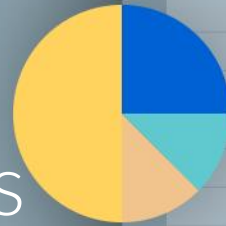




First Fiscal Quarter FY18 Financial Results



May 31, 2017

Investor Disclosure

Forward-Looking Statements and Non-GAAP Measures

This presentation contains forward-looking statements that involve risks and uncertainties, including statements regarding Box's expectations regarding the size of its market opportunity, the demand for its products, its ability to scale its business and drive operating leverage, its ability to achieve its long-term operating model targets (including its revenue target of \$1 billion), its ability to maintain positive free cash flow for the full fiscal year ending January 31, 2018, profitability, recent and planned product introductions and enhancements, benefits of such product introductions and enhancements, and success of strategic partnerships, as well as expectations regarding its revenue, GAAP and non-GAAP earnings per share, the related components of GAAP and non-GAAP earnings per share, and weighted average basic and diluted outstanding share count expectations for Box's fiscal second quarter and full fiscal year 2018.

There are a significant number of factors that could cause actual results to differ materially from statements made in this press release, including: (1) adverse changes in general economic or market conditions; (2) delays or reductions in information technology spending; (3) factors related to Box's intensely 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 Cloud Content Management market; (5) risks associated with Box's ability to manage its rapid growth effectively; (6) Box's limited operating history, which makes it difficult to predict future results; (7) 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; (8) Box's ability to provide timely and successful enhancements, new features and modifications to its platform and services; (9) actual or perceived security vulnerabilities in Box's services or any breaches of Box's security controls; and (10) Box's ability to realize the expected benefits of its third-party partnerships. 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 our most recent Annual Report on Form 10-K filed for the fiscal year ended January 31, 2017.

You should not rely on any forward-looking statements, and we assume no obligation, nor do we intend, to update them. All information in this presentation is as of May 31, 2017. 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 measures in the appendix at the end of this presentation. You can also find information regarding our use of non-GAAP financial measures in our earnings release dated May 31, 2017.

Cloud Content Management from Box

The simple and secure way to bring all of your people,
information and applications together to revolutionize how you work

Digital transformation is pressuring every organization



Users

- Increased end-user expectations
- Need to collaborate across every team



IT organizations

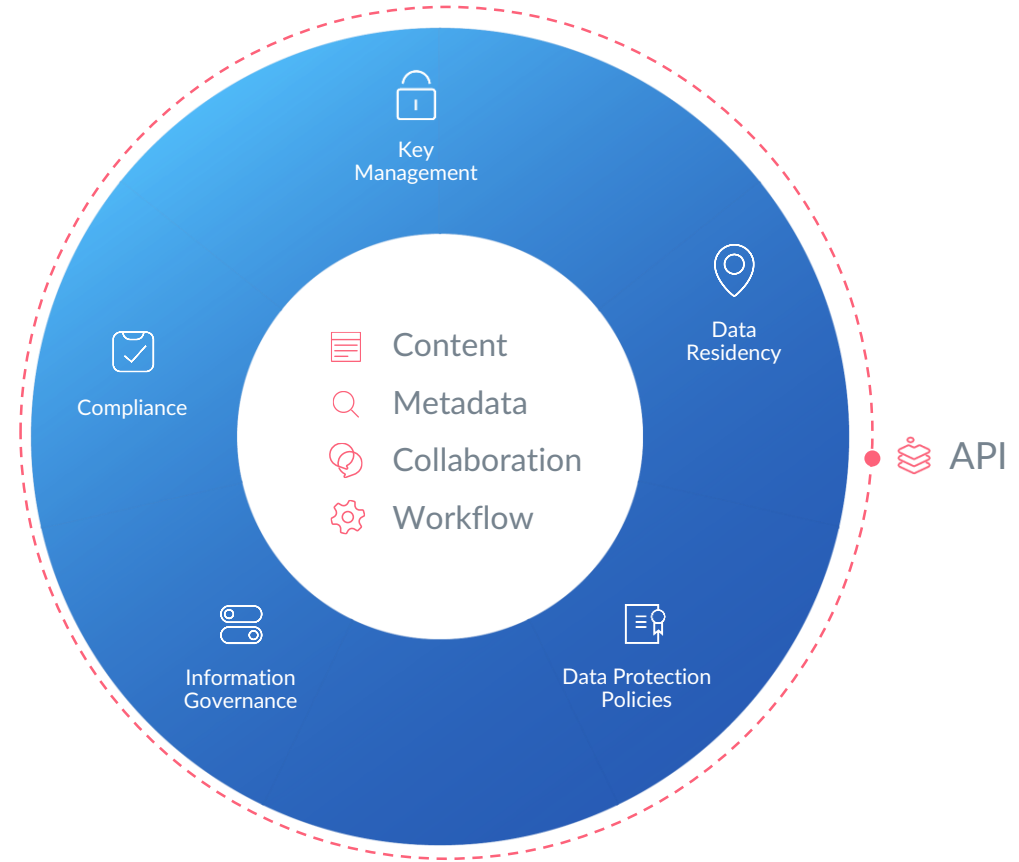
- IT mired in support for multiple legacy systems
- New security threats emerging



