Procore Technologies, Inc. Condensed Consolidated Statements of Operations

(unaudited)

		Three Mon			Υe	ear Ended D	ece	ember 31,
(in thousands, except share and per share amounts)		2022	2021		2022			2021
Revenue	\$	202,053	\$	146,103	\$	720,203	\$	514,821
Cost of revenue (1)(2)(3)(4)		40,570		29,767		148,416		98,312
Gross profit		161,483		116,336		571,787		416,509
Operating expenses:								
Sales and marketing (1)(2)(3)(4)		118,170		84,285		424,976		308,511
Research and development (1)(2)(3)(4)		75,413		60,671		270,982		237,290
General and administrative (1)(3)(4)		43,102		45,830		166,283		156,635
Total operating expenses		236,685		190,786		862,241		702,436
Loss from operations		(75,202)		(74,450)		(290,454)		(285,927)
Interest income		4,966		74		7,861		175
Interest expense		(499)		(568)		(2,135)		(2,328)
Other (expense) income, net		(692)		37		(1,737)		(843)
Loss before (benefit from) provision for income taxes		(71,427)		(74,907)		(286,465)		(288,923)
(Benefit from) provision for income taxes		(243)		(23,935)		466		(23,758)
Net loss	\$	(71,184)	\$	(50,972)	\$	(286,931)	\$	(265,165)
Net loss per share attributable to common stockholders, basic and diluted	\$	(0.51)	\$	(0.38)	\$	(2.10)	\$	(2.86)
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted	13	38,415,280	1	32,892,072	1;	36,525,728	<u></u>	2,673,453

(1) Includes stock-based compensation expense as follows:

	 Three Mon Decem				Year I Decem	
	 2022 202				2022	2021
	_		(in thou	ısan	ids)	
Cost of revenue	\$ 1,914	\$	1,336	\$	7,253	\$ 8,094
Sales and marketing	15,046		11,470		53,397	68,755
Research and development	19,352		15,413		63,262	85,040
General and administrative	 10,693		13,013		38,974	65,272
Total stock-based compensation expense	\$ 47,005	\$	41,232	\$	162,886	\$ 227,161

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

		Three Mon Decem				Year I Decem		
	2022 2021 2022				2021			
	(in thou					ds)		
Cost of revenue	\$	5,493	\$	4,264	\$	22,428	\$	7,522
Sales and marketing		3,107		2,251		12,425		3,600
Research and development		854		904		3,528		2,674
Total amortization of acquired intangible assets	\$	9,454	\$	7,419	\$	38,381	\$	13,796

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

	1	Three Mon Decem				Year I Decem		
		2022 2021			2022			2021
				(in thou	ısan	ds)		
Cost of revenue	\$	60	\$	57	\$	308	\$	457
Sales and marketing		348		495		1,955		2,325
Research and development		286		398		2,474		2,606
General and administrative		171		242		1,202		1,127
Total employer payroll tax on employee stock								
transactions	\$	865	\$	1,192	\$	5,939	\$	6,515

(4) Includes acquisition-related expenses as follows:

	 Three Mon Decem				Year I Decem		
	2022 2021		2021		2022		2021
	 		(in thou	ısan	ds)	-	
Cost of revenue	\$ -	\$	2	\$	-	\$	2
Sales and marketing	655		378		1,725		488
Research and development	1,679		906		5,549		1,348
General and administrative	6		4,528		2,128		7,442
Total acquisition-related expenses	\$ 2,340	\$	5,814	\$	9,402	\$	9,280

Procore Technologies, Inc. Condensed Consolidated Balance Sheets

(unaudited)

