

The logo consists of the numbers '8' and 'x' and another '8' in a bold, white, sans-serif font. The background of the entire slide is a photograph of a modern office meeting room with large windows, people sitting around a conference table with laptops and documents, and a video conference screen on the wall.

Communications.  
Transformed.

# EARNINGS RESULTS

## Fourth Quarter and Full-Year Fiscal 2019

May 14, 2019

# Forward Looking Statements

This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and Section 21E of the Securities Exchange Act of 1934. These statements relate to the release of new products, market demand for products, changing industry trends, business strategies, future operating performance and outlook. These forward-looking statements are predictions only, and actual events or results may differ materially from such statements depending on a variety of factors. These factors include, but are not limited to:

- Customer adoption and demand for our X-Series product line may be lower than we anticipate.
- Competitive dynamics of the UCaaS, CCaaS and other markets in which we compete may change in ways we are not anticipating.
- Third parties may assert ownership rights in our IP, which may limit or prevent our continued use of the core technologies behind our solutions.
- We may not achieve our target service revenue growth rate, or the revenue, earnings, bookings or other amounts we forecast in our guidance, for a particular quarter or for the full fiscal year of F2020.
- Our churn rate may be higher than we anticipate.
- The investments we make in increasing headcount, marketing X Series, and other areas of our business may not result in accelerated revenue growth.

For a discussion of such risks and uncertainties, which could cause actual results to differ from those contained in the forward-looking statements, see “Risk Factors” in the Forms 10-K and 10-Q filed by 8x8, Inc. with the Securities and Exchange Commission. All forward-looking statements are qualified in their entirety by this cautionary statement, and 8x8, Inc. undertakes no obligation to update publicly any forward-looking statement for any reason, except as required by law, even as new information becomes available or other events occur in the future.

# Non-GAAP Measures

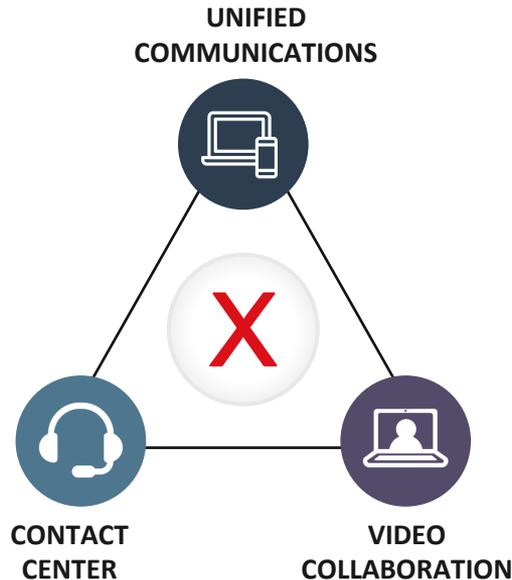
This presentation contains certain financial information that has not been prepared in accordance with Generally Accepted Accounting Principles (GAAP). Management uses these non-GAAP financial measures internally in analyzing the Company's financial results and believes they are useful to investors, as a supplement to GAAP measures, in evaluating the Company's ongoing operational performance. Reconciliations of these non-GAAP financial measures to the most directly comparable information derived in accordance with GAAP are presented in the Appendix at the end of this presentation. This information should not be considered a substitute for any measures derived in accordance with GAAP.

In addition, this presentation includes financial measures that have been adjusted as follows:

- This presentation includes revenue figures adjusted to exclude revenue generated by DXI. As first reported in the third quarter of our 2018 fiscal year, we have de-emphasized the sale of DXI's ContactNow as a stand-alone product, and management therefore believes it is useful to exclude this revenue from period-to-period comparisons to better depict the relative performance of our core business.
- This presentation includes revenue figures adjusted for comparison on a constant currency basis, when management concluded that the elimination of the impact of currency fluctuations between the periods being compared would assist with the evaluation of the underlying business performance.
- This release includes revenue figures that excludes adjustments to service revenue as a result of the Company adopting Accounting Standards Codification Topic 606 (ASC 606), Revenue from Contracts with Customers. Management believes the exclusion of ASC 606 adjustments provides a clearer comparison of service revenue between periods presented.

# One Cloud Technology Platform

## Voice x Video x Chat x Contact Center



NYSE: **EGHT**

Headquarters in San Jose, CA

**+1,500 employees** in 5 countries

**1m+** business users in **150+ countries**

**7 year Leader** UCaaS Gartner Magic Quadrant

**183 patents** awarded

**\$50B+ TAM** on-premise market migrating to cloud

# Financial Results vs. Guidance | Q4 Fiscal 2019

	Q4 F2019	
	GUIDANCE (January 29, 2019)	RESULTS (May 14, 2019)
<b>SERVICE REVENUE</b>	\$88.6m - \$89.6m	<b>\$89.1m</b>
<i>% Growth Y/Y</i>	18% - 19%	<b>18.2%</b>
<i>% Growth Y/Y (excluding DXI revenue, CC) *</i>	22% - 23%	<b>22%</b>
<b>PRE-TAX LOSS (Non-GAAP) **</b>	(\$7m – \$8m)	<b>(\$7.8m)</b>

\* Going forward the company will provide GAAP-based revenue metrics rather than this adjusted revenue metric.

\*\* Excludes ~\$0.8 million of expenses related to Jitsi and \$0.4m of net interest income related to the notes issuance in February 2019.

