



RMNI Q3 2024 8K EARNING
RELEASE EXHIBIT 99.1



RIMINI STREET, INC.
Unaudited Condensed Consolidated Balance Sheets
(In thousands, except per share amounts)

ASSETS	September 30, 2024	December 31, 2023
Current assets:		
Cash and cash equivalents	\$ 119,494	\$ 115,424
Restricted cash	429	428
Accounts receivable, net of allowance of \$1,053 and \$656, respectively	66,996	119,430
Deferred contract costs, current	16,637	17,934
Short-term investments	—	9,826
Prepaid expenses and other	25,190	25,647
Total current assets	228,746	288,689
Long-term assets:		
Property and equipment, net of accumulated depreciation and amortization of \$20,794 and \$18,231, respectively	10,431	10,496
Operating lease right-of-use assets	6,895	5,941
Deferred contract costs, noncurrent	20,836	23,559
Deposits and other	4,743	6,109
Deferred income taxes, net	72,191	59,002
Total assets	\$ 343,842	\$ 393,796
LIABILITIES, REDEEMABLE PREFERRED STOCK AND STOCKHOLDERS' DEFICIT		
Current liabilities:		
Current maturities of long-term debt	\$ 3,093	\$ 5,912
Accounts payable	4,559	5,997
Accrued compensation, benefits and commissions	33,867	38,961
Other accrued liabilities	74,284	18,128
Operating lease liabilities, current	4,384	4,321
Deferred revenue, current	202,281	263,115
Total current liabilities	322,468	336,434
Long-term liabilities:		
Long-term debt, net of current maturities	67,959	64,228
Deferred revenue, noncurrent	21,033	23,859
Operating lease liabilities, noncurrent	6,806	6,841
Other long-term liabilities	2,350	1,930
Total liabilities	420,616	433,292
Stockholders' deficit:		
Preferred Stock, \$0.0001 par value per share. Authorized 99,820 shares (excluding 180 shares of Series A Preferred Stock); no other series has been designated	—	—
Common Stock, \$0.0001 par value. Authorized 1,000,000 shares; issued and outstanding 90,841 and 89,595 shares, respectively	9	9
Additional paid-in capital	175,125	167,988
Accumulated other comprehensive loss	(5,651)	(4,167)
Accumulated deficit	(245,141)	(202,210)
Treasury stock, at cost	(1,116)	(1,116)
Total stockholders' deficit	(76,774)	(39,496)
Total liabilities and stockholders' deficit	\$ 343,842	\$ 393,796

RIMINI STREET, INC.
Unaudited Condensed Consolidated Statements of Operations
(In thousands, except per share amounts)

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2024	2023	2024	2023
Revenue	\$ 104,672	\$ 107,453	\$ 314,540	\$ 319,386
Cost of revenue	41,135	40,110	126,230	118,802
Gross profit	63,537	67,343	188,310	200,584
Operating expenses:				
Sales and marketing	35,781	35,593	112,299	107,356
General and administrative	16,528	18,384	54,460	55,475
Reorganization costs	1,431	—	4,639	59
Litigation costs and related recoveries:				
Litigation expense	58,512	—	58,512	—
Professional fees and other costs of litigation	879	2,127	5,406	5,475
Litigation costs and related recoveries, net	59,391	2,127	63,918	5,475
Total operating expenses	113,131	56,104	235,316	168,365
Operating income (loss)	(49,594)	11,239	(47,006)	32,219
Non-operating income and (expenses):				
Interest expense	(1,577)	(1,413)	(4,401)	(4,139)
Other income (expenses), net	(642)	990	1,814	1,799
Income (loss) before income taxes	(51,813)	10,816	(49,593)	29,879
Income taxes	8,713	(4,015)	6,662	(13,171)
Net income (loss)	\$ (43,100)	\$ 6,801	\$ (42,931)	\$ 16,708
Net income (loss) attributable to common stockholders	\$ (43,100)	\$ 6,801	\$ (42,931)	\$ 16,708
Net income (loss) per share attributable to common stockholders:				
Basic	\$ (0.47)	\$ 0.08	\$ (0.48)	\$ 0.19
Diluted	\$ (0.47)	\$ 0.08	\$ (0.48)	\$ 0.19
Weighted average number of shares of Common Stock outstanding:				
Basic	90,776	89,228	90,343	88,942
Diluted	90,776	89,357	90,343	89,322

RIMINI STREET, INC.
GAAP to Non-GAAP Reconciliations
(In thousands)

