

Q2 2024 Earnings

September 2024



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This presentation is made by OneStream, Inc. (the “Company,” “we,” “our,” or “we”) and contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical facts contained in this presentation may be forward-looking statements. In some cases, you can identify forward-looking statements by terms such as “may,” “will,” “should,” “expects,” “plans,” “anticipates,” “could,” “intends,” “targets,” “projects,” “contemplates,” “believes,” “estimates,” “predicts,” “potential” or “continue” or the negative of these terms or other similar expressions. Forward-looking statements contained in this presentation include, but are not limited to, statements about our market opportunity and anticipated trends in our industry; our growth strategies; our business model; our ability to expand into new markets, including internationally; our ability to attract and retain customers and expand the number of users on our platform; our ability to attract and retain partners and expand our partner relationships; our ability to remain competitive as we continue to scale our business; our use of artificial intelligence and machine learning; and our ability to develop new core solutions and applications, or enhancements to our existing platform features and functionality.

Forward-looking statements are subject to known and unknown risks, uncertainties, assumptions and other factors. Some of these risks are described in greater detail in our filings with the Securities and Exchange Commission, including our most recently filed Quarterly Report on Form 10-Q or Annual Report on Form 10-K. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause our actual results to differ materially from those contained in any forward-looking statements we may make. These factors may cause our actual results, performance or achievements to differ materially and adversely from those anticipated or implied by our forward-looking statements. Furthermore, if our forward-looking statements prove to be inaccurate, the inaccuracy may be material. In light of the significant uncertainties in these forward-looking statements, you should not rely on these statements or regard these statements as a representation or warranty by us or any other person that we will achieve our objectives and plans in any specified timeframe, or at all. We undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

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 although 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 a thorough inquiry into, or review of, all potentially available relevant information. These statements are inherently uncertain and you are cautioned not to unduly rely upon these statements.

Market data and industry information used throughout this presentation are based on management’s knowledge of the industry and the good faith estimates of management. We also relied, to the extent available, upon management’s review of independent industry surveys and publications and other publicly available information prepared by a number of third-party sources. All of the market data and industry information used in this presentation involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates.

In addition to GAAP financial measures, this presentation includes non-GAAP financial measures and key performance indicators that we use to help us evaluate our business, identify trends affecting our business, formulate business plans and make strategic decisions. There are limitations to the non-GAAP financial measures included in this presentation, and they may not be comparable to similarly titled measures of other companies. The non-GAAP financial measures included in this presentation should not be considered in isolation from or as a substitute for their most directly comparable GAAP measures. Please see the Appendix for a reconciliation to the most directly comparable GAAP financial measures.

This presentation presents historical results, for the periods presented, of OneStream Software LLC, the predecessor of OneStream, Inc. for financial reporting purposes. The financial results of OneStream, Inc. have not been included in this presentation as it had no material assets or liabilities and no material business transactions or activities during the periods presented. Accordingly, these historical results do not purport to reflect what the results of operations of OneStream, Inc. or OneStream Software LLC would have been had the IPO and related reorganization transactions occurred prior to such periods.

