BlackLine
Investor Presentation

As of August 6, 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 $18.5B
  Estimated TAM\(^1\) with
  Multiple Financial Close
  Adjacencies

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

- Strong Competitive
  Moat Across Broad
  Customer Base

- 20% Topline Revenue
  Growth with 108% Dollar-
  Based Net Revenue
  Retention\(^3\)

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\(^1\)Source: Frost and Sullivan/2018 TAM for Core Products.

\(^2\)Based on Gartner Magic Quadrant for Cloud Financial Close Solutions, September 2019

\(^3\)Q2 YoY Growth as of 06/30/2020. Retention rate as of 06/30/2020
Our Vision

To Lead Finance & Accounting Operations Worldwide Through **Strategic Finance Transformation**
81% of organizations believe their finance function is not operating at a level necessary to transform into a strategic role within their corporation.

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

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

Source: Ventana Research, 2019  
Source: EY Survey of Finance Leaders, 2016  
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

$18.5B

financial close market\(^1\)
comprised of 165,000 target customers

$321M BlackLine LTM revenue
comprised of ~3,100 customers \(^2\)

\(^1\)Source: Frost and Sullivan/2018 TAM for Core Products
\(^2\)As of June 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

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**Global Sales Deployment**

- BlackLine Direct Sales
- SAP Reseller through SolEx
- Partner Ecosystem (Channel, SIs, BPOs, ERP, Consulting)

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**Global Customer Team**

- Value Architects
- Professional Services
- Customer Success Management
- Digital Transformation Specialists (AIT)
- Support
- Community
Strength Across Geographies, Sectors & Sizes
Competitive Landscape

BLACKLINE

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

THE COMPETITION

Status Quo

Excel

Point Solutions

TRINTECH & #10fast

ERPs

SAP

BLACKLINE

SAP® Solution Extension

ORACLE

FCCS & ARCS

NETSUITE

BLACKLINE

OTHER ERP VENDORS

NO CORE OFFERING
ERPs Provide A Lot of Functionality
“Best of Breed” Provides Superior Solutions
BlackLine is a Recognized Industry Leader

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

Magic Quadrant for Cloud Financial Close Solutions

As of October 21, 2019
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

BLACKLINE
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 3,100+ 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

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19
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.
BlackLine’s SAP TAM with SolEx

~3,000
EMEA

~1,300
North America

~700
APJ

~9,000
SAP Customers > $1B

~4,000
Rest of World

*No Direct BL Presence
BlackLine Use Case for SAP S/4HANA Transition

Clear benefits to adding BlackLine before or during transition 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

Enables a More Successful Move to S/4HANA

- 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

<table>
<thead>
<tr>
<th>Transaction Matching</th>
<th>Smart Close</th>
<th>Intercompany Hub</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customers who are target candidates to add</td>
<td>2,800+</td>
<td>~800</td>
</tr>
<tr>
<td>Portion of this opportunity currently captured</td>
<td>21%</td>
<td>4%</td>
</tr>
</tbody>
</table>

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
- SAP

GLOBAL ALLIANCES
- EY
- Deloitte
- Capgemini

REGIONAL PARTNERS
- RGP
- RSM
- KPMG

SOLUTION PARTNERS
- ORACLE
- NETSUITE
- Microsoft Dynamics
- workiva

BPO PARTNERS
- genpact
- Cognizant
- IBM

Represents a sample of BlackLine’s partner ecosystem.
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

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

Compelling Expansion Model
High predictability from successful land and expand strategy

High Gross Margins
94% SaaS recurring revenue

Demonstrated Operating Leverage
Operating leverage driving profitability

20% Q2’20 Revenue Growth

108% Q2’20 Dollar-Based Net Revenue Retention Rate

82% Q2’20 Non-GAAP Gross Margin

13% Q2’20 Non-GAAP Operating Margin

¹Y/Y growth as of June 30, 2020. See appendix for GAAP financial measures and reconciliations.
Highly Visible Subscription Growth Model

Total Revenue

$M

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>$124</td>
</tr>
<tr>
<td>2017</td>
<td>$176</td>
</tr>
<tr>
<td>2018</td>
<td>$228</td>
</tr>
<tr>
<td>2019</td>
<td>$289</td>
</tr>
<tr>
<td>LTM 2Q20</td>
<td>$321</td>
</tr>
</tbody>
</table>

Subscription & Support Revenue

$M

<table>
<thead>
<tr>
<th>Year</th>
<th>Subscription &amp; Support Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>$118</td>
</tr>
<tr>
<td>2017</td>
<td>$167</td>
</tr>
<tr>
<td>2018</td>
<td>$217</td>
</tr>
<tr>
<td>2019</td>
<td>$272</td>
</tr>
<tr>
<td>LTM 2Q20</td>
<td>$300</td>
</tr>
</tbody>
</table>