Current assets			Decem	ber 3	1 ,
Current assets \$ 296,712 \$ 586,108 Cash and cash equivalents \$ 285,493 - Accounts receivable, net 148,683 113,977 Contract cost asset, current 23,600 17,030 Prepaid expenses and other current assets 44,731 35,173 Total current assets 799,219 752,288 Capitalized software development costs, net 58,577 27,062 Property and equipment, net 39,193 36,837 Right of use assets - finance leases 37,026 39,623 Right of use assets - operating leases 41,494 44,652 Contract cost asset, non-current 40,477 25,889 Intangible assets, non-current 162,953 201,977 Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets 1,740,410 1,690,657 Liabilities 39,635 301,557 Other current liabilities 21,639 20,750 Total current liabilities 396,535 301,557 Other current liabili	(in thousands)		2022		2021
Cash and cash equivalents \$ 296,712 \$ 586,108 Marketable securities 285,493 - Accounts receivable, net 148,683 113,977 Contract cost asset, current 23,600 17,030 Prepaid expenses and other current assets 44,731 35,173 Total current assets 799,219 752,288 Capitalized software development costs, net 58,577 27,062 Property and equipment, net 39,193 36,837 Right of use assets - finance leases 37,026 39,623 Right of use assets - operating leases 41,934 44,052 Contract cost asset, non-current 40,477 25,889 Intangible assets, net 162,953 201,977 Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets 21,903 22,007 Liabilities and Stockholders' Equity 396,555 301,557 Current liabilities 9,9182 65,907 Accrued expenses 99,182 65,907 Obeferred revenue, cu	Assets				
Marketable securities 285,493 - Accounts receivable, net 148,683 113,977 Contract cost asset, current 23,600 17,030 Prepaid expenses and other current assets 44,731 35,173 Total current assets 799,219 752,288 Capitalized software development costs, net 89,193 36,837 Right of use assets - finance leases 37,026 39,623 Right of use assets - operating leases 41,934 44,052 Contract cost asset, non-current 40,477 25,889 Intangible assets, net 162,953 201,977 Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets 1,740,410 1,690,657 Liabilities and Stockholders' Equity 1,740,410 1,690,657 Liabilities and Stockholders' Equity 39,182 65,907 Deferred revenue, current 39,535 301,557 Other liabilities 21,639 20,750 Other current liabilities 21,639 20,750	Current assets				
Accounts receivable, net 148,683 113,977 Contract cost asset, current 23,600 17,030 Prepaid expenses and other current assets 44,731 35,173 Total current assets 799,219 752,288 Capitalized software development costs, net 58,577 27,062 Property and equipment, net 39,193 36,837 Right of use assets - finance leases 37,026 39,623 Right of use assets - operating leases 41,934 44,052 Contract cost asset, non-current 40,477 25,889 Intangible assets, net 162,953 20,1977 Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets 1,740,410 1,690,657 Liabilities and Stockholders' Equity 41,282 15,490 Accounts payable 14,282 15,490 Accrued expenses 99,182 65,907 Obeferred revenue, current 396,535 301,557 Other current liabilities 531,638 403,704 Deferred reve	Cash and cash equivalents	\$	296,712	\$	586,108
Contract cost asset, current 23,600 17,030 Prepaid expenses and other current assets 44,731 35,173 Total current assets 799,219 752,288 Capitalized software development costs, net 58,577 27,062 Property and equipment, net 39,193 36,837 Right of use assets - finance leases 37,026 39,623 Right of use assets, net operating leases 41,934 44,062 Contract cost asset, non-current 40,477 25,889 Intangible assets, net 162,953 201,977 Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets 21,903 22,007 Liabilities 34,740,410 \$1,690,657 Liabilities 4 4,282 \$15,490 Accrued expenses 99,182 65,907 Accrued expenses 99,182 65,907 Deferred revenue, current 52,78 4,024 Finance lease liabilities, non-current 5,278 4,024 Finance lease liabilities			285,493		-
