Blackbaud Investor Presentation

TICKER: BLKB

July 30, 2019

blackbaud®

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements in this presentation consist of, among other things, statements regarding future operating results, all of which are based on current expectations, estimates, and forecasts, and the beliefs and assumptions of the Company's management. Words such as "expects," "anticipates," "aims," "projects," "intends," "plans," "likely," "will," "should," "believes," "estimates," "seeks," variations of such words, and similar expressions are intended to identify such forward-looking statements. These forward-looking statements are subject to risks, uncertainties and assumptions that are difficult to predict. Therefore, actual results may differ materially and adversely from those expressed in any forward-looking statements. Factors that could cause actual results to differ materially from the Company's expectations expressed in this presentation include: expectations for achievement of 2019 financial guidance; risks associated with fluctuations in foreign exchange rates and the related impact on 2019 financial guidance; expectations for continuing to successfully execute the Company's growth and operational improvement strategies; expectations of future growth in the global giving software solutions market, segments within that market and the Company's total addressable market; expectations that achieving the Company's goals will extend its competitive advantage and provide improved product quality and innovative solutions for its customers; expectations that the consolidation of legacy systems into best-of-breed platforms will drive increasing operating efficiency and contribute to margin improvement; expectations that the Company's financial position provides flexibility to fuel future growth through acquisitions or other opportunities; expectations that past acquisitions have expanded the Company's customer and market opportunities; risks associated with acquisitions; risks inherent in the expansion of our international operations; risks related to the vote by the United Kingdom to leave the European Union; the possibility of reduced growth or amount of charitable giving; uncertainty regarding increased business and renewals from existing customers; risks associated with implementation of software products; the ability to attract and retain key personnel; risks related to the Company's leverage, credit facility, dividend policy and share repurchase program; lengthy sales and implementation cycles; technological changes that make the Company's products and services less competitive; risk related to the adequacy of our data security procedures and the other risk factors set forth from time to time in the Company's SEC filings. Factors that could cause or contribute to such differences include, but are not limited to, those summarized under Risk Factors in the Company's most recent annual report on Form 10-K, and any quarterly reports on Forms 10-Q thereafter, copies of which are available free of charge at the SEC's website at www.sec.gov or upon request from the Company's investor relations department. Given these risks and uncertainties, you should not place undue reliance on these forward-looking statements. Also, forward-looking statements represent the Company's beliefs and assumptions only as of the date of this presentation. Except as required by law, the Company does not intend, and undertakes no obligation, to revise or update these forward-looking statements, or to update the reasons actual results could differ materially from those anticipated in these forward-looking statements, even if new information becomes available in the future.

Trademark Usage

Historical Financials and Non-GAAP Financial Measures

Use of Non-GAAP Financial Measures: The Company has provided in this presentation financial information that has not been prepared in accordance with GAAP. The Company uses these non-GAAP financial measures internally in analyzing its financial results and believes they are useful to investors, as a supplement to GAAP measures, in evaluating the Company's ongoing operational performance. The Company believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing its financial results from period to period with other companies in the Company's industry, many of which present similar non-GAAP financial measures to investors. These non-GAAP financial measures may not be completely comparable to similarly titled measures of other companies due to potential differences in the exact method of calculation between companies. The Company believes that these non-GAAP financial measures reflect the Company's ongoing business in a manner that allows for meaningful period-to-period comparison and analysis of trends in the Company's business. Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. Investors are encouraged to review the reconciliation of these non-GAAP measures to their most directly comparable GAAP financial measures.

Blackbaud discusses non-GAAP organic revenue growth measures, including non-GAAP organic revenue growth, non-GAAP organic revenue growth on a constant currency basis and non-GAAP organic recurring revenue growth, which Blackbaud believes provide useful information for evaluating the periodic growth of its business as well as growth on a consistent basis. Each measure of non-GAAP organic revenue growth excludes incremental acquisition-related revenue attributable to companies acquired in the current fiscal year. For companies acquired in the immediately preceding fiscal year, if any, each measure of non-GAAP organic revenue growth reflects presentation of full year incremental non-GAAP revenue derived from such companies as if they were combined throughout the prior period, and it includes the current period non-GAAP revenue attributable to those companies, as if there were no acquisition-related write-downs of acquired deferred revenue to fair value as required by GAAP. In addition, each measure of non-GAAP organic revenue growth excludes prior period revenue associated with divested businesses. The exclusion of the prior period revenue is intended to present the results of the divested businesses within the results of the combined company for the same period of time in both the prior and current periods. Blackbaud believes this presentation provides a more comparable representation of our current business' organic revenue growth and revenue run-rate. In these materials, Blackbaud is presenting the following unaudited information: historical recurring and total revenue for the three and six month periods ended June 30, 2019, for the fiscal year ended December 31, 2018 and the interim periods therein; calculations for recurring revenue growth and total revenue growth for the six month period ended June 30, 2019 and the interim periods therein; and calculations of non-GAAP organic recurring revenue growth, non-GAAP organic revenue growth and non-GAAP organic revenue growth on a constant currency basis for the same periods.

Non-GAAP free cash flow is defined as operating cash flow less capital expenditures, including costs required to be capitalized for software development, and capital expenditures for property and equipment.

Historical Financial Statements Being Presented: In these materials, Blackbaud is presenting the following unaudited historical financial information: historical consolidated balance sheets as of the fiscal year ended December 31, 2018 and interim consolidated balance sheets for each of the quarters within fiscal 2019 and 2018; historical consolidated statements of comprehensive income for the fiscal year ended December 31, 2018 and interim consolidated statements of comprehensive income for each of the quarters within fiscal 2019 and 2018; historical consolidated statements of cash flows for the fiscal year ended December 31, 2018 and interim consolidated statements of cash flows for each of the interim year-to-date periods within fiscal 2019 and 2018; and historical non-GAAP financial information for the fiscal year ended December 31, 2018 and for each of the quarters within fiscal 2019 and 2018 as well as reconciliations of the non-GAAP measures to their most directly comparable GAAP measures and related non-GAAP adjustments. Blackbaud is providing this unaudited financial information to allow investors and analysts to more easily access and review the Company's historical consolidated financial data by including such information in one document. In order to provide comparability between periods presented, certain previously reported historical financial information has been reclassified to conform to the presentation of the most recent reporting period, which is discussed in more detail with that information. In addition, certain of the unaudited historical financial statements have been adjusted for the effects of recently adopted accounting pronouncements, which are discussed in more detail with that information.

Reconciliation of GAAP to Non-GAAP Financial Measures: Reconciliations of the most directly comparable GAAP measures to non-GAAP financial measures and related adjustments, as well as details of Blackbaud's methodology for calculating non-GAAP organic revenue growth, non-GAAP organic revenue growth on a constant currency basis and non-GAAP organic recurring revenue growth can be found in the Appendix to these materials and on the "Investor Relations" page of the Company's website.

Blackbaud has not reconciled forward-looking non-GAAP financial measures contained in this investor material to their most directly comparable GAAP measures. Such reconciliations would require unreasonable efforts at this time to estimate and quantify with a reasonable degree of certainty various necessary GAAP components, including for example those related to compensation, acquisition transactions and integration, tax items or others that may arise. These components and other factors could materially impact the amount of the future directly comparable GAAP measures, which may differ significantly from their non-GAAP counterparts.

Key Messages

01

The leader in a large and growing market

02

Highly differentiated from the competition

03

Executing a clear four-point growth strategy

01

Our Markets

02

Key Differentiators

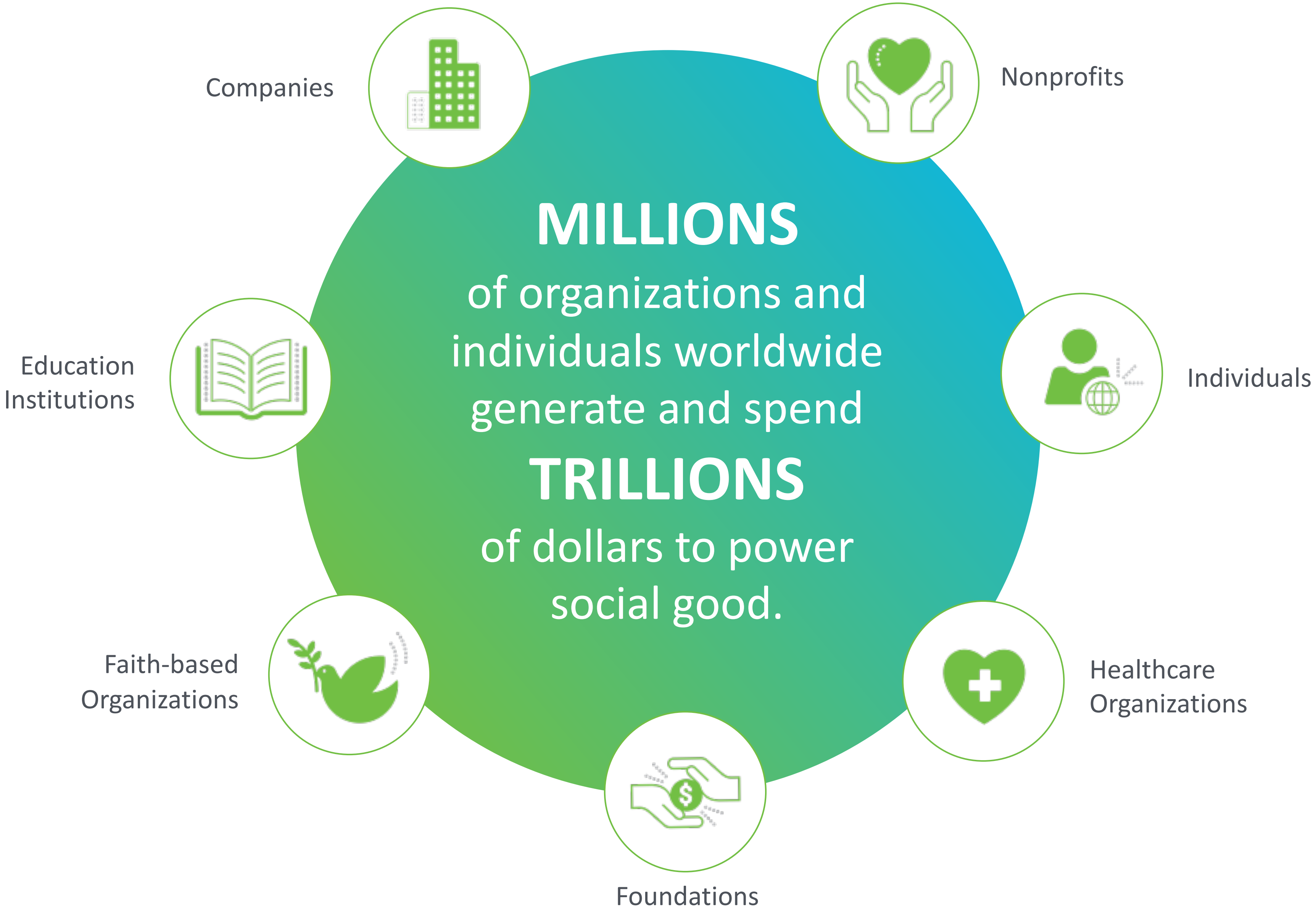
03

Strategy for Growth

04

Financial Strategy

Social good is a significant global sector spanning beyond the nonprofit industry.