Q2'24 Financial Highlights



Total Revenue

\$118M
36% y/y growth



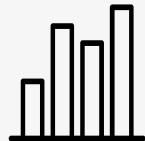
Free Cash Flow
Margin⁽¹⁾

7%



Subscription
Revenue

\$103M
44% y/y growth



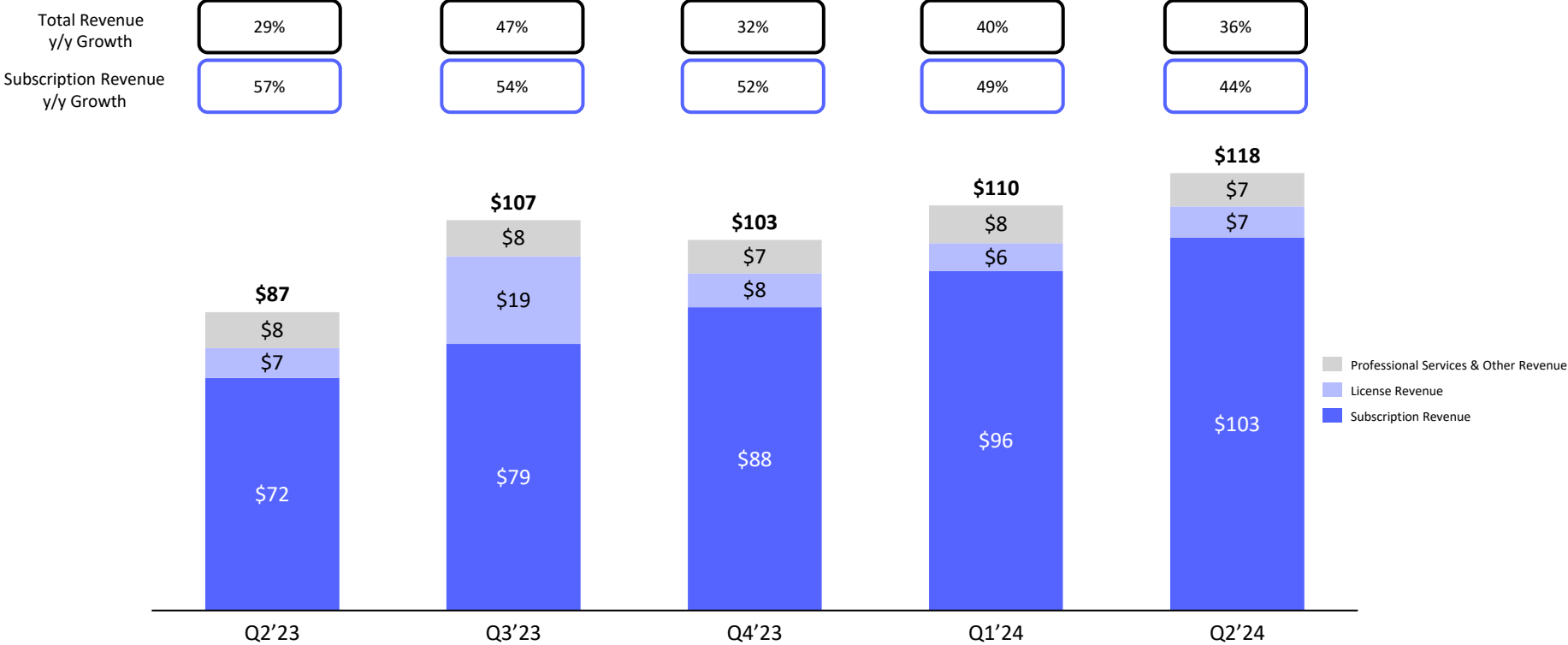
Software Gross
Margin⁽²⁾

76%

Notes:
1. See Appendix for definition and for a reconciliation to the most directly comparable GAAP measure.
2. See Appendix for definition.