# Financial Results vs. Guidance | Full-Year Fiscal 2019

	FULL-YEAR F2019	
	GUIDANCE (January 29, 2019)	RESULTS (May 14, 2019)
<b>SERVICE REVENUE</b>	\$334m - \$335m	<b>\$334.4m</b>
<i>% Growth Y/Y</i>	19% - 20%	<b>19.3%</b>
<i>% Growth Y/Y (excluding DXI revenue, CC) *</i>	~22%	<b>22%</b>
<b>TOTAL REVENUE</b>	\$351m - \$352m	<b>\$352.6m</b>
<i>% Growth Y/Y</i>	18% - 19%	<b>18.9%</b>
<b>PRE-TAX LOSS (Non-GAAP) **</b>	(~\$19m)	<b>(\$19.0m)</b>

\* Going forward the company will provide GAAP-based revenue metrics rather than this adjusted revenue metric.

\*\* Excludes ~\$2.1 million of expenses related to Jitsi and \$0.4m of net interest income related to the notes issuance in February 2019.

# Q4 Fiscal 2019 | Business Highlights

## Continued Revenue Growth in Mid-Market & Enterprise:

- 29 Large Enterprise Deals (>\$10,000 in MRR) increased 38% year-over-year
- Service Revenue from customers billing (>\$1,000 in MRR) grew 29% year-over-year and represents 63% of total service revenue, excluding DXI revenue and adjusted for constant currency
- Service Revenue from customers billing (>\$10,000 in MRR) grew 51% year-over-year and represents 30% of total service revenue, excluding DXI revenue and adjusted for constant currency
- New monthly recurring revenue (MRR) bookings from customers increased 34% year-over-year and comprised 67% of total bookings

## Strong and Growing Large Deals Annual Recurring Revenue (ARR) Greater than \$100,000:

- 408 customers with Annual Recurring Revenue (ARR) greater than \$100,000, a 44% year-over-year growth
- Closed 35 new customer deals with ARR > \$100,000, compared with 27 deals in the same period last year, a 30% increase year-over-year. These deals represented 35% of total bookings for the quarter, compared with 31% of total bookings in same period last year

## Annual Recurring Revenue (ARR) By Customer Size:

- Small business customers with revenue <\$50m comprised 64% of ending (ARR) and grew 13% year-over-year
- Mid-market customers with revenue between \$50m - \$1b comprised 23% of ending (ARR) and grew 34% year-over-year
- Enterprise customers with revenue >\$1b comprised 13% of ending (ARR) and grew 54% year-over-year

# Q4 Fiscal 2019 | Business Highlights (continued ...)

**Bundled UCaaS & CCaaS Continues to Resonate:** 52% of new MRR from mid-market/enterprise were combination deals including 5 of the top 10 deals

**X Series:** Launched in Australia and New Zealand. Now available to small, mid-market and enterprise businesses including U.S. and U.K. In addition, new capabilities for advanced speech analytics and real-time dashboards for contact centers were added to X Series.

**Flex Hardware Program:** Launched in the U.S. to help provide businesses the latest Poly desktop and conference phones at low monthly lease payments, eliminating customer needs to incur upfront costs.

## **Channel Momentum:**

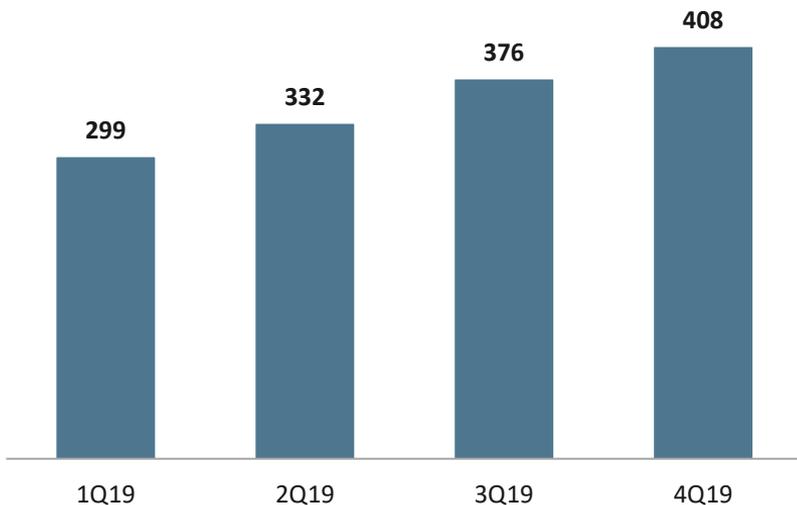
- Channel Bookings grew 91% year-over-year
- 698 active channel partners including 12 Master Agents
- Launched PartnerXchange, an online portal to help partners manage their business deals and drive sales

## **Technology Platform Innovation and Industry Recognition:**

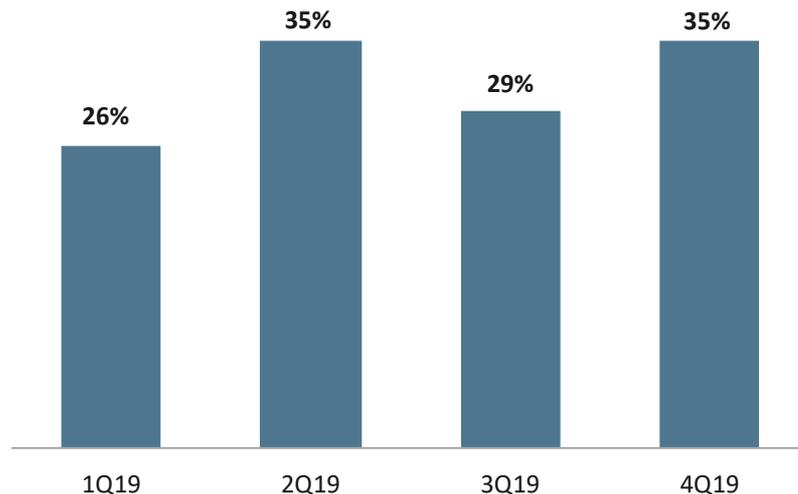
- Awarded six new patents for a total of 183 awarded
- CRN Tech Innovator Award for 8x8 X Series in the UCaaS category for combining single cloud-based platform
- Channel Partners and Channel Futures Award – 8x8 named 2019 Channel Influencer