SourceIRS.gov, NationalService.gov 2018 Report on Volunteering in America

Blackbaud is the world's leading cloud software company powering social good.

PROVEN LEADERSHIP

Reinvented company with the leading cloud software powering the social good community.

FORTUNE® CHANGE THE WORLD RISING STARS 2017

IDC Analyze the Future

29th Largest Cloud Software Provider Worldwide, 2019

Forbes | 2019 AMERICA'S BEST MIDSIZE EMPLOYERS Powered by statista

Forbes

The World's Most Innovative Growth Companies

2016, 2017

WOMEN TRANSFORM TECHNOLOGY ANITA B.ORG TOP COMPANIES FOR WOMEN TECHNOLOGISTS 2018 WINNER

CFO AWARDS 2016 WINNER

2017 SOFTWARE 500 COMPANIES

UNMATCHED SOLUTIONS

We are proud to be recognized for our outstanding, purpose-built solutions and support.

CogX AI Innovation Awards 2017 WINNER

Best AI Innovation in Charity

Gainsight

Sally Award for Customer Service Excellence

2017

SILVER 2019 STEVIE WINNER FOR SALES & CUSTOMER SERVICE

TrustRadius TOP RATED 2019

Top Rated Nonprofit CRM Solution

TrustRadius TOP RATED 2018

Top Rated Financial Accounting Solution

Gartner 2017 FrontRunners LEADER Software Advice

CRM WATCHLIST With Distinction WINNER 2017

#1 ON Capterra's Top 20 Nonprofit Software Infographic

HostingAdvice BLACKBAUD Must-Have Software for Nonprofits

UNRIVALED EXPERTISE

We are a trusted partner to millions of users across 100+ countries.

80% of the "most influential" nonprofits[1]

93% of higher education institutions with billion-dollar campaigns[3]

$100B+ raised, granted, and invested in their programming by our customers each year[2]

80% of the largest U.S. nonprofit hospital systems[4]

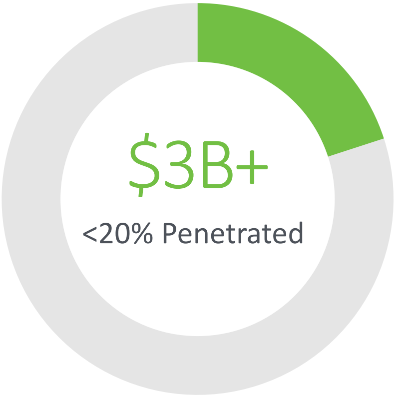
Source: (1) Top 50 listed by The Street.com featured by MSN 5/2016; validated 1/2018 (2) Internal Statistics, (3) Council for Advancement and Support of Education, (4) Becker's Hospital Review

Substantial TAM with significant penetration opportunity

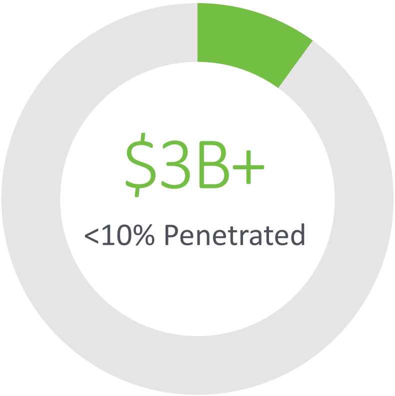
$10B+
2019 TAM

<10%
Revenue Penetration

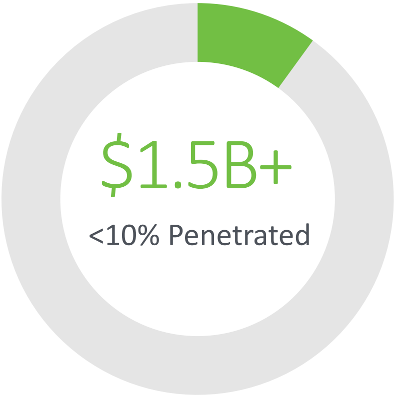
Fundraising, Relationship Management and Engagement



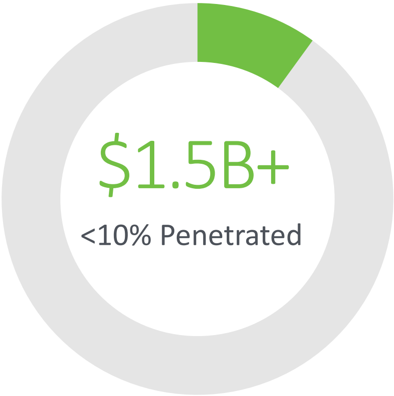
Payment Services



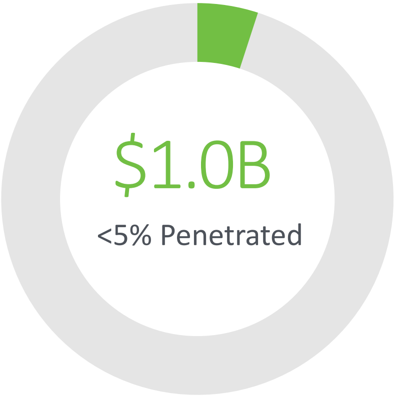
Financial Management, Grant and Award Management



Organizational and Program Management



Social Responsibility



Sources: FY 2018 Blackbaud Revenue. TAM based on IRS data, on 2013 data derived from primary research, Boston Analytics and Blackbaud, Canadian Customs & Revenue Agency, Caritas, Private School Universe, Carnegie Higher Education, Guidestar; OECD, CIA World Factbook, Johns Hopkins University, NTEN 2014 Nonprofit Technology Staffing and Investments Report, Blackbaud internal data

Headroom for growth extends across vertical markets

$10B+
2019 TAM

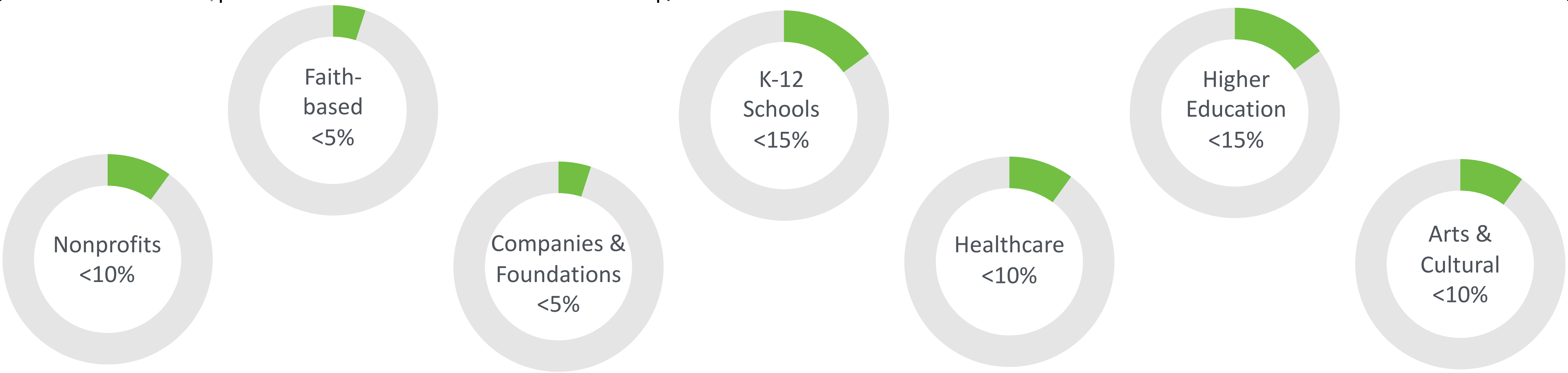
<10%
Revenue Penetration

Revenue Penetration by Vertical

$3.5B+ TAM

Each vertical represents $1.5B+ TAM

Each vertical represents $0.5B - $1B TAM



Sources: FY 2018 Blackbaud Revenue. TAM based on IRS data, 2013 data derived from primary research, Boston Analytics and Blackbaud, Canadian Customs & Revenue Agency, Caritas, Private School Universe, Carnegie Higher Education, Guidestar; OECD, CIA World Factbook, Johns Hopkins University, NTEN 2014 Nonprofit Technology Staffing and Investments Report, Blackbaud internal data

01

Our Markets

02

Key Differentiators

03

Strategy for Growth

04

Financial Strategy

The market's most comprehensive solutions for social good

Blackbaud is the **largest cloud software vendor** focused exclusively on the social good community[1]

Only Blackbaud offers a full portfolio of **purpose-built, integrated solutions**

