Fourth Quarter Fiscal FY26 Financial Results

March 3, 2026

Forward-looking statements & non-GAAP financial measures

This presentation contains forward-looking statements that involve risks, uncertainties, and assumptions, including statements regarding Box's expectations regarding its growth and profitability, the size of its market opportunity, its investments in go-to-market programs, the demand for its products, the potential of AI and its impact on Box, the timing of recent and planned product introductions, enhancements and integrations, the short- and long-term success, market adoption and retention, capabilities, and benefits of such product introductions and enhancements, the success of strategic partnerships and acquisitions, the impact of macroeconomic conditions on its business, its ability to grow and scale its business and drive operating efficiencies, the impact of fluctuations in foreign currency exchange rates on its future results, its net retention rate, its ability to achieve revenue targets and billings expectations, its revenue and billings growth rates, its ability to expand operating margins, its long-term financial targets, its ability to achieve profitability on a quarterly or ongoing basis, its free cash flow, its ability to continue to grow unrecognized revenue and remaining performance obligations, its revenue, billings, GAAP and non-GAAP gross margins, GAAP and non-GAAP net income per share, GAAP and non-GAAP operating margins, the related components of GAAP and non-GAAP net income per share, weighted-average outstanding share count expectations for Box's fiscal first quarter and full fiscal year 2027, equity burn rate, any potential repurchase of its common stock, whether, when, in what amount and by what method any such repurchase would be consummated, and the share price of any such repurchase.

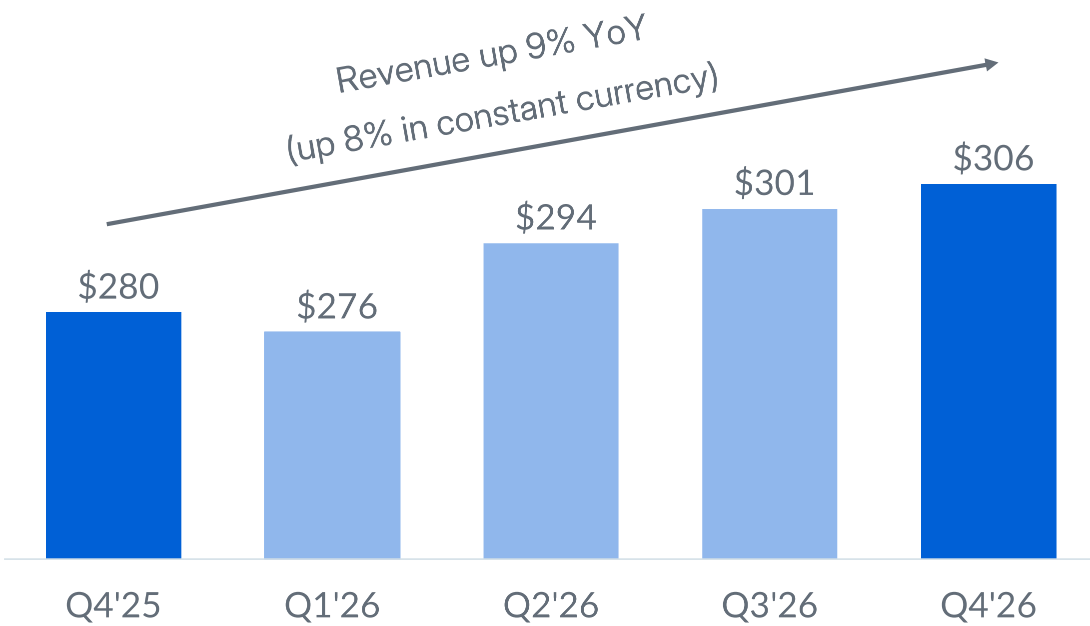
There are a significant number of factors that could cause actual results to differ materially from statements made in this presentation, including: (1) adverse changes in general economic or market conditions, including those caused by changes in tariffs, sanctions, international treaties, export/import laws and other trade restrictions, the Russia-Ukraine conflict and the conflict in the Middle East, inflation, and fluctuations in foreign currency exchange rates; (2) delays or reductions in information technology spending; (3) factors related to Box's highly competitive market, including but not limited to pricing pressures, industry consolidation, entry of new competitors and new applications and marketing initiatives by Box's current or future competitors; (4) the development of the intelligent content management market; (5) the risk that Box's customers do not renew their subscriptions, expand their use of Box's services, or adopt new products offered by Box on a timely basis, or at all; (6) Box's ability to provide timely and successful enhancements, integrations, new features and modifications to its platform and services; (7) actual or perceived security vulnerabilities in Box's services or any breaches of Box's security controls; (8) Box's ability to realize the expected benefits of its third-party partnerships; and (9) Box's ability to successfully integrate acquired businesses and achieve the expected benefits from those acquisitions. Further information on these and other factors that could affect the forward-looking statements we make in this presentation can be found in the documents that we file with or furnish to the US Securities and Exchange Commission, including Box's most recent Quarterly Report on Form 10-Q filed for the fiscal quarter ended October 31, 2025. In addition, the preliminary financial results set forth in this presentation are estimates based on information currently available to Box. While Box believes these estimates are meaningful, they could differ from the actual amounts that Box ultimately reports in its Annual Report on Form 10-K for the fiscal year ended January 31, 2026. Box assumes no obligations and does not intend to update these estimates prior to filing its Form 10-K for the fiscal year ended January 31, 2026.

You should not rely on any forward-looking statements, and Box assumes no obligation, nor do we intend, to update them. All information in this presentation is as of March 3, 2026.