Business

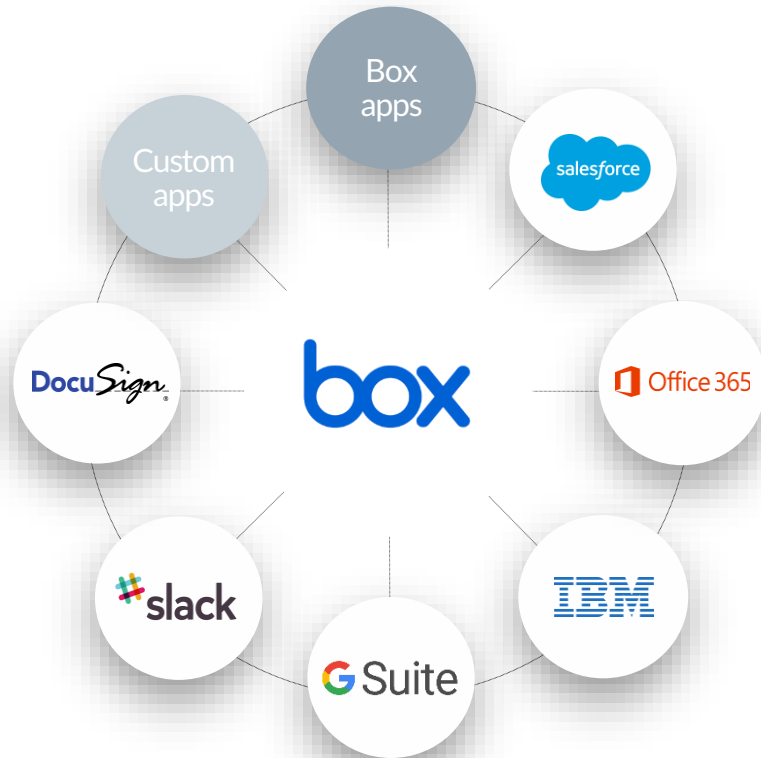
- Customers expect modern services
- Need to innovate and speed up processes

Box, one platform that works for all your content



Connected to all your applications

- Over 1,000 integrations into third-party applications
- Adds security into every content application, automatically
- SDKs and UI Kits to extend Box into your custom apps



Cloud Content Management Use Cases

✓ Productivity and collaboration

- External and team collaboration
- Mobile productivity
- Real-time notes for teams
- Cloud file shares

✓ Intelligent business processes

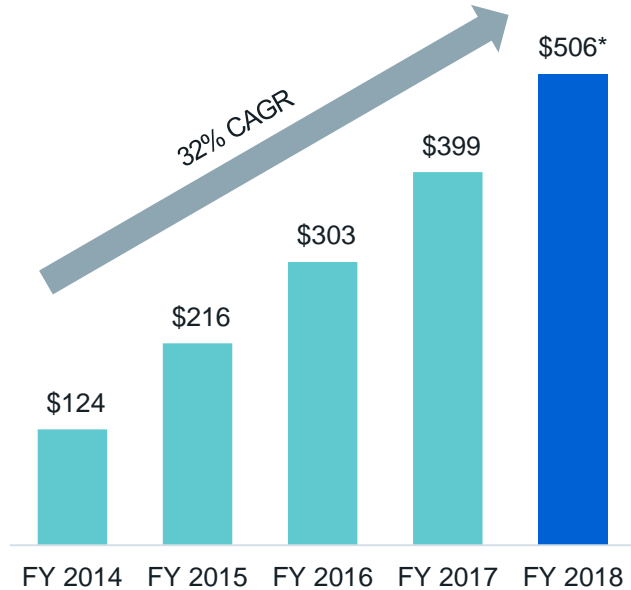
- Document retention and disposition
- Document workflow
- Simplified digital asset management
- Custom process integration