Services Revenue

$M

<table>
<thead>
<tr>
<th>Year</th>
<th>Services Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>$4</td>
</tr>
<tr>
<td>2016</td>
<td>$6</td>
</tr>
<tr>
<td>2017</td>
<td>$9</td>
</tr>
<tr>
<td>2018</td>
<td>$10</td>
</tr>
<tr>
<td>2019</td>
<td>$17</td>
</tr>
<tr>
<td>LTM 2Q20</td>
<td>$21</td>
</tr>
</tbody>
</table>

2017-20 Revenue under ASC 606. All prior periods are under ASC 605 Standard.
Consistent Customer and User Growth

Customers

<table>
<thead>
<tr>
<th>Year</th>
<th>'000s</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>1,758</td>
</tr>
<tr>
<td>2017</td>
<td>2,208</td>
</tr>
<tr>
<td>2018</td>
<td>2,631</td>
</tr>
<tr>
<td>2019</td>
<td>3,024</td>
</tr>
<tr>
<td>LTM 2Q20</td>
<td>3,138</td>
</tr>
</tbody>
</table>

18% CAGR

Users

<table>
<thead>
<tr>
<th>Year</th>
<th>‘000s</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>167</td>
</tr>
<tr>
<td>2017</td>
<td>197</td>
</tr>
<tr>
<td>2018</td>
<td>223</td>
</tr>
<tr>
<td>2019</td>
<td>268</td>
</tr>
<tr>
<td>LTM 2Q20</td>
<td>277</td>
</tr>
</tbody>
</table>

16% CAGR
Strong Renewal Rate Driving Overall Retention Rate

Dollar-Based Revenue Renewal Rate

- 2016: 98%
- 2017: 97%
- 2018: 97%
- 2019: 98%
- 2Q20: 97%

Dollar-Based Net Revenue Retention Rate

- 2016: 116%
- 2017: 112%
- 2018: 108%
- 2019: 110%
- 2Q20: 108%

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.
High Gross Margins and Expanding Operating Leverage

Non-GAAP Gross Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>Subscription Gross Margin</th>
<th>Total Gross Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>84%</td>
<td>81%</td>
</tr>
<tr>
<td>2017</td>
<td>84%</td>
<td>81%</td>
</tr>
<tr>
<td>2018</td>
<td>85%</td>
<td>82%</td>
</tr>
<tr>
<td>2019</td>
<td>87%</td>
<td>83%</td>
</tr>
<tr>
<td>LTM 2Q20</td>
<td>87%</td>
<td>83%</td>
</tr>
</tbody>
</table>

Non-GAAP Operating Expenses as % of Revenue

<table>
<thead>
<tr>
<th>Year</th>
<th>S&amp;M</th>
<th>R&amp;D</th>
<th>G&amp;A</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>17%</td>
<td>80%</td>
<td>91%</td>
</tr>
<tr>
<td>2017</td>
<td>16%</td>
<td>16%</td>
<td>80%</td>
</tr>
<tr>
<td>2018</td>
<td>13%</td>
<td>12%</td>
<td>80%</td>
</tr>
<tr>
<td>2019</td>
<td>16%</td>
<td>16%</td>
<td>77%</td>
</tr>
<tr>
<td>LTM 2Q20</td>
<td>16%</td>
<td>16%</td>
<td>75%</td>
</tr>
</tbody>
</table>

2017-20 are under ASC 606. All prior periods are under ASC 605 Standard. See appendix for GAAP financial measures and reconciliations.
Demonstrated Improvement in Profitability & Cash Flow

Non-GAAP Net Income Margin\(^1\)

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>LTM 2Q20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin%</td>
<td>-13%</td>
<td>1%</td>
<td>2%</td>
<td>8%</td>
<td>10%</td>
</tr>
</tbody>
</table>

Free Cash Flow Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>LTM 2Q20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margin%</td>
<td>-8%</td>
<td>-1%</td>
<td>2%</td>
<td>2%</td>
<td>7%</td>
</tr>
</tbody>
</table>

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.

\(^1\)See appendix for GAAP financial measures and reconciliations. 2017-19 values have been adjusted for the non-cash, income tax revision.
# Target Operating Model

<table>
<thead>
<tr>
<th>% of Revenue</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>Target Model</th>
</tr>
</thead>
<tbody>
<tr>
<td>Services Revenue</td>
<td>5%</td>
<td>4%</td>
<td>4%</td>
<td>5%</td>
<td>5%</td>
<td>6%</td>
<td>6% - 10%</td>
</tr>
<tr>
<td>Gross Margin¹</td>
<td>82%</td>
<td>81%</td>
<td>81%</td>
<td>81%</td>
<td>82%</td>
<td>83%</td>
<td>~80%</td>
</tr>
<tr>
<td>S&amp;M¹</td>
<td>48%</td>
<td>61%</td>
<td>58%</td>
<td>51%</td>
<td>51%</td>
<td>48%</td>
<td>40% - 45%</td>
</tr>
<tr>
<td>R&amp;D¹</td>
<td>17%</td>
<td>21%</td>
<td>16%</td>
<td>13%</td>
<td>12%</td>
<td>13%</td>
<td>10% - 12%</td>
</tr>
<tr>
<td>G&amp;A¹</td>
<td>17%</td>
<td>20%</td>
<td>17%</td>
<td>16%</td>
<td>17%</td>
<td>16%</td>
<td>7% - 9%</td>
</tr>
<tr>
<td>Operating Margin¹</td>
<td>0%</td>
<td>(21)%</td>
<td>(10)%</td>
<td>1%</td>
<td>2%</td>
<td>6%</td>
<td>20%+</td>
</tr>
</tbody>
</table>