# New Bookings | Customers >\$100K ARR (Annual Recurring Revenue\*)

# of Customers (cumulative)



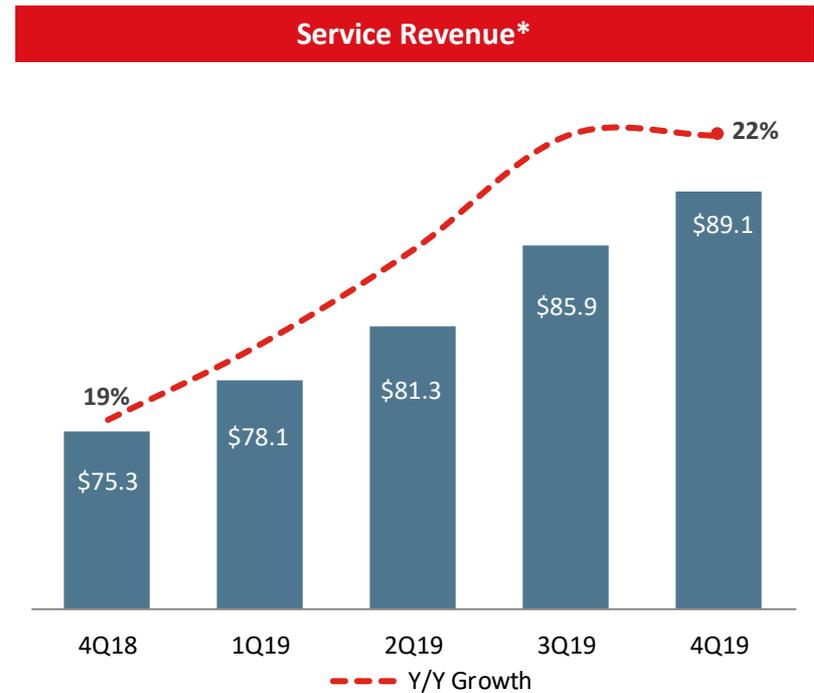
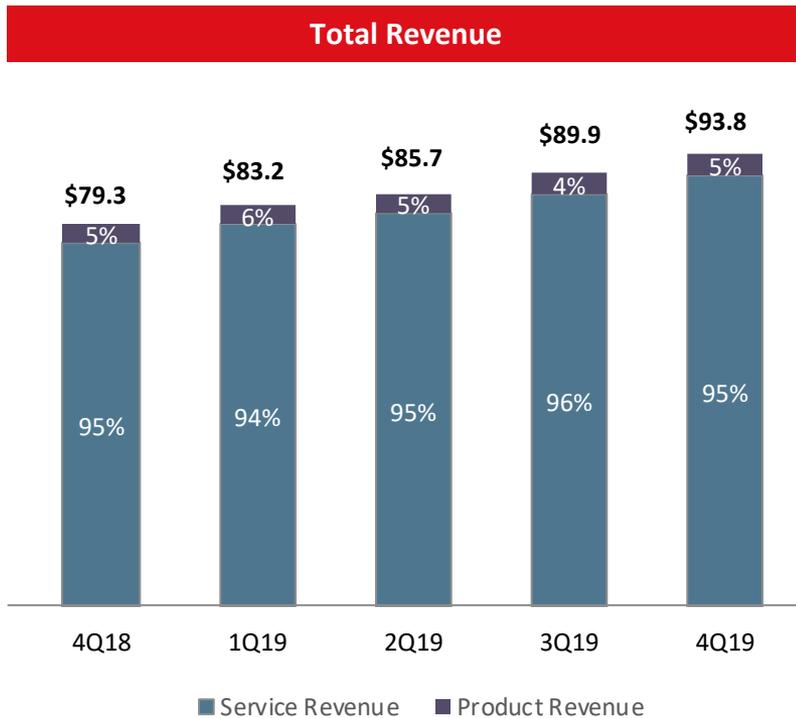
% of \$ Bookings



\*Annual Recurring Revenue (ARR) = annualized (MRR x 12) recurring revenue (includes software subscription and prepaid usage and excludes all hardware, professional services and one-time fees)

