

Procore Technologies, Inc.
Condensed Consolidated Statements of Operations *(unaudited)*

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
	(in thousands, except share and per share amounts)			
Revenue	\$ 323,919	\$ 284,347	\$ 634,551	\$ 553,775
Cost of revenue ⁽¹⁾⁽²⁾⁽³⁾	67,732	48,101	132,658	93,824
Gross profit	256,187	236,246	501,893	459,951
Operating expenses				
Sales and marketing ⁽¹⁾⁽²⁾⁽³⁾⁽⁴⁾	141,897	127,922	280,581	248,916
Research and development ⁽¹⁾⁽²⁾⁽³⁾⁽⁴⁾	88,902	72,308	176,511	142,907
General and administrative ⁽¹⁾⁽³⁾⁽⁴⁾	55,655	50,792	111,313	101,810
Total operating expenses	286,454	251,022	568,405	493,633
Loss from operations	(30,267)	(14,776)	(66,512)	(33,682)
Interest income	5,015	5,814	11,012	11,752
Interest expense	(298)	(472)	(583)	(951)
Accretion income, net	2,027	3,761	4,474	6,849
Other income (expense), net	2,023	(148)	2,414	(492)
Loss before (benefit from) provision for income taxes	(21,500)	(5,821)	(49,195)	(16,524)
(Benefit from) provision for income taxes	(411)	490	4,883	753
Net loss	\$ (21,089)	\$ (6,311)	\$ (54,078)	\$ (17,277)
Net loss per share attributable to common stockholders, basic and diluted	\$ (0.14)	\$ (0.04)	\$ (0.36)	\$ (0.12)
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted	149,663,744	146,938,942	149,829,900	146,207,469

- (1) Includes stock-based compensation expense and amortization of capitalized stock-based compensation as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
	(in thousands)			
Cost of revenue	\$ 5,868	\$ 3,683	\$ 11,136	\$ 6,868
Sales and marketing	17,589	15,671	32,539	28,691
Research and development	21,237	17,628	39,661	31,363
General and administrative	13,718	13,961	26,100	25,690
Total stock-based compensation expense*	\$ 58,412	\$ 50,943	\$ 109,436	\$ 92,612

*Includes amortization of capitalized stock-based compensation of \$2.8 million and \$1.7 million, respectively, for the three months ended June 30, 2025 and 2024; and \$5.6 million and \$3.3 million, respectively, for the six months ended June 30, 2025 and 2024; which was initially capitalized as capitalized software and cloud-computing arrangement implementation costs.

- (2) Includes amortization of acquired intangible assets as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
	(in thousands)			
Cost of revenue	\$ 8,015	\$ 6,156	\$ 15,617	\$ 12,041
Sales and marketing	3,346	3,145	6,651	6,251
Research and development	658	665	1,290	1,340
Total amortization of acquired intangible assets	\$ 12,019	\$ 9,966	\$ 23,558	\$ 19,632

- (3) Includes employer payroll tax on employee stock transactions as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
	(in thousands)			
Cost of revenue	\$ 200	\$ 161	\$ 461	\$ 373
Sales and marketing	748	788	1,879	2,052
Research and development	1,103	900	2,829	2,568
General and administrative	462	494	1,345	1,539
Total employer payroll tax on employee stock transactions	\$ 2,513	\$ 2,343	\$ 6,514	\$ 6,532

- (4) Includes acquisition-related expenses as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
	(in thousands)			
Sales and marketing	\$ 138	\$ 1,000	\$ 794	\$ 1,448
Research and development	695	—	1,744	—
General and administrative	166	563	541	563
Total acquisition-related expenses	\$ 999	\$ 1,563	\$ 3,079	\$ 2,011

Procore Technologies, Inc.
Condensed Consolidated Balance Sheets *(unaudited)*

	June 30, 2025	December 31, 2024
	(in thousands)	
Assets		
Current assets		
Cash and cash equivalents	\$ 324,262	\$ 437,722
Marketable securities, current	296,618	337,673
Accounts receivable, net	194,103	246,472
Contract cost asset, current	43,439	33,922
Prepaid expenses and other current assets	54,098	44,090
Total current assets	912,520	1,099,879
Marketable securities, non-current	85,869	46,042
Capitalized software development costs, net	127,755	112,321
Property and equipment, net	44,023	43,592
Right of use assets - finance leases	20,521	31,727
Right of use assets - operating leases	33,093	28,790
Contract cost asset, non-current	59,033	47,505
Intangible assets, net	125,974	120,946
Goodwill	574,105	549,651
Other assets	21,208	20,918
Total assets	\$ 2,004,101	\$ 2,101,371
Liabilities and Stockholders' Equity		
Current liabilities		
Accounts payable	\$ 20,159	\$ 33,146
Accrued expenses	97,561	88,740
Deferred revenue, current	560,598	584,719
Other current liabilities	27,565	21,427
Total current liabilities	705,883	728,032
Deferred revenue, non-current	4,467	5,815
Finance lease liabilities, non-current	27,455	41,352
Operating lease liabilities, non-current	37,678	32,697
Other liabilities, non-current	11,019	5,122
Total liabilities	786,502	813,018
Stockholders' equity		
Common stock	15	15
Additional paid-in capital	2,517,880	2,535,868
Accumulated other comprehensive loss	(1,425)	(2,737)
Accumulated deficit	(1,298,871)	(1,244,793)
Total stockholders' equity	1,217,599	1,288,353
Total liabilities and stockholders' equity	\$ 2,004,101	\$ 2,101,371

