MODERNIZING THE WAY ACCOUNTING & FINANCE WORK

As of August 1, 2019
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 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 Modernizing Accounting & Finance

Large and Growing $18.5B Estimated Core TAM\(^1\) with Multiple Financial Close Adjacencies

The Industry-Recognized Leader in Financial Close Solutions\(^2\)

Strong Competitive Moat Across Broad Customer Base

26% Topline Growth with 108% Dollar-based Net Revenue Retention\(^3\)

---

\(^1\) Source: Frost and Sullivan 2015 Report. In 2015, Frost & Sullivan estimated that the total addressable market ("TAM") for our seven then core products (Account Reconciliation, Task Management, Transaction Matching, Journal Entry, Variance Analysis, Consolidation Integrity Manager and Daily Reconciliation) would be approximately $18.5 billion by 2018. Actual TAM may vary materially from such estimate.

\(^2\) Based on Gartner Magic Quadrant for Cloud Financial Close Solutions, 2018

\(^3\) YoY Growth as of 6/30/2019. Retention rate as of 6/30/2019
OUR MISSION

To optimize financial reporting for all organizations worldwide.
FINANCIAL REPORTING IS UNIVERSAL & MISSION CRITICAL,

But current methods are inefficient & error-prone...

Public and private companies are responsible for:

- oversight of financial transactions
- management of enterprise performance
- attestation of financial reporting
- timely close
- consolidation of financial data
...AND IT IS BECOMING INCREASINGLY MORE CHALLENGING

Increasing Regulatory Scrutiny
- SOX Compliance
- COSO Framework
- BEPS
- IRS Section 385

Rising Business Complexity
- M&A
- Globalization
- Transfer Pricing Agreements
- Disparate IT Investments

Expectation of Accuracy & Real-Time Data
- Automation
- Robotics
- Business Intelligence
- Agile Decision-Making

Exponentially Growing Data Volume
- Unstructured Information
- System Interoperability
- Big Data
The Financial Close is a recurring process that transforms raw data into the audited financials that investors and senior management review. Today these functions are typically performed in widely dispersed disconnected spreadsheets.

BlackLine’s Cloud Platform Offers:

- Accounting-Specific Automation Engines
- Strong Internal Controls
- Real-Time Visibility
- Deep Accounting Domain Expertise
BLACKLINE’S CONTINUOUS ACCOUNTING PLATFORM

Balance Sheet Integrity
Close Process Management
Accounting Process Automation
Finance Transformation Solution
Intercompany Hub

Account Reconciliation
- Accurate and effective account reconciliation process

Task Management
- Visibility and control for any accounting checklist

Journal Entry
- Centralize, manage and automate journal entries

Consolidation Integrity Manager
- Automate system-to-system reconciliation

Transaction Matching
- Match and reconcile millions of transactions in minutes

Compliance
- Elevated Control in the Cloud

Variance Analysis
- Continuously monitor for risk with automated fluctuation analysis

Smart Close
- Simplify, Standardize, and Automate Your Financial Close in SAP

RULES & BUSINESS LOGIC
ANALYSIS & REPORTS
TEMPLATES
WORKFLOW
THE CONTINUOUS ACCOUNTING JOURNEY

MODERNIZED RECORD-TO-REPORT

1. Account Reconciliations
   Task Management

2. Variance Analysis
   Compliance

3. Advanced Record-to-Report
   Transaction Matching
   Journal Entry

4. Transformation
   Intercompany Hub
   Smart Close

PLATFORM ELEMENTS
- APIs & Connectivity Platform
- Enterprise-class Security
- Reporting, Data Visualization, and Benchmarking Tools
- Unified, Privately Hosted, ERP-Agnostic Cloud Platform
- Machine Learning
SIGNIFICANT MARKET OPPORTUNITY

165K
GLOBAL TARGET COMPANIES

13M
GLOBAL F&A PROFESSIONALS

$18.5B
ESTIMATED CORE GLOBAL MARKET 2018

2,800+
BLACKLINE CUSTOMERS
(at 6/30/19)

~237,000
BLACKLINE USERS
(at 6/30/19)

~$255M²
BLACKLINE REVENUE
(TTM)

¹ Source: Frost and Sullivan 2015 Report. According to a study we commissioned from Frost & Sullivan in 2015, there were more than 165,000 corporate organizations worldwide in our addressable market in 2015 with revenues greater than $50 million and such companies employed over 13 million accounting and finance personnel. In such 2015 study, Frost & Sullivan also estimated that the TAM for seven then core products (Account Reconciliation, Task Management, Transaction Matching, Journal Entry, Variance Analysis, Consolidation Integrity Manager and Daily Reconciliation) would be approximately $18.5 billion by 2018. The actual TAM may vary materially from such estimate.