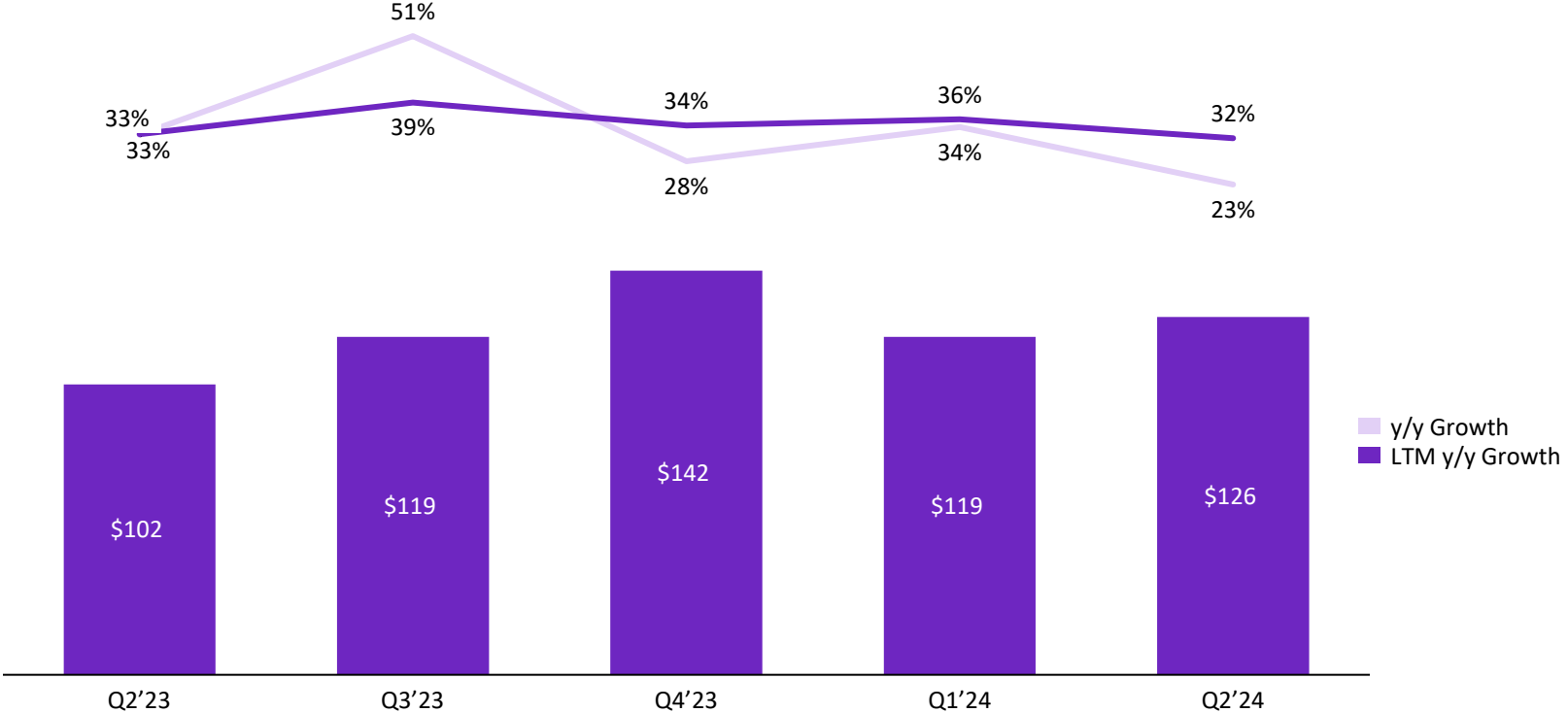
Revenue

44% y/y subscription revenue growth



Billings⁽¹⁾ Trend

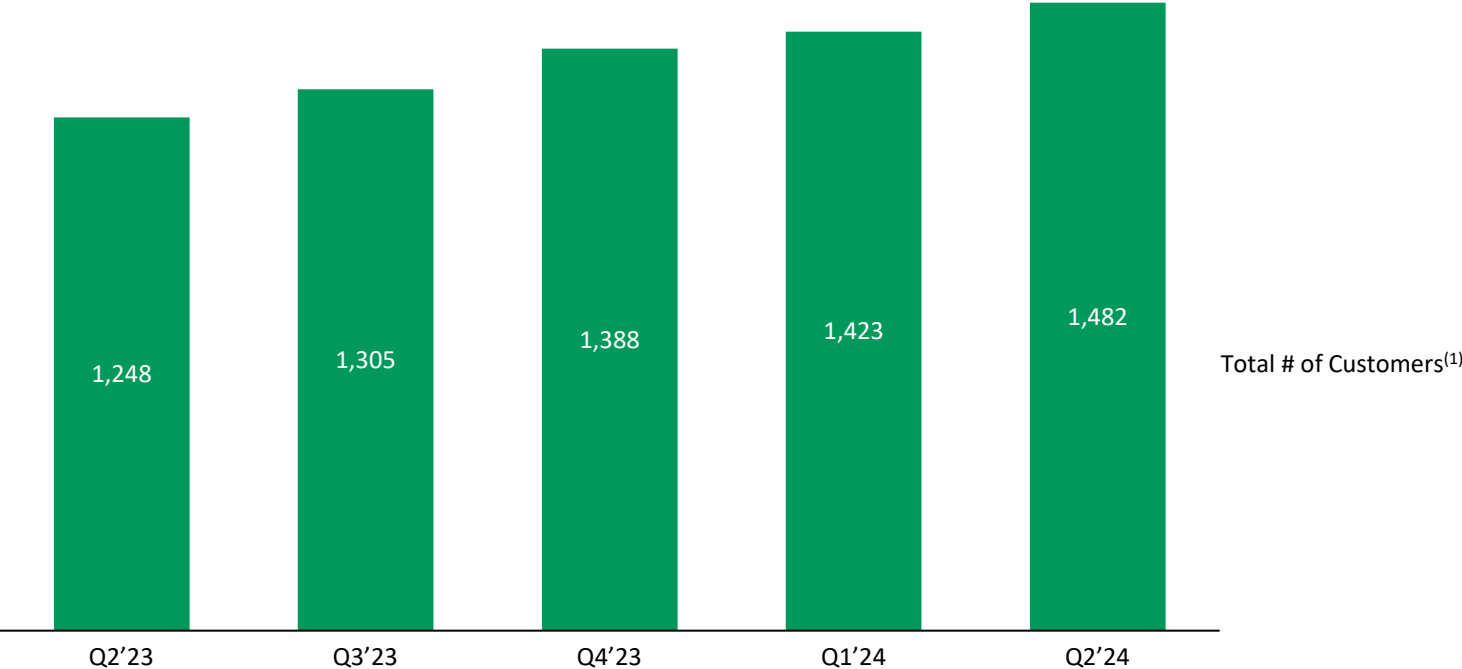
32% LTM y/y growth



Note:
1. See Appendix for definition and for a reconciliation to the most directly comparable GAAP measure.