Highly **fragmented competition** offers single-point solutions

Large customer base with **92% unit retention**

Strong balance sheet and cash flows to support strategic acquisitions

blackbaud

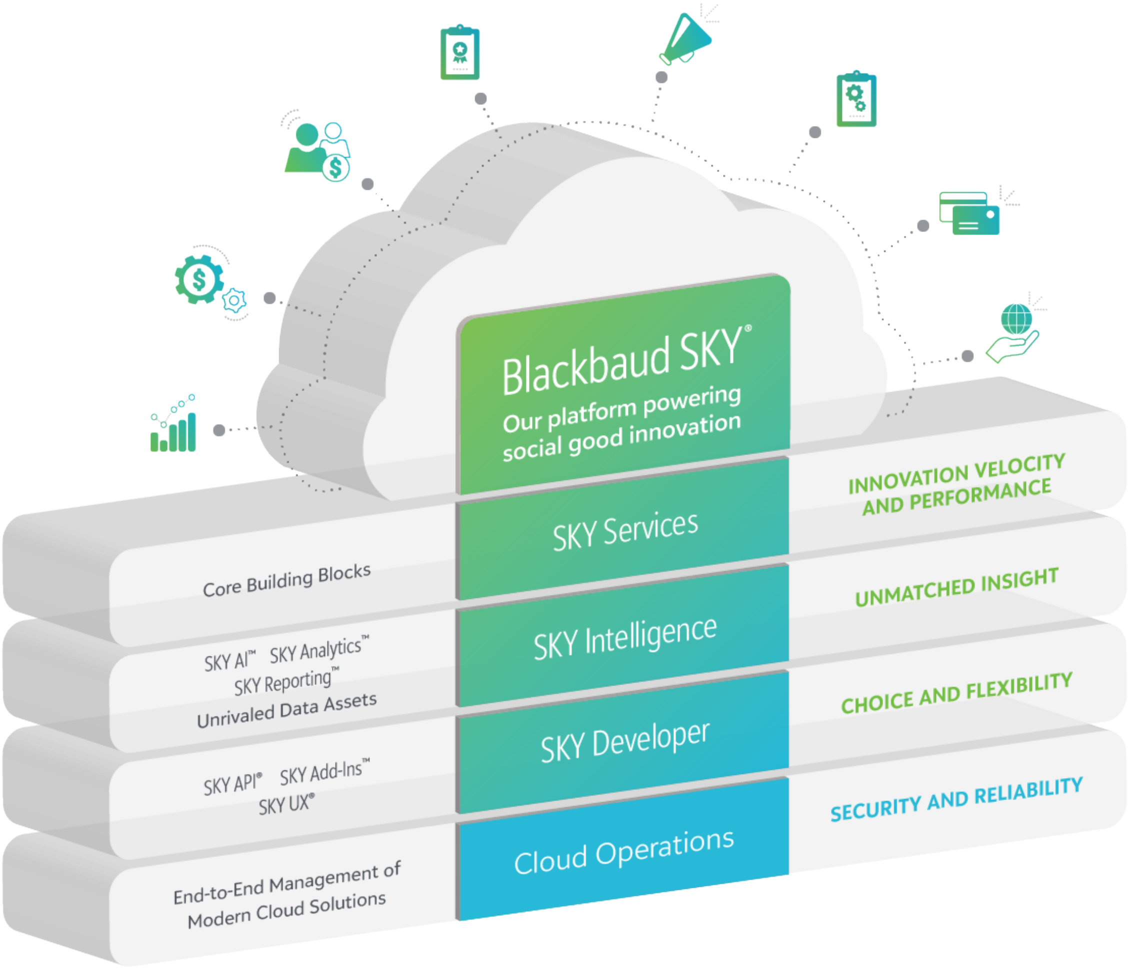
Fundraising & Relationship Management	Marketing & Engagement	Financial Management	Organizational & Program Management	Payment Services	Analytics

OUR COMPETITORS

donorperfect	Constant Contact	Intacct	FOUNDANT technologies	PayPal	WEALTHENGINE
salsa	frontstream	NETSUITE	FACTS	iATS payments	DONOR SEARCH
salesforce.org (and partners)	Classy	abila	ellucian	Authorize.Net	iwave
neon	Network for Good	abacus	Ministry Brands	CyberSource	
bloomerang	mailchimp	intuit quickbooks	benevity	Moneris SOLUTIONS	

1 IDC #29th largest cloud software provider worldwide

Built on industry leading cloud technology



Power of the Platform

Common shared components

Continuous innovation and feature deployment

Fast time to market

Integrated capabilities

Enables a network effect

We make it simple with one accountable partner

Cloud Software

We build, integrate, and implement vertical-specific solutions purpose-built for the unique needs of our customers.

Expertise

With nearly four decades of experience, we are undisputed industry experts on technology for social good.

Services

We drive impact through dedicated customer support and training, along with strategic and managed services tailored to our customers.

Data Intelligence

Using exclusive data, analytics, and expertise, we deliver unparalleled insight and intelligence to the customers we serve.

A culture built on unmatched commitment to social good

We work as one.

We bring heart.

We invent possibilities.

We expect the best.

We give back.

4 out of 5

employees volunteer regularly

1 out of 4

employees serve on nonprofit boards

600+

engineers; largest R&D investment in the sector

A

MSCI ESG Rating

3%

Pre-tax profit donated[1]

100,000

hours volunteered annually by employees

500+

employees worked previously for social good organizations

9 out of 10

employees say Blackbaud's mission was important to their decision to join the company

2

ISS Governance Quality Score

Over 2x

employees participating in matching gift program compared to national median

[1]2.5% of 2018 pre-tax profit donated through grants, cash, volunteering and thought leadership

01

Our Markets

02

Key Differentiators

03

Strategy for Growth

04

Financial Strategy

Executing a clear four-point growth strategy

01 Deliver integrated and open solutions in the cloud

Comprehensive, purpose-built cloud solutions

02 Drive sales effectiveness

Improving sales productivity to drive recurring revenue growth

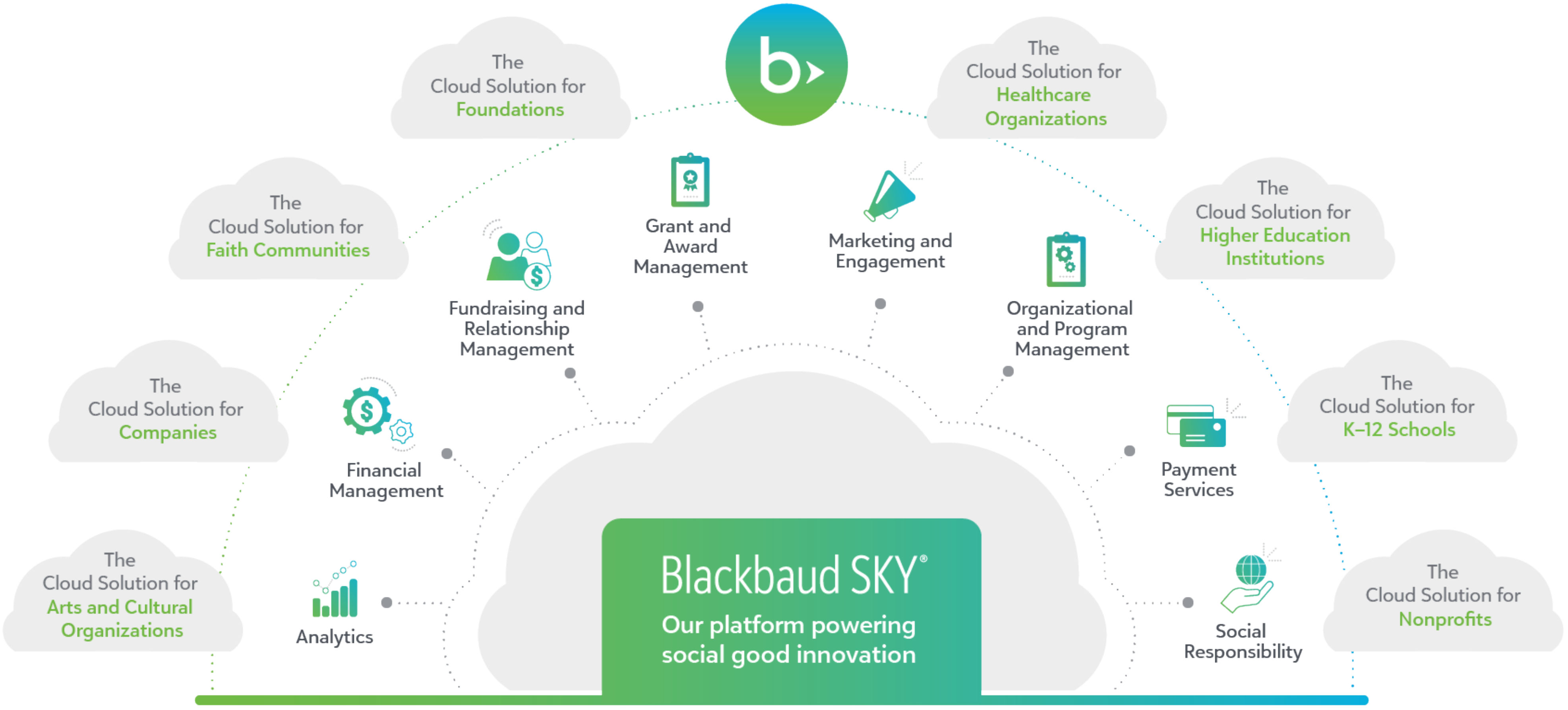
03 Expand total addressable market

Acquiring, building, and partnering into near adjacent markets

04 Improve operating efficiency

Building a world-class operating model

Deliver integrated and open solutions in the cloud



Drive sales effectiveness

STRATEGY 2

Scalable Model

Global sales operations

Customer success organization

Best-in-breed back
office systems

Prescriptive Selling

Vertical market focus

Integrated clouds

Bifurcate hunters vs. farmers

Sales Efficiency

Productivity focus

Ramping sales hiring

Deploy reps in market

Expand partner channel

2015

2019

STRATEGY 3

Expand total addressable market

Acquiring, building, and partnering into near adjacent markets

$4B+ in TAM added through acquisitions and new solution builds

2014	2015	2016	2017	2018	2019
MicroEdge, WhippleHill	SMART TUITION	Attentive.ly	JustGiving, academicworks	Blackbaud Education Management™, Blackbaud Church Management™, Reeher	YourCause

- Expand TAM into near adjacencies
- Accelerate shift to the cloud
- Accelerate revenue growth
- Accretive to operating margins