This presentation contains non-GAAP financial measures and key metrics relating to the company's past and expected future performance. You can find the reconciliation of these measures to the nearest comparable GAAP financial measures in the appendix at the end of this presentation. The company has not reconciled certain of the non-GAAP measures in its long term operating model to their most directly comparable GAAP measure because certain adjustments cannot be predicted with a reasonable degree of certainty and the amount recognized can vary significantly. Accordingly, a reconciliation is not available without unreasonable efforts.

Constant currency information is provided as a framework for assessing how our underlying business performed excluding the effect of foreign currency rate fluctuations. Growth on a constant currency basis and impact from foreign exchange is determined by comparing current period reported results with the current results calculated using the equivalent rates in the prior period, excluding the effect of hedging.

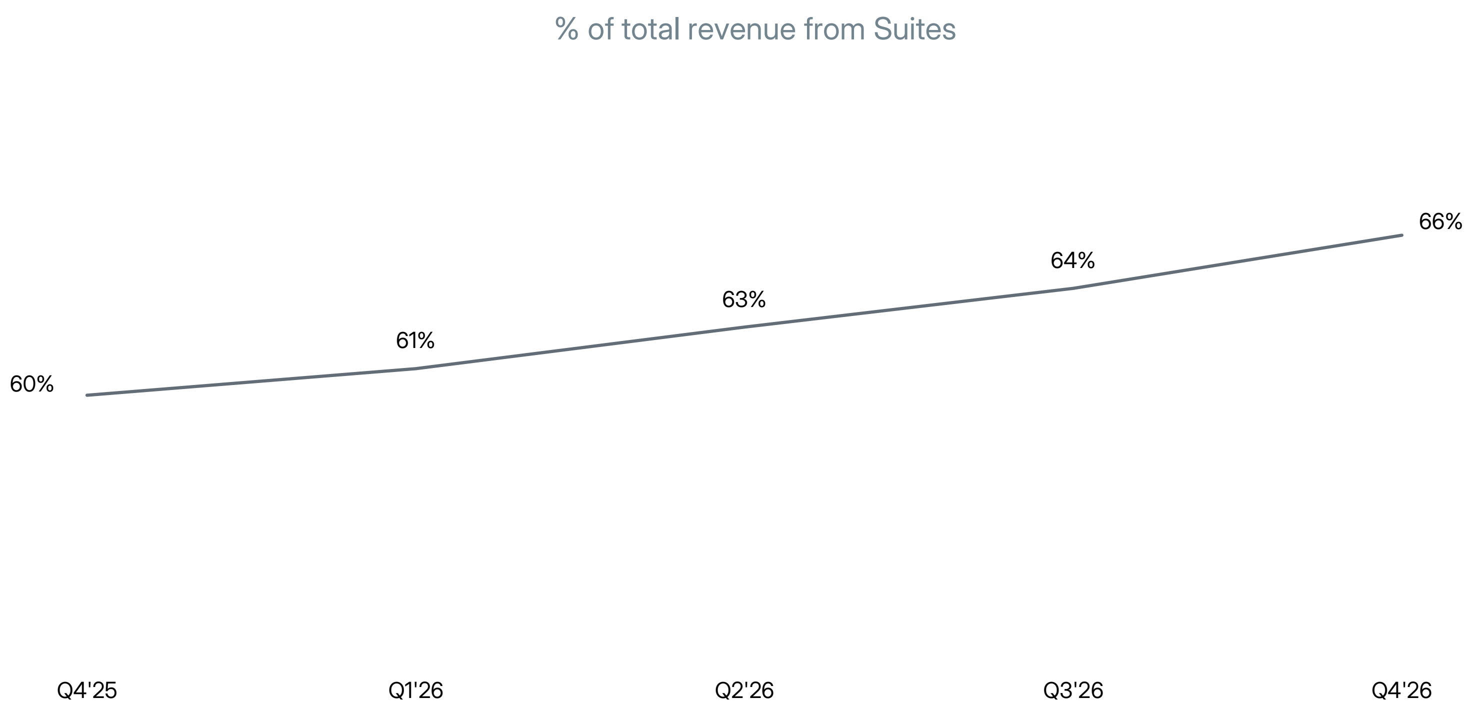
Revenue growth driven by Suites momentum



Note: $ values are shown in millions. Box fiscal year ends January 31.