Customer Count

19% y/y growth in Q2'24

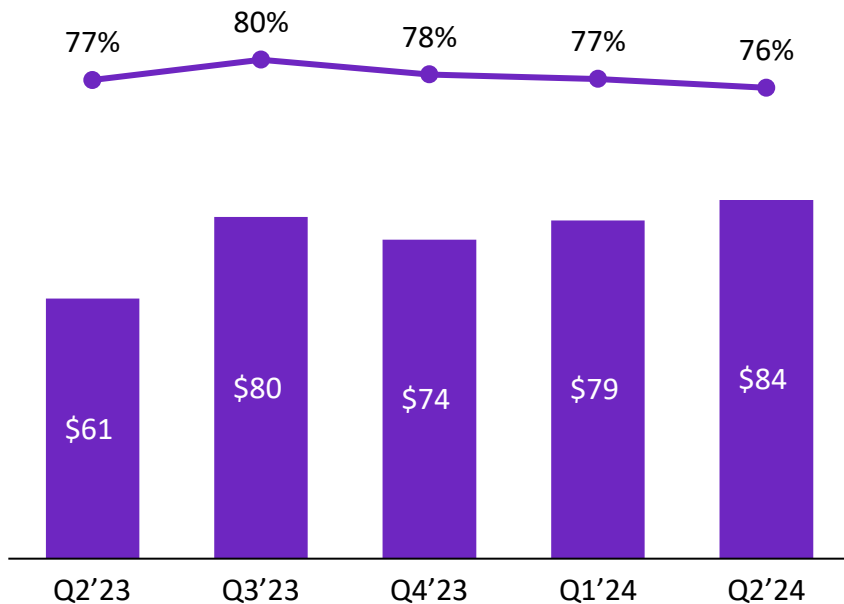


Note:
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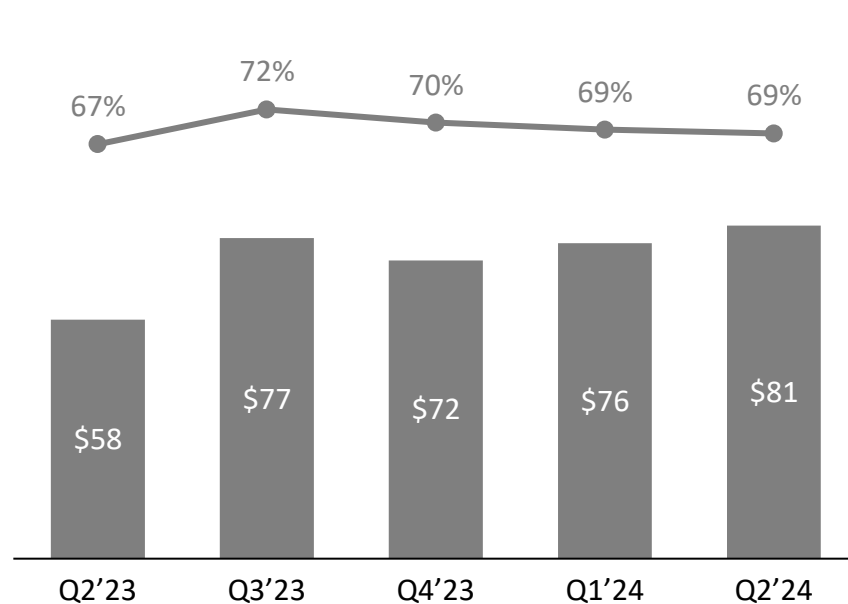
Non-GAAP Gross Profit & Margin