Remaining performance obligation:

The following table presents our current and non-current RPO at the end of each period:

	June 30,		Change	
	2025	2024	Dollar	Percent
	(dollars in thousands)			
Remaining performance obligations				
Current	\$ 879,489	\$ 724,832	\$ 154,657	21%
Non-current	464,268	310,381	153,887	50%
Total remaining performance obligations	\$ 1,343,757	\$ 1,035,213	\$ 308,544	30%

Procore Technologies, Inc.
Condensed Consolidated Statements of Cash Flows *(unaudited)*

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
(in thousands)				
Operating activities				
Net loss	\$ (21,089)	\$ (6,311)	\$ (54,078)	\$ (17,277)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities				
Stock-based compensation	55,591	49,225	103,870	89,357
Depreciation and amortization	27,237	20,843	54,092	40,894
Accretion of discounts on marketable debt securities, net	(1,870)	(3,661)	(4,295)	(6,749)
Abandonment of long-lived assets	2,101	312	2,455	580
Noncash operating lease expense	1,374	2,259	2,929	4,993
Unrealized foreign currency (gain) loss, net	(1,014)	(365)	(2,150)	714
Deferred income taxes	(647)	1	1,568	2
(Benefit from) provision for credit losses	(57)	216	(966)	405
Decrease (increase) in fair value of strategic investments	(41)	118	183	(641)
Changes in operating assets and liabilities, net of effect of asset acquisitions and business combinations				
Accounts receivable	(31,709)	(19,019)	54,618	48,994
Deferred contract cost assets	(13,606)	(1,662)	(20,175)	(2,089)
Prepaid expenses and other assets	(1,782)	494	(9,236)	(190)
Accounts payable	(1,903)	10,124	(12,973)	13,279
Accrued expenses and other liabilities	21,512	3,707	11,632	(30,447)
Deferred revenue	(1,741)	3,231	(28,309)	(10,877)
Operating lease liabilities	(1,528)	(817)	(2,309)	(3,108)
Net cash provided by operating activities	30,828	58,695	96,856	127,840
Investing activities				
Purchases of property and equipment	(2,975)	(1,874)	(7,008)	(3,963)
Capitalized software development costs	(17,226)	(10,218)	(32,557)	(19,732)
Purchases of strategic investments, net	(352)	(862)	(902)	(1,072)
Purchases of marketable securities	(84,008)	(222,940)	(218,606)	(324,374)
Maturities of marketable securities	87,872	118,798	223,659	226,099
Customer repayments of materials financing	—	202	—	1,483
Business combinations, net of cash acquired	(262)	(25,945)	(41,515)	(25,945)
Asset acquisitions, net of cash acquired	—	(3,787)	(3,533)	(3,792)
Net cash used in investing activities	(16,951)	(146,626)	(80,462)	(151,296)
Financing activities				
Proceeds from stock option exercises	5,293	2,790	7,607	9,915
Proceeds from employee stock purchase plan	14,404	13,187	14,404	13,187
Repurchases of common stock	(3,131)		(103,160)	
Payment of tax withholding for net share settlement	(21,578)		(49,855)	
Principal payments under finance lease agreements, net of proceeds from lease incentives	(412)	(220)	(800)	(669)
Net cash (used in) provided by financing activities	(5,424)	15,757	(131,804)	22,433
Net increase (decrease) in cash and cash equivalents	8,453	(72,174)	(115,410)	(1,023)
Effect of exchange rate changes on cash	2,075	757	1,950	(528)
Cash and cash equivalents, beginning of period	313,734	427,656	437,722	357,790
Cash and cash equivalents, end of period	\$ 324,262	\$ 356,239	\$ 324,262	\$ 356,239

Procore Technologies, Inc.
Reconciliation of GAAP to Non-GAAP Financial Measures *(unaudited)*

Reconciliation of gross profit and gross margin to non-GAAP gross profit and non-GAAP gross margin:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
	(dollars in thousands)			
Revenue	\$ 323,919	\$ 284,347	\$ 634,551	\$ 553,775
Gross profit	256,187	236,246	501,893	459,951
Stock-based compensation expense	5,868	3,683	11,136	6,868
Amortization of acquired technology intangible assets	8,015	6,156	15,617	12,041
Employer payroll tax on employee stock transactions	200	161	461	373
Non-GAAP gross profit	\$ 270,270	\$ 246,246	\$ 529,107	\$ 479,233
Gross margin	79%	83%	79%	83%
Non-GAAP gross margin	83%	87%	83%	87%