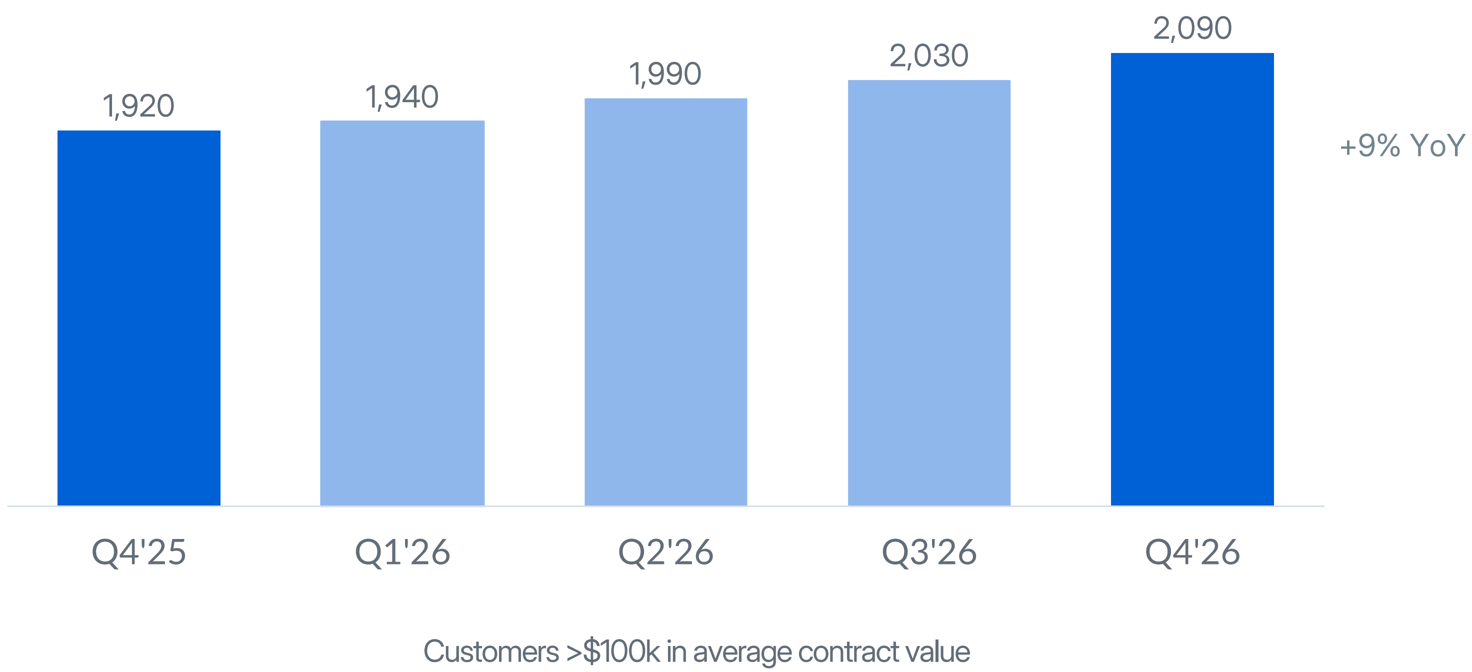
Customers increasingly adopting Suites

Strong demand for Box AI drives adoption for Enterprise Plus and Enterprise Advanced



Large customer growth demonstrates strength of business model

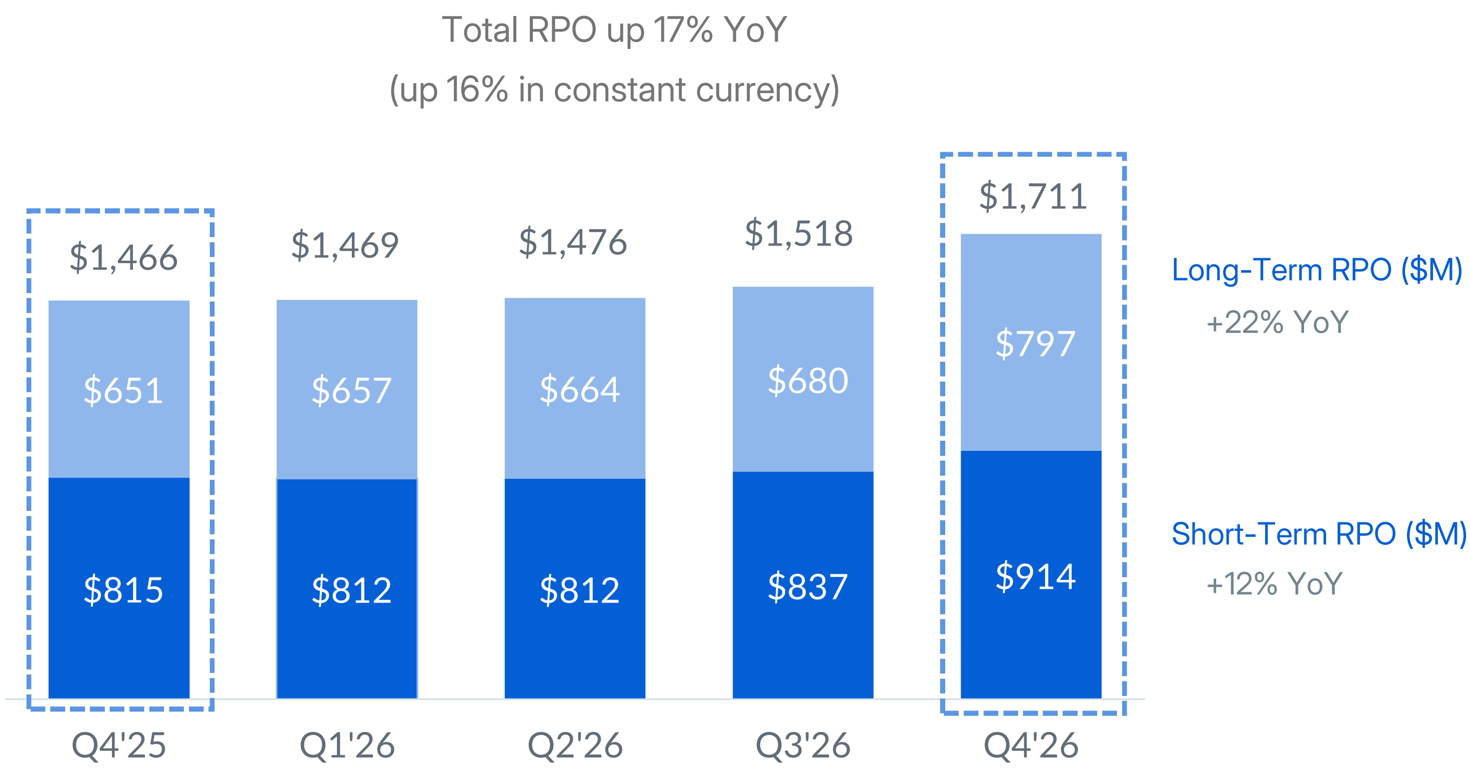
Steady growth in customers paying more than $100k annually



Note: Figures are rounded.