Non-GAAP gross margin improved ~200 basis points y/y

SOFTWARE GROSS PROFIT & MARGIN⁽¹⁾



NON-GAAP GROSS PROFIT & MARGIN⁽²⁾



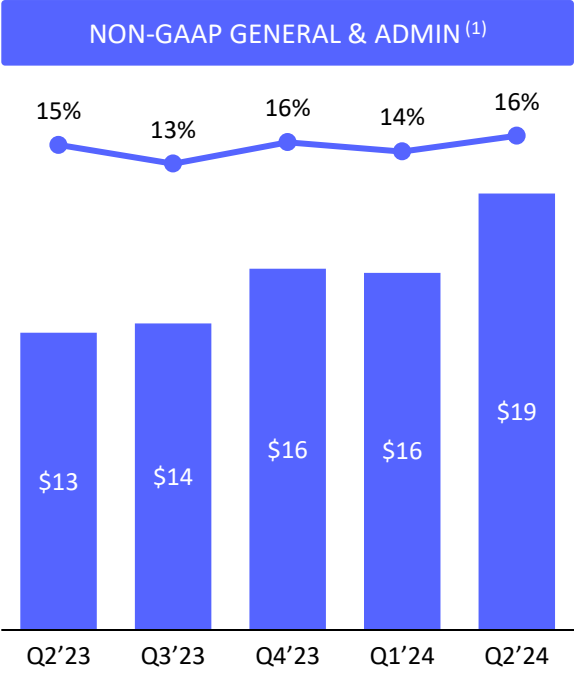
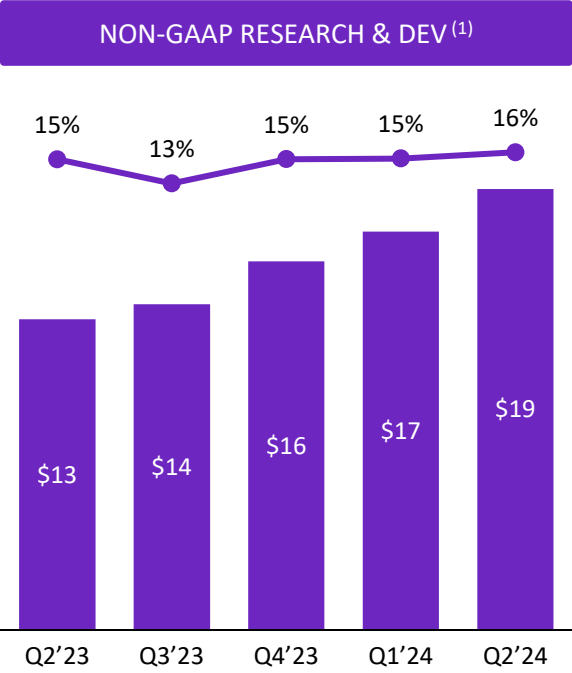
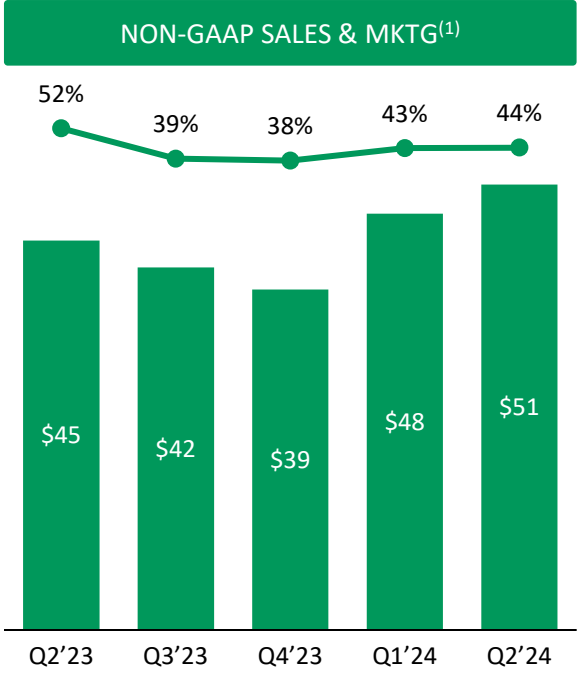
Notes:

1. See Appendix for definition.

2. See Appendix for definition and for a reconciliation to the most directly comparable GAAP measure.

Non-GAAP Operating Expenses

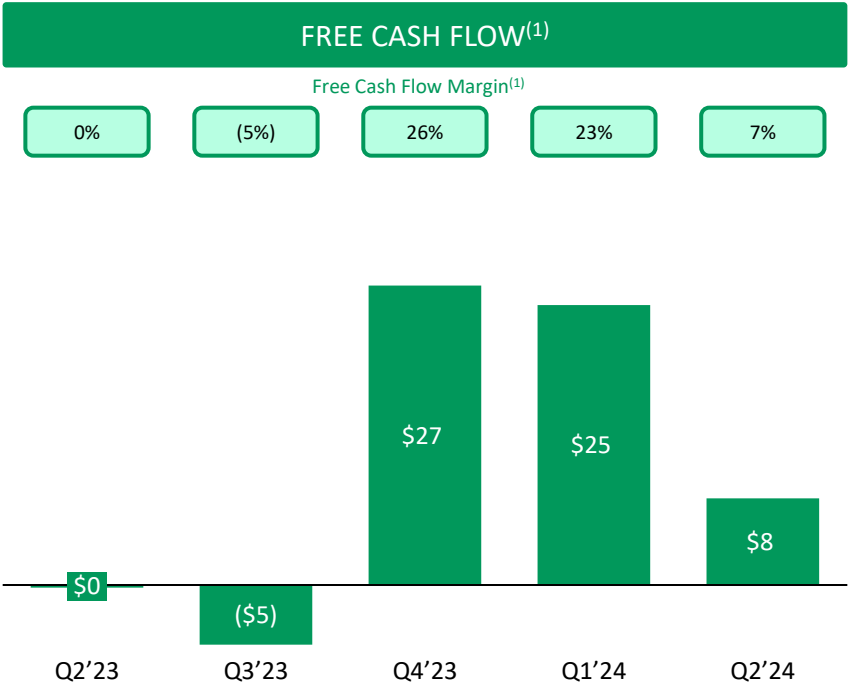
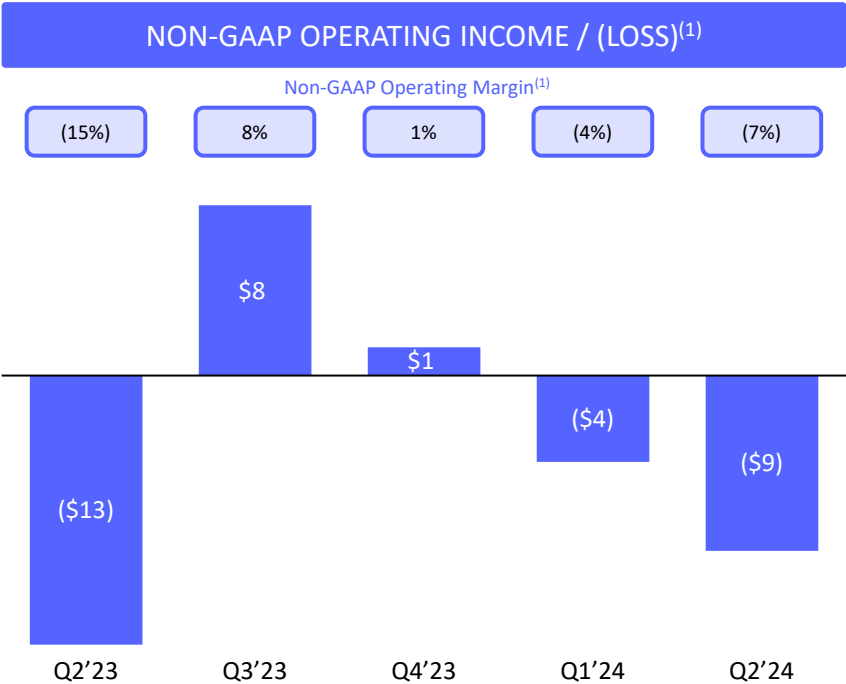
Total non-GAAP Opex improved ~600 basis points y/y



Note:
1. See Appendix for a reconciliation to the most directly comparable GAAP measure.