✓ Engaging digital experiences

- Secure document vaults
- Content submission and approval
- Field worker enablement
- Custom digital apps

A Leader in Cloud Content Management

Revenue Growth (\$M)



*High end of guidance as of May 31, 2017

- Sustained strong revenue growth
- ~95% recurring revenue, SaaS product
- 74,000 paying customers, 64% of Fortune 500
- Significant new products
- Focus on positive Free Cash Flow & on Op Margin improvement
- Key alliances with Google, IBM and Microsoft
- 1,500+ Employees

74K

Paying Customers

64%

Fortune 500



Boston
Scientific



Deloitte.



THE UNIVERSITY OF TEXAS
MD Anderson
Cancer Center



P&G



MORNINGSTAR

AMGEN

UBER



TEACHFOR
AMERICA

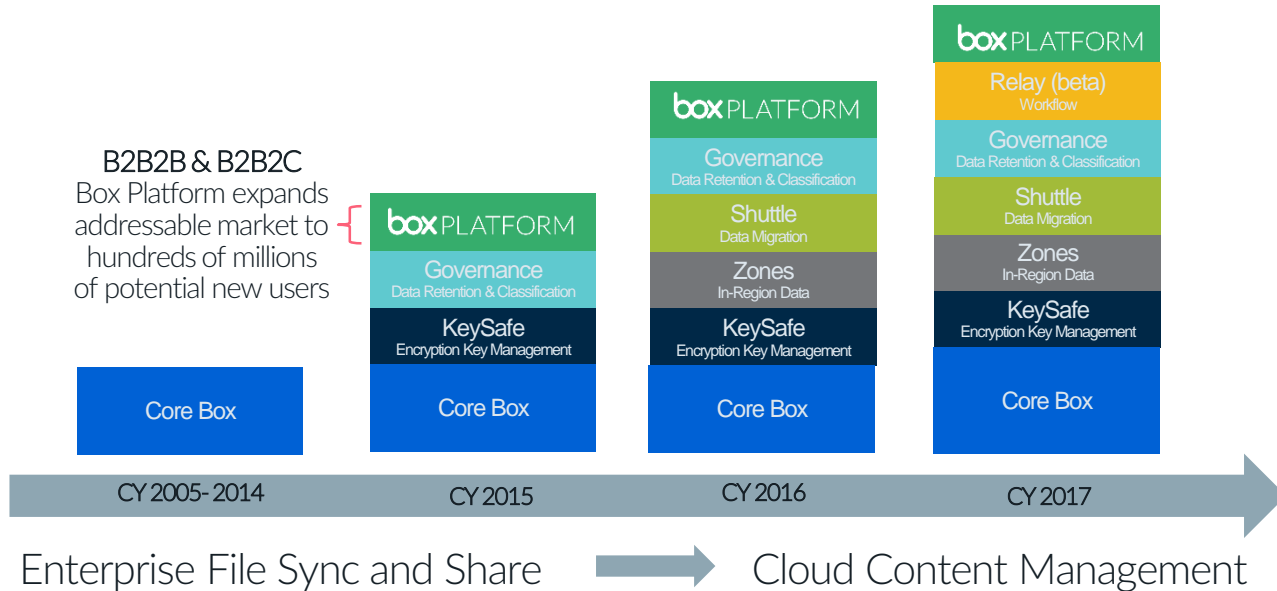


Perkins
Coie



Inflection Point in Growth and Innovation

New Products Provide Further Competitive Differentiation & Additional Revenue Streams