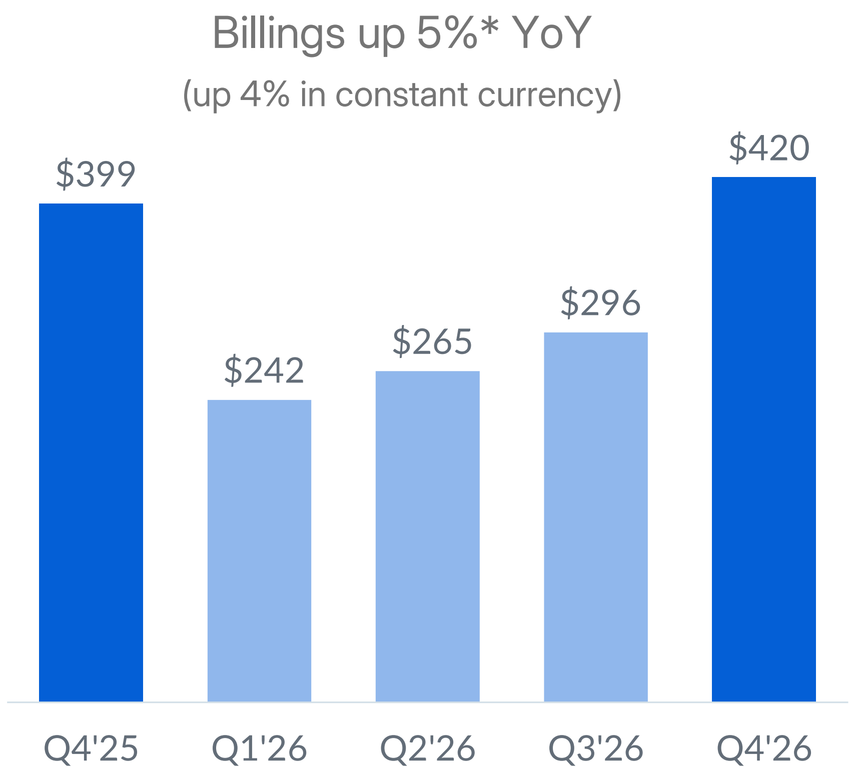
RPO supports enduring growth and revenue visibility

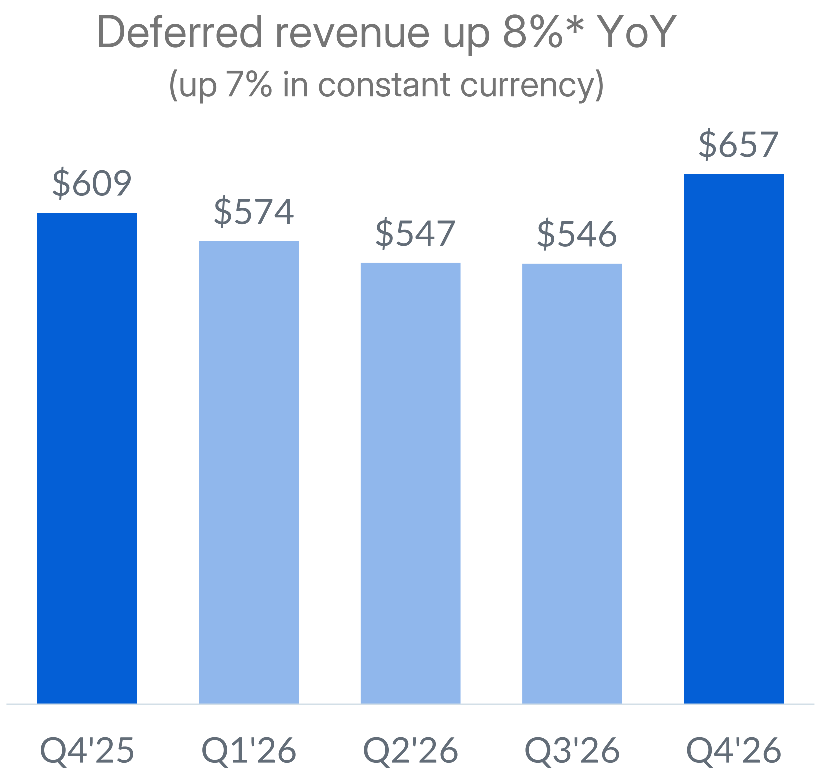
Driven by strong contract durations



Note: $ values are shown in millions. Remaining performance obligations (RPO) represent, at a point in time, contracted revenue that has not yet been recognized. RPO consists of deferred revenue and backlog, offset by contract assets. Box does not consider RPO to be a non-GAAP financial measure because it is calculated in accordance with GAAP. Figures may not sum due to rounding.

