Safe Harbor Statement
These slides and the accompanying oral presentation contain certain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, including statements related to Brightcove Inc.’s (the "Company", "Brightcove", "we" or "us") predictions about industry and market trends, our position to execute on our growth strategy, and our ability to expand our leadership position and market opportunity. These forward-looking statements include, but are not limited to, plans, objectives, expectations and intentions and other statements contained in this presentation that are not historical facts and statements identified by words such as "may," "will," "should," "expects," "anticipates," "continues," "intends," "plans," "explores," "believes," "seeks," "estimates," "projects" or words of similar meaning. These forward-looking statements reflect our current views about our plans, intentions, expectations, strategies and prospects, which are based on the information currently available to us and on assumptions we have made. Although we believe that our plans, intentions, expectations, strategies and prospects as reflected in or suggested by those forward-looking statements are reasonable, we can give no assurance that the plans, intentions, expectations or strategies will be attained or achieved. Furthermore, actual results may differ materially from those described in the forward-looking statements and will be affected by a variety of risks and factors that are beyond our control including, without limitation: the effect of the COVID-19 pandemic, including on our business operations, as well as its impact on the general economic and financial market conditions; our ability to retain existing customers and acquire new ones; our history of losses; the timing and successful integration of the Ooyala acquisition; expectations regarding the widespread adoption of customer demand for our products; the effects of increased competition and commoditization of services we offer, including data delivery and storage; keeping up with the rapid technological change required to remain competitive in our industry; our ability to manage our growth effectively and successfully recruit additional highly-qualified personnel; the price volatility of our common stock; other risks set forth under the caption “Risk Factors” in our most recently filed Annual Report on Form 10-K, as updated by our subsequently filed Quarterly Reports on Form 10-Q and our other SEC filings; and various other factors beyond our control. We assume no obligation to update any forward-looking statements contained in this document as a result of new information, future events or otherwise.

This presentation includes statistical and other industry and market data that the Company obtained from industry publications and research, surveys and studies conducted by third parties. Industry publications and third-party research, surveys and studies generally indicate that their information has been obtained from sources believed to be reliable, although they do not guarantee the accuracy or completeness of such information. While the Company believes that these industry publications and third-party research surveys are reliable, the Company has not independently verified such data and the Company does not make any representation as to the accuracy of the information.

Non-GAAP Financial Measures
Brightcove has provided in this presentation the non-GAAP financial measure of adjusted EBITDA. Brightcove uses this non-GAAP financial measure internally in analyzing its financial results and believes it is useful to investors, as a supplement to GAAP measures, in evaluating Brightcove’s ongoing operational performance. Brightcove believes that the use of this non-GAAP financial measure provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing its financial results with other companies in Brightcove’s industry, many of which present a similar non-GAAP financial measure to investors. The non-GAAP financial results discussed above of adjusted EBITDA is defined as consolidated net income (loss), plus stock-based compensation expense, the amortization of acquired intangible assets, merger-related expenses, restructuring expense, depreciation expense, other income/expense, including interest expense and interest income, and the provision for income taxes. Merger-related expenses include fees incurred in connection with an acquisition. Non-GAAP financial measures have limitations as an analytical tool and 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. A reconciliation of adjusted EBITDA to its most directly comparable GAAP measure has been provided at the end of this presentation on the slide titled “Reconciliation net loss to adjusted EBITDA.” Additionally, Brightcove’s earnings press releases containing such non-GAAP reconciliations can be found on the Investors section of Brightcove’s web site at http://www.brightcove.com.
WELCOME

JEFF RAY
CHIEF EXECUTIVE OFFICER
VIDEO
THE ONLY MEDIUM TO CONNECT STORIES
SCALABLE
SECURE
RELIABLE
That was a very great experience for us,
WOW WOW WOW.
SXSW.
ONLINE
2021
HYBRID
This is video's moment
OPPORTUNITY