First Quarter Fiscal 2018 Financial Highlights

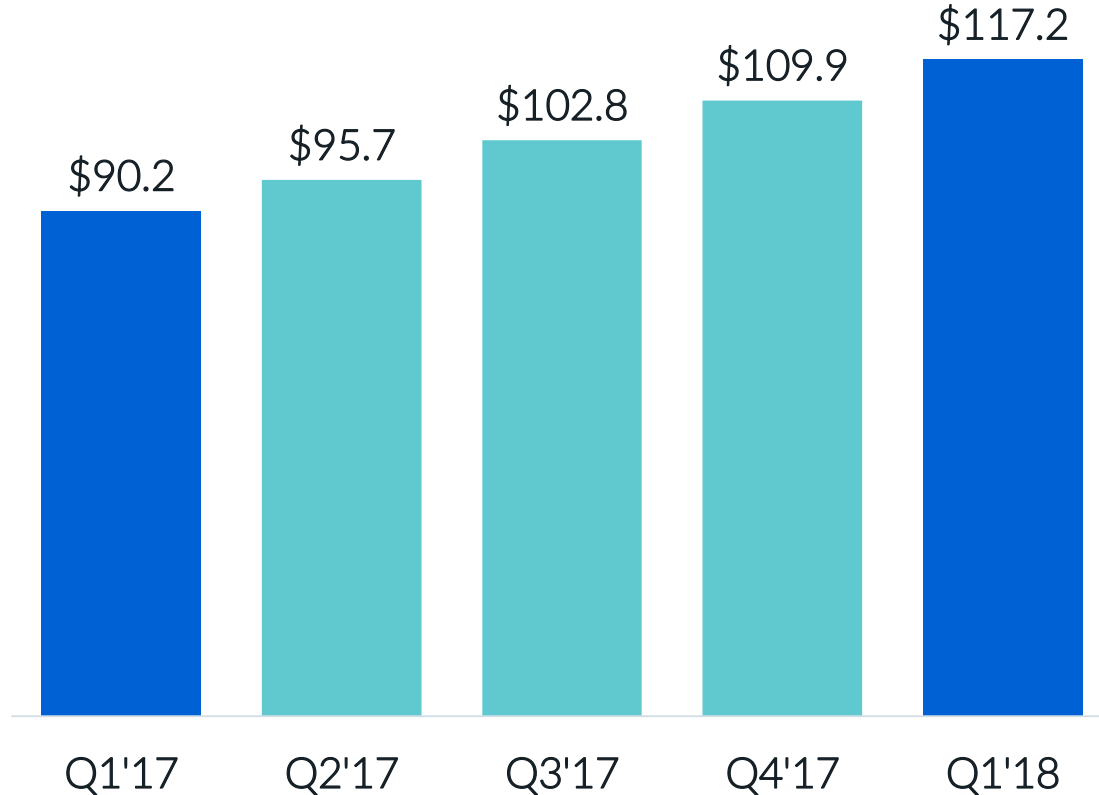
Record Revenue, Positive Free Cash Flow and Continued Operational Efficiencies

	Q1FY18	Q1FY17	Y/Y Growth
Revenue	\$117.2M	\$90.2M	30%
Billings	\$99.6M	\$75.9M	31%
Deferred Revenue	\$224.3M	\$172.2M	30%
GAAP EPS	(30¢)	(31¢)	1¢
Non-GAAP EPS	(13¢)	(18¢)	5¢
Cash Flow from Operations	\$8.5M	(\$4.2M)	\$12.8M
Free Cash Flow	\$4.0M	(\$16.2M)	\$20.2M

Note: Non-GAAP EPS and Free Cash Flow shown on a non-GAAP basis (reconciliations to the GAAP basis can be found in the Appendix of this presentation).

Strong Revenue Growth of 30% YoY (\$M)