Prepaid expenses and other current assets 44,731 35,173 Total current assets 799,219 752,288 Capitalized software development costs, net 58,577 27,062 Property and equipment, net 39,193 36,837 Right of use assets - finance leases 37,026 39,623 Right of use assets - operating leases 41,934 44,052 Contract cost asset, non-current 40,477 25,889 Intangible assets, net 162,953 201,977 Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets 1,740,410 1,690,657 Liabilities and Stockholders' Equity 31,690,657 Current liabilities 9,182 65,907 Accounts payable \$14,282 15,490 Accured expenses 99,182 65,907 Other current liabilities 21,639 20,750 Total current liabilities 531,638 403,704 Deferred revenue, non-current 53,635 30,657 Total current liabilities, non-current <td>Accounts receivable, net</td> <td></td> <td>148,683</td> <td></td> <td>113,977</td>	Accounts receivable, net		148,683		113,977
Total current assets 799,219 752,288 Capitalized software development costs, net 58,577 27,062 Property and equipment, net 39,193 36,837 Right of use assets - finance leases 37,026 39,623 Right of use assets - operating leases 41,934 44,052 Contract cost asset, non-current 40,477 25,889 Intangible assets, net 162,953 201,977 Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets 21,903 22,007 Total assets 21,903 22,007 Labilities and Stockholders' Equity *** *** Current liabilities 99,182 65,907 Accounts payable \$14,282 \$15,490 Accured expenses 99,182 65,907 Other current liabilities 21,639 20,750 Total current liabilities 531,638 403,704 Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 38,087 </td <td>Contract cost asset, current</td> <td></td> <td>23,600</td> <td></td> <td>17,030</td>	Contract cost asset, current		23,600		17,030
Capitalized software development costs, net 58,577 27,062 Property and equipment, net 39,193 36,837 Right of use assets - finance leases 37,026 39,623 Right of use assets - operating leases 41,934 44,052 Contract cost asset, non-current 40,477 25,889 Intangible assets, net 162,953 201,977 Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets 12,903 22,007 Liabilities and Stockholders' Equity *** *** Current liabilities 9,182 56,907 Accounts payable *** 14,282 *** 15,490 Accrued expenses 99,182 65,907 Object red revenue, current 396,535 301,557 Other current liabilities 21,639 20,750 *** Total current liabilities 51,638 403,704 *** Deferred revenue, non-current 5,278 4,024 *** Finance lease liabilities, non-current 3,049	Prepaid expenses and other current assets		44,731		35,173
Property and equipment, net 39,193 36,837 Right of use assets - finance leases 37,026 39,623 Right of use assets - operating leases 41,934 44,052 Contract cost asset, non-current 40,477 25,889 Intangible assets, net 162,953 201,977 Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets 1,740,410 1,690,657 Liabilities and Stockholders' Equity **** Current liabilities** Accounts payable *** Accounts payable *** Accounts payable *** Accured expenses *** 99,182 65,907 Deferred revenue, current ** 396,535 301,557 Other current liabilities 21,639 20,750 Total current liabilities 531,638 403,704 Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities, non-current 3,049 4,723 Total liabilities, non-current 62,3630 501,368 <	Total current assets		799,219		752,288
Property and equipment, net 39,193 36,837 Right of use assets - finance leases 37,026 39,623 Right of use assets - operating leases 41,934 44,052 Contract cost asset, non-current 40,477 25,889 Intangible assets, net 162,953 201,977 Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets 1,740,410 1,690,657 Liabilities and Stockholders' Equity Total counts payable 14,282 15,490 Accounts payable 14,282 15,490 Accrued expenses 99,182 65,907 Deferred revenue, current 396,535 301,557 Other current liabilities 21,639 20,750 Total current liabilities, non-current 531,638 403,704 Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities, non-current 3,049 4,723 <td>Capitalized software development costs, net</td> <td></td> <td>58,577</td> <td></td> <td>27,062</td>	Capitalized software development costs, net		58,577		27,062