Billings and deferred revenue



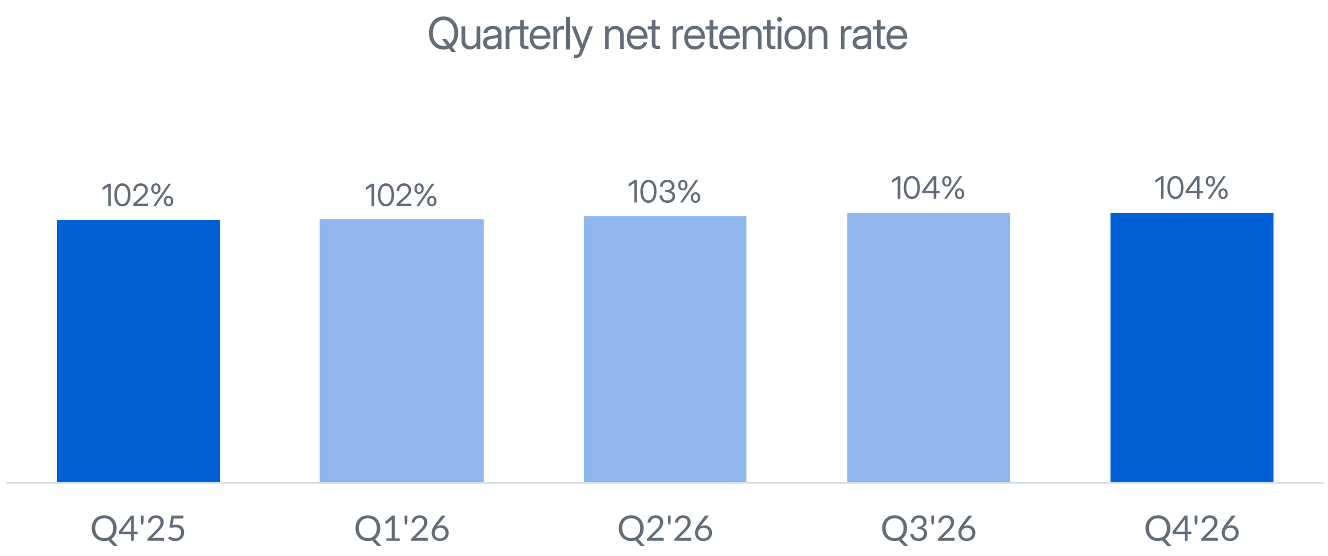


Note: $ values are shown in millions.

*Reconciliations of billings to revenue, deferred revenue, and contract assets calculated in accordance with GAAP can be found in the Appendix of this presentation.

Improving net retention rate

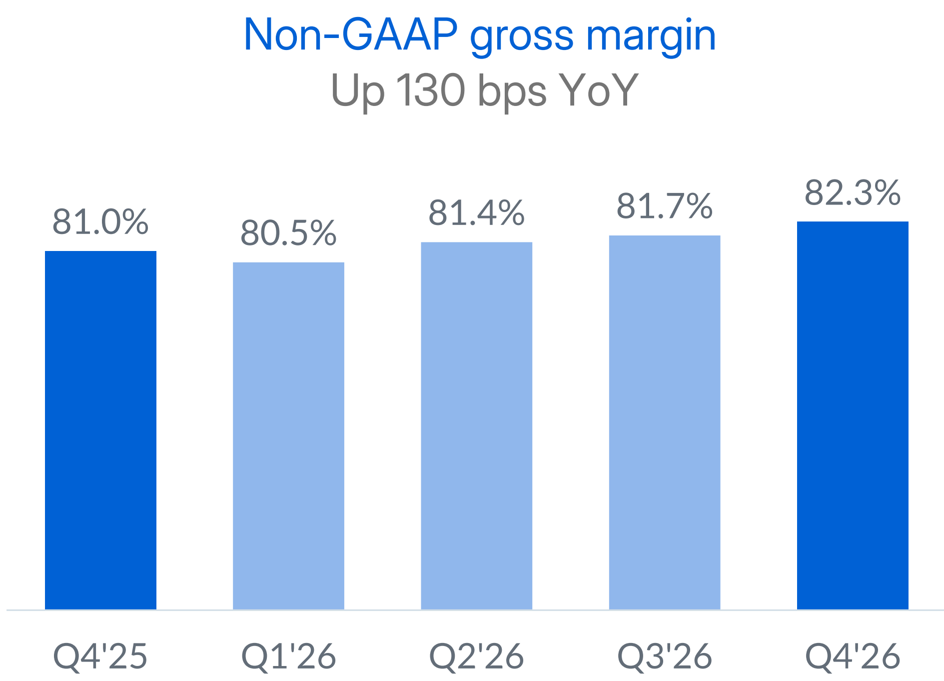
Seat growth and price per seat increases drive improved net retention rate



Note: Net retention rate is defined as the net percentage of Total Annual Recurring Revenue (Total ARR) retained from existing customers, including expansion. In calculating our net retention rate, we include only Total ARR associated with those customers who have subscribed to Box for at least 12 months. We calculate our net retention rate by dividing the current period total ARR of these customers by the prior period total ARR.

Delivering leverage through gross margin expansion

Cloud infrastructure strategy delivers long-term gross margin stability

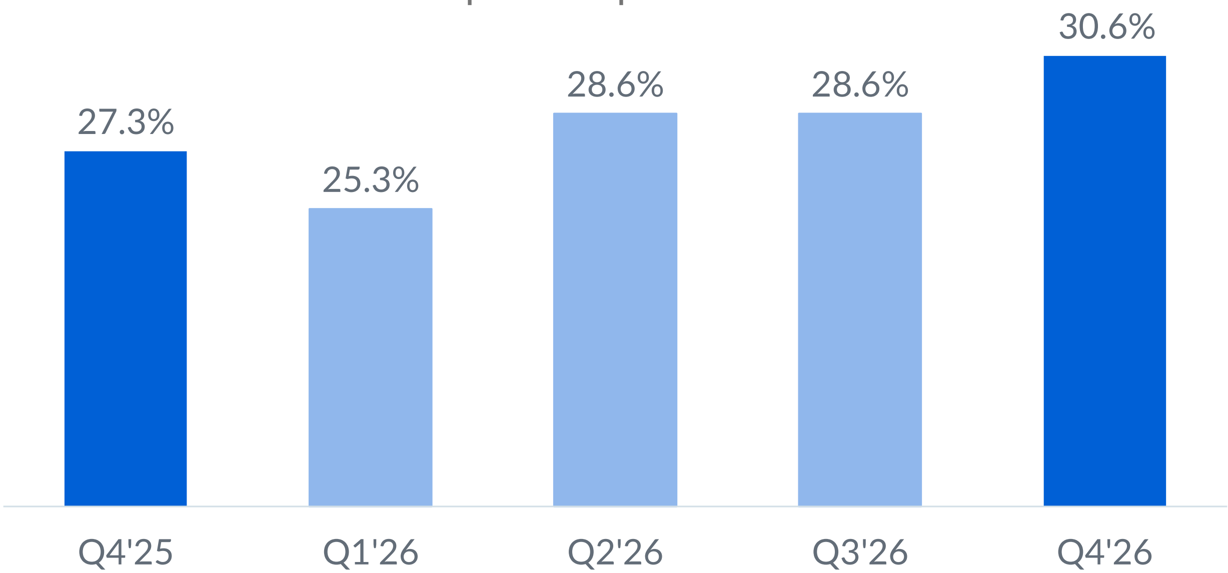


Note: A reconciliation of non-GAAP gross margin to the nearest GAAP financial measures can be found in the Appendix of this presentation.