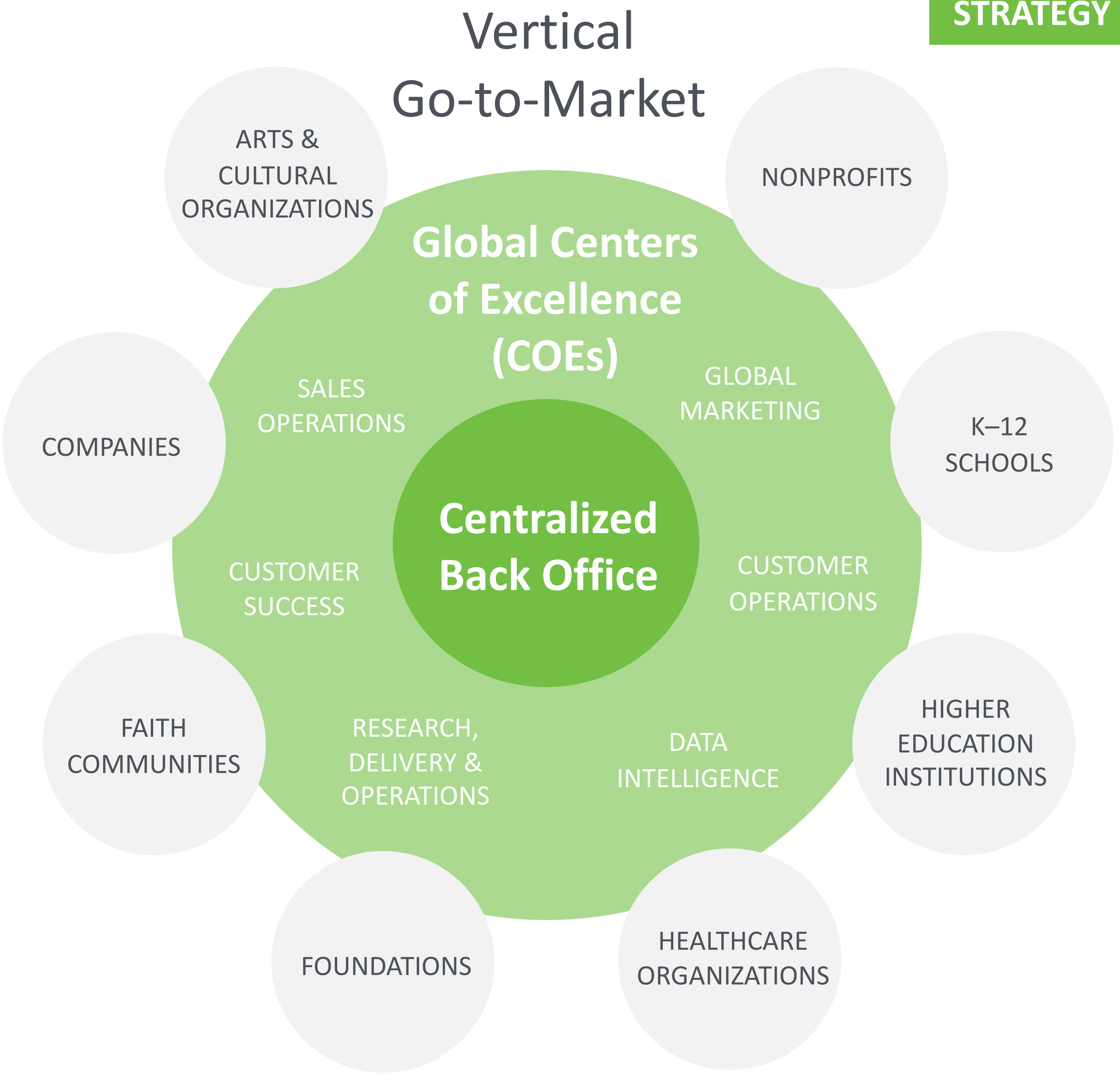
Note: Criteria calls for investments to be accretive to operating margins over time.

Efficient, scalable operating model

Vertical Go-to-market
focus on customer needs and solution selling

Centers of Excellence
support functions with common systems, metrics, and measurement

Productivity Improvement
continuous improvement across all functions of the organization



01

Our Markets

02

Key Differentiators

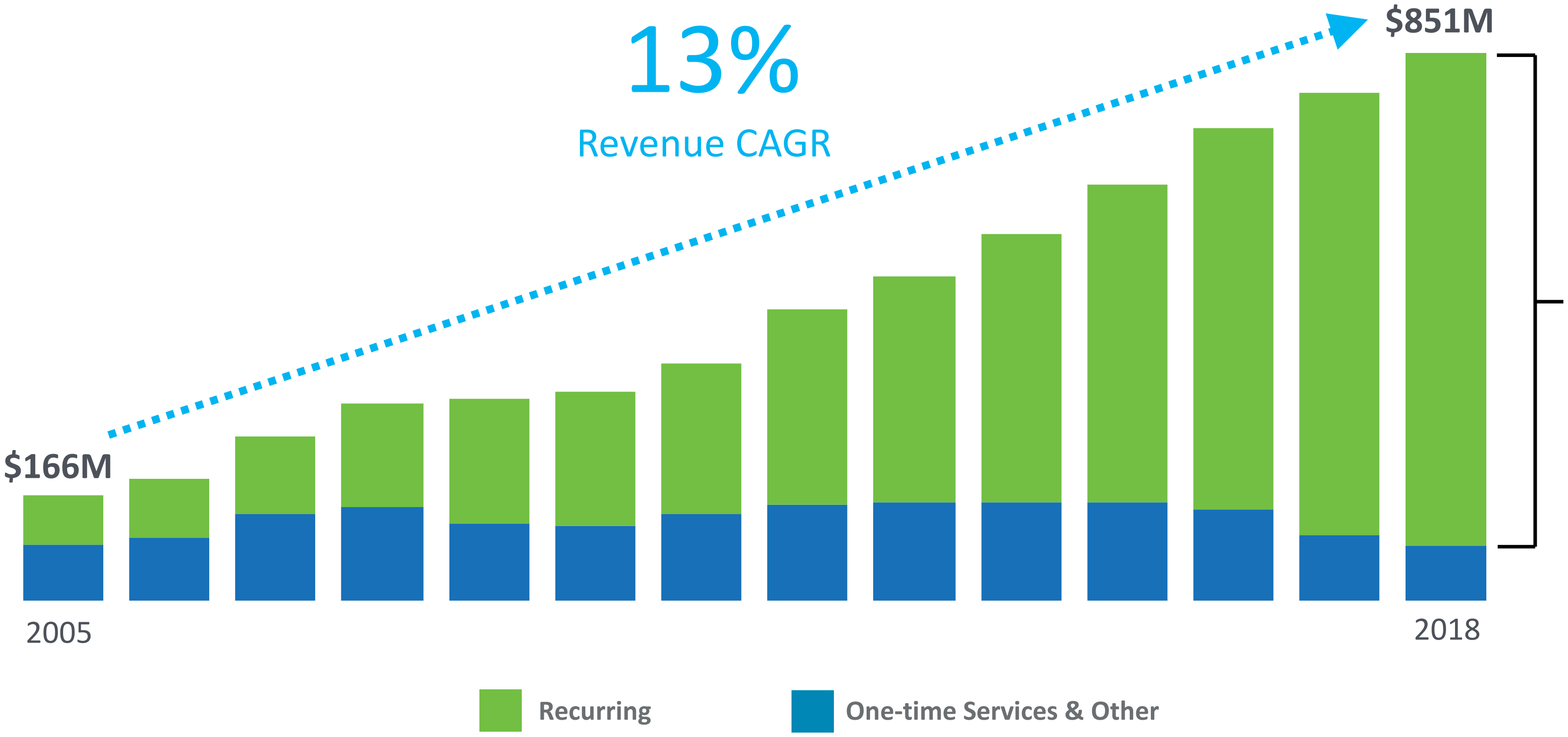
03

Strategy for Growth

04

Financial Strategy

Business model drives recurring revenue



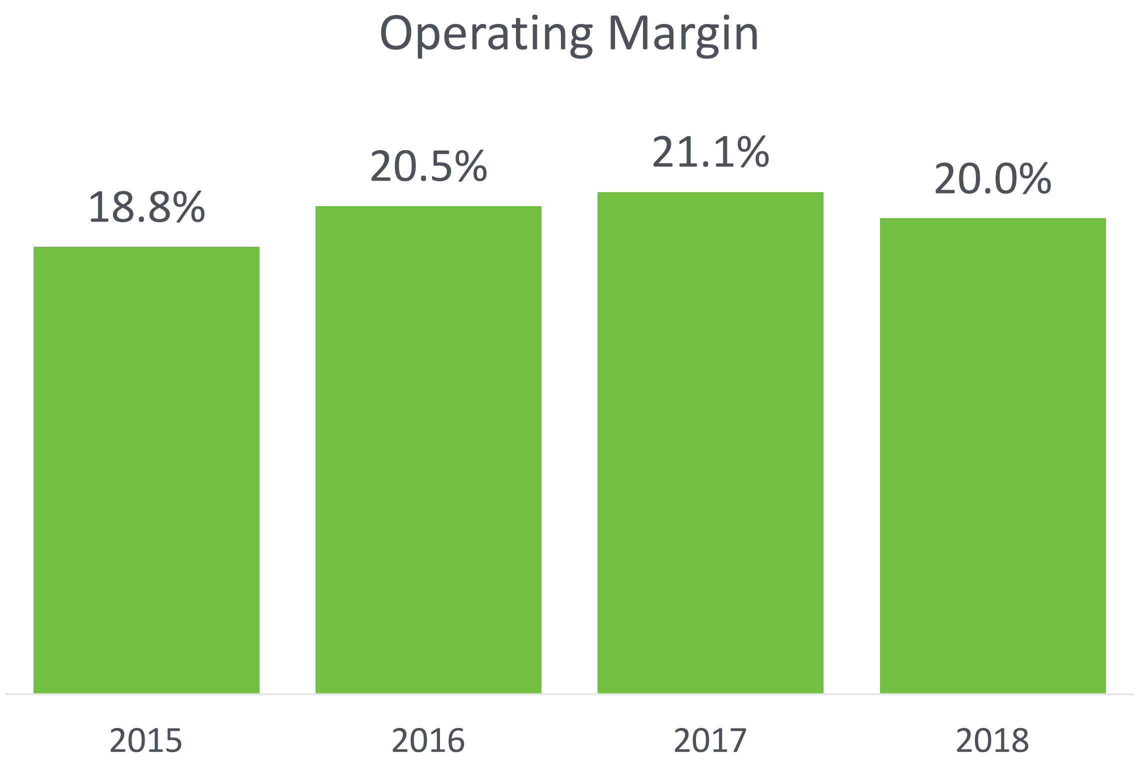
2018 Recurring Revenue

90% of total revenue

19% CAGR 2005-2018

Non-GAAP Revenue. 2016, 2017 and 2018 reflect adoption of ASC 606

Current investments support future growth



Operating Margin

Near term expansion depends on level of investments in:

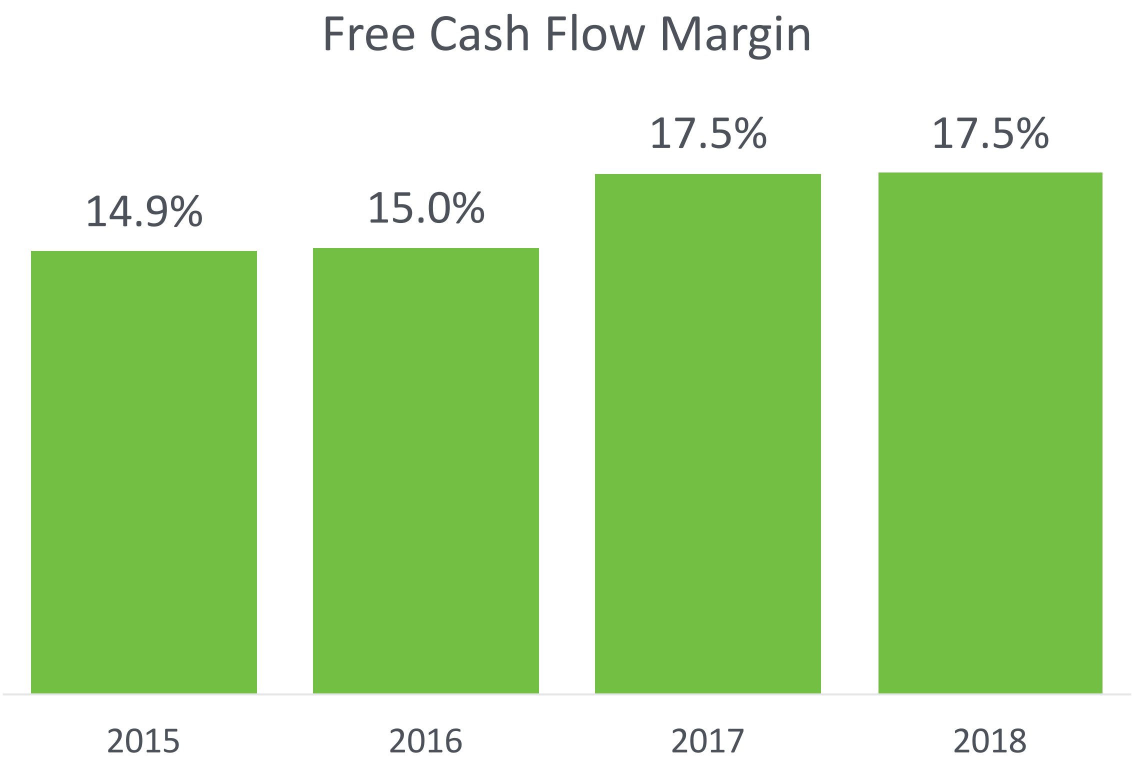
Incremental Sales Hiring
Improving market coverage

Engineering and Innovation
Invest in innovation, enhanced scalability and security

Workplace and Workforce Strategy
Increasing flexibility while driving energy and community

Non-GAAP operating margin. 2016, 2017 and 2018 reflect adoption of ASC 606

Generating healthy free cash flow margins inclusive of investments



Investments	$34M	$44M	$39M	$52M

Free Cash Flow Highlights

Strong free cash flow margins inclusive of current investments:

- Incremental sales hiring
- Innovation and new solution builds
- Cloud infrastructure
- Global workplace strategy

Estimating minimal federal cash tax payment in 2019

Non-GAAP free cash flow is defined as operating cash flow less capital expenditures, including costs required to be capitalized for software development, and capital expenditures for property and equipment.

Maintaining a disciplined capital strategy

GROWTH AND OPERATING INITIATIVES

- Capital investments consistent with solution roadmap and strategy
- Invest in operational efficiencies
- Strategic acquisitions

MAINTAIN STRONG BALANCE SHEET

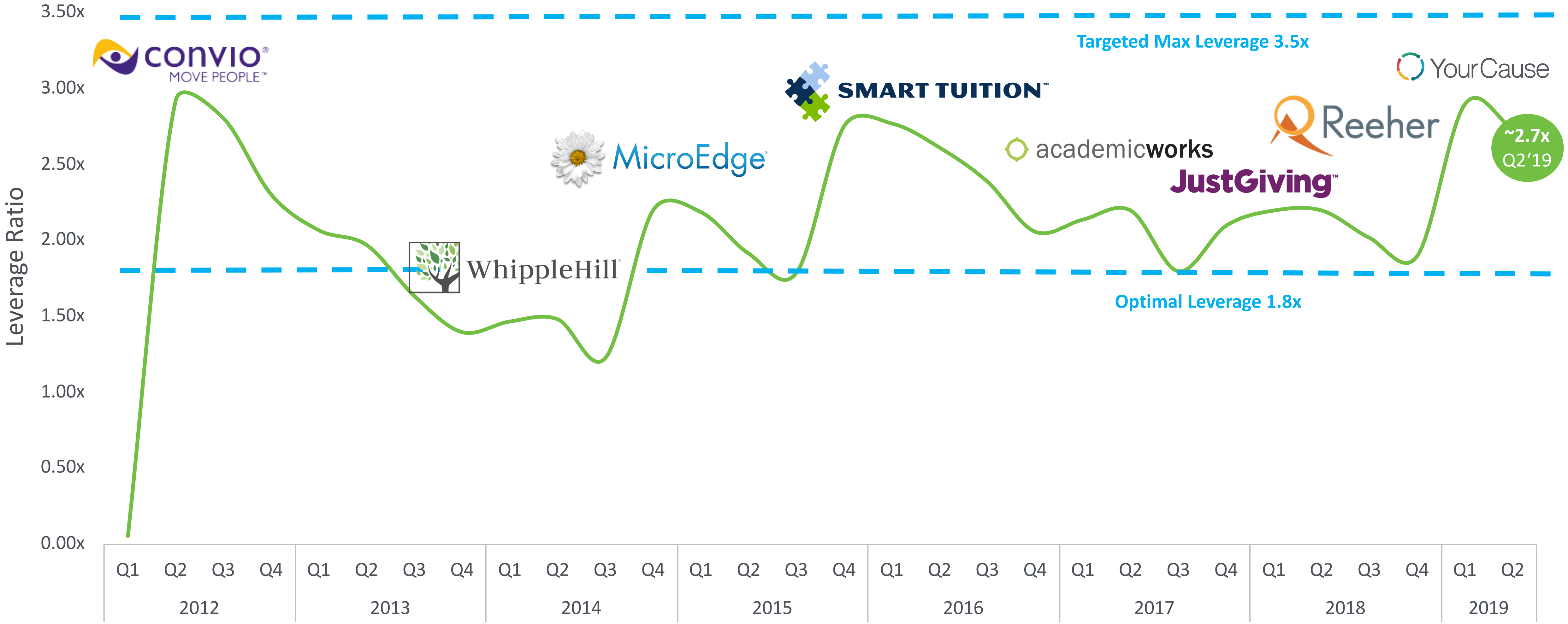
- Cash balances
- Debt maintenance
- Debt to EBITDA < 3.5X

RETURN OF CAPITAL TO SHAREHOLDERS*

- Annual dividend of $0.48 per share
- Share repurchase—
$50M authorized and available

*Dividend payments are not guaranteed and our Board of Directors may decide, in its sole discretion, at any time and for any reason, not to declare or pay further dividends and/or repurchase our common stock.

Proven history of deleveraging



Note: Current covenant for leverage ratio is less than or equal to 3.5x. Calculation of debt over TTM EBITDA is based on credit agreement in place at the end of the respective reporting quarter.

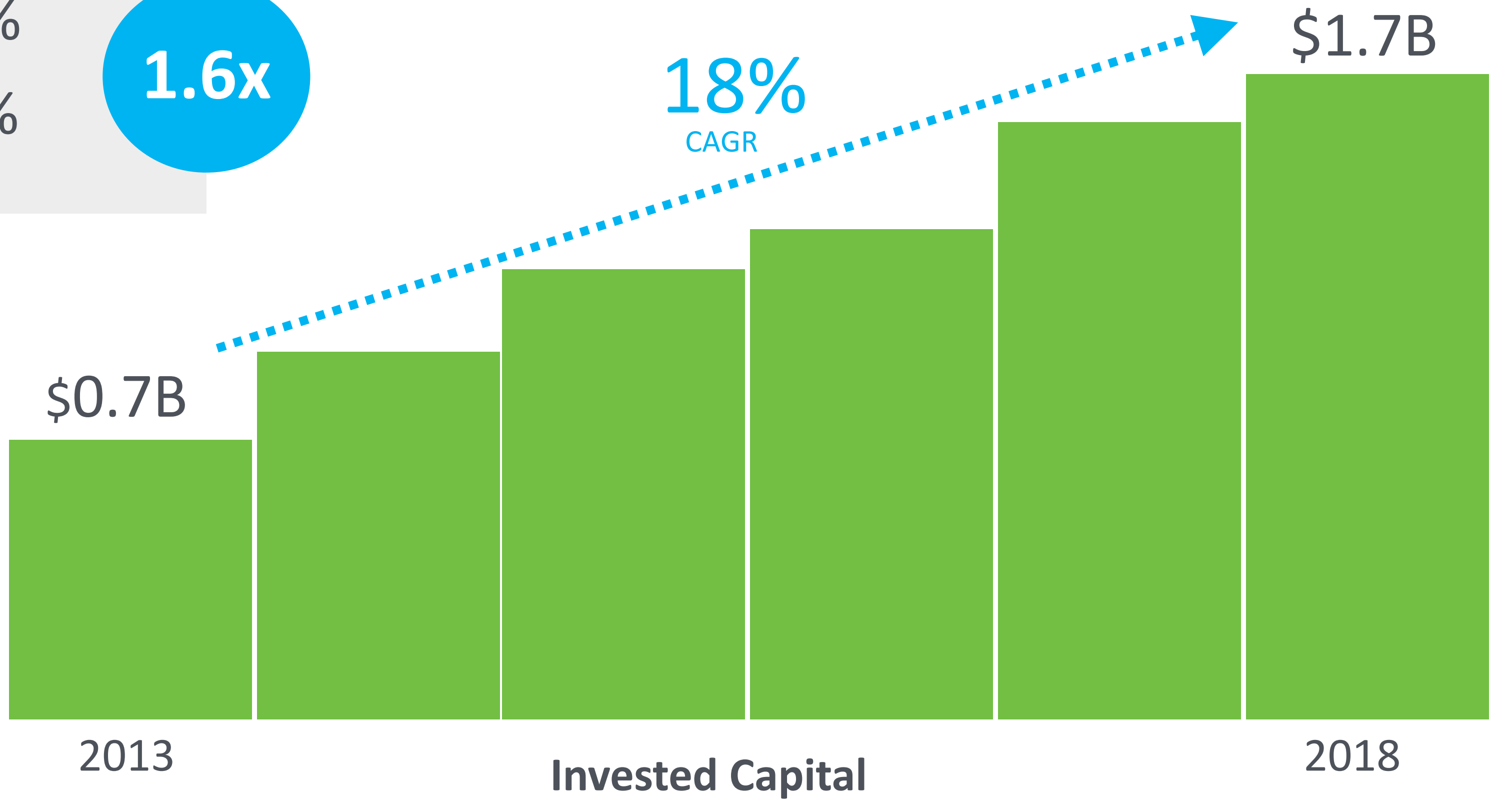
Strong returns on increasing investment base

Strong Returns

2018 WACC: 10.6%

2018 ROIC*: 16.9%

1.6x



*See appendix for detailed ROIC calculation

Anticipating solid financial performance in 2019

Guidance issued February 2019

		Mid-Point
Total Revenue	$880M – $910M	**$895M**
Operating Margin	16.7%–17.2%	**17.0%**
Diluted EPS	$2.11–$2.28	**$2.20**
Free Cash Flow	$124M – $134M	**$129M**

Non-GAAP. Guidance issued 2/6/2019. Mid-point presented for illustration only, not as a prediction of 2019 performance.

