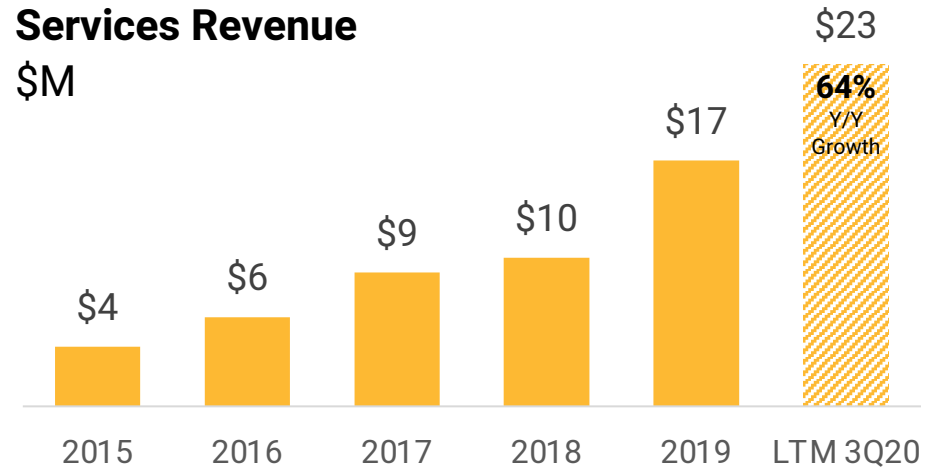
Total Revenue \$M



Subscription & Support Revenue \$M

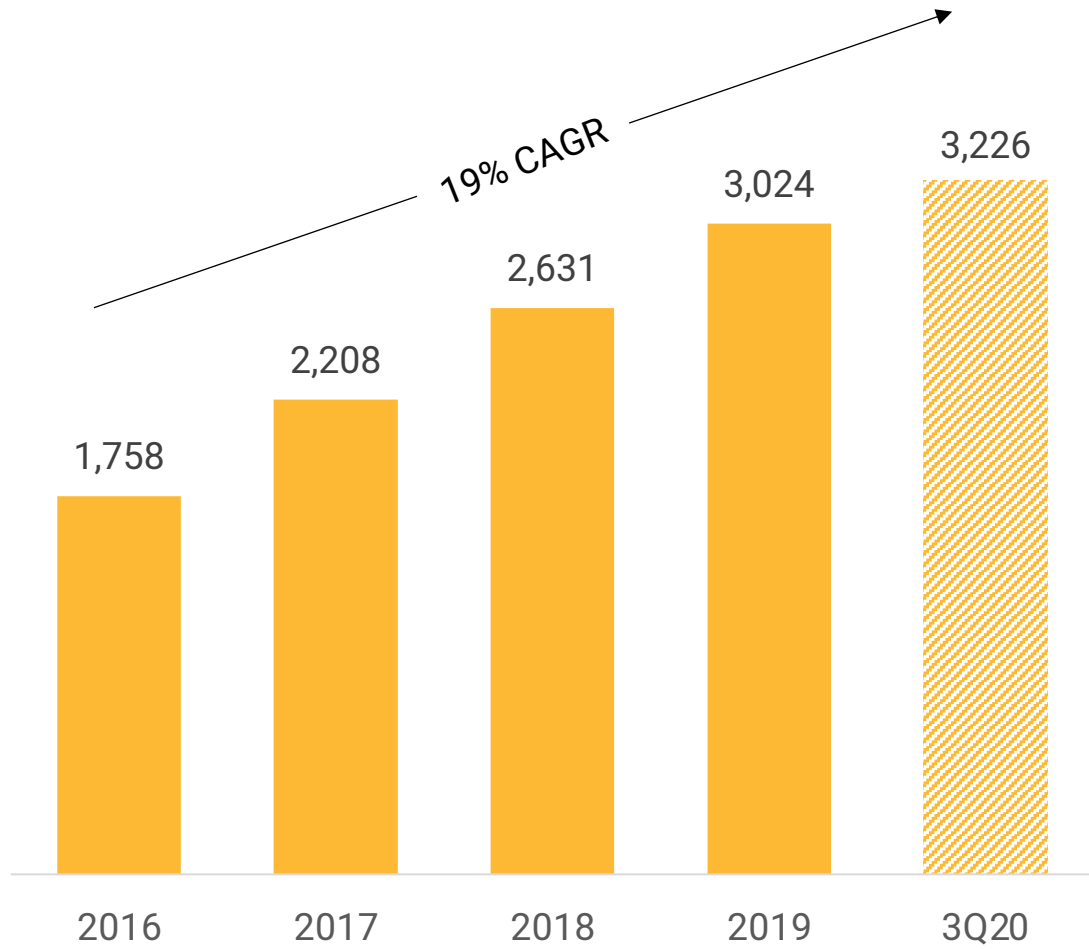


Services Revenue \$M

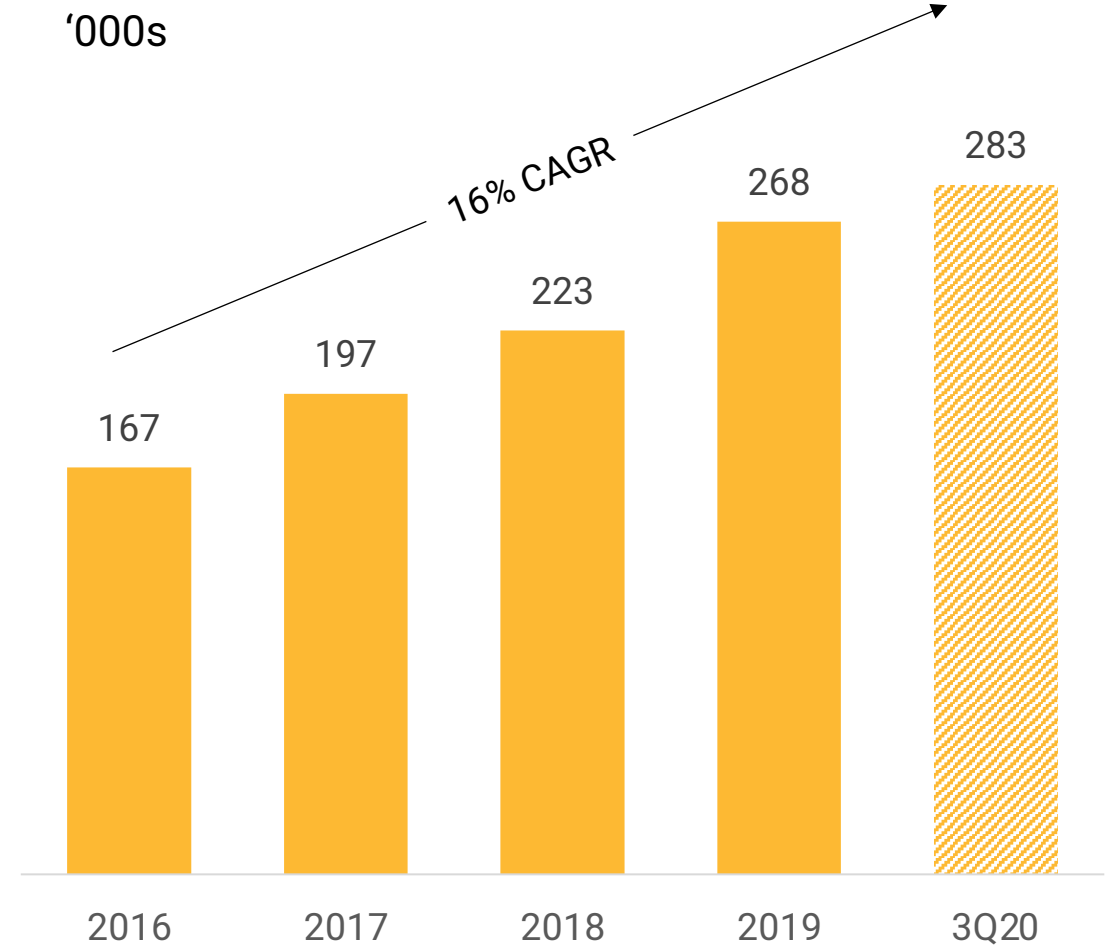


Consistent Customer and User Growth

Customers

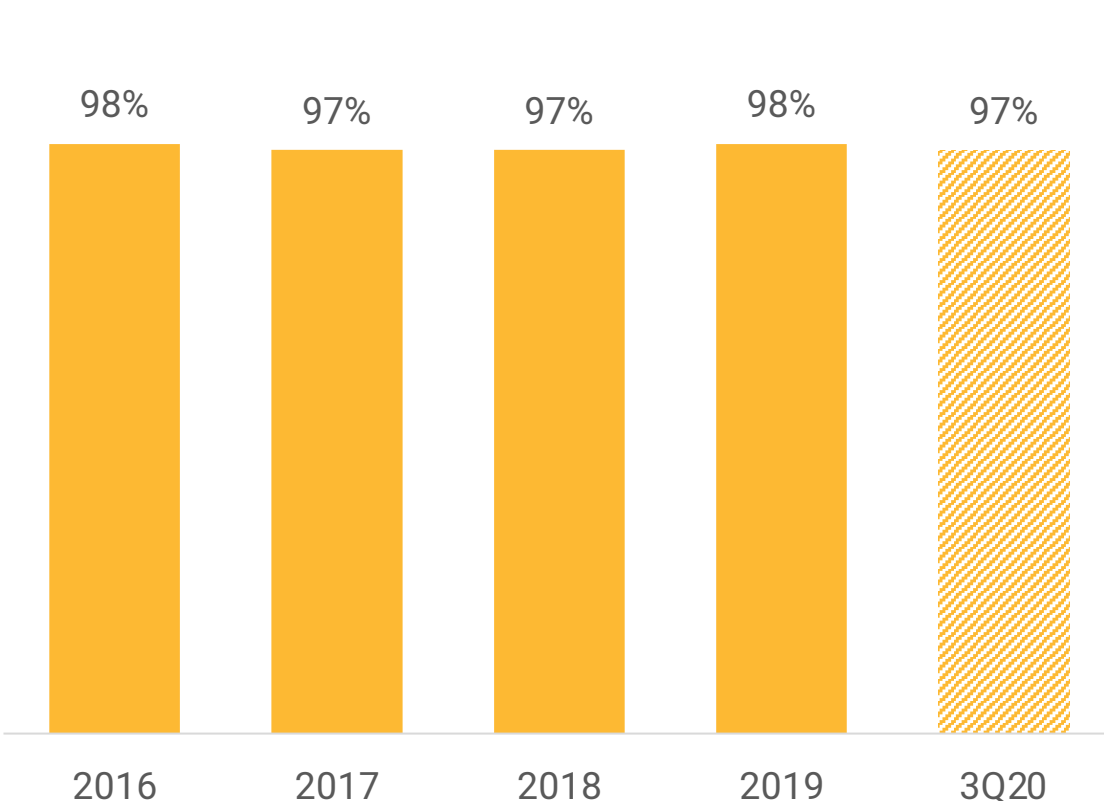


Users '000s

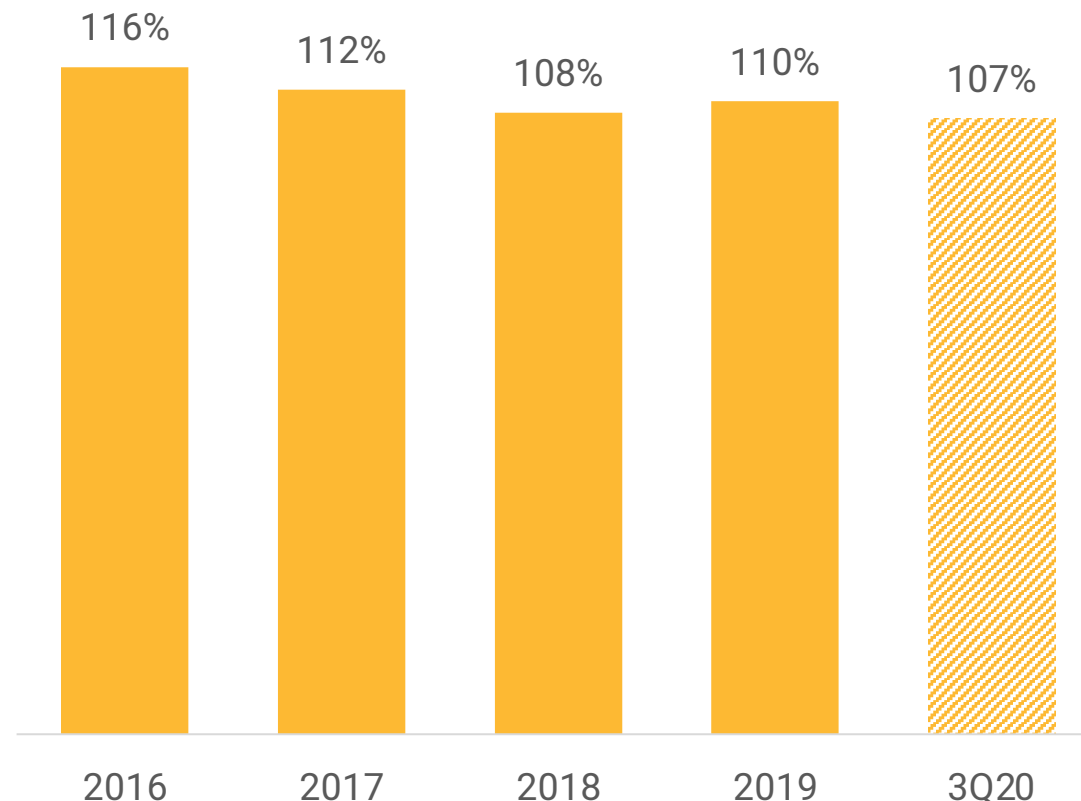


Strong Renewal Rate Driving Overall Retention Rate

Dollar-Based Revenue Renewal Rate



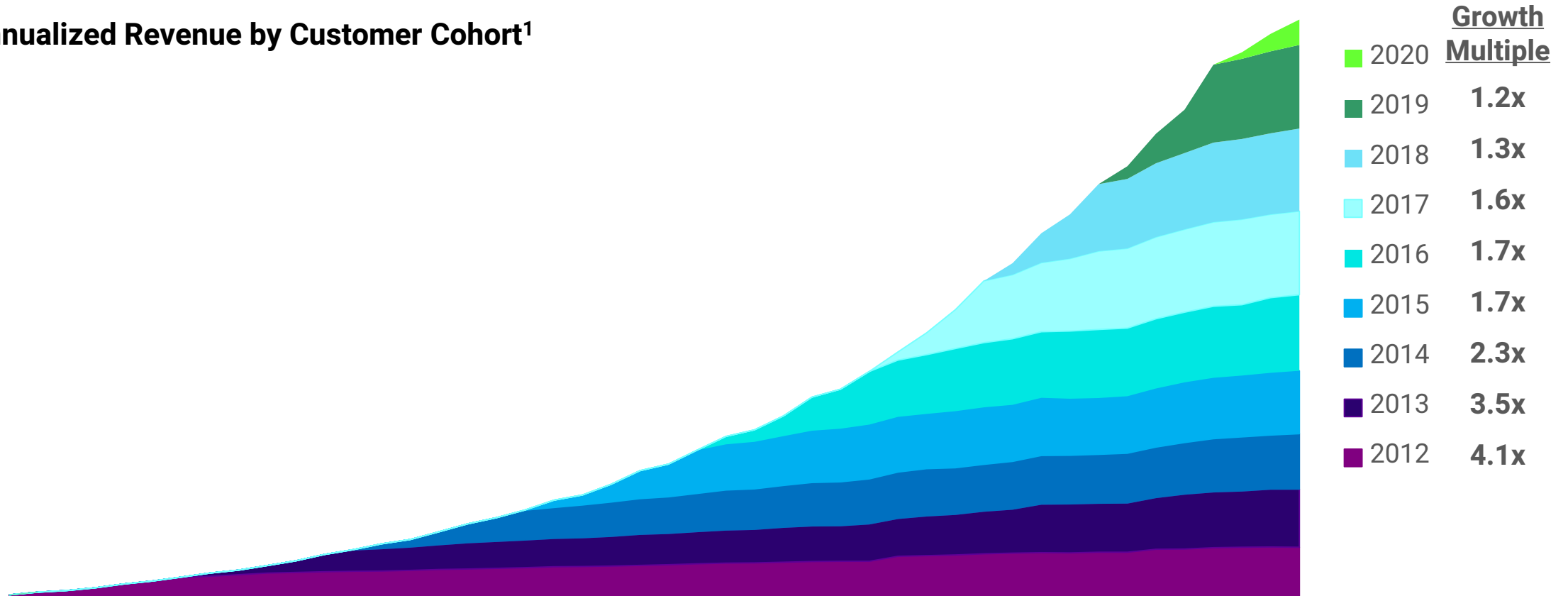
Dollar-Based Net Revenue Retention Rate



32 Dollar-based revenue renewal rate for each period is calculated by dividing (a) the total actual annualized subscription and support revenue of customer contracts renewed for a given period by (b) the total annualized subscription and support revenue up for renewal of customer contracts expiring in the same period. Dollar-based net revenue retention rate is calculated as the implied monthly subscription and support revenue at the end of a period for the base set of customers from which the company generated subscription revenue in the year prior to the calculation, divided by the implied monthly subscription and support revenue one year prior to the date of calculation for that same customer base. This calculation does not reflect implied monthly subscription and support revenue for new customers added during the one-year period but does include the effect of customers who terminated during the period.