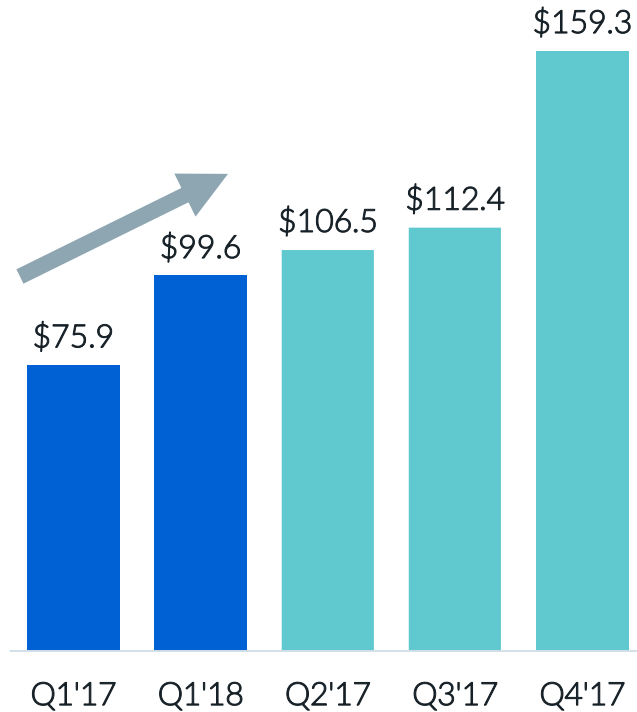
Driven by Best-In-Class Retention Rate



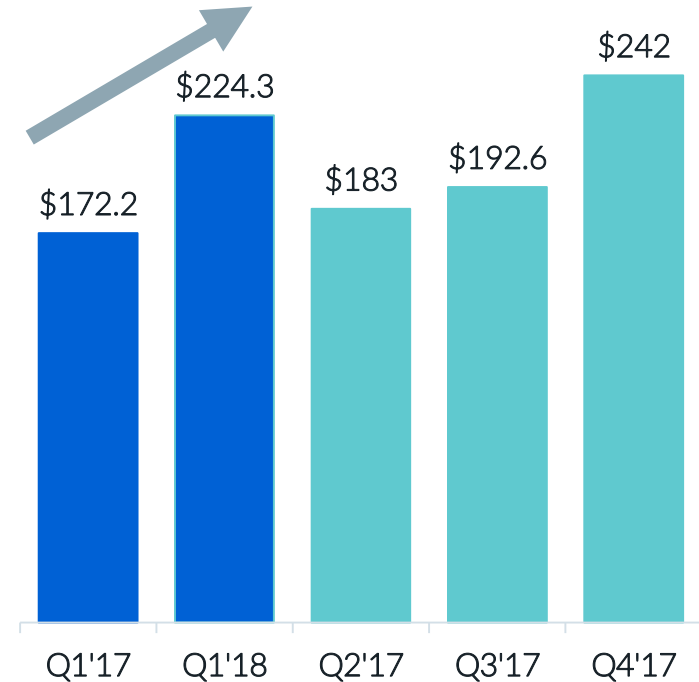
Billings & Deferred Revenue Growth YoY (\$M)