Improving shareholder value

- A reinvented company with an unmatched commitment to the social good sector
- Rapid innovation and growing M&A capacity expanding a large, stable, and growing addressable market
- Executing a disciplined strategy focused on accelerating financial performance

Appendix

Return on Invested Capital (ROIC) Calculation

(dollars in thousands)

	2018
Total Assets	$1,615
Add: Value of leased assets	286
Less: Restricted cash and customer funds receivable	(420)
Less: Non-interest bearing current liabilities	(377)
Add: Accumulated depreciation	107
Add: Accumulated amortization of software development	47
Add: Accumulated amortization of intangibles	257
Less: Purchase price of 2018 acquisition	(45)
Add: Research & development (excluding stock-based compensation) 3Y Expense [1]	255
Invested Capital	**$1,725**
Income from Operations	59
Add: Rent/Lease expense	26
Add: Depreciation	16
Add: Amortization of software development	17
Add: Amortization of intangibles	47
EBITDA[2]	165
Add: Stock-based compensation	48
Add: R&D Exp (excl SBC)	90
Adjusted EBITDA[2]	303
Less: Implied taxes (assumes 20% tax rate)	(12)
Adjusted NOPAT[2]	$291
Return on invested capital (ROIC)	**16.9%**

(1) Sum of previous three years R&D expense excluding any stock-based compensation
(2) Non-GAAP EBITDA, Adjusted EBITDA, Adjusted NOPAT

Historical Reconciliations of GAAP and Non-GAAP Organic Revenue Growth (Unaudited)

(dollars in thousands)	Six months ended		Three months ended		Year ended	Three months ended			
	06/30/2019	06/30/2018	06/30/2019	03/31/2019	12/31/2018	12/31/2018	09/30/2018	06/30/2018	03/31/2018
GAAP revenue	$ 441,464	$ 417,856	$ 225,634	$ 215,830	$ 848,606	$ 221,218	$ 209,532	$ 213,672	$ 204,184
GAAP revenue growth	**5.6%**		**5.6%**	**5.7%**					
Add: Non-GAAP acquisition-related revenue (1)	(8,944)	4,485	(4,558)	(4,386)	5,627	571	571	1,771	2,714
Non-GAAP organic revenue (2)	$ 432,520	$ 422,341	$ 221,076	$ 211,444	$ 854,233	$ 221,789	$ 210,103	$ 215,443	$ 206,898
Non-GAAP organic revenue growth	**2.4%**		**2.6%**	**2.2%**					
Non-GAAP organic revenue (2)	$ 432,520	$ 422,341	$ 221,076	$ 211,444	854,233	$ 221,789	$ 210,103	$ 215,443	$ 206,898
Foreign currency impact on Non-GAAP organic revenue (3)	3,956	—	2,177	1,779	—	—	—	—	—
Non-GAAP organic revenue on constant currency basis (3)	$ 436,476	$ 422,341	$ 223,253	$ 213,223	$ 854,233	$ 221,789	$ 210,103	$ 215,443	$ 206,898
Non-GAAP organic revenue growth on constant currency basis	**3.3%**		**3.6%**	**3.1%**					
GAAP recurring revenue	406,562	373,595	208,468	198,094	762,181	199,930	188,656	192,749	180,846
GAAP recurring revenue growth	**8.8%**		**8.2%**	**9.5%**					
Add: Non-GAAP acquisition-related recurring revenue (1)	(8,473)	4,316	(4,298)	(4,175)	5,458	571	571	1,717	2,599
Non-GAAP organic recurring revenue	$ 398,089	$ 377,911	$ 204,170	$ 193,919	$ 767,639	$ 200,501	$ 189,227	$ 194,466	$ 183,445
Non-GAAP organic recurring revenue growth	**5.3%**		**5.0%**	**5.7%**					

(1) Non-GAAP acquisition-related revenue excludes incremental acquisition-related revenue calculated in accordance with GAAP that is attributable to companies acquired in the current fiscal year. For companies acquired in the immediately preceding fiscal year, non-GAAP acquisition-related revenue reflects presentation of full-year incremental non-GAAP revenue derived from such companies, as if they were combined throughout the prior period, and it includes the non-GAAP revenue from the acquisition-related deferred revenue write-down attributable to those companies.

(2) Non-GAAP organic revenue for the prior year periods presented herein may not agree to non-GAAP organic revenue presented in the respective prior period quarterly financial information solely due to the manner in which non-GAAP organic revenue growth is calculated.

(3) To determine non-GAAP organic revenue growth on a constant currency basis, revenues from entities reporting in foreign currencies were translated to U.S. Dollars using the comparable period's quarterly weighted average foreign currency exchange rates. The primary foreign currencies creating the impact are the Canadian Dollar, EURO, British Pound and Australian Dollar.

Reconciliation of GAAP to Non-GAAP Consolidated Statements of Operations (Unaudited)

	Three Months Ended June 30, 2019									
(in thousands, except per share amounts)	GAAP	Acquisition-related Deferred Revenue Write-down	Stock-based Compensation Expense	Amortization of Intangibles from Business Combinations	Employee Severance	Acquisition-related Integration Costs	Acquisition-related Expenses	Restructuring	Non-GAAP Adjustments Subtotal	Non-GAAP
Revenue										
Recurring	$ 208,468	$ 716	$ —	$ —	$ —	$ —	$ —	$ —	$ 716	$ 209,184
One-time services and other	17,166	—	—	—	—	—	—	—	—	17,166
Total revenue	**225,634**	**716**	**—**	**—**	**—**	**—**	**—**	**—**	**716**	**226,350**
Cost of revenue										
Cost of recurring	86,657	—	(451)	(10,779)	11	—	—	—	(11,219)	75,438
Cost of one-time services and other	14,150	—	(340)	(550)	(7)	—	—	—	(897)	13,253
Total cost of revenue	**100,807**	**—**	**(791)**	**(11,329)**	**4**	**—**	**—**	**—**	**(12,116)**	**88,691**
Gross profit	**124,827**	**716**	**791**	**11,329**	**(4)**	**—**	**—**	**—**	**12,832**	**137,659**
Recurring gross margin	*58.4%*								*5.5%*	*63.9%*
One-time services and other gross margin	*17.6%*								*5.2%*	*22.8%*
Total gross margin	***55.3%***								***5.5%***	***60.8%***
Operating expenses										
Sales, marketing and customer success	55,009	—	(2,827)	—	(20)	—	—	—	(2,847)	52,162
Research and development	25,902	—	(2,753)	—	(68)	—	—	—	(2,821)	23,081
General and administrative	28,543	—	(8,658)	—	(107)	(464)	(365)	—	(9,594)	18,949
Amortization	1,152	—	—	(1,152)	—	—	—	—	(1,152)	—
Restructuring	730	—	—	—	—	—	—	(730)	(730)	—
Total operating expenses	**111,336**	**—**	**(14,238)**	**(1,152)**	**(195)**	**(464)**	**(365)**	**(730)**	**(17,144)**	**94,192**
Income from operations	**13,491**	**716**	**15,029**	**12,481**	**191**	**464**	**365**	**730**	**29,976**	**43,467**
Total operating margin	***6.0%***								***13.2%***	***19.2%***
Net Income	**$ 7,140**									**$ 31,879**
Shares used in computing diluted earnings per share	48,161									48,161
Diluted earnings per share	**$ 0.15**									**$ 0.66**

Reconciliation of GAAP to Non-GAAP Consolidated Statements of Operations (Unaudited)

Six Months Ended June 30, 2019										
(in thousands, except per share amounts)	GAAP	Acquisition-related Deferred Revenue Write-down	Stock-based Compensation Expense	Amortization of Intangibles from Business Combinations	Employee Severance	Acquisition-related Integration Costs	Acquisition-related Expenses	Restructuring	Non-GAAP Adjustments Subtotal	Non-GAAP
Revenue										
Recurring	$ 406,562	$ 1,432	$ —	$ —	$ —	$ —	$ —	$ —	$ 1,432	$ 407,994
One-time services and other	34,902	—	—	—	—	—	—	—	—	34,902
Total revenue	**441,464**	**1,432**	**—**	**—**	**—**	**—**	**—**	**—**	**1,432**	**442,896**
Cost of revenue										
Cost of recurring	171,368	—	(963)	(21,629)	(543)	—	—	—	(23,135)	148,233
Cost of one-time services and other	28,722	—	(802)	(1,116)	(572)	—	—	—	(2,490)	26,232
Total cost of revenue	**200,090**	**—**	**(1,765)**	**(22,745)**	**(1,115)**	**—**	**—**	**—**	**(25,625)**	**174,465**
Gross profit	**241,374**	**1,432**	**1,765**	**22,745**	**1,115**	**—**	**—**	**—**	**27,057**	**268,431**
Recurring gross margin	*57.8%*								*5.9%*	*63.7%*
One-time services and other gross margin	*17.7%*								*7.1%*	*24.8%*
Total Gross Margin	***54.7%***								***5.9%***	***60.6%***
Operating expenses										
Sales, marketing and customer success	110,464	—	(5,738)	—	(890)	—	—	—	(6,628)	103,836
Research and development	54,363	—	(5,427)	—	(1,250)	—	—	—	(6,677)	47,686
General and administrative	55,660	—	(15,825)	—	(357)	(1,182)	(810)	—	(18,174)	37,486
Amortization	2,528	—	—	(2,528)	—	—	—	—	(2,528)	—
Restructuring	2,683	—	—	—	—	—	—	(2,683)	(2,683)	—
Total operating expenses	**225,698**	**—**	**(26,990)**	**(2,528)**	**(2,497)**	**(1,182)**	**(810)**	**(2,683)**	**(36,690)**	**189,008**
Income from operations	**15,676**	**1,432**	**28,755**	**25,273**	**3,612**	**1,182**	**810**	**2,683**	**63,747**	**79,423**
Total Operating Margin	***3.6%***								***14.3%***	***17.9%***
Net Income	**$ 6,018**									**$ 56,531**
Shares used in computing diluted earnings per share	48,101									48,101
Diluted earnings per share	**$ 0.13**									**$ 1.18**

Reconciliation of GAAP to Non-GAAP Consolidated Statements of Operations (Unaudited)