Compelling Land and Expand Model

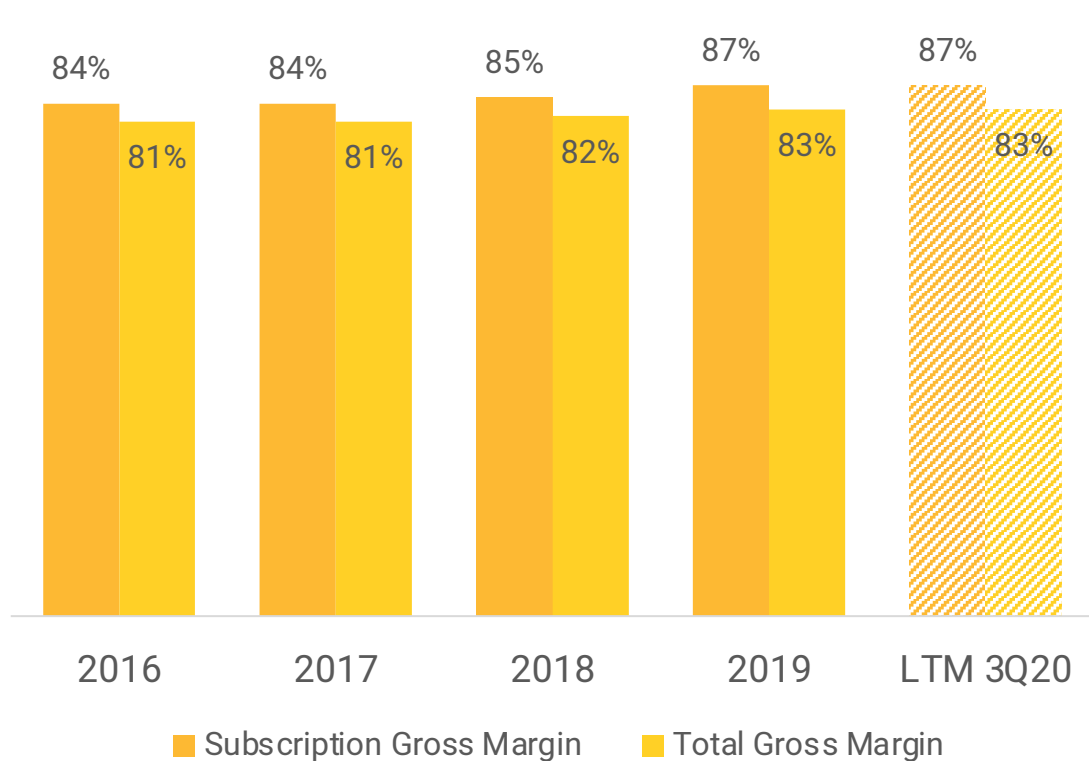
Annualized Revenue by Customer Cohort¹



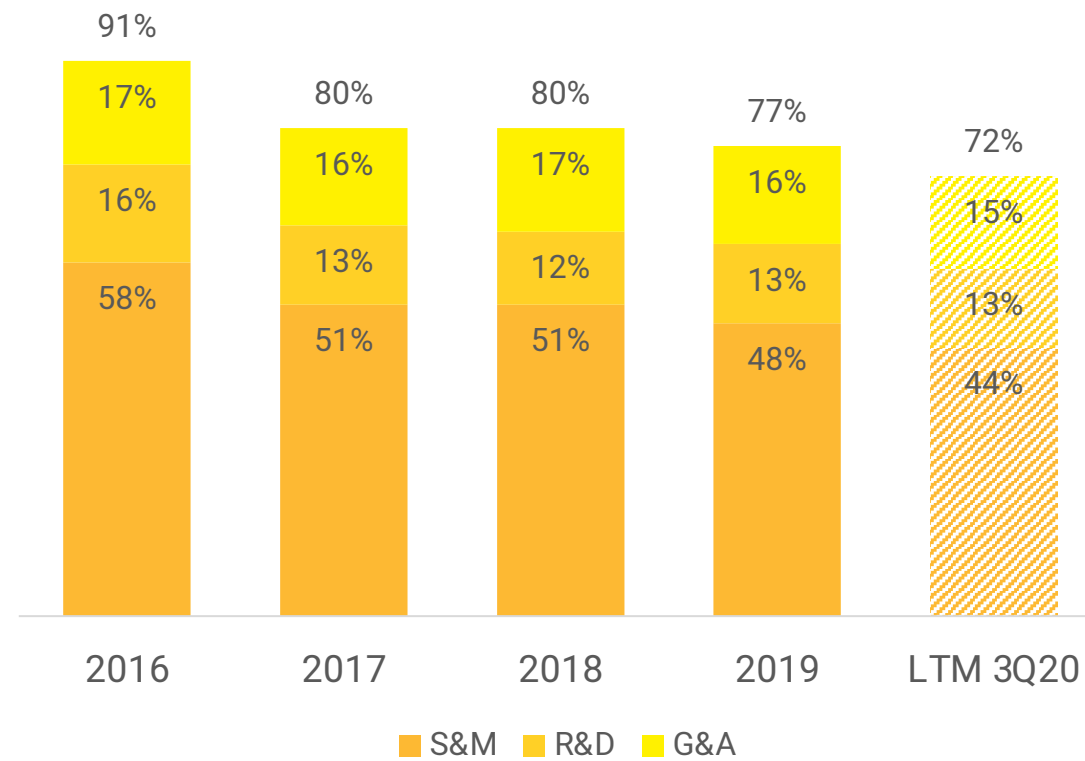
¹Reflects annualized subscription and support revenue for the group of customers that became our customers in each respective cohort year. A “cohort” is a grouping of customers by the year specified. For instance, the 2012 cohort includes all customers whose contract start date is between January 1, 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 the duration of customer agreements following the first month of the customer agreement. Our annualized subscription and support revenue as of September 30, 2020 for each of our 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019 and 2020 customer cohorts represented an increase over the initial annualized subscription and support revenue for such customer cohorts, shown as the “Growth Multiple” above.