Non-GAAP Operating Results & Free Cash Flow

Free Cash Flow positive for the third consecutive quarter



Note:
1. See Appendix for definition and for a reconciliation to the most directly comparable GAAP measure.

Guidance

	Q3'24	FY24
TOTAL REVENUE	\$123M – \$125M	\$476M – \$480M
NON-GAAP OPERATING MARGIN ⁽¹⁾	(2%) – 0%	(5%) – (1%)
NON-GAAP NET LOSS PER SHARE ⁽²⁾	(\$0.01) - \$0.01	(\$0.05) – \$0.01

Notes:

1. See Appendix for definition.

2. See Appendix for definition. OneStream has not provided a reconciliation of its forward outlook for non-GAAP operating margin and non-GAAP net loss per share to their most directly comparable GAAP financial measures in reliance on the unreasonable efforts exception provided under Item 10(e)(1)(i)(B) of Regulation S-K. OneStream is unable to predict with reasonable certainty the amount and timing of adjustments that are used to calculate these non-GAAP financial measures, particularly related to stock-based compensation and its related tax effects.

Appendix

Key Financial Presentation Notes

- **Non-GAAP Gross Profit and Gross Margin**

- Non-GAAP gross margin is our non-GAAP gross profit as a percentage of our total revenue. Non-GAAP gross profit equals our software revenue and professional services revenue and fees less subscription costs and professional services costs adjusted for non-cash, non-operational and non-recurring items, including equity-based compensation expense and amortization of acquired intangible assets. Software revenue represents revenue from the sale of access to our platform, either pursuant to SaaS contracts that we account for as subscription revenue or pursuant to perpetual or term-based software licenses that we account for as license revenue. Subscription revenue also includes cloud computing service fees and customer support and maintenance for software under our term-based and perpetual licenses. Professional services revenue includes revenue from consulting, implementation and configuration services and training.

- **Software Revenue, Software Gross Profit, and Software Gross Margin**

- Software gross margin is our software gross profit as a percentage of our software revenue. Software gross profit equals our software revenue less subscription costs. Software revenue represents revenue from the sale of access to our platform, either pursuant to SaaS contracts that we account for as subscription revenue or pursuant to perpetual or term-based software licenses that we account for as license revenue. Subscription revenue also includes cloud computing service fees and customer support and maintenance for software under our term-based and perpetual licenses. Software revenue excludes revenue from professional services and fees.

- **Non-GAAP Operating Income / (Loss) and Non-GAAP Operating Margin**

- We define non-GAAP operating income / (loss) as income / (loss) from operations adjusted for non-cash, non-operational and non-recurring items, including equity-based compensation expense and amortization of acquired intangible assets. Non-GAAP operating margin is non-GAAP operating income / (loss) as a percentage of total revenue.

- **Billings**

- Billings is a non-GAAP measure that we calculate by taking the change in deferred revenue less the change in unbilled accounts receivable between the start and end of the period and adding that to total revenue recognized in the same period.

- **Total Customers**

- We define a customer as an entity with an active contract as of the measurement date. Organizations with multiple divisions, segments or subsidiaries may be counted as multiple customers.

- **Free Cash Flow and Free Cash Flow Margin**

- We define free cash flow as net cash provided by (used in) operating activities less purchases of property and equipment. We define free cash flow margin as free cash flow as a percentage of revenue.

- **Non-GAAP Net Loss Per Share**

- We define non-GAAP net loss as net loss adjusted for non-cash, non-operational and non-recurring items, including equity-based compensation expense and amortization of acquired intangible assets. We define non-GAAP net loss per share as non-GAAP net loss divided by weighted-average shares outstanding.