Three Months Ended June 30, 2018										
(in thousands, except per share amounts)	GAAP	Acquisition-related Deferred Revenue Write-down	Stock-based Compensation Expense	Amortization of Intangibles from Business Combinations	Employee Severance	Acquisition-related Integration Costs	Acquisition-related Expenses	Restructuring	Non-GAAP Adjustments Subtotal	Non-GAAP
Revenue										
Recurring	$ 192,749	$ 874	$ —	$ —	$ —	$ —	$ —	$ —	$ 874	$ 193,623
One-time services and other	20,923	45	—	—	—	—	—	—	45	20,968
Total revenue	**213,672**	**919**	**—**	**—**	**—**	**—**	**—**	**—**	**919**	**214,591**
Cost of revenue										
Cost of recurring	76,350	—	(718)	(10,077)	(12)	(4)	—	—	(10,811)	65,539
Cost of one-time services and other	18,822	—	(927)	(600)	—	(21)	—	—	(1,548)	17,274
Total cost of revenue	**95,172**	**—**	**(1,645)**	**(10,677)**	**(12)**	**(25)**	**—**	**—**	**(12,359)**	**82,813**
Gross profit	**118,500**	**919**	**1,645**	**10,677**	**12**	**25**	**—**	**—**	**13,278**	**131,778**
Recurring gross margin	*60.4%*								*5.8%*	*66.2%*
One-time services and other gross margin	*10.0%*								*7.6%*	*17.6%*
Total Gross Margin	***55.5%***								***5.9%***	***61.4%***
Operating expenses										
Sales, marketing and customer success	48,493	—	(2,807)	—	(28)	(6)	(21)	—	(2,862)	45,631
Research and development	25,297	—	(2,448)	—	(43)	(11)	(42)	—	(2,544)	22,753
General and administrative	28,447	—	(6,961)	—	(17)	(2,152)	(1,148)	—	(10,278)	18,169
Amortization	1,201	—	—	(1,201)	—	—	—	—	(1,201)	—
Restructuring	3,688	—	—	—	—	—	—	(3,688)	(3,688)	—
Total operating expenses	**107,126**	**—**	**(12,216)**	**(1,201)**	**(88)**	**(2,169)**	**(1,211)**	**(3,688)**	**(20,573)**	**86,553**
Income from operations	**11,374**	**919**	**13,861**	**11,878**	**100**	**2,194**	**1,211**	**3,688**	**33,851**	**45,225**
Total Operating Margin	***5.3%***								***15.8%***	***21.1%***
Net Income	**$ 6,592**									**$ 33,014**
Shares used in computing diluted earnings per share	48,053									48,053
Diluted earnings per share	**$ 0.14**									**$ 0.69**

Reconciliation of GAAP to Non-GAAP Consolidated Statements of Operations (Unaudited)

Six Months Ended June 30, 2018										
(in thousands, except per share amounts)	GAAP	Acquisition-related Deferred Revenue Write-down	Stock-based Compensation Expense	Amortization of Intangibles from Business Combinations	Employee Severance	Acquisition-related Integration Costs	Acquisition-related Expenses	Restructuring	Non-GAAP Adjustments Subtotal	Non-GAAP
Revenue										
Recurring	$ 373,595	$ 1,177	$ —	$ —	$ —	$ —	$ —	$ —	$ 1,177	$ 374,772
One-time services and other	44,261	90	—	—	—	—	—	—	90	44,351
Total revenue	**417,856**	**1,267**	**—**	**—**	**—**	**—**	**—**	**—**	**1,267**	**419,123**
Cost of revenue										
Cost of recurring	145,429	—	(1,170)	(19,862)	(193)	(4)	—	—	(21,229)	124,200
Cost of one-time services and other	37,780	—	(1,570)	(1,201)	(394)	(21)	—	—	(3,186)	34,594
Total cost of revenue	**183,209**	**—**	**(2,740)**	**(21,063)**	**(587)**	**(25)**	**—**	**—**	**(24,415)**	**158,794**
Gross profit	**234,647**	**1,267**	**2,740**	**21,063**	**587**	**25**	**—**	**—**	**25,682**	**260,329**
Recurring gross margin	*61.1%*								*5.8%*	*66.9%*
One-time services and other gross margin	*14.6%*								*7.4%*	*22.0%*
Total Gross Margin	***56.2%***								***5.9%***	***62.1%***
Operating expenses										
Sales, marketing and customer success	93,970	—	(4,632)	—	(302)	(15)	(21)	—	(4,970)	89,000
Research and development	51,255	—	(4,584)	—	(116)	(11)	(42)	—	(4,753)	46,502
General and administrative	53,498	—	(12,997)	—	(26)	(2,576)	(1,542)	—	(17,141)	36,357
Amortization	2,470	—	—	(2,470)	—	—	—	—	(2,470)	—
Restructuring	4,499	—	—	—	—	—	—	(4,499)	(4,499)	—
Total operating expenses	**205,692**	**—**	**(22,213)**	**(2,470)**	**(444)**	**(2,602)**	**(1,605)**	**(4,499)**	**(33,833)**	**171,859**
Income from operations	**28,955**	**1,267**	**24,953**	**23,533**	**1,031**	**2,627**	**1,605**	**4,499**	**59,515**	**88,470**
Total Operating Margin	***6.9%***								***14.2%***	***21.1%***
Net Income	**$ 24,343**									**$ 64,924**
Shares used in computing diluted earnings per share	48,031									48,031
Diluted earnings per share	**$ 0.51**									**$ 1.35**

Unaudited Historical Financial Information and Non-GAAP Financial Measures Being Presented

Recently adopted accounting pronouncements

On January 1, 2019, we adopted Financial Accounting Standards Board ("FASB") Accounting Standards Update ("ASU") 2016-02, Leases (Topic 842) ("ASU 2016-02"), using the transition method that allowed us to initially apply the guidance at the adoption date of January 1, 2019 without adjusting comparative periods presented. ASU 2016-02 requires lessees to record most leases on their balance sheet but recognize expenses in the income statement in a manner similar to previous guidance. We have provided more detailed information regarding the impact of our adoption of ASU 2016-02 in our Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on May 3, 2019.

Historical Consolidated Balance Sheets (Unaudited)

(in thousands)	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
Assets						
Current assets:						
Cash and cash equivalents	$ 25,013	$ 29,194	$ 25,352	$ 30,866	$ 25,187	$ 32,654
Restricted cash due to customers	170,792	295,463	179,729	418,980	219,396	354,133
Accounts receivable, net of allowance	88,911	130,509	95,858	86,595	90,727	131,277
Customer funds receivable	6,373	5,528	5,501	1,753	5,474	5,349
Prepaid expenses and other current assets	68,474	75,816	68,842	59,788	73,099	76,728
Total current assets	359,563	536,510	375,282	597,982	413,883	600,141
Property and equipment, net	44,647	44,531	42,901	40,031	38,757	39,569
Operating lease right-of-use assets	—	—	—	—	110,485	107,165
Software development costs, net	57,062	62,023	68,289	75,099	81,231	87,880
Goodwill	537,433	547,312	547,338	545,213	634,845	632,269
Intangible assets, net	306,776	317,220	305,394	291,617	355,751	340,615
Other assets	62,453	64,089	65,512	65,363	67,461	66,319
Total assets	$ 1,367,934	$ 1,571,685	$ 1,404,716	$ 1,615,305	$ 1,702,413	$ 1,873,958
Liabilities and stockholders' equity						
Current liabilities:						
Trade accounts payable	$ 23,619	$ 31,141	$ 25,453	$ 34,538	$ 32,640	$ 35,749
Accrued expenses and other current liabilities	40,113	46,182	44,391	46,893	54,983	60,514
Due to customers	177,165	300,991	185,230	420,733	224,870	359,482
Debt, current portion	8,576	8,576	8,576	7,500	7,500	7,500
Deferred revenue, current portion	254,877	306,365	302,840	295,991	281,082	327,299
Total current liabilities	504,350	693,255	566,490	805,655	601,075	790,544
Debt, net of current portion	458,592	471,236	416,680	379,624	576,068	553,812
Deferred tax liability	48,080	48,055	47,405	44,291	48,050	48,658
Deferred revenue, net of current portion	5,075	3,442	3,429	2,564	4,290	2,324
Operating lease liabilities, net of current portion	—	—	—	—	102,880	100,116
Other liabilities	7,516	7,474	7,027	9,388	4,302	5,802
Total liabilities	1,023,613	1,223,462	1,041,031	1,241,522	1,336,665	1,501,256
Commitments and contingencies						
Stockholders' equity:						
Preferred stock	—	—	—	—	—	—
Common stock, $0.001 par value	59	59	59	59	60	60
Additional paid-in capital	362,113	375,949	386,657	399,241	412,937	427,950
Treasury stock, at cost	(261,710)	(264,383)	(266,597)	(266,884)	(285,284)	(286,644)
Accumulated other comprehensive loss	7,041	(1,011)	602	(5,110)	(1,452)	(9,409)
Retained earnings	236,818	237,609	242,964	246,477	239,487	240,745
Total stockholders' equity	344,321	348,223	363,685	373,783	365,748	372,702
Total liabilities and stockholders' equity	$ 1,367,934	$ 1,571,685	$ 1,404,716	$ 1,615,305	$ 1,702,413	$ 1,873,958

Historical Consolidated Statements of Comprehensive Income (Unaudited)