High Gross Margins and Expanding Operating Leverage

Non-GAAP Gross Margin

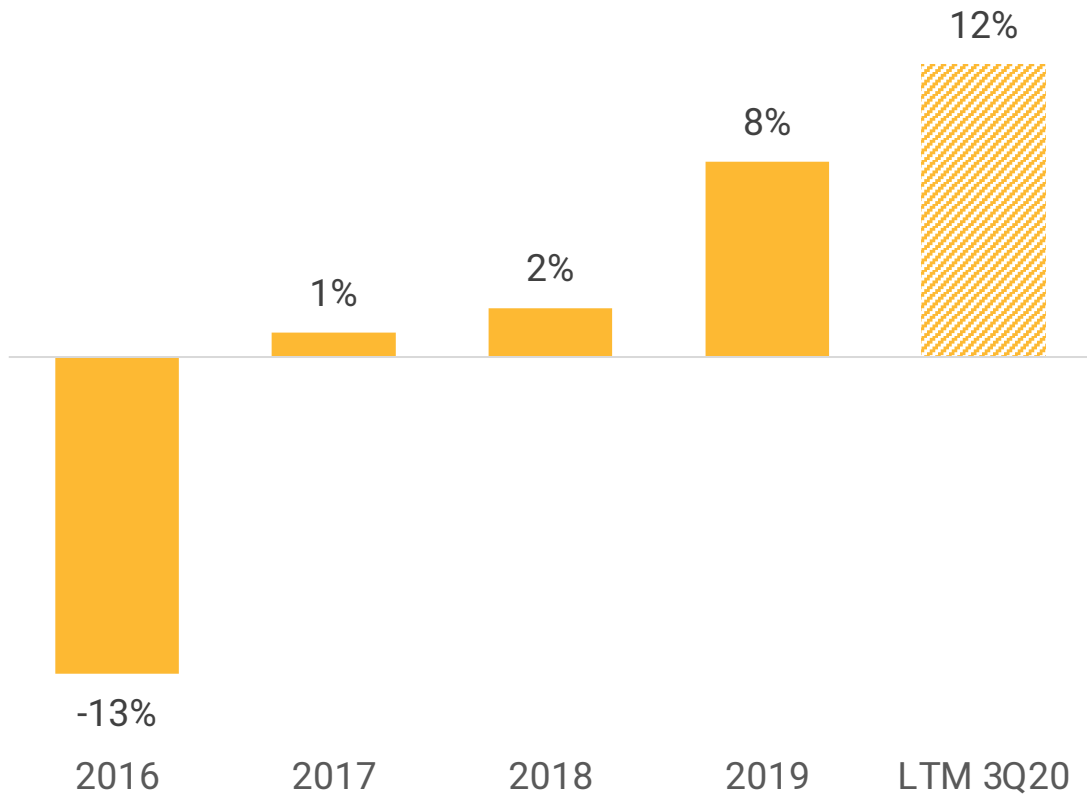


Non-GAAP Operating Expenses as % of Revenue

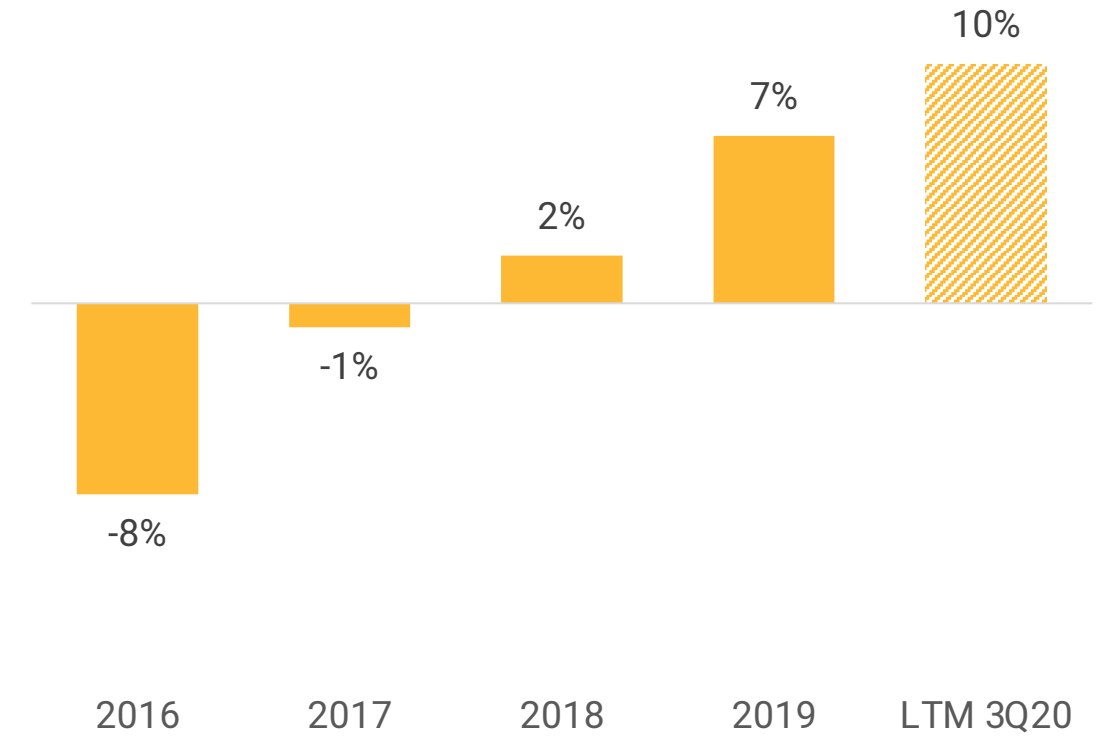


Demonstrated Improvement in Profitability & Cash Flow

Non-GAAP Net Income Margin¹



Free Cash Flow Margin



35 2017-20 are under ASC 606. All prior periods are under ASC 605 Standard. Free cash flow defined as cash flows from operating activities less capex.
¹See appendix for GAAP financial measures and reconciliations. 2017-19 values have been adjusted for the non-cash, income tax revision.



Target Operating Model

% of Revenue	FY14	FY15	FY16	FY17	FY18	FY19	Target Model
Services Revenue	5%	4%	4%	5%	5%	6%	6% - 10%
Gross Margin ¹	82%	81%	81%	81%	82%	83%	~80%
S&M ¹	48%	61%	58%	51%	51%	48%	40% - 45%
R&D ¹	17%	21%	16%	13%	12%	13%	10% - 12%
G&A ¹	17%	20%	17%	16%	17%	16%	7% - 9%
Operating Margin ¹	0%	(21)%	(10)%	1%	2%	6%	20%+

36 2017-19 are under ASC 606. All prior periods are under ASC 605 Standard.
¹Represents a Non-GAAP metric. See appendix for GAAP financial measures and reconciliations.