² Trailing twelve months as of 6/30/2019.
Mid-Market is defined as customers that generally have $500 million of annual revenue or less. From time to time, the Mid-Market sales team will target customers with up to $750 million. We use these internal general revenue thresholds as a means to allocate opportunities amongst our Mid-Market and Enterprise sales teams.
### STRENGTH ACROSS GEOGRAPHIES, SECTORS & SIZES

<table>
<thead>
<tr>
<th>CONSUMER &amp; RETAIL</th>
<th>TECHNOLOGY</th>
<th>INDUSTRIAL &amp; ENERGY</th>
<th>HEALTHCARE</th>
<th>SERVICES</th>
<th>FINANCIAL SERVICES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coca-Cola</td>
<td>Autodesk</td>
<td>Centrica</td>
<td>Alliance Healthcare Services</td>
<td>Brinks</td>
<td>Russell Investments</td>
</tr>
<tr>
<td>Costco Wholesale</td>
<td>Go Daddy</td>
<td>Hubbell</td>
<td>Shire</td>
<td>Kempinski</td>
<td>RSA</td>
</tr>
<tr>
<td>Hershey</td>
<td>Zendesk</td>
<td>Kimberly-Clark</td>
<td>DaVita</td>
<td>Orange Lake Resorts</td>
<td>SunTrust</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Linde</td>
<td>Johnson Controls</td>
<td>Ascension</td>
<td>UBT Union Bank &amp; Trust</td>
</tr>
</tbody>
</table>

**~237,000**  
Finance End-Users  

**2,800+**  
Global Customers  

*As of 6/30/19*
Customer Adoption Example

- Purchased Full Suite of Products
- Continued Automation of Finance Function
- 30 users grew to 690+
- Expanded Globally to All Entities
## COMPETITIVE LANDSCAPE

### BLACKLINE
- Market Pioneer
- SaaS-based platform
- ERP agnostic
- Highly scalable and configurable

### STATUS QUO

<table>
<thead>
<tr>
<th>Excel</th>
</tr>
</thead>
</table>

### POINT SOLUTIONS

| Trintech |

### ERPs

- **SAP**
  - SolEx (Solution Extension)
- **NETSUITE**
- **ORACLE**
- **Other ERP Vendors**
  - **Hyperion**
  - **No Core Offering**
ERPs PROVIDE A LOT OF FUNCTIONALITY

- Order/Revenue Management
- Corporate Performance Management
- Procurement
- Consolidation
- Budget & Planning
- Human Resources
- Financial Reporting
- Business Intelligence
- Expense Management
- Payroll
- Treasury
- Finance Controls and Automation
- Customer Service
- ERP

BLACKLINE
“BEST OF BREED” PROVIDE SUPERIOR SOLUTIONS
RECOGNIZED INDUSTRY LEADER

Recognized as a Leader in Gartner’s Magic Quadrant for Cloud Financial Close Solutions 3 years in a row

1 Magic Quadrant for Cloud Financial Close Solutions, Gartner, 2016 – 2018
STRONG AND PASSIONATE MANAGEMENT TEAM

Therese Tucker  
Founder and Chief Executive Officer

Mark Partin  
Chief Financial Officer

Marc Huffman  
Chief Operating Officer

Karole Morgan-Prager  
Chief Legal and Administrative Officer

Mario Spanicciati  
Chief Strategy Officer

Max Solonski  
Chief Security Officer

Pete Hirsch  
Chief Technology Officer

Karen Flathers  
Chief Customer Officer

Tammy Coley  
Chief Transformation Officer

Andres Botero  
Chief Marketing Officer

Susan Otto  
Chief People Officer

Patrick Villanova  
Chief Accounting Officer
FINANCIAL HIGHLIGHTS

**High Growth Subscription Model**

- **26%**
- Q2’19 REVENUE GROWTH\(^1\)

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

**Compelling Expansion Model**

- **108%**
- DOLLAR-BASED NET REVENUE RETENTION AT 6/30/2019

  High predictability from successful land and expand strategy

**High Gross Margins**

- **83%**
- Q2’19 GROSS MARGIN (NON-GAAP)

  95% SaaS recurring revenue

**DEMONSTRATED OPERATING LEVERAGE**

- **8%**
- Q2’19 OPERATING MARGIN (NON-GAAP)

  Operating leverage driving profitability

---

\(^1\) YOY Growth as of 6/30/2019

See Appendix for GAAP financial measures and reconciliations.
CONSISTENT SUBSCRIPTION REVENUE GROWTH

Quarterly Revenue

$M

Q1'16 | Q2'16 | Q3'16 | Q4'16 | Q1'17 | Q2'17 | Q3'17 | Q4'17 | Q1'18 | Q2'18 | Q3'18 | Q4'18 | Q1'19 | Q2'19

$27  | $29  | $32  | $36  | $38  | $42  | $45  | $50  | $51  | $55  | $59  | $62  | $64  | $70  