(in thousands, except share and per share amounts)	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
Revenue							
Recurring	$ 180,846	$ 192,749	$ 188,656	$ 199,930	$ 762,181	$ 198,094	$ 208,468
One-time services and other	23,338	20,923	20,876	21,288	86,425	17,736	17,166
Total revenue	204,184	213,672	209,532	221,218	848,606	215,830	225,634
Cost of revenue							
Cost of recurring	69,079	76,350	76,535	83,517	305,481	84,711	86,657
Cost of one-time services and other	18,958	18,822	18,702	19,779	76,261	14,572	14,150
Total cost of revenue	88,037	95,172	95,237	103,296	381,742	99,283	100,807
Gross profit	116,147	118,500	114,295	117,922	466,864	116,547	124,827
Operating expenses							
Sales, marketing and customer success	45,477	48,493	49,077	49,801	192,848	55,455	55,009
Research and development	25,958	25,297	24,218	23,338	98,811	28,461	25,902
General and administrative	25,051	28,447	24,894	27,962	106,354	27,117	28,543
Amortization	1,269	1,201	1,237	1,137	4,844	1,376	1,152
Restructuring	811	3,688	(914)	1,005	4,590	1,953	730
Total operating expenses	98,566	107,126	98,512	103,243	407,447	114,362	111,336
Income from operations	17,581	11,374	15,783	14,679	59,417	2,185	13,491
Interest expense	(3,517)	(4,303)	(4,140)	(3,938)	(15,898)	(5,323)	(5,799)
Other income (expense), net	160	346	(147)	744	1,103	182	2,181
Income before (benefit) provision for income taxes	14,224	7,417	11,496	11,485	44,622	(2,956)	9,873
Income tax (benefit) provision	(3,527)	825	332	2,151	(219)	(1,834)	2,733
Net income (loss)	$ 17,751	$ 6,592	$ 11,164	$ 9,334	$ 44,841	$ (1,122)	$ 7,140
Earnings (loss) per share							
Basic	$ 0.38	$ 0.14	$ 0.24	$ 0.20	$ 0.95	$ (0.02)	$ 0.15
Diluted	$ 0.37	$ 0.14	$ 0.23	$ 0.19	$ 0.93	$ (0.02)	$ 0.15
Common shares and equivalents outstanding							
Basic weighted average shares	47,019,603	47,222,657	47,279,591	47,300,931	47,206,669	47,516,912	47,714,621
Diluted weighted average shares	48,009,395	48,053,094	48,160,146	48,025,617	48,045,084	47,516,912	48,160,684
Other comprehensive income (loss)							
Foreign currency translation adjustment	6,437	(8,817)	1,047	(3,885)	(5,218)	4,590	(6,018)
Unrealized gain (loss) on derivative instruments, net of tax	1,079	765	566	(1,827)	583	(932)	(1,939)
Total other comprehensive income (loss)	7,516	(8,052)	1,613	(5,712)	(4,635)	3,658	(7,957)
Comprehensive income (loss)	$ 25,267	$ (1,460)	$ 12,777	$ 3,622	$ 40,206	$ 2,536	$ (817)

Note 1: The individual amounts for each quarter may not sum to full year totals due to rounding.

Historical Consolidated Statements of Cash Flows (Unaudited)

(in thousands)	3 months ended 03/31/2018	6 months ended 06/30/2018	9 months ended 09/30/2018	12 months ended 12/31/2018	3 months ended 03/31/2019	6 months ended 06/30/2019
Cash flows from operating activities						
Net income (loss)	$ 17,751	$ 24,343	$ 35,507	$ 44,841	$ (1,122)	$ 6,018
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:						
Depreciation and amortization	19,820	39,847	59,993	79,566	21,724	43,113
Provision for doubtful accounts and sales returns	1,774	3,697	4,760	6,890	2,032	4,646
Stock-based compensation expense	11,092	24,953	35,683	48,274	13,726	28,755
Deferred taxes	902	1,121	1,430	(619)	(1,155)	465
Amortization of deferred financing costs and discount	188	376	564	752	188	376
Other non-cash adjustments	(197)	(419)	(2,085)	(1,912)	1,820	1,982
Changes in operating assets and liabilities, net of acquisition of businesses:						
Accounts receivable	5,088	(38,092)	(4,480)	2,166	(1,797)	(45,071)
Prepaid expenses and other assets	(10,052)	(18,629)	(12,372)	(5,217)	(12,107)	(12,725)
Trade accounts payable	(1,655)	6,327	(134)	9,487	(3,624)	216
Accrued expenses and other liabilities	(14,092)	(6,675)	(6,923)	(2,027)	(11,690)	(9,014)
Deferred revenue	(18,866)	29,545	25,888	19,184	(18,006)	26,328
Net cash provided by (used in) operating activities	11,753	66,394	137,831	201,385	(10,011)	45,089
Cash flows from investing activities						
Purchase of property and equipment	(5,771)	(9,575)	(12,910)	(14,719)	(1,152)	(6,375)
Capitalized software development costs	(7,103)	(16,359)	(26,629)	(37,629)	(11,319)	(23,206)
Purchase of net assets of acquired companies, net of cash and restricted cash acquired	(5,036)	(45,315)	(45,315)	(44,943)	(109,386)	(109,386)
Other investing activities	—	—	—	(500)	—	500
Net cash used in investing activities	(17,910)	(71,249)	(84,854)	(97,791)	(121,857)	(138,467)
Cash flows from financing activities						
Proceeds from issuance of debt	81,700	173,500	219,900	270,900	271,500	329,100
Payments on debt	(52,875)	(132,150)	(233,225)	(322,476)	(75,175)	(155,150)
Employee taxes paid for withheld shares upon equity award settlement	(22,511)	(25,184)	(27,398)	(27,685)	(18,400)	(19,760)
Proceeds from exercise of stock options	9	11	11	11	3	6
Change in due to customers	(434,640)	(309,189)	(425,218)	(188,502)	(242,885)	(107,808)
Customer funds receivable	(4,783)	(4,391)	(4,371)	(844)	(3,573)	(3,741)
Dividend payments to stockholders	(5,825)	(11,653)	(17,484)	(23,312)	(5,901)	(11,802)
Net cash (used in) provided by financing activities	(438,925)	(309,056)	(487,785)	(291,908)	(74,431)	30,845
Effect of exchange rate on cash, cash equivalents, and restricted cash	713	(1,606)	(285)	(2,014)	1,036	(526)
Net decrease in cash, cash equivalents, and restricted cash	(444,369)	(315,517)	(435,093)	(190,328)	(205,263)	(63,059)
Cash, cash equivalents, and restricted cash, beginning of period	640,174	640,174	640,174	640,174	449,846	449,846
Cash, cash equivalents, and restricted cash, end of period	$ 195,805	$ 324,657	$ 205,081	$ 449,846	$ 244,583	$ 386,787

Historical Reconciliations of GAAP to Non-GAAP Financial Measures (Unaudited)

(in thousands, except share and per share amounts)	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019
GAAP Revenue	$ 204,184	$ 213,672	$ 209,532	$ 221,218	$ 848,606	$ 215,830	$ 225,634
Non-GAAP adjustments:							
Add: Acquisition-related deferred revenue write-down	348	919	571	571	2,409	716	716
Non-GAAP revenue	$ 204,532	$ 214,591	$ 210,103	$ 221,789	$ 851,015	$ 216,546	$ 226,350
GAAP gross profit	$ 116,147	$ 118,500	$ 114,295	$ 117,922	$ 466,864	$ 116,547	$ 124,827
GAAP gross margin	56.9%	55.5%	54.5%	53.3%	55.0%	54.0%	55.3%
Non-GAAP adjustments:							
Add: Acquisition-related deferred revenue write-down	348	919	571	571	2,409	716	716
Add: Stock-based compensation expense	1,095	1,645	1,270	1,232	5,242	974	791
Add: Amortization of intangibles from business combinations	10,386	10,677	10,625	10,545	42,233	11,416	11,329
Add: Employee severance	575	12	279	52	918	1,119	(4)
Add: Acquisition-related integration costs	—	25	—	—	25	—	—
Subtotal	12,404	13,278	12,745	12,400	50,827	14,225	12,832
Non-GAAP gross profit	$ 128,551	$ 131,778	$ 127,040	$ 130,322	$ 517,691	$ 130,772	$ 137,659
Non-GAAP gross margin	62.9%	61.4%	60.5%	58.8%	60.8%	60.4%	60.8%
GAAP income from operations	$ 17,581	$ 11,374	$ 15,783	$ 14,679	$ 59,417	$ 2,185	$ 13,491
GAAP operating margin	8.6%	5.3%	7.5%	6.6%	7.0%	1.0%	6.0%
Non-GAAP adjustments:							
Add: Acquisition-related deferred revenue write-down	348	919	571	571	2,409	716	716
Add: Stock-based compensation expense	11,092	13,861	10,730	12,591	48,274	13,726	15,029
Add: Amortization of intangibles from business combinations	11,655	11,878	11,862	11,682	47,077	12,792	12,481
Add: Employee severance	931	100	682	533	2,246	3,421	191
Add: Acquisition-related integration costs	433	2,194	756	300	3,683	718	464
Add: Acquisition-related expenses	394	1,211	269	972	2,846	445	365
Add: Restructuring costs	811	3,688	(914)	1,005	4,590	1,953	730
Subtotal	25,664	33,851	23,956	27,654	111,125	33,771	29,976
Non-GAAP income from operations	$ 43,245	$ 45,225	$ 39,739	$ 42,333	$ 170,542	$ 35,956	$ 43,467
Non-GAAP operating margin	21.1%	21.1%	18.9%	19.1%	20.0%	16.6%	19.2%
GAAP income (loss) before (benefit) provision for income taxes	$ 14,224	$ 7,417	$ 11,496	$ 11,485	$ 44,622	$ (2,956)	$ 9,873
GAAP net income (loss)	$ 17,751	$ 6,592	$ 11,164	$ 9,334	$ 44,841	$ (1,122)	$ 7,140
Shares used in computing GAAP diluted earnings (loss) per share	48,009,395	48,053,094	48,160,146	48,025,617	48,045,084	47,516,912	48,160,684
GAAP diluted earnings (loss) per share	$ 0.37	$ 0.14	$ 0.23	$ 0.19	$ 0.93	$ (0.02)	$ 0.15
Non-GAAP adjustments:							
Add: GAAP income tax (benefit) provision	(3,527)	825	332	2,151	(219)	(1,834)	2,733
Add: Total Non-GAAP adjustments affecting income from operations	25,664	33,851	23,956	27,654	111,125	33,771	29,976
Non-GAAP income before provision for income taxes	39,888	41,268	35,452	39,139	155,747	30,815	39,849
Assumed non-GAAP income tax provision (2)	7,978	8,254	7,090	7,828	31,149	6,163	7,970
Non-GAAP net income	$ 31,910	$ 33,014	$ 28,362	$ 31,311	$ 124,598	$ 24,652	$ 31,879
Shares used in computing Non-GAAP diluted earnings per share	48,009,395	48,053,094	48,160,146	48,025,617	48,045,084	48,051,289	48,160,684
Non-GAAP diluted earnings per share	$ 0.66	$ 0.69	$ 0.59	$ 0.65	$ 2.59	$ 0.51	$ 0.66

Historical Reconciliations of GAAP to Non-GAAP Financial Measures (Unaudited)

(in thousands)	3 months ended 3/31/2018	6 months ended 6/30/2018	9 months ended 9/30/2018	12 months ended 12/31/2018	3 months ended 3/31/2019	6 months ended 6/30/2019
GAAP net cash provided by (used in) operating activities	11,753	66,394	137,831	201,385	(10,011)	45,089
Less: purchase of property and equipment	(5,771)	(9,575)	(12,910)	(14,719)	(1,152)	(6,375)
Less: capitalized software development costs	(7,103)	(16,359)	(26,629)	(37,629)	(11,319)	(23,206)
Non-GAAP free cash flow	$ (1,121)	$ 40,460	$ 98,292	$ 149,037	$ (22,482)	$ 15,508