Appendix

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

	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	2015	2016	2017	2018	2019
Non-GAAP Revenues																
GAAP Revenues	\$51,284	\$55,454	\$58,734	\$62,316	\$64,129	\$69,664	\$74,925	\$80,258	\$82,598	\$83,272	\$90,157	\$83,607	\$123,123	\$175,603	\$227,788	\$288,976
Purchase Accounting Adjustment to Revenue	-	-	-	-	-	-	-	-	-	-	-	-	716	-	-	-
Total Non-GAAP Revenues	\$51,284	\$55,454	\$58,734	\$62,316	\$64,129	\$69,664	\$74,925	\$80,258	\$82,598	\$83,272	\$90,157	\$83,607	\$123,839	\$175,603	\$227,788	\$288,976
Non-GAAP Gross Profit																
GAAP Gross Profit	\$39,678	\$43,588	\$45,217	\$48,431	\$50,511	\$54,720	\$59,633	\$65,137	\$66,533	\$66,529	\$73,175	\$60,878	\$92,912	\$134,218	\$176,914	\$230,001
Purchase Accounting Adjustment to Revenue	-	-	-	-	-	-	-	-	-	-	-	-	716	-	-	-
Amortization of Developed Technology	1,715	1,708	1,721	1,719	1,711	1,712	1,199	175	175	176	176	6,139	6,368	6,847	6,863	4,797
Stock-Based Compensation Expense	838	682	869	876	888	1,159	1,431	1,336	1,323	1,706	1,871	466	715	1,149	3,265	4,814
Total Non-GAAP Gross Profit	\$42,231	\$45,978	\$47,807	\$51,026	\$53,110	\$57,591	\$62,263	\$66,648	\$68,031	\$68,411	\$75,222	\$67,483	\$100,711	\$142,214	\$187,042	\$239,612
Free Cash Flow																
Cash flows from operating activities	\$1,822	\$4,681	\$4,814	\$4,823	\$3,026	\$8,620	\$9,854	\$8,224	\$8,517	\$9,617	\$21,789	\$1,006	(\$4,808)	\$6,424	\$16,140	\$29,724
Capitalized software development costs	(1,653)	(1,460)	(1,527)	(1,035)	(1,232)	(1,367)	(1,152)	(1,309)	(2,289)	(2,705)	(2,844)	(2,273)	(3,270)	(4,624)	(5,675)	(5,060)
Purchase of property and equipment	(1,634)	(2,062)	(892)	(1,696)	(1,103)	(886)	(1,472)	(1,171)	(1,152)	(1,072)	(291)	(10,094)	(1,724)	(4,002)	(6,284)	(4,632)
Financed purchases of property and equipment	-	-	-	-	-	(145)	(169)	(113)	(169)	(56)	(169)	-	-	-	-	(427)
Purchases of intangible assets	-	-	-	-	-	-	-	-	-	(2,333)	-	-	-	-	-	-
Free Cash Flow	(\$1,465)	\$1,159	\$2,395	\$2,092	\$691	\$ 6,222	\$ 7,061	\$ 5,631	\$ 4,907	\$ 3,451	\$ 18,485	(\$11,361)	(\$9,802)	(\$2,202)	\$4,181	\$19,605

"ACQUISITION" DEFINITION

We operated as BlackLine Systems, Inc., which we refer to as the "Predecessor," from 2001 until September 2013. On September 3, 2013, BlackLine, Inc., which we refer to as the "Successor," acquired BlackLine Systems, Inc. in connection with an investment by Silver Lake Sumeru and Iconiq, which we refer to as the "Acquisition." The Successor was created for the sole purpose of acquiring the Predecessor and had no prior operations. We refer to Silver Lake Sumeru and Iconiq collectively as our "Investors" and, in connection with the Acquisition, our Investors obtained a controlling interest in us. The Acquisition resulted in a new basis of accounting and was accounted for as a business combination.

2016 GAAP revenues were adjusted for the impact of purchase accounting resulting from the Runbook Acquisition on August 31, 2016. The purchase accounting adjustments for the quarters ended March 31, 2017, June 30, 2017, September 30, 2017, December 31, 2017, and March 31, 2018 related to the Runbook Acquisition were not meaningful and were thus not presented.