Delivering strong operating margins

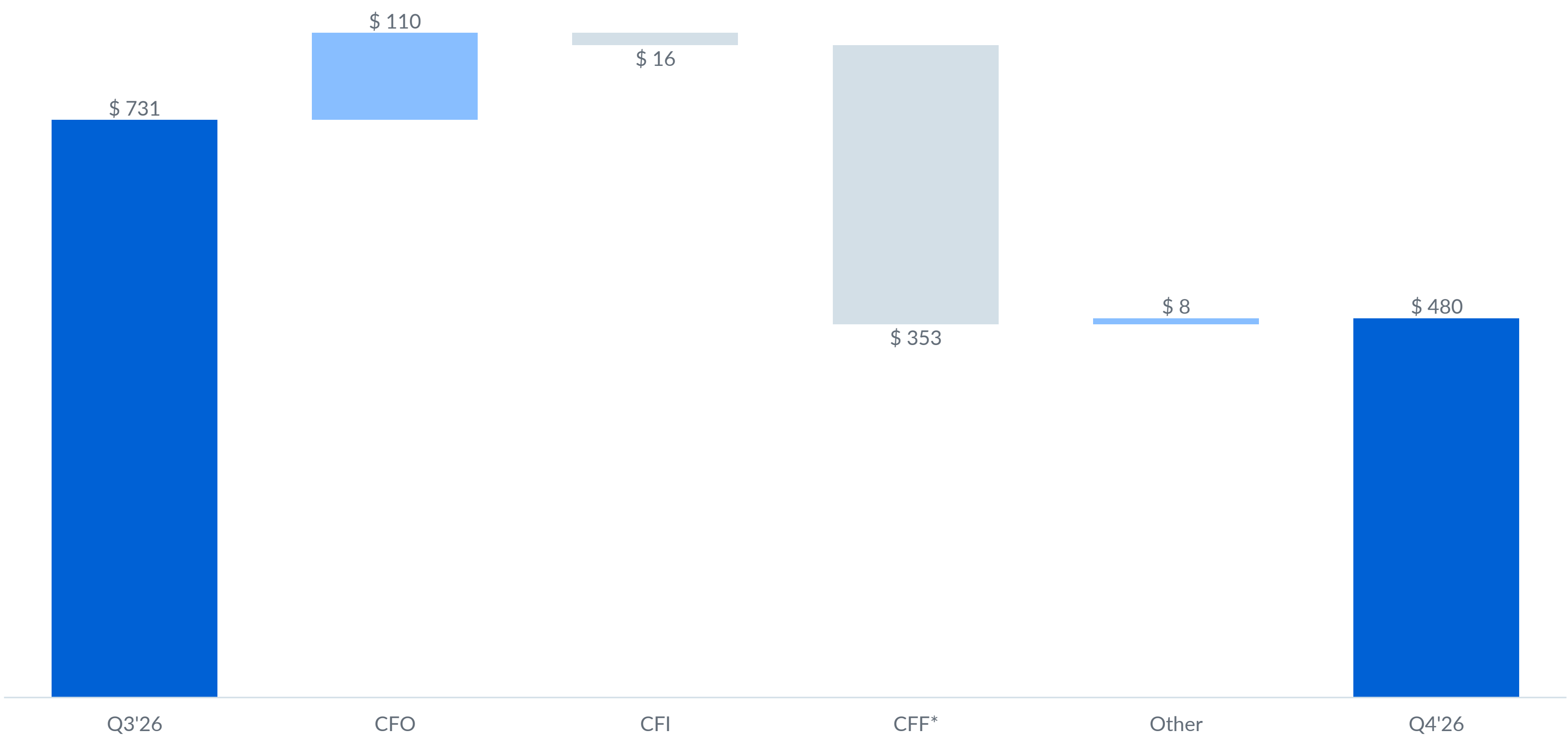
Making strategic investments in key GTM initiatives and our leading ICM platform in FY26

Non-GAAP operating margin
Up 330 bps YoY



Note: A reconciliation of non-GAAP operating margin to the nearest GAAP financial measures can be found in the Appendix of this presentation.

Cash, cash equivalents, restricted cash, and short-term investments



Note: $ values are shown in millions.
* Net cash used in financing activities (CFF) includes the cash settlement of $205 million debt principal related to our convertible notes that matured on January 15, 2026.

Share repurchase program

- In Q4, the Company repurchased approximately 4.4 million shares of Box's Class A common stock for approximately $126 million.
- For the full year of FY26, we repurchased approximately 9.7 million shares for approximately $293 million dollars
- As of January 31, 2026, the Company had approximately $59 million of remaining Board-approved buyback capacity under the current plan.