# Revenue | Continued Increases in Growth Rate

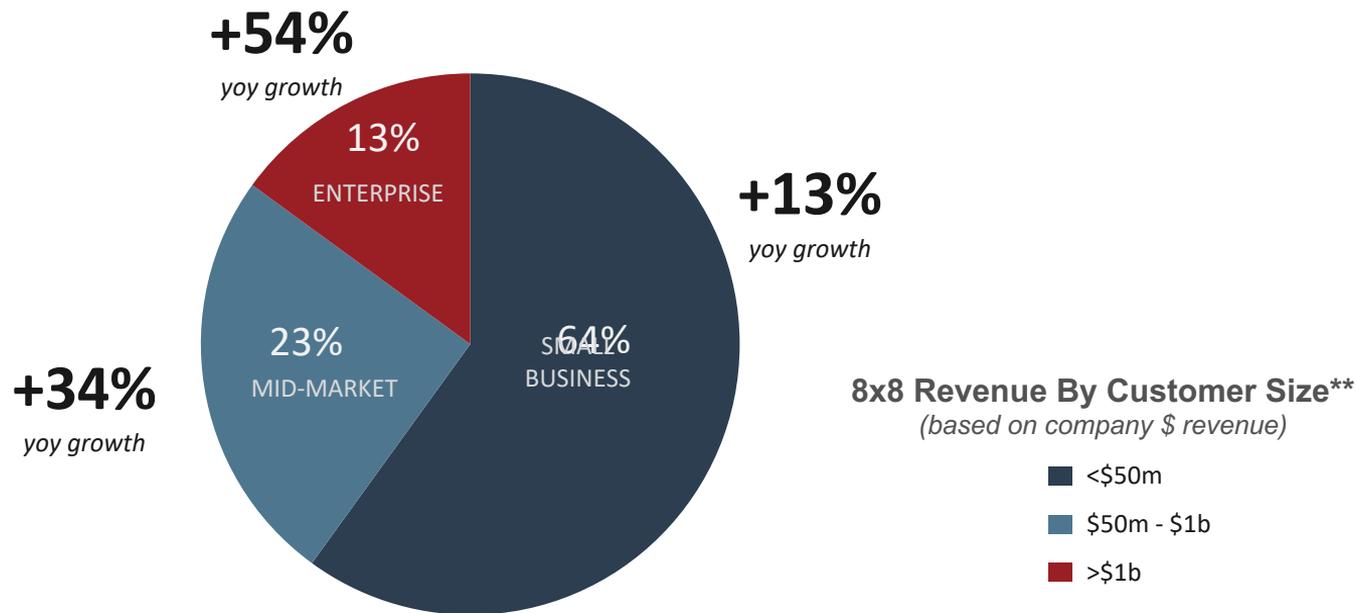
(\$ in millions)



\* Year-over-year growth rate adjusted for constant currency, excludes legacy DXI revenue and ASC 606 adjustments where applicable; going forward the company will be reporting GAAP revenue metrics rather than this legacy adjusted revenue metric.

# Annual Recurring Revenue (ARR\*) | By Customer Size

Strongest Growth Coming From Mid-Market & Enterprise Customers



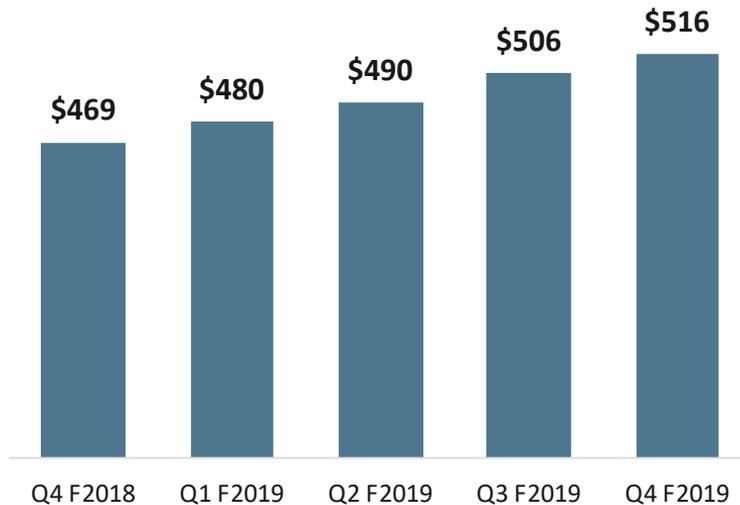
\* Annual Recurring Revenue (ARR) = annualized (MRR x 12) recurring revenue (includes software subscription and prepaid usage and excludes all hardware, professional services and one-time fees)

\*\* Customer revenue size based on 3<sup>rd</sup> party sources

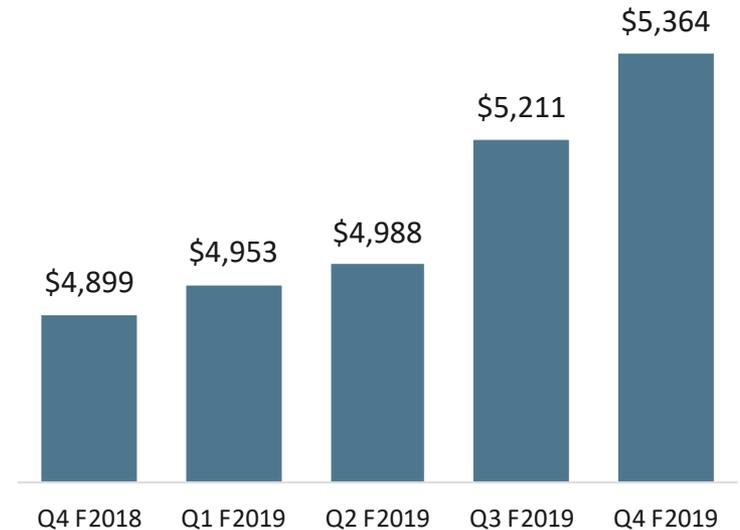
# Increasingly Attractive Customer Economics

Consistent Increases in Unit Level Customer Economics ... With Particular Strength in Larger Customers