NON-GAAP RECONCILIATIONS NON-GAAP OPERATING INCOME (LOSS) AND NON-GAAP NET INCOME (LOSS) (\$'000'S)

	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	2015	2016	2017	2018	2019
Non-GAAP Income (Loss) from Operations																
GAAP Loss from Operations	(\$7,560)	(\$8,831)	(\$5,021)	(\$8,424)	(\$9,323)	(\$5,978)	(\$7,861)	(\$4,737)	(\$7,337)	(\$3,326)	(\$2,036)	(\$34,812)	(\$33,934)	(\$30,409)	(\$29,836)	(\$27,899)
Purchase Accounting Adjustment to Revenue	-	-	-	-	-	-	-	-	-	-	-	-	716	-	-	-
Amortization of Acquired Intangible Assets	3,323	3,312	3,305	3,083	3,077	3,079	2,566	1,543	1,543	1,622	1,622	12,092	12,505	13,310	13,023	10,265
Stock-Based Compensation Expense	3,974	5,393	5,340	6,188	6,452	8,012	10,141	9,447	9,456	12,616	13,326	5,497	6,526	16,044	20,895	34,052
Change in Fair of Contingent Consideration	112	78	97	163	(9)	193	129	(267)	145	(221)	(72)	41	371	628	450	46
Legal Settlement Gain	-	-	-	-	-	-	(380)	-	-	-	-	-	-	-	-	(380)
Acquisition-Related Costs	-	-	-	-	-	-	-	-	-	-	1,790	-	1,582	-	-	-
Secondary offering costs	-	-	-	-	-	-	-	-	-	-	-	-	-	809	-	-
Shelf offering costs	177	224	-	-	212	-	-	-	-	-	-	-	-	818	401	212
Total Non-GAAP Income (Loss) From Operations	\$26	\$176	\$3,721	\$1,010	\$409	\$5,306	\$4,595	\$5,986	\$3,807	\$10,691	\$14,630	(\$17,182)	(\$12,234)	\$1,200	\$4,933	\$16,296
Non-GAAP Net Income (Loss) attributable to BlackLine																
Net income (loss) attributable to BlackLine ¹	(\$7,252)	(\$8,553)	(\$4,766)	(\$8,143)	(\$8,781)	(\$5,362)	(\$9,206)	(\$9,186)	(\$12,843)	(\$8,332)	(\$8,751)	(\$24,734)	(\$39,159)	(\$33,408)	(\$28,714)	(\$32,535)
Provision for (benefit from) Income Taxes	(125)	(65)	(137)	(213)	-	(18)	53	55	(16)	(72)	35	(13,934)	(6,956)	(511)	(540)	90
Secondary offering costs	-	-	-	-	-	-	-	-	-	-	-	-	-	809	-	-
Shelf offering costs	177	224	-	-	212	-	-	-	-	-	-	-	-	818	401	212
Stock-Based Compensation Expense	3,974	5,393	5,340	6,188	6,452	8,012	10,141	9,447	9,456	12,616	13,326	5,497	6,526	16,044	20,895	34,052
Amortization of debt discount and issuance costs	-	-	-	-	-	-	2,923	5,487	5,532	5,584	5,758	-	-	-	-	8,410
Amortization of Acquired Intangible Assets	3,323	3,312	3,305	3,083	3,077	3,079	2,566	1,543	1,543	1,622	1,622	12,092	12,505	13,310	13,023	10,265
Accretion of Debt Discount	-	-	-	-	-	-	-	-	-	-	-	228	1,303	-	-	-
Accretion of Warrant Discount	-	-	-	-	-	-	-	-	-	-	-	276	754	-	-	-
Purchase Accounting Adjustment to Revenue	-	-	-	-	-	-	-	-	-	-	-	-	716	-	-	-
Change in Fair Value of Contingent Consideration	112	78	97	163	(9)	193	129	(267)	145	(221)	(72)	41	371	628	450	46
Change in Fair Value of Common Stock Warrant Liability	-	-	-	-	-	-	-	-	-	-	-	420	5,880	3,490	-	-
Acquisition-Related Costs	-	-	-	-	-	-	-	-	-	-	1,790	-	1,582	-	-	-
Legal Settlement Gains	-	-	-	-	-	-	(380)	-	-	-	-	-	-	-	-	(380)
Adjustment to redeemable non-controlling interest	-	-	-	-	-	54	839	940	2,201	719	1,319	-	-	-	-	1,833
Total Non-GAAP Net Income (Loss) attributable to BlackLine	\$209	\$389	\$3,839	\$1,078	\$951	\$5,958	\$7,065	\$8,019	\$6,018	\$11,916	\$15,027	(\$20,114)	(\$16,478)	\$1,180	\$5,515	\$21,993