JENNIFER GRIFFIN SMITH
CHIEF MARKETING OFFICER
WE SERVE A LARGE GROWING MARKET

$5.7B
MEDIA & ENTERPRISE WIDE

$3.1B
MID MARKET, ENTERPRISE DEPARTMENTAL

$4.2B
PROCREATIVES, SMB

ACV

ROBUSTNESS
• Global Scale
• Broadcast-Grade
• Quality / Reliable

Not inclusive of Consumer, Freemium, Social, Web Conferencing
MAJOR MARKET OPPORTUNITY

More video content uploaded in 30 days than the major US TV networks have created in 30 years!
MAJOR MARKET OPPORTUNITY

Recommendations drive 80% of shows watched on Netflix.
MAJOR MARKET OPPORTUNITY

Video will drive 90% of household data usage growth in the next 5 years.
CUSTOMERS USE VIDEO TO

**MONETIZE CONTENT**

**COMMUNICATE & ENGAGE**

**SELL PRODUCTS & SERVICES**
DELIVERING APPLICATIONS FOR USE CASES THAT DRIVE GROWTH AND RETENTION

- **MONETIZE CONTENT**
- **COMMUNICATE & ENGAGE**
- **SELL PRODUCTS & SERVICES**

**MEDIA & BROADCAST**
Product Development

**ENTERPRISE**
Corporate Communications

**ENTERPRISE**
Sales & Marketing
OUR SOLE MISSION:
TO HELP
BIG BRANDS
ACCOMPLISH
BIG THINGS.
OUR BELIEFS

1. WHY CUSTOMERS LOVE US: BEAUTIFUL PRODUCTS
2. WHY CUSTOMERS RELY ON US: SECURITY & SCALABILITY
3. WHY CUSTOMERS BELIEVE IN US: INNOVATION
INDUSTRY LEADER IN VIDEO TECHNOLOGY

>50 PATENTS

US Patent & Trademark Office
World Intellectual Property Organization

Two Technology & Engineering Emmy® Awards

Standards Developing Organizations
Industry Boards
SUPERIOR SCALABILITY: REACHING AUDIENCES EVERYWHERE

+875M VIEWERS A WEEK
134M VIDEOS A DAY

LIVE SCALING FROM 80,000 TO 3.4M CONCURRENT USERS IN 24 MINUTES

WITH INDUSTRY LEADING RELIABILITY 99.95% PLAYER UPTIME IN 2020
WORLD CLASS SECURITY: PROTECTING CUSTOMERS AND CONTENT

- Encryption
- Privacy Compliance
- Unparalleled DRM
  - ✔ Domain restriction ✔ Designated Market Area
  - ✔ IP restriction ✔ Proxy restriction
  - ✔ Date/Time restriction ✔ Mid-Stream Rights check
  - ✔ Geo restriction ✔ Stream concurrency
  - ✔ Entitlement check ✔ Device registration
BRIGHTCOVE INTELLIGENT VIDEO CLOUD

**BRIGHTCOVE VIDEO PLATFORM**
- Live Streaming
- Security
- Viewer Experiences
- Monetization
- Dynamic Delivery
- DRM / Encryption
- CMS
- Player Experiences
- Live / VOD Transcoding
- Viewer Management
- Video Portals
- Social Distribution

**ML**
- Intelligent Video Delivery
- Smart Playlists
- Video Insights
- Ad Insights
- Recommendations
- Content Analysis
- Viewer Insights
- QOS

*Italicized items are Roadmap Features*
BRIGHTCOVE INTELLIGENT VIDEO CLOUD

**BRIGHTCOVE VIDEO PLATFORM**
- Live Streaming
- Security
- Viewer Experiences
- Monetization
- Dynamic Delivery
- DRM / Encryption
- CMS
- Player Experiences
- Live / VOD Transcoding
- Viewer Management
- Video Portals
- Social Distribution

**APPs**
- Virtual Events
- Demand Gen
- Employee Engagement
- Over the Top
- eCommerce

**ML**
- Intelligent Video Delivery
- Smart Playlists
- Video Insights
- Ad Insights
- Recommendations
- Content Analysis
- Viewer Insights
- QOS