All Customers



Mid-Market/Enterprise



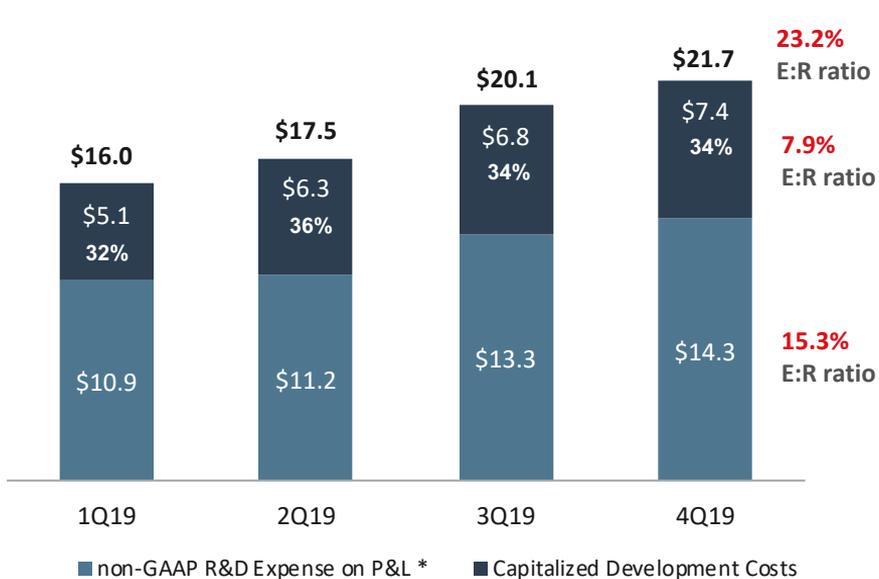
Average Monthly Service Revenue Per Customer

Note: Mid-Market and Enterprise customer included with a monthly recurring revenue ("MRR") of >\$1,000

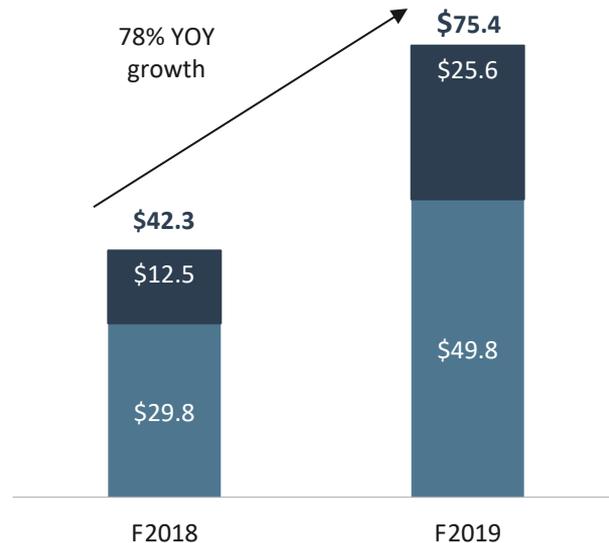
# Single Technology Platform | 8x8 R&D Innovation

(\$ in millions)