¹2017-Q3 2019 net income (loss) attributable to BlackLine has been adjusted for the non-cash, income tax revision.

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

	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	2015	2016	2017	2018	2019
GAAP Sales and Marketing Expense	\$29,227	\$32,150	\$31,709	\$35,722	\$35,848	\$37,192	\$41,848	\$43,949	\$44,785	\$41,826	\$42,588	\$56,546	\$77,810	\$103,967	\$128,808	\$158,837
Amortization of Intangible Assets	969	966	987	965	968	968	968	968	969	968	968	3,487	3,605	3,872	3,887	3,872
Stock-Based Compensation Expense	1,437	2,308	2,182	2,747	2,994	3,558	4,522	4,315	4,393	5,577	5,675	2,418	2,490	10,811	8,674	15,389
Non-GAAP Sales and Marketing Expense	\$26,821	\$28,876	\$28,540	\$32,010	\$31,886	\$32,666	\$36,358	\$38,666	\$39,423	\$35,281	\$35,945	\$50,641	\$71,715	\$89,284	\$116,247	\$139,576
GAAP Research and Development Expense	\$6,929	\$7,811	\$7,261	\$8,753	\$10,307	\$10,829	\$11,558	\$10,312	\$11,747	\$11,847	\$14,829	\$18,216	\$21,125	\$23,874	\$30,754	\$43,006
Stock-Based Compensation Expense	429	675	651	815	944	1,235	1,452	1,098	1,229	1,735	1,954	588	809	767	2,570	4,729
Non-GAAP Research and Development Expense	\$6,500	\$7,136	\$6,610	\$7,938	\$9,363	\$9,594	\$10,106	\$9,214	\$10,518	\$10,112	\$12,875	\$17,628	\$20,316	\$23,107	\$28,184	\$38,277
GAAP General and Administrative Expense	\$11,082	\$12,458	\$11,268	\$12,380	\$13,679	\$12,677	\$14,088	\$15,613	\$17,338	\$16,182	\$17,794	\$20,928	\$27,911	\$36,786	\$47,188	\$56,057
Amortization of Intangible Assets	639	638	597	399	398	399	399	400	399	478	478	2,466	2,532	2,591	2,273	1,596
Stock-Based Compensation Expense	1,270	1,728	1,638	1,750	1,626	2,060	2,736	2,698	2,511	3,598	3,826	2,025	2,512	3,317	6,386	9,120
Change in Fair Value of Contingent Consideration	112	78	97	163	(9)	193	129	(267)	145	(221)	(72)	41	371	628	450	46
Legal Settlement Gains	-	-	-	-	-	-	(380)	-	-	-	-	-	-	-	-	(380)
Acquisition Related Costs	-	-	-	-	-	-	-	-	-	-	1,790	-	1,582	-	-	-
Secondary offering Costs	-	-	-	-	-	-	-	-	-	-	-	-	-	809	-	-
Shelf offering Costs	177	224	-	-	212	-	-	-	-	-	-	-	-	818	401	212
Non-GAAP General and Administrative Expense	\$8,884	\$9,790	\$8,936	\$10,068	\$11,452	\$10,025	\$11,204	\$12,782	\$14,283	\$12,327	\$11,772	\$16,396	\$20,914	\$28,623	\$37,678	\$45,463