CAGR\(^1\): 36%

CONSISTENT SUBSCRIPTION REVENUE GROWTH

Quarterly Customers and Users

Customer: 1,411, 1,523, 1,625, 1,758, 1,850, 1,978, 2,091, 2,208, 2,297, 2,402, 2,494, 2,631, 2,707, 2,813


\(^1\) Represents 2 year CAGR from 2016 to 2018

2017, 2018 Revenue under ASC 606 standard/ Prior periods are under ASC 605 standard
Average Revenue Per Customer - Total

$000's

Revenue per customer calculated as the revenue in a given period divided by the number of customers at the end of the period. 2017, 2018 Revenue under ASC 606 standard. All other periods are under ASC 605 standard.
Renewal Rates

Dollar-Based Revenue Renewal Rate for each period is calculated by dividing (a) the total actual annualized subscription and support revenue of customers contracts renewed for a given period by (b) the total annualized subscription and support revenue up for renewal of customer contracts expiring in that same period.

...AND CONSISTENTLY HIGH RENEWAL RATES
1 Reflects 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.

2 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 December 31, 2018 for each of our 2012, 2013, 2014, 2015, 2016, 2017, and 2018 customer cohorts represented an increase over the initial annualized subscription and support revenue for such customer cohorts, shown as the “CAGR” above.
STRONG GROSS MARGIN & DEMONSTRATED OPERATING LEVERAGE

Gross Margin\(^1\)
\((\% \text{ of Revenue})\)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>Q2'19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Margin(^1)</td>
<td>81%</td>
<td>81%</td>
<td>81%</td>
<td>82%</td>
<td>83%</td>
</tr>
</tbody>
</table>

Operating Income/(Loss) Margin\(^1\)
\((\% \text{ of Revenue})\)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>Q2'19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Income/(Loss) Margin(^1)</td>
<td>-10%</td>
<td>1%</td>
<td>2%</td>
<td>8%</td>
<td></td>
</tr>
</tbody>
</table>

Free Cash Flow Margin\(^1\)
\((\% \text{ of Revenue})\)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>Q2'19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free Cash Flow Margin(^1)</td>
<td>-8%</td>
<td>-1%</td>
<td>2%</td>
<td>9%</td>
<td></td>
</tr>
</tbody>
</table>

Sales & Marketing Expense\(^1\)
\((\% \text{ of Revenue})\)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>Q2'19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales &amp; Marketing Expense(^1)</td>
<td>61%</td>
<td>58%</td>
<td>51%</td>
<td>51%</td>
<td>47%</td>
</tr>
</tbody>
</table>

Research & Development Expense\(^1\)
\((\% \text{ of Revenue})\)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>Q2'19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research &amp; Development Expense(^1)</td>
<td>21%</td>
<td>16%</td>
<td>13%</td>
<td>12%</td>
<td>14%</td>
</tr>
</tbody>
</table>

General & Administrative Expense\(^1\)
\((\% \text{ of Revenue})\)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>Q2'19</th>
</tr>
</thead>
<tbody>
<tr>
<td>General &amp; Administrative Expense(^1)</td>
<td>20%</td>
<td>17%</td>
<td>16%</td>
<td>17%</td>
<td>14%</td>
</tr>
</tbody>
</table>

\(^1\)Indicates Non-GAAP metric.

2017, 2018 under ASC 606 standard/ Prior periods are under ASC 605 standard.
## Long-Term Target Model

<table>
<thead>
<tr>
<th>% of Revenue</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>LT Target Model</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Margin</td>
<td>82%</td>
<td>81%</td>
<td>81%</td>
<td>81%</td>
<td>82%</td>
<td>~80%</td>
</tr>
<tr>
<td>S&amp;M</td>
<td>48%</td>
<td>61%</td>
<td>58%</td>
<td>51%</td>
<td>51%</td>
<td>40% - 45%</td>
</tr>
<tr>
<td>R&amp;D</td>
<td>17%</td>
<td>21%</td>
<td>16%</td>
<td>13%</td>
<td>12%</td>
<td>10% - 12%</td>
</tr>
<tr>
<td>G&amp;A</td>
<td>17%</td>
<td>20%</td>
<td>17%</td>
<td>16%</td>
<td>17%</td>
<td>7% - 9%</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>0%</td>
<td>-21%</td>
<td>-10%</td>
<td>1%</td>
<td>2%</td>
<td>20%+</td>
</tr>
</tbody>
</table>

2017, 2018 under ASC 606 standard/ Prior periods are under ASC 605 standard. All metrics non-GAAP metrics.
GROWTH STRATEGY

DELIVER CUSTOMER VALUE
Be a strategic partner who leads our customers on their accounting and finance transformations