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2024	2023	2024	2023
Non-GAAP operating income reconciliation:				
Operating income (loss)	\$ (49,594)	\$ 11,239	\$ (47,006)	\$ 32,219
Non-GAAP adjustments:				
Litigation costs and related recoveries, net	59,391	2,127	63,918	5,475
Stock-based compensation expense	2,174	3,131	7,137	9,056
Reorganization costs	1,431	—	4,639	59
Non-GAAP operating income	<u>\$ 13,402</u>	<u>\$ 16,497</u>	<u>\$ 28,688</u>	<u>\$ 46,809</u>
Non-GAAP net income reconciliation:				
Net income (loss)	\$ (43,100)	\$ 6,801	\$ (42,931)	\$ 16,708
Non-GAAP adjustments:				
Litigation costs and related recoveries, net	59,391	2,127	63,918	5,475
Stock-based compensation expense	2,174	3,131	7,137	9,056
Reorganization costs	1,431	—	4,639	59
Non-GAAP net income	<u>\$ 19,896</u>	<u>\$ 12,059</u>	<u>\$ 32,763</u>	<u>\$ 31,298</u>
Non-GAAP Adjusted EBITDA reconciliation:				
Net income (loss)	\$ (43,100)	\$ 6,801	\$ (42,931)	\$ 16,708
Non-GAAP adjustments:				
Interest expense	1,577	1,413	4,401	4,139
Income taxes	(8,713)	4,015	(6,662)	13,171
Depreciation and amortization expense	917	752	2,650	2,001
EBITDA	<u>(49,319)</u>	<u>12,981</u>	<u>(42,542)</u>	<u>36,019</u>
Non-GAAP adjustments:				
Litigation costs and related recoveries, net	59,391	2,127	63,918	5,475
Stock-based compensation expense	2,174	3,131	7,137	9,056
Reorganization costs	1,431	—	4,639	59
Adjusted EBITDA	<u>\$ 13,677</u>	<u>\$ 18,239</u>	<u>\$ 33,152</u>	<u>\$ 50,609</u>
Calculated Billings:				
Revenue	\$ 104,672	\$ 107,453	\$ 314,540	\$ 319,386
Deferred revenue, current and noncurrent, end of the period	223,314	238,399	223,314	238,399
Deferred revenue, current and noncurrent, beginning of the period	262,793	285,324	286,974	299,921
Change in deferred revenue	<u>(39,479)</u>	<u>(46,925)</u>	<u>(63,660)</u>	<u>(61,522)</u>
Calculated billings	<u>\$ 65,193</u>	<u>\$ 60,528</u>	<u>\$ 250,880</u>	<u>\$ 257,864</u>

About Non-GAAP Financial Measures and Certain Key Metrics

To provide investors and others with additional information regarding Rimini Street's results, we have disclosed the following non-GAAP financial measures and certain key metrics. We have described below Active Clients, Annualized Recurring Revenue and Revenue Retention Rate, each of which is a key operational metric for our business. In addition, we have disclosed the following non-GAAP financial measures: non-GAAP operating income, non-GAAP net income, EBITDA, Adjusted EBITDA and Billings. Rimini Street has provided in the tables above a reconciliation of each non-GAAP financial measure used in this earnings release to the most directly comparable GAAP financial measure. Due to a valuation allowance for our deferred tax assets, there were no tax effects associated with any of our non-GAAP adjustments. These non-GAAP financial measures are also described below.

The primary purpose of using non-GAAP measures is to provide supplemental information that management believes may prove useful to investors and to enable investors to evaluate our results in the same way management does. We also present the non-GAAP financial measures because we believe they assist investors in comparing our performance across reporting periods on a consistent basis, as well as comparing our results against the results of other companies, by excluding items that we do not believe are indicative of our core operating performance. Specifically, management uses these non-GAAP measures as measures of operating performance; to prepare our annual operating budget; to allocate resources to enhance the financial performance of our business; to evaluate the effectiveness of our business strategies; to provide consistency and comparability with past financial performance; to facilitate a comparison of our results with those of other companies, many of which use similar non-GAAP financial measures to supplement their GAAP results; and in communications with our board of directors concerning our financial performance. Investors should be aware however, that not all companies define these non-GAAP measures consistently.

Billings represents the change in deferred revenue for the current period plus revenue for the current period.

Active Client is a distinct entity that purchases our services to support a specific product, including a company, an educational or government institution, or a business unit of a company. For example, we count as two separate active clients when support for two different products is being provided to the same entity. We believe that our ability to expand our active clients is an indicator of the growth of our business, the success of our sales and marketing activities, and the value that our services bring to our clients.

Annualized Recurring Revenue is the amount of subscription revenue recognized during a fiscal quarter and multiplied by four. This gives us an indication of the revenue that can be earned in the following 12-month period from our existing client base assuming no cancellations or price changes occur during that period. Subscription revenue excludes any non-recurring revenue, which has been insignificant to date.

Revenue Retention Rate is the actual subscription revenue (dollar-based) recognized over a 12-month period from customers that were clients on the day prior to the start of such 12-month period, divided by our Annualized Recurring Revenue as of the day prior to the start of the 12-month period.

Non-GAAP Operating Income is operating income adjusted to exclude: litigation costs and related recoveries, net, stock-based compensation expense and reorganization costs. The exclusions are discussed in further detail below.

Non-GAAP Net Income is net income adjusted to exclude: litigation costs and related recoveries, net, stock-based compensation expense and reorganization costs. These exclusions are discussed in further detail below.

Specifically, management is excluding the following items from its non-GAAP financial measures, as applicable, for the periods presented:

Litigation Costs and Related Recoveries, Net: Litigation costs and the associated insurance and appeal recoveries relate to outside costs of litigation activities. These costs and recoveries reflect the ongoing litigation we are involved with, and do not relate to the day-to-day operations or our core business of serving our clients.

Stock-Based Compensation Expense: Our compensation strategy includes the use of stock-based compensation to attract and retain employees. This strategy is principally aimed at aligning the employee interests with those of our stockholders and to achieve long-term employee retention. As a result, stock-based compensation expense varies for reasons that are generally unrelated to operational decisions in any particular period.

Reorganization Costs: The costs consist primarily of severance costs associated with the Company's reorganization plan.

EBITDA is net income adjusted to exclude: interest expense, income taxes, and depreciation and amortization expense.

Adjusted EBITDA is EBITDA adjusted to exclude: litigation costs and related recoveries, net, stock-based compensation expense and reorganization costs, as discussed above.