## Strong Continued Innovation in Capitalized R&D



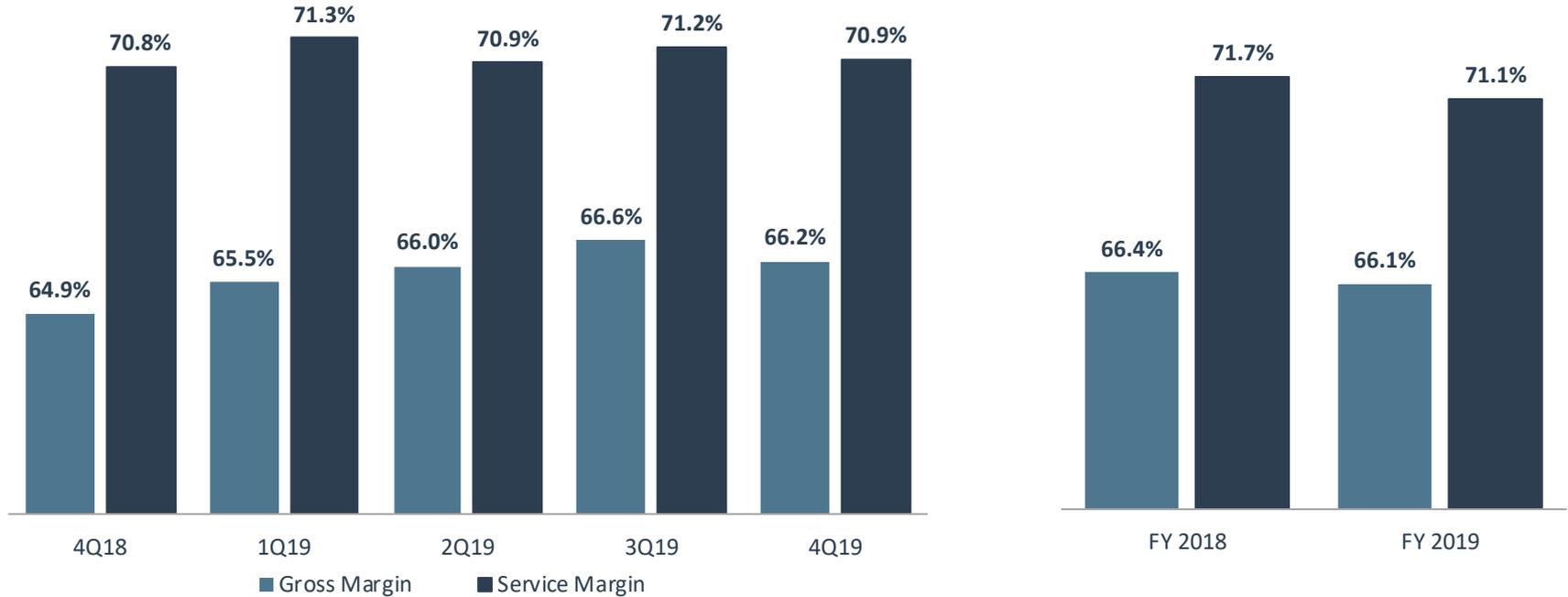
## Meaningful Total R&D Investment



**% in bar charts represents the portion of total R&D spend that is capitalized in the period**

\* For a reconciliation of GAAP to Non-GAAP metrics, refer to the Appendix

# Gross Margin | Consistent Recurring Non-GAAP Margins\*



\* Margin numbers reflect expense reclassification in Q4 F2019 ... see Appendix for reclassification details and non-GAAP to GAAP reconciliations.

# GUIDANCE | Q1 Fiscal 2020

	Q1 F2020
<b>TOTAL REVENUE</b>	\$95.3m - \$96.3m
<i>% Growth Y/Y</i>	15% - 16%
<b>SERVICE REVENUE</b>	\$91.0m - \$92.0m
<i>% Growth Y/Y</i>	16% - 18%
<b>PRE-TAX LOSS (Non-GAAP)</b>	(~\$17m)

# GUIDANCE | Full-Year Fiscal 2020

	F2020
<b>TOTAL REVENUE</b>	~\$418m
<i>% Growth Y/Y</i>	~19%
<b>SERVICE REVENUE</b>	~\$400m
<i>% Growth Y/Y</i>	~20%
<b>PRE-TAX LOSS (Non-GAAP)</b>	(~\$50m)

# Investment Highlights

## Compelling TAM

\$50+ billion market in early innings of cloud migration

## Unique Tech Platform

single cloud technology platform

## Complete Cloud Offering

integrated unified communications, contact center and meeting solutions

## Attractive Economics

solid customer land and expand

## Strong SaaS Model

subscription revenue and visibility

## Multiple Growth Drivers

channel & global expansion, cross-selling of platform, analytics

**8x8**

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**APPENDIX**

# Q4 F2019 Expense Reclassification | Overview

The Company reclassified certain expenses on its Consolidated Statement of Operations effective for the fourth quarter of fiscal 2019. The Company believes these classifications provide additional clarity and insights into the Company's go-to-market, demand generation and sales execution activities, and how the total Sales & Marketing spend drives revenue generation, in light of the recent strategic and organizational changes impacting the Company's channel, marketing and support activities. These changes in classification also align the Company's external presentation of operating-related expenses with the way that the Company's chief operating decision maker (CODM) expects to assess spend and resource allocation decisions around the Company's sales and marketing demand generation effectiveness and efficiency. The Company has reclassified these expenses for the prior periods presented in order to provide comparable historical financial information.

The reclassifications did not have any impact to consolidated operating income (loss), net income (loss) or cash flows. The Company has provided tables showing the reclassifications and financial impact on the various line items affected on the Consolidated Statement of Operations, as follows:

**Cost of Revenues:** certain expenses for providing training to customers, deployment of the Company's technology platform, customer support, and related expenses that were previously classified in Sales & Marketing were reclassified to Cost of Revenues.

**Sales & Marketing Expenses:** certain expenses related to customer service which includes customer deployment, technical support and other costs were reclassified from Sales & Marketing expense to Cost of Revenues, Research & Development expenses and/or General & Administrative expenses.

**Research & Development Expenses:** certain expenses related to customer deployments that were previously classified in Sales & Marketing expenses were reclassified to Research & Development expenses.

**General & Administrative Expenses:** certain personnel expenses that support billing and collection efforts and other miscellaneous costs that were previously classified in Sales & Marketing were reclassified to General & Administrative expenses. Also beginning in the fourth quarter of fiscal 2019, certain expenses related to recruiting activities that had been previously allocated across all departments in the first three quarters of fiscal 2019 were reported in General & Administrative expenses.

# Expense Reclassification | Q4 F2019 (GAAP)

8x8, Inc.  
GAAP STATEMENT OF OPERATIONS RECLASSIFICATIONS  
(In thousands, unaudited)