Right of use assets - operating leases 41,934 44,052 Contract cost asset, non-current 40,477 25,889 Intangible assets, net 162,953 201,977 Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets 1,740,410 1,690,657 Liabilities and Stockholders' Equity Current liabilities Accounts payable 14,282 15,490 Accrued expenses 99,182 65,907 Deferred revenue, current 396,535 301,557 Other current liabilities 21,639 20,750 Total current liabilities 531,638 403,704 Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 38,087 41,573 Other liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities, non-current 3,049 4,723 <td< td=""><td>Property and equipment, net</td><td></td><td>39,193</td><td></td><td>36,837</td></td<>	Property and equipment, net		39,193		36,837
Contract cost asset, non-current 40,477 25,889 Intangible assets, net 162,953 201,977 Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets 1,740,410 1,690,657 Liabilities and Stockholders' Equity Current liabilities Accounts payable 14,282 15,490 Accrued expenses 99,182 65,907 Deferred revenue, current 396,535 301,557 Other current liabilities 21,639 20,750 Total current liabilities, non-current 5,278 4,024 Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity 41 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total sto	Right of use assets - finance leases		37,026		39,623
Intangible assets, net 162,953 201,977 Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets \$1,740,410 1,690,657 Liabilities and Stockholders' Equity Current liabilities Accounts payable \$14,282 \$15,490 Accrued expenses 99,182 65,907 Deferred revenue, current 396,535 301,557 Other current liabilities 21,639 20,750 Total current liabilities, non-current 5,278 4,024 Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity 4 13 Common stock 14 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit	Right of use assets - operating leases		41,934		44,052
Goodwill 539,128 540,922 Other assets 21,903 22,007 Total assets \$1,740,410 1,690,657 Liabilities and Stockholders' Equity Current liabilities Accounts payable \$14,282 \$15,490 Accrued expenses 99,182 65,907 Obeferred revenue, current 396,535 301,557 Other current liabilities 21,639 20,750 Total current liabilities 531,638 403,704 Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 38,087 41,573 Other liabilities 623,630 501,368 Stockholders' equity 4 13 Common stock 14 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Contract cost asset, non-current		40,477		25,889
Other assets 21,903 22,007 Total assets \$ 1,740,410 \$ 1,690,657 Liabilities and Stockholders' Equity Current liabilities Accounts payable \$ 14,282 15,490 Accrued expenses 99,182 66,907 Deferred revenue, current 396,535 301,557 Other current liabilities 21,639 20,750 Total current liabilities 531,638 403,704 Deferred revenue, non-current 52,78 4,024 Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 38,087 41,573 Other liabilities 33,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity 4 13 Common stock 14 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity <td>Intangible assets, net</td> <td></td> <td>162,953</td> <td></td> <td>201,977</td>	Intangible assets, net		162,953		201,977
Total assets \$ 1,740,410 \$ 1,690,657 Liabilities and Stockholders' Equity Current liabilities Accounts payable \$ 14,282 \$ 15,490 Accrued expenses 99,182 65,907 Deferred revenue, current 396,535 301,557 Other current liabilities 21,639 20,750 Total current liabilities 531,638 403,704 Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity 4 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Goodwill		539,128		540,922