Proven business model focused on driving growth and profitability

	FY'24	FY'25	FY'26	Q1'26	Q2'26	Q3'26	Q4'26
Annual Revenue Growth + FCF Margin	31%	33%	35%	N/A	N/A	N/A	N/A
YoY Revenue Growth	5%	5%	8%	4%	9%	9%	9%
Gross Margin	77%	81%	81%	80%	81%	82%	82%
S&M as a % of Revenue	27%	28%	28%	29%	28%	28%	26%
R&D as a % of Revenue	17%	17%	18%	18%	17%	18%	18%
G&A as a % of Revenue	8%	8%	8%	9%	8%	8%	8%
Operating Margin	25%	28%	28%	25%	29%	29%	31%

Note: Gross Margin, S&M as a % of revenue, R&D as a % of revenue, G&A as a % of revenue, Operating Margin, and Free Cash Flow Margin are non-GAAP financial measures. A reconciliation to their nearest GAAP financial measures can be found in the Appendix of this presentation.

Guidance and Outlook

Q1 and fiscal year 2027 guidance

	Q1'27	Q1'27 (constant currency)	Impact of recurring net tax benefits Q1'27[1]	FY27	FY'27 (constant currency)	Impact of recurring net tax benefits FY'27[1]
Revenue	Approximately $304 million	--	--	Approximately $1.275 billion	--	--
Year-over-Year growth	10%	9%	--	8%	9%	--
GAAP operating margin	Approximately 8.5%	Approximately 8.7%	--	Approximately 9.5%	Approximately 10%	--
Non-GAAP operating margin	Approximately 27.5%	Approximately 27.7%	--	Approximately 28%	Approximately 28.5%	--
GAAP EPS (diluted)	Approximately $0.09	Approximately $0.09	$0.04	Approximately $0.45	Approximately $0.48	$0.15
Non-GAAP EPS (diluted)	Approximately $0.36	Approximately $0.36	$0.04	Approximately $1.55	Approximately $1.58	$0.15
Weighted-average shares, diluted	Approximately 141 million	--	--	Approximately 141 million	--	--

Note 1: Our recurring net tax benefits are a result of (i) continued generation of federal research and development ("R&D) credits; (ii) continued tax treatment of domestic R&D expenses; and (iii) earnings mix shift toward more favorable tax jurisdictions.

Estimated Q1 and fiscal year 2027 preferred share impact summary

	Q1 FY27	FY27
Amortization of preferred share issuance costs	$0.5M	$2.1M
Preferred stock dividend	$3.7M	$15.0M
Undistributed earnings attributable to preferred shareholders	$7.0M - $7.5M	$30.0M - $31.0M

The impact from the above items will appear below the net income line in our P&L, and in the Earnings Per Share Note accompanying Box's financial statements.

Appendix

GAAP Revenue to Billings Reconciliation

($ in thousands)	Q4FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26
GAAP revenue	**$279,520**	**$276,272**	**$293,999**	**$301,107**	**$305,875**
Deferred revenue, end of period	608,600	574,119	547,263	545,991	656,697
Less: Deferred revenue, beginning of period	(491,304)	(608,600)	(574,119)	(547,263)	(545,991)
Contract assets, beginning of period	5,909	4,160	3,662	5,931	9,734
Less: Contract assets, end of period	(4,160)	(3,662)	(5,931)	(9,734)	(6,479)
Billings	**$398,565**	**$242,289**	**$264,874**	**$296,032**	**$419,836**

GAAP to Non-GAAP Reconciliation – Gross Margin

($ in thousands)	Q4FY25	*As a % of revenue*	Q1FY26	*As a % of revenue*	Q2FY26	*As a % of revenue*	Q3FY26	*As a % of revenue*	Q4FY26	*As a % of revenue*
GAAP gross margin	**$220,736**	*79.0%*	**$215,599**	*78.0%*	**$232,477**	*79.1%*	**$239,532**	*79.6%*	**$244,998**	*80.1%*
Add: Stock-based compensation	4,664		4,832		5,666		5,602		5,731	
Add: Acquired intangible assets amortization	1,008		994		993		994		993	
Add: Workforce reorganization	-		894		45		2		84	
Non-GAAP gross margin	**$226,408**	*81.0%*	**$222,319**	*80.5%*	**$239,181**	*81.4%*	**$246,130**	*81.7%*	**$251,806**	*82.3%*

($ in thousands)	FY24	*As a % of revenue*	FY25	*As a % of revenue*	FY26	*As a % of revenue*
GAAP gross margin	**$777,129**	*75%*	**$862,025**	*79%*	**$932,606**	*79%*
Add: Stock-based compensation	19,111		18,656		21,831	
Add: Acquired intangible assets amortization	5,838		4,214		3,974	
Add: Workforce reorganization	912		-		1,025	
Non-GAAP gross margin	**$802,990**	*77%*	**$884,895**	*81%*	**$959,436**	*81%*

GAAP to Non-GAAP Reconciliation — Operating Expenses

($ in thousands)	**Q1FY26**	*As a % of revenue*	**Q2FY26**	*As a % of revenue*	**Q3FY26**	*As a % of revenue*	**Q4FY26**	*As a % of revenue*
GAAP research and development	**$72,301**	*26%*	**$71,717**	*24%*	**$73,947**	*25%*	**$76,577**	*25%*
Less: Stock-based compensation	(18,806)		(21,380)		(20 316)		(20,862)	
Less: Workforce reorganization	(3,847)		(417)		62		(738)	
Non-GAAP research and development	**$49,648**	*18%*	**$49,920**	*17%*	**$53,693**	*18%*	**$54,977**	*18%*
GAAP sales and marketing	**$99,099**	*36%*	**$102,198**	*35%*	**$103,066**	*34%*	**$99,629**	*33%*
Less: Stock-based compensation	(17,867)		(19,679)		(20,095)		(18,927)	
Less: Workforce reorganization	(2,008)		53		(15)		(994)	
Non-GAAP sales and marketing	**$79,224**	*29%*	**$82,572**	*28%*	**$82,956**	*28%*	**$79,708**	*26%*
GAAP general and administrative	**$37,861**	*14%*	**$37,984**	*13%*	**$37,456**	*12%*	**$37,582**	*12%*
Less: Stock-based compensation	(13,389)		(14,033)		(13,295)		(13,236)	
Less: Acquisition-related expenses	-		(270)		(119)		(203)	
Less: Expenses related to litigation	(421)		(334)		(470)		(258)	
Less: Workforce reorganization	(374)		(643)		(195)		(488)	
Non-GAAP general and administrative	**$23,677**	*9%*	**$22,704**	*8%*	**$23,377**	*8%*	**$23,397**	*8%*