Italicized items are Roadmap Features
BROADEN YOUR REACH WITH VIRTUAL EVENTS

AMP UP YOUR BRAND AWARENESS

TAKE IT OVER THE TOP

VIRTUAL EVENT EXPERIENCES

VIDEO MARKETING SUITE

BEACON

WELCOME TO THE PREMIER CONFERENCE FOR TRAVEL AGENTS

ExursionCon

ADVANCE BOOKINGS: HOW EARLY IS TOO EARLY?
1. Auto Transcription
2. Smart Playlists
3. Monetization
4. TV Everywhere
ROADMAP

PLATFORM SCALE

1. VOD Forensic Watermarking
2. Global Payment Support
3. China Delivery
4. Right to Left Support
GO-TO-MARKET

RICK HANSON
CHIEF REVENUE OFFICER
LARGE MARKET OPPORTUNITY
DIFFERENTIATING PLATFORM

LARGE MARKET OPPORTUNITY

HOW WE WIN IN MARKET
WE WIN BY FOCUSING ON CUSTOMER USE CASE

MONETIZE CONTENT

COMMUNICATE & ENGAGE

SELL PRODUCTS & SERVICES
We need the best technology to service our goals. We chose Brightcove video because we won’t have the pitfalls, hiccups or complaints about our user experience that we had in the past.”

DAMIAN PELLICCIONE
CEO AND CO-FOUNDER, REVRY
USING VIDEO TO COMMUNICATE & ENGAGE

Video is an invaluable communications tool. We’re seeing a greater return on our video investment by increasing engagement and delivering more compelling messages with greater frequency.”

GLEN SCHWARTZ
SENIOR DIRECTOR OF CORPORATE COMMUNICATIONS, DUNKIN’ BRANDS
Brightcove was truly an ideal partner...we knew Video Cloud was robust enough to handle the scalability and spikes in viewership and that it would all just work!”

HUGO BOSS
GO-TO-MARKET

POWER OF DIRECT & INDIRECT
CHANNEL PARTNERS

- AWS
- Cvent
- Hartmann
- Rainfocus
- Opus
- Mass AV
- Mindpool
- Novastream
- Noovle
- Jack Morton

<table>
<thead>
<tr>
<th>Year</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>5%</td>
</tr>
<tr>
<td>2018</td>
<td>5%</td>
</tr>
<tr>
<td>2019</td>
<td>7%</td>
</tr>
<tr>
<td>2020</td>
<td>18%</td>
</tr>
<tr>
<td>FUTURE</td>
<td>30% to 50%</td>
</tr>
</tbody>
</table>

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GLOBAL CUSTOMER BASE SPANNING INDUSTRIES

MEDIA
BBC     FORTUNE     C-SPAN
entravision     revry     NEW YORK POST
THE PÄLEY NETWORK     AJARZEBRA

ENTERTAINMENT
Television Academy     AMC NETWORKS     YOUNG & RUBICAM
REELZ     MASTERCLASS     LIVE NATION ENTERTAINMENT
GENIUS     SONY MUSIC

CONSUMER GOODS & RETAIL
dunkin' brands     KraftHeinz
Chick-fil-A     BOSS
HiM     Wendy's
BURBERRY

FINANCIAL SERVICES/INSURANCE
UBS     AIG     TIAA CREF
MetLife     Aon     Navy Federal Credit Union

CONSUMER SERVICES
USGA     US SKI & SNOWBOARD
EA     BOSS
American Airlines     LPGA     PGA Tour

MANUFACTURING
Rolls Royce     Digi-Key     Ford
Carrier     3M     Thermo Fisher Scientific

TECHNOLOGY
GoDaddy     servicenow     DocuSign
Alibaba Group     CLOUdera
Sitecore     Tableau
Adobe     Pega

HEALTHCARE
United Healthcare     Centers of America
Cancer Treatment     WellPoint
Athenahealth
Blue Cross Blue Shield of Illinois
Barrow Neurological Institute