	Three Months Ended								Twelve Months Ended
	As Previously Reported								
	June 30, 2018	September 30, 2018	December 31, 2018	March 31, 2019	June 30, 2019	September 30, 2019	December 31, 2019	March 31, 2019	
<b>Pre-Reclassification</b>									
Total revenues	\$ 83,225	\$ 85,682	\$ 89,912	\$ 93,767	\$ 352,586				
Cost of service revenue	15,079	15,866	17,043	17,672	65,660				
Cost of product revenue	6,281	5,397	5,318	5,784	22,780				
Research and development	13,110	13,933	16,876	17,815	61,734				
Sales and marketing	53,305	55,930	60,717	64,610	234,562				
General and administrative	11,433	16,543	14,196	16,666	58,838				
Loss from operations	\$ (15,983)	\$ (21,987)	\$ (24,238)	\$ (28,780)	\$ (90,988)				
<b>Reclassifications</b>									
Total revenues	\$ —	\$ —	\$ —	\$ —	\$ —				
Cost of service revenue	9,470	10,336	10,589	11,137	41,532				
Cost of product revenue	—	—	—	—	—				
Research and development	(60)	131	10	249	330				
Sales and marketing	(12,810)	(14,250)	(14,441)	(15,085)	(56,586)				
General and administrative	3,400	3,783	3,842	3,699	14,724				
Loss from operations	\$ —	\$ —	\$ —	\$ —	\$ —				
<b>Post-Reclassification</b>									
Total revenues	\$ 83,225	\$ 85,682	\$ 89,912	\$ 93,767	\$ 352,586				
Cost of service revenue	24,549	26,202	27,632	28,809	107,192				
Cost of product revenue	6,281	5,397	5,318	5,784	22,780				
Research and development	13,050	14,064	16,886	18,064	62,063				
Sales and marketing	40,495	41,680	46,276	49,525	177,976				
General and administrative	14,833	20,326	18,038	20,365	73,563				
Loss from operations	\$ (15,983)	\$ (21,987)	\$ (24,238)	\$ (28,780)	\$ (90,988)				

# Expense Reclassification | Q4 F2019 Margin % (GAAP)

Percentage of revenues (Cost of service percentage of service revenue):

<i>Pre-Reclassification</i>	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year-to-date Fiscal 2019
Cost of service revenue	19.3 %	19.5 %	19.8 %	19.8 %	19.6 %
Research and development	15.8 %	16.3 %	18.8 %	19.0 %	17.5 %
Sales and marketing	64.0 %	65.3 %	67.5 %	68.9 %	66.5 %
General and administrative	13.7 %	19.3 %	15.8 %	17.8 %	16.7 %

<i>Post-Reclassification</i>	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year-to-date Fiscal 2019
Cost of service revenue	31.4 %	32.2 %	32.2 %	32.3 %	32.1 %
Research and development	15.7 %	16.4 %	18.8 %	19.3 %	17.6 %
Sales and marketing	48.7 %	48.6 %	51.5 %	52.8 %	50.5 %
General and administrative	17.8 %	23.7 %	20.1 %	21.7 %	20.9 %

<i>Increase (decrease) between pre- and post-reclassification</i>	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year-to-date Fiscal 2019
Cost of service revenue	12.1 %	12.7 %	12.3 %	12.5 %	12.4 %
Research and development	(0.1)%	0.2 %	— %	0.3 %	0.1 %
Sales and marketing	(15.4)%	(16.6)%	(16.1)%	(16.1)%	(16.0)%
General and administrative	4.1 %	4.4 %	4.3 %	3.9 %	4.2 %

# Expense Reclassification | Q4 F2019 (NON-GAAP)

8x8, Inc.  
NON-GAAP STATEMENT OF OPERATIONS RECLASSIFICATIONS  
(In thousands, unaudited)

	Three Months Ended				Twelve Months Ended
	As Previously Reported				March 31, 2019
	June 30, 2018	September 30, 2018	December 31, 2018	March 31, 2019	
<b>Pre-Reclassification</b>					
Total revenues	\$ 83,225	\$ 85,682	\$ 89,912	\$ 93,767	\$ 352,586
Cost of service revenue	13,511	14,117	15,019	15,682	58,329
Cost of product revenue	6,281	5,397	5,318	5,784	22,780
Research and development	10,916	11,110	13,306	14,089	49,421
Sales and marketing	49,138	51,790	54,463	58,774	214,165
General and administrative	7,518	7,550	7,812	8,515	31,395
Non-GAAP net loss	\$ (3,511)	\$ (3,777)	\$ (5,539)	\$ (8,428)	\$ (21,256)
<b>Reclassifications</b>					
Total revenues	\$ —	\$ —	\$ —	\$ —	\$ —
Cost of service revenue	8,903	9,593	9,709	10,257	38,462
Cost of product revenue	—	—	—	—	—
Research and development	(61)	131	11	249	330
Sales and marketing	(11,363)	(12,627)	(12,652)	(13,315)	(49,957)
General and administrative	2,521	2,903	2,932	2,809	11,165
Non-GAAP net loss	\$ —	\$ —	\$ —	\$ —	\$ —
<b>Post-Reclassification</b>					
Total revenues	\$ 83,225	\$ 85,682	\$ 89,912	\$ 93,767	\$ 352,586
Cost of service revenue	22,414	23,710	24,728	25,939	96,791
Cost of product revenue	6,281	5,397	5,318	5,784	22,780
Research and development	10,855	11,241	13,317	14,338	49,751
Sales and marketing	37,775	39,163	41,811	45,459	164,208
General and administrative	10,039	10,453	10,744	11,324	42,560
Non-GAAP net loss	\$ (3,511)	\$ (3,777)	\$ (5,539)	\$ (8,428)	\$ (21,256)

# Expense Reclassification | Q4 F2019 Margin % (NON-GAAP)

Percentage of revenues (Cost of service percentage of service revenue):

<b>Pre-Reclassification</b>	<b>First Quarter</b>	<b>Second Quarter</b>	<b>Third Quarter</b>	<b>Fourth Quarter</b>	<b>Year-to-date Fiscal 2019</b>
Cost of service revenue	17.3 %	17.4 %	17.5 %	17.6 %	17.4 %
Research and development	13.1 %	13.0 %	14.8 %	15.0 %	14.0 %
Sales and marketing	59.0 %	60.4 %	60.6 %	62.7 %	60.7 %
General and administrative	9.0 %	8.8 %	8.7 %	9.1 %	8.9 %