INTERNATIONAL EXPANSION
Grow footprint across Europe and Asia Pacific regions

LAND & EXPAND
Drive adoption of new solutions, entities and users across our 2,800+ enterprise and mid-market customers

EXTEND OUR ECOSYSTEM
Expand and strengthen our ERP, BPO, channel and consulting partnerships

CONTINUOUS INNOVATION
Build and enhance products to automate accounting everywhere
BLACKLINE HIGHLIGHTS

SaaS-Based Platform Modernizing Accounting & Finance

Large and Growing $18.5B Estimated Core TAM\(^1\) with Multiple Close Adjacencies

The Industry-Recognized Leader in Financial Close Solutions\(^2\)

Strong Competitive Moat Across Broad Customer Base

26% Topline Growth with 108% Dollar-based Net Revenue Retention\(^3\)

\(^1\) Source: Frost and Sullivan 2015 Report. In 2015, Frost & Sullivan estimated that the total addressable market ("TAM") for our seven then core products (Account Reconciliation, Task Management, Transaction Matching, Journal Entry, Variance Analysis, Consolidation Integrity Manager and Daily Reconciliation) would be approximately $18.5 billion by 2018. Actual TAM may vary materially from such estimate.

\(^2\) Based on Gartner Magic Quadrant for Cloud Financial Close Solutions, 2018.

APPENDIX MATERIALS
**NON-GAAP RECONCILIATIONS AND DEFINITIONS**

**NON-GAAP REVENUE, NON-GAAP GROSS PROFIT, AND FREE CASH FLOW ($ IN 000’S)**

<table>
<thead>
<tr>
<th>Non-GAAP Revenues</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Revenues</td>
<td>$26,581</td>
<td>$29,226</td>
<td>$32,196</td>
</tr>
<tr>
<td>Purchase Accounting Adjustment to Revenue</td>
<td>-</td>
<td>179</td>
<td>537</td>
</tr>
<tr>
<td>Total Non-GAAP Revenues</td>
<td>$26,581</td>
<td>$29,226</td>
<td>$32,196</td>
</tr>
</tbody>
</table>

**Non-GAAP Gross Profit**

<table>
<thead>
<tr>
<th>Non-GAAP Gross Profit</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Gross Profit</td>
<td>$19,821</td>
<td>$21,963</td>
<td>$24,095</td>
</tr>
<tr>
<td>Purchase Accounting Adjustment to Revenue</td>
<td>-</td>
<td>179</td>
<td>537</td>
</tr>
<tr>
<td>Amortization of Developed Technology</td>
<td>1,534</td>
<td>1,535</td>
<td>1,595</td>
</tr>
<tr>
<td>Total Non-GAAP Gross Profit</td>
<td>$21,280</td>
<td>$23,632</td>
<td>$26,879</td>
</tr>
</tbody>
</table>

**Free Cash Flow**

<table>
<thead>
<tr>
<th>Free Cash Flow</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flows from operating activities</td>
<td>($4,651)</td>
<td>$1,561</td>
<td>$4,139</td>
</tr>
<tr>
<td>Capitalized software development costs</td>
<td>(807)</td>
<td>(385)</td>
<td>(834)</td>
</tr>
<tr>
<td>Purchase of property and equipment</td>
<td>(409)</td>
<td>(463)</td>
<td>(463)</td>
</tr>
<tr>
<td>Financed purchases of property and equipment</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Free Cash Flow</td>
<td>($5,867)</td>
<td>$463</td>
<td>$2,879</td>
</tr>
</tbody>
</table>

**“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) ($ IN 000’S)**

<table>
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</tr>
</thead>
<tbody>
<tr>
<td>GAAP Loss from Operations</td>
<td>($9,799)</td>
<td>($8,259)</td>
<td>($7,167)</td>
<td>($8,709)</td>
<td>($7,056)</td>
<td>($6,843)</td>
<td>($12,208)</td>
<td>($4,218)</td>
<td>($7,586)</td>
<td>($8,831)</td>
<td>($5,821)</td>
<td>($6,424)</td>
<td>($8,322)</td>
<td>($5,078)</td>
<td>($16,179)</td>
<td>($34,812)</td>
<td>($33,834)</td>
<td>($30,409)</td>
<td>($29,834)</td>
</tr>
<tr>
<td>Purchase Accounting Adjustment to Revenue</td>
<td>-</td>
<td>-</td>
<td>179</td>
<td>537</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>4,952</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Stock-Based Compensation Expense</td>
<td>1,623</td>
<td>1,549</td>
<td>1,360</td>
<td>1,992</td>
<td>1,849</td>
<td>1,987</td>
<td>9,115</td>
<td>3,093</td>
<td>3,974</td>
<td>5,305</td>
<td>5,348</td>
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###Non-GAAP Net Income (Loss) attributable to BlackLine

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## NON-GAAP RECONCILIATIONS
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