PROFESSIONAL SERVICES
EY     Allegis Group
FranklinCovey
GOODWIN     BCG
STRONG SERVICES MODEL

9% STICKIER CUSTOMERS

2.7x LARGER DEAL SIZES

$14K ADDITIONAL CUSTOMER GROWTH
DRIVE EXCEPTIONAL EXPERIENCE & INCREASED RETENTION

ONBOARD

GROW

ENGAGE

ADOPT

RETAIN

EXPAND
WHY WE WIN

CUSTOMER OBSESSION

GLOBAL REACH

STRONG SERVICES

EXTENSIVE CHANNEL ECOSYSTEM

HIGH PERFORMING DIRECT SALES ENGINE

USE CASES FOCUS ON CUSTOMER PAIN
FINANCE UPDATE

ROBERT NORECK
EVP & CHIEF FINANCIAL OFFICER
ACCELERATING REVENUE GROWTH

IMPROVING PROFITABILITY

ATTRACTIVE LONG TERM MODEL
ACCELERATING REVENUE GROWTH
MULTIPLE PATHS TO ACCELERATE REVENUE GROWTH

Expansion within the Customer Base

Accelerate Bookings Growth through Channel Partners

Improve Retention Rates
EXPANSION WITHIN THE CUSTOMER BASE

$ in Thousands

- New Business Deal Size*: $45
- ARPU*: $97

*Q4 2020 results

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GROWTH IN BOOKINGS FROM CHANNEL

Channel Bookings % of Total

- 2017: 5%
- 2018: 5%
- 2019: 7%
- 2020: 18%
- Future: 50%
RETENTION RATE IMPROVEMENTS WILL SIGNIFICANTLY IMPACT GROWTH RATES

A 1% point improvement creates 1% of incremental revenue growth annually.
REFINE THE CUSTOMER JOURNEY

DELIVER APPS THAT SOLVE BUSINESS PROBLEMS

EXPAND THE PARTNER COMMUNITY

INVEST IN DATA ANALYTICS AND MACHINE LEARNING
GROWTH IN 12 MONTH BACKLOG

12-Month Subscription Backlog ($ in Millions)

- 2017: $79
- 2018: $91
- 2019: $101
- 2020: $115

Backlog growth is a leading indicator of Revenue Growth.
ACCELERATING REVENUE GROWTH RATES

Revenue CAGR of 8% over the last 5 years

*reflects mid-point of the current guidance of $211M - $217M
ACHIEVING BREAKOUT GROWTH

Revenue Growth Bridge

- 2021 Guide*: 8%
- Channel Growth: ~3%
- ARPU Growth: ~3%
- Retention Improvements: ~6%
- Future: 20%
IMPROVING PROFITABILITY
IMPROVING SUBSCRIPTION MARGINS

Subscription Margin %

<table>
<thead>
<tr>
<th>Year</th>
<th>Margin %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>66%</td>
</tr>
<tr>
<td>2018</td>
<td>66%</td>
</tr>
<tr>
<td>2019</td>
<td>63%</td>
</tr>
<tr>
<td>2020</td>
<td>65%</td>
</tr>
<tr>
<td>4Q20</td>
<td>68%</td>
</tr>
<tr>
<td>Future</td>
<td>70%</td>
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</tbody>
</table>
DISCIPLINED INVESTMENT DECISIONS
DRIVING OPERATING EXPENSE EFFICIENCIES

Operating Expenses ($ in Millions)

- 2017: $103, 35% Total OPEX, 19% S&M % of Rev, 12% R&D % of Rev, 12% G&A % of Rev
- 2018: $103, 32% Total OPEX, 18% S&M % of Rev, 12% R&D % of Rev, 12% G&A % of Rev
- 2019: $108, 30% Total OPEX, 17% S&M % of Rev, 12% R&D % of Rev, 11% G&A % of Rev
- 2020: $108, 28% Total OPEX, 16% S&M % of Rev, 12% R&D % of Rev, 11% G&A % of Rev
INVEST IN HEADCOUNT TO INCREASE CAPACITY