GAAP to Non-GAAP Reconciliation — Operating Expenses

($ in thousands)	FY24	*As a % of revenue*	FY25	*As a % of revenue*	FY26	*As a % of revenue*
GAAP research and development	**$248,767**	***24%***	**$264,853**	***24%***	**$294,542**	***25%***
Less: Stock-based compensation	(70,240)		(77,557)		(81,364)	
Less: Acquisition-related expenses	-		(102)		-	
Less: Workforce reorganization	-		-		(4,940)	
Non-GAAP research and development	**$178,527**	***17%***	**$187,194**	***17%***	**$208,238**	***18%***
GAAP sales and marketing	**$348,638**	***34%***	**$380,154**	***35%***	**$403,992**	***34%***
Less: Stock-based compensation	(65,886)		(75,281)		(76,568)	
Less: Workforce reorganization	-		-		(2,964)	
Non-GAAP sales and marketing	**$282,752**	***27%***	**$304,873**	***28%***	**$324,460**	***28%***
GAAP general and administrative	**$128,971**	***12%***	**$137,384**	***13%***	**$150,883**	***13%***
Less: Stock-based compensation	(43,546)		(47,509)		(53,953)	
Less: Acquisition-related expenses	(120)		(276)		(592)	
Less: Expenses related to litigation	(361)		(419)		(1,483)	
Less: Workforce reorganization	-		-		(1,700)	
Non-GAAP general and administrative	**$84,944**	***8%***	**$89,180**	***8%***	**$93,155**	***8%***

GAAP to Non-GAAP Reconciliation — Operating Margin

($ in thousands)	Q4FY25	As a % of revenue	Q1FY26	As a % of revenue	Q2FY26	As a % of revenue	Q3FY26	As a % of revenue	Q4FY26	As a % of revenue
GAAP operating margin	**$17,936**	*6.4%*	**$6,338**	*2.3%*	**$20,578**	*7.0%*	**$25,063**	*8.3%*	**$31,210**	*10.2%*
Add: Stock-based compensation	57,146		54,894		60,758		59,308		58,756	
Add: Acquired intangible assets amortization	1,008		994		993		994		993	
Add: Acquisition-related expenses	35		-		270		119		203	
Add: Expenses related to litigation	243		421		334		470		258	
Add: Workforce reorganization	-		7,123		1,052		150		2,304	
Non-GAAP operating margin	**$76,368**	*27.3%*	**$69,770**	*25.3%*	**$83,985**	*28.6%*	**$86,104**	*28.6%*	**$93,724**	*30.6%*

($ in thousands)	FY24	As a % of revenue	FY25	As a % of revenue	FY26	As a % of revenue
GAAP operating margin	**$50,753**	*5%*	**$79,634**	*7%*	**$83,189**	*7%*
Add: Stock-based compensation	198,783		219,003		233,716	
Add: Acquired Intangible assets amortization	5,838		4,214		3,974	
Add: Acquisition-related expenses	120		378		592	
Add: Expenses related to litigation	361		419		1,483	
Add: Workforce reorganization	912		-		10,629	
Non-GAAP operating margin	**$256,767**	*25%*	**$303,648**	*28%*	**$333,583**	*28%*

GAAP to Non-GAAP Reconciliation — Free Cash Flow

($ in thousands)	**FY24**	*As a % of revenue*	**FY25**	*As a % of revenue*	**FY26**	*As a % of revenue*
GAAP net cash provided by operating activities	**$318,727**	***31%***	**$332,257**	***30%***	**$356,450**	***30%***
Less: Purchases of property and equipment	(4,703)		(2,573)		(6,074)	
Add: Proceeds from sales of property and equipment	2,860		8,395		309	
Less: Principal payments of finance lease liabilities	(30,176)		(2,141)		-	
Less: Capitalized software costs	(17,742)		(31,332)		(37,763)	
Free cash flow	**$268,966**	***26%***	**$304,606**	***28%***	**$312,922**	***27%***

GAAP to Non-GAAP Reconciliation — EPS Outlook

	Three Months Ended April 30, 2026	Fiscal Year Ended January 31, 2027
GAAP net income per share attributable to common stockholders, diluted	**$0.09**	**$0.45**
Stock-based compensation	0.40	1.61
Acquired intangible assets amortization	-	0.01
Expenses related to litigation	0.01	0.02
Amortization of debt issuance costs	-	0.02
Income tax effects of non-GAAP adjustments (1)	(0.10)	(0.41)
Undistributed earnings attributable to preferred stockholders	(0.04)	(0.15)
Non-GAAP net income per share attributable to common stockholders, diluted	**$0.36**	**$1.55**
Weighted-average shares, diluted	**141,000**	**141,000**

(1) Non-GAAP tax provision uses a long-term projected tax rate of 25%, which reflects currently available information and could be subject to change.

GAAP to Non-GAAP Reconciliation — Operating Margin Outlook

	Three Months Ended April 30, 2026	Fiscal Year Ended January 31, 2027
GAAP operating margin	**8.5%**	**9.5%**
Add: Stock-based compensation	18.5%	18.0%
Add: Other (1)	0.5%	0.5%
Non-GAAP operating margin	**27.5%**	**28.0%**

(1) Other includes acquired intangible assets amortization and expenses related to litigation.