Reconciliation of operating expenses to non-GAAP operating expenses:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
	(dollars in thousands)			
Revenue	\$ 323,919	\$ 284,347	\$ 634,551	\$ 553,775
GAAP sales and marketing	141,897	127,922	280,581	248,916
Stock-based compensation expense	(17,589)	(15,671)	(32,539)	(28,691)
Amortization of acquired intangible assets	(3,346)	(3,145)	(6,651)	(6,251)
Employer payroll tax on employee stock transactions	(748)	(788)	(1,879)	(2,052)
Acquisition-related expenses	(138)	(1,000)	(794)	(1,448)
Non-GAAP sales and marketing	\$ 120,076	\$ 107,318	\$ 238,718	\$ 210,474
GAAP sales and marketing as a percentage of revenue	44%	45%	44%	45%
Non-GAAP sales and marketing as a percentage of revenue	37%	38%	38%	38%
GAAP research and development	\$ 88,902	\$ 72,308	\$ 176,511	\$ 142,907
Stock-based compensation expense	(21,237)	(17,628)	(39,661)	(31,363)
Amortization of acquired intangible assets	(658)	(665)	(1,290)	(1,340)
Employer payroll tax on employee stock transactions	(1,103)	(900)	(2,829)	(2,568)
Acquisition-related expenses	(695)	—	(1,744)	—
Non-GAAP research and development	\$ 65,209	\$ 53,115	\$ 130,987	\$ 107,636
GAAP research and development as a percentage of revenue	27%	25%	28%	26%
Non-GAAP research and development as a percentage of revenue	20%	19%	21%	19%
GAAP general and administrative	\$ 55,655	\$ 50,792	\$ 111,313	\$ 101,810
Stock-based compensation expense	(13,718)	(13,961)	(26,100)	(25,690)
Employer payroll tax on employee stock transactions	(462)	(494)	(1,345)	(1,539)
Acquisition-related expenses	(166)	(563)	(541)	(563)
Non-GAAP general and administrative	\$ 41,309	\$ 35,774	\$ 83,327	\$ 74,018
GAAP general and administrative as a percentage of revenue	17%	18%	18%	18%
Non-GAAP general and administrative as a percentage of revenue	13%	13%	13%	13%

Reconciliation of income from operations and operating margin to non-GAAP income from operations and non-GAAP operating margin:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
	(dollars in thousands)			
Revenue	\$ 323,919	\$ 284,347	\$ 634,551	\$ 553,775
Loss from operations	(30,267)	(14,776)	(66,512)	(33,682)
Stock-based compensation expense	58,412	50,943	109,436	92,612
Amortization of acquired intangible assets	12,019	9,966	23,558	19,632
Employer payroll tax on employee stock transactions	2,513	2,343	6,514	6,532
Acquisition-related expenses	999	1,563	3,079	2,011
Non-GAAP income from operations	\$ 43,676	\$ 50,039	\$ 76,075	\$ 87,105
Operating margin	(9%)	(5%)	(10%)	(6%)
Non-GAAP operating margin	13%	18%	12%	16%

Reconciliation of net loss and net loss per share to non-GAAP net income and non-GAAP net income per share:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
	(in thousands, except share and per share amounts)			
Revenue	\$ 323,919	\$ 284,347	\$ 634,551	\$ 553,775
Net loss	(21,089)	(6,311)	(54,078)	(17,277)
Stock-based compensation expense	58,412	50,943	109,436	92,612
Amortization of acquired intangible assets	12,019	9,966	23,558	19,632
Employer payroll tax on employee stock transactions	2,513	2,343	6,514	6,532
Acquisition-related expenses	999	1,563	3,079	2,011
Non-GAAP net income	\$ 52,854	\$ 58,504	\$ 88,509	\$ 103,510
Numerator:				
Non-GAAP net income	\$ 52,854	\$ 58,504	\$ 88,509	\$ 103,510
Denominator:				
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic	149,663,744	146,938,942	149,829,900	146,207,469
Effect of dilutive securities: Employee stock awards	3,149,309	4,653,396	4,324,779	5,349,382
Weighted-average shares used in computing net income per share attributable to common stockholders, diluted	152,813,053	151,592,338	154,154,679	151,556,851
GAAP net loss per share, basic	\$ (0.14)	\$ (0.04)	\$ (0.36)	\$ (0.12)
GAAP net loss per share, diluted	\$ (0.14)	\$ (0.04)	\$ (0.36)	\$ (0.12)
Non-GAAP net income per share, basic	\$ 0.35	\$ 0.40	\$ 0.59	\$ 0.71
Non-GAAP net income per share, diluted	\$ 0.35	\$ 0.39	\$ 0.57	\$ 0.68

Computation of free cash flow:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
	(in thousands)			
Net cash provided by operating activities	\$ 30,828	\$ 58,695	\$ 96,856	\$ 127,840
Purchases of property, plant, and equipment	(2,975)	(1,874)	(7,008)	(3,963)
Capitalized software development costs	(17,226)	(10,218)	(32,557)	(19,732)
Non-GAAP free cash flow	\$ 10,627	\$ 46,603	\$ 57,291	\$ 104,145