Liabilities and Stockholders' Equity Current liabilities \$ 14,282 \$ 15,490 Accounts payable \$ 99,182 65,907 Deferred revenue, current 396,535 301,557 Other current liabilities 21,639 20,750 Total current liabilities 531,638 403,704 Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity 5000000000000000000000000000000000000	Other assets		21,903		22,007
Current liabilities Accounts payable \$ 14,282 \$ 15,490 Accrued expenses 99,182 65,907 Deferred revenue, current 396,535 301,557 Other current liabilities 21,639 20,750 Total current liabilities 531,638 403,704 Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity 41 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Total assets	\$	1,740,410	\$	1,690,657
Accounts payable \$ 14,282 \$ 15,490 Accrued expenses 99,182 65,907 Deferred revenue, current 396,535 301,557 Other current liabilities 21,639 20,750 Total current liabilities 531,638 403,704 Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity 4 13 Common stock 14 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Liabilities and Stockholders' Equity				_
Accrued expenses 99,182 65,907 Deferred revenue, current 396,535 301,557 Other current liabilities 21,639 20,750 Total current liabilities 531,638 403,704 Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity Common stock 14 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Current liabilities				
Deferred revenue, current 396,535 301,557 Other current liabilities 21,639 20,750 Total current liabilities 531,638 403,704 Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity 14 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Accounts payable	\$	14,282	\$	15,490
Other current liabilities 21,639 20,750 Total current liabilities 531,638 403,704 Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity 44 13 Common stock 14 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Accrued expenses		99,182		65,907
Total current liabilities 531,638 403,704 Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity 44 13 Common stock 14 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Deferred revenue, current		396,535		301,557
Deferred revenue, non-current 5,278 4,024 Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity 14 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Other current liabilities		21,639		20,750
Finance lease liabilities, non-current 45,578 47,344 Operating lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity 44 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Total current liabilities		531,638		403,704
Operating lease liabilities, non-current 38,087 41,573 Other liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity	Deferred revenue, non-current		5,278		4,024
Other liabilities, non-current 3,049 4,723 Total liabilities 623,630 501,368 Stockholders' equity Common stock 14 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Finance lease liabilities, non-current		45,578		47,344
Total liabilities 623,630 501,368 Stockholders' equity	Operating lease liabilities, non-current		38,087		41,573
Stockholders' equity 14 13 Common stock 14 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Other liabilities, non-current		3,049		4,723
Common stock 14 13 Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Total liabilities		623,630	•	501,368
Additional paid-in capital 2,068,225 1,852,071 Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Stockholders' equity			•	
Accumulated other comprehensive loss (2,316) (583) Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Common stock		14		13
Accumulated deficit (949,143) (662,212) Total stockholders' equity 1,116,780 1,189,289	Additional paid-in capital		2,068,225		1,852,071
Total stockholders' equity 1,116,780 1,189,289	Accumulated other comprehensive loss		(2,316)		(583)
• •	Accumulated deficit		(949,143)		(662,212)
Total liabilities and stockholders' equity \$\\ \\$ 1,740,410 \$\\ \\$ 1,690,657	Total stockholders' equity		1,116,780		1,189,289
	Total liabilities and stockholders' equity	\$	1,740,410	\$	1,690,657