17-19 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)

#### “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 Revenues

<table>
<thead>
<tr>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Revenues</td>
<td>$51,284</td>
<td>$55,454</td>
<td>$58,734</td>
<td>$62,316</td>
<td>$64,129</td>
<td>$69,664</td>
<td>$74,925</td>
<td>$80,258</td>
<td>$82,598</td>
<td>$83,272</td>
<td>$83,607</td>
<td>$123,123</td>
<td>$175,603</td>
<td>$227,788</td>
<td>$288,976</td>
</tr>
<tr>
<td>Purchase Accounting Adjustment to Revenue</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>716</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Total Non-GAAP Revenues</td>
<td>$51,284</td>
<td>$55,454</td>
<td>$58,734</td>
<td>$62,316</td>
<td>$64,129</td>
<td>$69,664</td>
<td>$74,925</td>
<td>$80,258</td>
<td>$82,598</td>
<td>$83,272</td>
<td>$83,607</td>
<td>$123,123</td>
<td>$175,603</td>
<td>$227,788</td>
<td>$288,976</td>
</tr>
</tbody>
</table>

### Non-GAAP Gross Profit

<table>
<thead>
<tr>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Gross Profit</td>
<td>$39,678</td>
<td>$43,588</td>
<td>$45,217</td>
<td>$48,431</td>
<td>$50,511</td>
<td>$54,720</td>
<td>$59,633</td>
<td>$65,137</td>
<td>$66,533</td>
<td>$66,529</td>
<td>$60,878</td>
<td>$92,912</td>
<td>$134,218</td>
<td>$176,914</td>
<td>$230,001</td>
</tr>
<tr>
<td>Purchase Accounting Adjustment to Revenue</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>716</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Amortization of Developed Technology</td>
<td>1,715</td>
<td>1,708</td>
<td>1,721</td>
<td>1,719</td>
<td>1,711</td>
<td>1,999</td>
<td>175</td>
<td>175</td>
<td>176</td>
<td>6,139</td>
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<td>4,814</td>
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### Free Cash Flow

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<tr>
<td>Purchases of intangible assets</td>
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**"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)

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<td>3,083</td>
<td>3,077</td>
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<td>12,505</td>
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<td>9,456</td>
<td>12,616</td>
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<td>6,526</td>
<td>16,044</td>
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<td>809</td>
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<tr>
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<td>818</td>
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<td><strong>Total Non-GAAP Income (Loss) From Operations</strong></td>
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<td>Stock-Based Compensation Expense</td>
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1. 2017-2019 net income (loss) attributable to BlackLine has been adjusted for the non-cash, income tax revision.
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<td><strong>GAAP General and Administrative Expense</strong></td>
<td>$11,082</td>
<td>$12,458</td>
<td>$11,268</td>
<td>$12,380</td>
<td>$13,679</td>
<td>$12,677</td>
<td>$14,088</td>
<td>$15,613</td>
<td>$17,338</td>
<td>$16,182</td>
<td>$20,928</td>
<td>$27,911</td>
<td>$36,786</td>
<td>$47,188</td>
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<td><strong>Amortization of Intangible Assets</strong></td>
<td>639</td>
<td>638</td>
<td>597</td>
<td>399</td>
<td>398</td>
<td>399</td>
<td>400</td>
<td>399</td>
<td>478</td>
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<td>2,532</td>
<td>2,591</td>
<td>2,273</td>
<td>1,596</td>
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<td><strong>Stock-Based Compensation Expense</strong></td>
<td>1,270</td>
<td>1,728</td>
<td>1,638</td>
<td>1,750</td>
<td>1,626</td>
<td>2,060</td>
<td>2,736</td>
<td>2,698</td>
<td>2,511</td>
<td>3,598</td>
<td>2,025</td>
<td>2,512</td>
<td>3,317</td>
<td>6,386</td>
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<td><strong>Change in Fair Value of Contingent Consideration</strong></td>
<td>112</td>
<td>78</td>
<td>97</td>
<td>163</td>
<td>(9)</td>
<td>193</td>
<td>129</td>
<td>(267)</td>
<td>145</td>
<td>(221)</td>
<td>41</td>
<td>371</td>
<td>628</td>
<td>450</td>
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<td>(380)</td>
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<td><strong>Acquisition Related Costs</strong></td>
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<tr>
<td><strong>Secondary offering Costs</strong></td>
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<td><strong>NON-GAAP General and Administrative Expense</strong></td>
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<td>$8,936</td>
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<td>$12,327</td>
<td>$16,396</td>
<td>$20,914</td>
<td>$28,623</td>
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