OPEX Headcount by Function

- **201** General and Administrative
- **155** Research and Development
- **206** Sales and Marketing

<table>
<thead>
<tr>
<th>Year</th>
<th>General and Administrative</th>
<th>Research and Development</th>
<th>Sales and Marketing</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>54</td>
<td>155</td>
<td>201</td>
<td>410</td>
</tr>
<tr>
<td>2018</td>
<td>47</td>
<td>150</td>
<td>206</td>
<td>403</td>
</tr>
<tr>
<td>2019</td>
<td>66</td>
<td>241</td>
<td>210</td>
<td>517</td>
</tr>
<tr>
<td>2020</td>
<td>68</td>
<td>244</td>
<td>222</td>
<td>534</td>
</tr>
</tbody>
</table>
Improving profitability the result of disciplined investment decisions

*reflects mid-point of the current guidance of $25.5M - $30.5M
GENERATING FREE CASH FLOW

Free Cash Flow ($ in Millions)

- $11
- $2
- $5
$13
$20


*reflects mid-point of the current guidance of $17.5M - $22.5M
SIGNIFICANT PROGRESS MADE ON "RULE OF" PERFORMANCE

Rule of Calculation

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
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<tbody>
<tr>
<td>2017</td>
<td>1</td>
</tr>
<tr>
<td>2018</td>
<td>7</td>
</tr>
<tr>
<td>2019</td>
<td>17</td>
</tr>
<tr>
<td>2020</td>
<td>17</td>
</tr>
<tr>
<td>2021</td>
<td>22</td>
</tr>
</tbody>
</table>

*reflects mid-point of the current guidance
3 ATTRACTIVE LONG TERM MODEL
## RULE OF 40 TARGETED

<table>
<thead>
<tr>
<th>Metric</th>
<th>2020 Actual</th>
<th>Long Term Targets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue Growth</td>
<td>7%</td>
<td>20% +</td>
</tr>
<tr>
<td>Subscription Gross Margin</td>
<td>65%</td>
<td>70% +</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>55%</td>
<td>50%</td>
</tr>
<tr>
<td>Adjusted EBITDA %</td>
<td>10%</td>
<td>20% +</td>
</tr>
<tr>
<td>Rule of Calculation</td>
<td>17</td>
<td>40 +</td>
</tr>
</tbody>
</table>
LONG TERM MODEL IMPROVES BOTH REVENUE GROWTH RATES AND MARGINS

Balanced approach to Rule of 40
Targeted

Adjusted EBITDA % of Revenue vs Revenue Growth
BRIGHTCOVE UNDervalued in relation to peer group
WE ENJOY A LARGE AND GROWING MARKET