Remaining performance obligation:

The remaining performance obligation was \$797.5 million as of December 31, 2022, approximately 70% of which is expected to be recognized as revenue within 12 months. The remaining performance obligation was \$602.6 million as of December 31, 2021, approximately 70% of which was expected to be recognized as revenue within 12 months.

Procore Technologies, Inc. Condensed Consolidated Statements of Cash Flows

(unaudited)

	 December 31,					Year Ended December 31,		
(in thousands)	2022		2021		2022		2021	
Operating activities								
Net loss	\$ (71,184)	\$	(50,972)	\$	(286,931)	\$	(265,165)	
Adjustments to reconcile net loss to net cash provided by (used in) operating activities								
Stock-based compensation	47,005		41,232		162,886		227,161	
Depreciation and amortization	16,586		13,107		63,039		36,376	
Accretion of discounts on marketable debt securities, net	(1,359)		-		(2,009)		-	
Abandonment of long-lived assets	280		-		1,344		554	
Noncash operating lease expense	2,611		1,969		10,170		7,569	
Unrealized foreign currency (gain) loss, net	(1,232)		(190)		(351)		685	
Deferred income taxes	67		(24,586)		(283)		(24,493)	
Provision for credit losses	1,247		532		2,584		129	
Decrease (increase) in fair value of strategic investments	519		-		483		(32)	
Changes in operating assets and liabilities, net of effect of business combinations								
Accounts receivable	(42,196)		(37,970)		(35,817)		(34,184)	
Deferred contract cost assets	(9,385)		(3,084)		(21,974)		(10,157)	
Prepaid expenses and other assets	4,456		(9,088)		(3,754)		(16,811)	
Accounts payable	(1,682)		4,082		459		3,954	
Accrued expenses and other liabilities	11,559		9,492		34,623		38,176	
Deferred revenue	67,180		53,950		97,029		78,671	
Operating lease liabilities	(1,780)		(2,049)		(8,890)		(5,703)	
Net cash provided by (used in) operating activities	22,692		(3,575)		12,608		36,730	
Investing activities								
Purchases of property and equipment	(2,112)		(3,978)		(15,782)		(12,383)	
Capitalized software development costs	(8,865)		(5,073)		(33,648)		(15,248)	
Purchases of strategic investments	(306)		(850)		(3,959)		(4,300)	
Purchases of marketable securities	(76,128)		-		(369,206)		-	
Maturities of marketable securities	85,632		-		85,632		-	
Originations of materials financing	(6,739)		-		(23,489)		-	
Customer repayments of materials financing	6,688		-		18,685		-	
Acquisition of businesses, net of cash acquired	-		(489,847)		-		(509,837)	
Settlement of post-close working capital adjustments from business combinations	<u>-</u>		-		1,291		<u>-</u>	
Net cash used in investing activities	(1,830)		(499,748)		(340,476)		(541,768)	
Financing activities								
Proceeds from initial public offering	-		-		-		665,129	
Proceeds from stock option exercises	3,019		7,773		22,364		43,086	
Proceeds from employee stock purchase plan	10,620		9,475		22,133		9,475	
Payments of deferred offering costs	-		(34)		(270)		(3,880)	
Payments of deferred business acquisition consideration	(3,870)		-		(3,870)		(475)	
Principal payments under finance lease agreements, net of proceeds from lease incentives	(375)		(334)		(1,705)		(1,509)	
Net cash provided by financing activities	9,394		16,880		38,652		711,826	
Net increase (decrease) in cash, cash equivalents and restricted cash	30,256		(486,443)		(289,216)		206,788	
Effect of exchange rate changes on cash	1,834		211		(180)		(829)	
Cash, cash equivalents and restricted cash, beginning of period	267,726		1,075,444		589,212		383,253	
Cash, cash equivalents and restricted cash, end of period	\$ 299,816	\$	589,212	\$	299,816	\$	589,212	

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 December 31,					Year I Decem				
	2022			2022 2021 2		2021		2022		2021
			((dollars in	thou	usands)		_		
Revenue	\$	202,053	\$	146,103	\$	720,203	\$	514,821		
Gross profit		161,483		116,336		571,787		416,509		
Stock-based compensation expense		1,914		1,336		7,253		8,094		
Amortization of acquired technology intangible assets		5,493		4,264		22,428		7,522		
Employer payroll tax on employee stock transactions		60		57		308		457		
Acquisition-related expenses		-		2		_		2		
Non-GAAP gross profit	\$	168,950	\$	121,995	\$	601,776	\$	432,584		
Gross margin		80%	6	80%	6	79%	, D	81%		
Non-GAAP gross margin		84%	6	83%	0	84%	, D	84%		

Reconciliation of operating expenses to non-GAAP operating expenses:

	•	Three Mon Decem				Year E Decem		
		2022		2021		2022		2021
			(dollars in t	hοι	isands)		
Revenue	\$	202,053	\$	146,103	\$	720,203	\$	514,821
GAAP sales and marketing		118,170		84,285		424,976		308,511
Stock-based compensation expense		(15,046)		(11,470)		(53,397)		(68,755)
Amortization of acquired intangible assets		(3,107)		(2,251)		(12,425)		(3,600)
Employer payroll tax on employee stock transactions		(348)		(495)		(1,955)		(2,325)
Acquisition-related expenses		(655)		(378)		(1,725)		(488)
Non-GAAP sales and marketing	\$	99,014	\$	69,691	\$	355,474	\$	233,343
GAAP sales and marketing as a percentage of revenue		58%)	58%)	59%)	60%
Non-GAAP sales and marketing as a percentage of								
revenue		49%)	48%)	49%)	45%
GAAP research and development		75,413		60,671		270,982		237,290
Stock-based compensation expense		(19,352)		(15,413)		(63,262)		(85,040)
Amortization of acquired intangible assets		(854)		(904)		(3,528)		(2,674)
Employer payroll tax on employee stock transactions		(286)		(398)		(2,474)		(2,606)
Acquisition-related expenses		(1,679)		(906)		(5,549)		(1,348)
Non-GAAP research and development	\$	53,242	\$	43,050	\$	196,169	\$	145,622
GAAP research and development as a percentage of		<u> </u>		,		,		
revenue		37%		42%)	38%)	46%
Non-GAAP research and development as a								
percentage of revenue		26%	•	29%)	27%)	28%
GAAP general and administrative		43,102		45,830		166,283		156,635
Stock-based compensation expense		(10,693)		(13,013)		(38,974)		(65,272)
Employer payroll tax on employee stock transactions		(171)		(242)		(1,202)		(1,127)
Acquisition-related expenses		(6)		(4,528)		(2,128)		(7,442)
Non-GAAP general and administrative	\$	32,232	\$	28,047	\$	123,979	\$	82,794
GAAP general and administrative as a percentage of						_		
revenue		21%)	31%)	23%)	30%
Non-GAAP general and administrative as a percentage of revenue		16%	D	19%	D	17%)	16%

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

	Three Mont		Year E Decemb	
	2022	2021	2022	2021
		(dollars in the	nousands)	
Revenue	\$ 202,053	\$ 146,103	\$ 720,203	\$ 514,821
Loss from operations	(75,202)	(74,450)	(290,454)	(285,927)
Stock-based compensation expense	47,005	41,232	162,886	227,161
Amortization of acquired intangible assets	9,454	7,419	38,381	13,796
Employer payroll tax on employee stock transactions	865	1,192	5,939	6,515
Acquisition-related expenses	2,340	5,814	9,402	9,280
Non-GAAP loss from operations	\$ (15,538)	\$ (18,793)	\$ (73,846)	\$ (29,175)
Operating margin	(37%)	(51%)	(40%)	(56%)
Non-GAAP operating margin	(8%)	(13%)	(10%)	(6%)

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

·	Three Months Ended December 31,					Year E Decemb		
	2022 2021					2022		2021
	-			(dollars in tl	าดเ	ısands)		
Revenue	\$	202,053	\$	146,103	\$	720,203	\$	514,821
Net loss		(71,184)		(50,972)		(286,931)		(265,165)
Stock-based compensation expense		47,005		41,232		162,886		227,161
Amortization of acquired intangible assets		9,454		7,419		38,381		13,796
Employer payroll tax on employee stock transactions		865		1,192		5,939		6,515
Acquisition-related expenses		2,340		5,814		9,402		9,280
Income tax effect of non-GAAP items		-		(24,151)		62		(24,151)
Non-GAAP net loss	\$	(11,520)	\$	(19,466)	\$	(70,261)	\$	(32,564)
Numerator:								
Non-GAAP net loss	\$	(11,520)	\$	(19,466)	\$	(70,261)	\$	(32,564)
Denominator:								
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and	4.0	20.445.000		00 000 070				0.070.450
diluted		38,415,280		32,892,072		36,525,728		2,673,453
GAAP net loss per share, basic and diluted	\$	(0.51)		(0.38)		(2.10)		(2.86)
Non-GAAP net loss per share, basic and diluted	\$	(80.0)	\$	(0.15)	\$	(0.51)	\$	(0.35)

Computation of free cash flow:

		hree Mon Decem				Year E Decem	
	2022 2021					2022	2021
			(dollars in t	hοι	ısands)	
Net cash provided by (used in) operating activities	\$	22,692	\$	(3,575)	\$	12,608	\$ 36,730
Purchases of property and equipment		(2,112)		(3,978)		(15,782)	(12,383)
Capitalized software development costs		(8,865)		(5,073)		(33,648)	(15,248)
Non-GAAP free cash flow	\$	11,715	\$	(12,626)	\$	(36,822)	\$ 9,099