<b>Post-Reclassification</b>					
Cost of service revenue	28.7 %	29.1 %	28.8 %	29.1 %	28.9 %
Research and development	13.0 %	13.1 %	14.8 %	15.3 %	14.1 %
Sales and marketing	45.4 %	45.7 %	46.5 %	48.5 %	46.6 %
General and administrative	12.1 %	12.2 %	11.9 %	12.1 %	12.1 %

<b>Increase (decrease) between pre- and post-reclassification</b>					
Cost of service revenue	11.4 %	11.8 %	11.3 %	11.5 %	11.5 %
Research and development	(0.1)%	0.2 %	— %	0.3 %	0.1 %
Sales and marketing	(13.7)%	(14.7)%	(14.1)%	(14.2)%	(14.2)%
General and administrative	3.0 %	3.4 %	3.3 %	3.0 %	3.2 %

# Reconciliation of GAAP to Non-GAAP | COR and R&D

(\$ in thousands, Unaudited)

Cost of Service Revenue:	Three Months Ended March 31,	
	2019	2018
GAAP cost of service revenue	\$28,809	\$23,833
Amortization of acquired intangible assets	(\$1,310)	(\$708)
Stock-based compensation expense	(\$1,560)	(\$1,044)
Non-GAAP cost of service revenue	<b>\$25,939</b>	<b>\$21,994</b>
Non-GAAP cost of service revenue as a percentage of service revenue	29.1%	29.2%
Research & Development Expense:	Three Months Ended March 31,	
	2019	2018
GAAP research and development	\$18,064	\$10,427
Stock-based compensation expense	(\$3,726)	(\$1,973)
Non-GAAP research and development	<b>\$14,338</b>	<b>\$8,454</b>
Non-GAAP research and development as a percentage of total revenue	15.3%	10.7%

# Reconciliation of GAAP to Non-GAAP | S&M and G&A

(\$ in thousands, Unaudited)

Sales & Marketing Expense:	Three Months Ended March 31,	
	2019	2018
GAAP sales and marketing	\$49,525	\$40,422
Amortization of acquired intangible assets	(\$314)	(\$330)
Stock-based compensation expense	(\$3,549)	(\$1,916)
Non-recurring items	(\$203)	(\$186)
Non-GAAP sales and marketing	<b>\$45,459</b>	<b>\$37,990</b>
Non-GAAP sales and marketing as a percentage of total revenue	48.5%	47.9%
General & Administration Expense:	Three Months Ended March 31,	
	2019	2018
GAAP general and administration	\$20,365	\$12,566
Stock-based compensation expense	(\$4,098)	(\$3,106)
Non-recurring items	(\$4,943)	(\$861)
Non-GAAP general and administration	<b>\$11,324</b>	<b>\$8,599</b>
Non-GAAP general and administration as a percentage of total revenue	12.1%	10.8%

# Reconciliation of GAAP to Non-GAAP | Net Loss / Per Share

(\$ in thousands, Unaudited)

GAAP Net Income (Loss):	Three Months Ended March 31,	
	2019	2018
GAAP net loss	(\$28,131)	(\$13,262)
Adjustments:		
Amortization of acquired intangible assets	\$1,624	\$1,038
Impairment of equipment, intangible assets, and goodwill		
Stock-based compensation expense	\$12,933	\$8,039
Non-recurring items in operating expenses	\$5,146	\$1,134
Provision for income taxes	\$236	\$142
Non-GAAP net income (loss)	(\$8,192)	(\$2,909)
Non-GAAP tax expense (1)	\$236	\$33
Non-GAAP net income (loss) after taxes	<b>(\$8,428)</b>	<b>(\$2,942)</b>
<p>(1) The non-GAAP tax provision in fiscal year 2019 does not have a deferred income tax impact due to the full valuation allowance applied against deferred tax assets. The non-GAAP effective tax, is based on current taxes for certain states and foreign jurisdictions.</p>		
Net Income (Loss) Per Share:	Three Months Ended March 31,	
GAAP diluted net loss per share	(\$0.29)	(\$0.14)
Non-GAAP diluted net loss per share	<b>(\$0.09)</b>	<b>(\$0.03)</b>

# Reconciliation of ASC 605 to ASC 606

(\$ in thousands, Unaudited)

Statement Of Operations:	Three Months Ended March 31, 2019		
	ASC 605	Adjustments	ASC 606
Service revenue	\$89,641	\$(581)	\$89,060
Product revenue	3,748	959	4,707
<b>Total revenue</b>	<b>\$93,389</b>	<b>\$378</b>	<b>\$93,767</b>
Operating expenses:			
Sales and marketing	\$53,373	\$(3,848)	\$49,525
Loss from operations	\$(33,006)	\$4,226	\$(28,780)
<b>Net loss</b>	<b>\$(32,357)</b>	<b>\$4,226</b>	<b>\$(28,131)</b>
<u>Net loss per share</u>			
<b>Basic and diluted</b>	<b>\$(0.33)</b>	<b>\$0.04</b>	<b>\$(0.29)</b>
Non-GAAP net loss before taxes	\$(12,418)	\$4,226	\$(8,192)
<b>Non-GAAP net loss after taxes</b>	<b>\$(12,654)</b>	<b>\$4,226</b>	<b>\$(8,428)</b>
<u>Non-GAAP net loss per share</u>			
<b>Basic and diluted</b>	<b>\$(0.13)</b>	<b>\$0.04</b>	<b>\$(0.09)</b>



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