OUR PLATFORM DRIVES ECOSYSTEM AND INNOVATION

WE HAVE GLOBAL REACH AND DIVERSE BRAND LEADERS

POSITIVE TREND IN PROFITABLE GROWTH THAT IS UNDERVALUED
THANK YOU
## NON-GAAP RECONCILIATION - 4Q20

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended December 31,</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
<td>2019</td>
</tr>
<tr>
<td><strong>GROSS PROFIT:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAAP gross profit</td>
<td>$34,232</td>
<td>$28,503</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>$221</td>
<td>$408</td>
</tr>
<tr>
<td>Amortization of acquired intangible assets</td>
<td>$335</td>
<td>$493</td>
</tr>
<tr>
<td>Restructuring</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Non-GAAP gross profit</td>
<td>$34,758</td>
<td>$29,706</td>
</tr>
<tr>
<td><strong>INCOME (LOSS) FROM OPERATIONS:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAAP income (loss) from operations</td>
<td>$1,623</td>
<td>($6,870)</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>$2,061</td>
<td>$4,733</td>
</tr>
<tr>
<td>Amortization of acquired intangible assets</td>
<td>$812</td>
<td>$963</td>
</tr>
<tr>
<td>Merger-related</td>
<td>-</td>
<td>3,356</td>
</tr>
<tr>
<td>Restructuring</td>
<td>$737</td>
<td>-</td>
</tr>
<tr>
<td>Non-GAAP income from operations</td>
<td>$12</td>
<td>$2,204</td>
</tr>
<tr>
<td><strong>NET INCOME (LOSS):</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAAP net income (loss)</td>
<td>$2,021</td>
<td>($6,712)</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>$2,061</td>
<td>$4,733</td>
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<tr>
<td>Amortization of acquired intangible assets</td>
<td>$812</td>
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</tr>
<tr>
<td>Merger-related</td>
<td>-</td>
<td>3,356</td>
</tr>
<tr>
<td>Restructuring</td>
<td>$737</td>
<td>-</td>
</tr>
<tr>
<td>Non-GAAP net income</td>
<td>$5,767</td>
<td>$2,362</td>
</tr>
<tr>
<td><strong>GAAP diluted net income (loss) per share:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>$0.05</td>
<td>($0.17)</td>
</tr>
<tr>
<td><strong>Non-GAAP diluted net income per share:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>$0.14</td>
<td>$0.06</td>
</tr>
</tbody>
</table>

- Shares used in computing GAAP diluted net income (loss) per share: 39,932, 38,891
- Shares used in computing Non-GAAP diluted net income per share: 41,646, 39,691
## NON-GAAP RECONCILIATION - FY20

<table>
<thead>
<tr>
<th></th>
<th>Twelve Months Ended December 31,</th>
<th></th>
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<tbody>
<tr>
<td></td>
<td></td>
<td>2020</td>
<td>2019</td>
</tr>
<tr>
<td><strong>GROSS PROFIT:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAAP gross profit</td>
<td></td>
<td>$121,256</td>
<td>$109,906</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>906</td>
<td>972</td>
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<tr>
<td>Amortization of acquired intangible assets</td>
<td>1,501</td>
<td>1,621</td>
<td></td>
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<tr>
<td>Restructuring</td>
<td>51</td>
<td>292</td>
<td></td>
</tr>
<tr>
<td><strong>Non-GAAP gross profit</strong></td>
<td>$123,714</td>
<td>$111,571</td>
<td></td>
</tr>
<tr>
<td><strong>INCOME (LOSS) FROM OPERATIONS:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAAP income (loss) from operations</td>
<td>$ (5,322)</td>
<td>$(21,063)</td>
<td></td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>8,782</td>
<td>9,259</td>
<td></td>
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<tr>
<td>Amortization of acquired intangible assets</td>
<td>3,410</td>
<td>3,203</td>
<td></td>
</tr>
<tr>
<td>Mergers-related</td>
<td>5,768</td>
<td>11,447</td>
<td></td>
</tr>
<tr>
<td>Restructuring</td>
<td>2,583</td>
<td>752</td>
<td></td>
</tr>
<tr>
<td><strong>Non-GAAP income from operations</strong></td>
<td>$15,223</td>
<td>$3,600</td>
<td></td>
</tr>
<tr>
<td><strong>NET INCOME (LOSS):</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAAP net income (loss)</td>
<td>$ (5,813)</td>
<td>$(21,903)</td>
<td></td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>8,782</td>
<td>9,259</td>
<td></td>
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<tr>
<td>Amortization of acquired intangible assets</td>
<td>3,410</td>
<td>3,203</td>
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<td>Mergers-related</td>
<td>5,768</td>
<td>11,447</td>
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</tr>
<tr>
<td>Restructuring</td>
<td>2,583</td>
<td>752</td>
<td></td>
</tr>
<tr>
<td><strong>Non-GAAP net income</strong></td>
<td>$14,733</td>
<td>$2,760</td>
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<tr>
<td>GAAP diluted net income (loss) per share</td>
<td>$(0.15)</td>
<td>$(0.58)</td>
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<tr>
<td>Non-GAAP diluted net income per share</td>
<td>$0.36</td>
<td>$0.07</td>
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</table>

Shares used in computing GAAP diluted net income (loss) per share: 39,473 37,739
Shares used in computing Non-GAAP diluted net income per share: 40,449 39,104