Non-GAAP Reconciliation

Gross Profit and Gross Margin

\$000, except percentages	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24
Total Revenue	86,504	107,004	102,594	110,291	117,501
GAAP Gross Profit	57,781	77,479	72,108	76,263	80,526
(+) Stock-Based Compensation	0	0	0	0	0
Non-GAAP Gross Profit	57,781	77,479	72,108	76,263	80,526
GAAP Gross Margin	67%	72%	70%	69%	69%
Non-GAAP Gross Margin	67%	72%	70%	69%	69%

Non-GAAP Reconciliation

Operating Expenses and Operating Expenses as a % of Revenue

\$000, except percentages	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24
Total Revenue	86,504	107,004	102,594	110,291	117,501
GAAP Sales & Marketing	46,744	42,226	39,554	48,309	52,216
(-) Stock-Based Compensation	(1,894)	(459)	(356)	(356)	(918)
Non-GAAP Sales & Marketing	44,850	41,767	39,198	47,953	51,298
GAAP Sales & Marketing as a % of Revenue	54%	39%	39%	44%	44%
Non-GAAP Sales & Marketing as a % of Revenue	52%	39%	38%	43%	44%
GAAP Research & Development	13,226	13,859	15,675	16,924	19,952
(-) Stock-Based Compensation	(105)	(104)	(105)	(105)	(1,149)
(-) Amortization of Intangible Assets	0	0	0	0	(182)
Non-GAAP Research & Development	13,121	13,755	15,570	16,819	18,621
GAAP Research & Development as a % of Revenue	15%	13%	15%	15%	17%
Non-GAAP Research & Development as a % of Revenue	15%	13%	15%	15%	16%
GAAP General & Administrative	14,058	14,391	16,671	16,410	19,929
(-) Stock-Based Compensation	(933)	(864)	(722)	(652)	(652)
Non-GAAP General & Administrative	13,125	13,527	15,949	15,758	19,277
GAAP General & Administrative as a % of Revenue	16%	13%	16%	15%	17%
Non-GAAP General & Administrative as a % of Revenue	15%	13%	16%	14%	16%

Non-GAAP Reconciliation

Operating Income and Operating Margin

\$000, except percentages	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24
Total Revenue	86,504	107,004	102,594	110,291	117,501
GAAP Operating Income / (Loss)	(16,247)	7,003	208	(5,380)	(11,571)
(+) Stock-Based Compensation	2,932	1,427	1,183	1,113	2,719
(+) Amortization of Intangible Asset	0	0	0	0	182
Non-GAAP Operating Income / (Loss)	(13,315)	8,430	1,391	(4,267)	(8,670)
GAAP Operating Margin	(19%)	7%	0%	(5%)	(10%)
Non-GAAP Operating Margin	(15%)	8%	1%	(4%)	(7%)

Non-GAAP Reconciliation

Free Cash Flow & Free Cash Flow Margin

\$000, except percentages	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24
Total Revenue	86,504	107,004	102,594	110,291	117,501
Net Cash Provided by (Used in) Operating Activities	798	(4,372)	26,795	25,540	8,114
(-) Purchases of Property and Equipment	(1,024)	(923)	(222)	(690)	(410)
Free Cash Flow	(226)	(5,295)	26,573	24,850	7,704
Net Cash Provided by (Used in) Operating Activities as a Percentage of Revenue	1%	(4%)	26%	23%	7%
Free Cash Flow Margin	(0%)	(5%)	26%	23%	7%
Net Cash Provided by (Used in) Investing Activities	(1,024)	(831)	(222)	(690)	(8,004)
Net Cash Provided by (Used in) Financing Activities	(1)	0	(546)	(351)	(694)

Non-GAAP Reconciliation

Billings

\$000, except percentages	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24
Total Revenue	86,504	107,004	102,594	110,291	117,501
(+) Deferred revenue, end of period	140,462	149,671	182,606	190,888	196,849
(-) Deferred revenue, beginning of period	125,976	140,462	149,671	182,606	190,888
(-) Unbilled accounts receivable, end of period	42,217	39,805	33,528	33,535	31,405
(+) Unbilled accounts receivable, beginning of period	43,171	42,217	39,805	33,528	33,535
Billings	101,944	118,625	141,806	118,566	125,592