Strong Execution and New Product Traction

Billings Growth Up 31%



Deferred Revenue Growth Up 30%

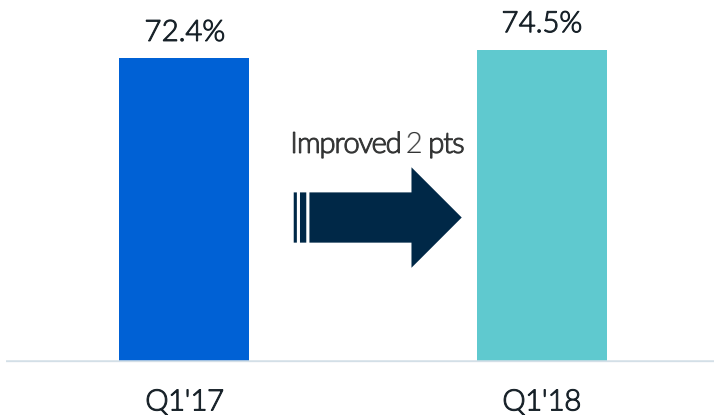


Gross Margin and Operating Expense

Q1'18 GAAP Gross Margin 72.1%, Non-GAAP 74.5%

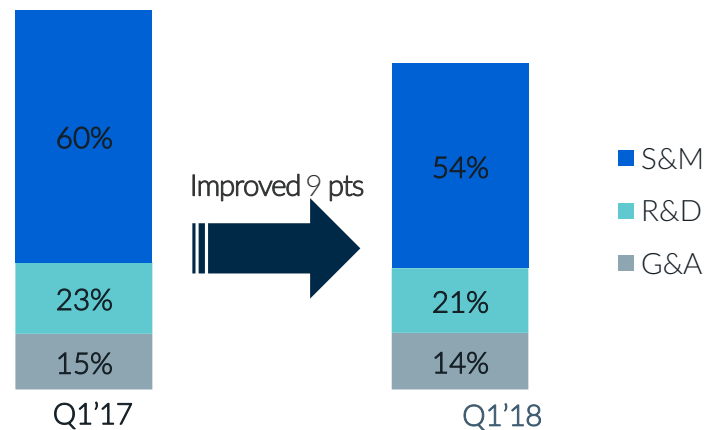
Q1'18 GAAP Op Expense \$124M, Non-GAAP \$104M

Non-GAAP Gross Margin



- Improvement driven by optimizations in infrastructure
- Expect to stabilize around 74% for FY18

Non-GAAP Op Exp (% of Revenue)



- S&M improved 6 percentage pts, demonstrating leverage with sales through online channel and rep productivity.
- R&D improved 2 percentage pts, including significant enhancements and expansion of product offering.
- G&A improved 1 percentage pt, due to operational excellence and scale.

Best-in-Class Retention Rate

Low Churn Continues to Demonstrate Product Stickiness



3.5%

Churn

Product
stickiness

17%

Net Expansion⁽¹⁾

Continued
growth within
existing
customers

114%

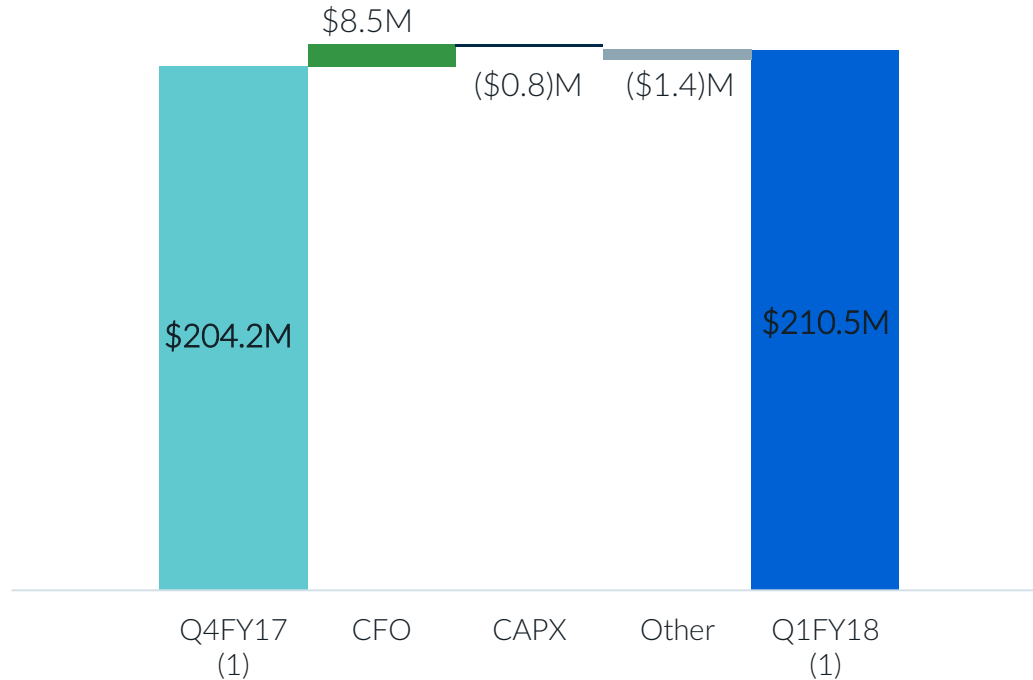
Retention Rate⁽²⁾

Best-in-class

1. Net expansion defined as the net increase in Total Account Value ("TAV") value from our existing customers, who had \$5K+ in TAV 12 months ago.
2. Retention rate defined as the net % of Total Account Value ("TAV") retained from existing customers, including expansion. This metric is calculated by dividing current TAV of customers who 12 months ago had \$5K+ in TAV by their TAV 12 months ago.

Cash, Cash Equivalents & Restricted Cash

Healthy Cash Balances for Long Term Growth



- Cash from operations of \$8.5M, compared to (\$4.2M) a year ago and \$14.7M last quarter.

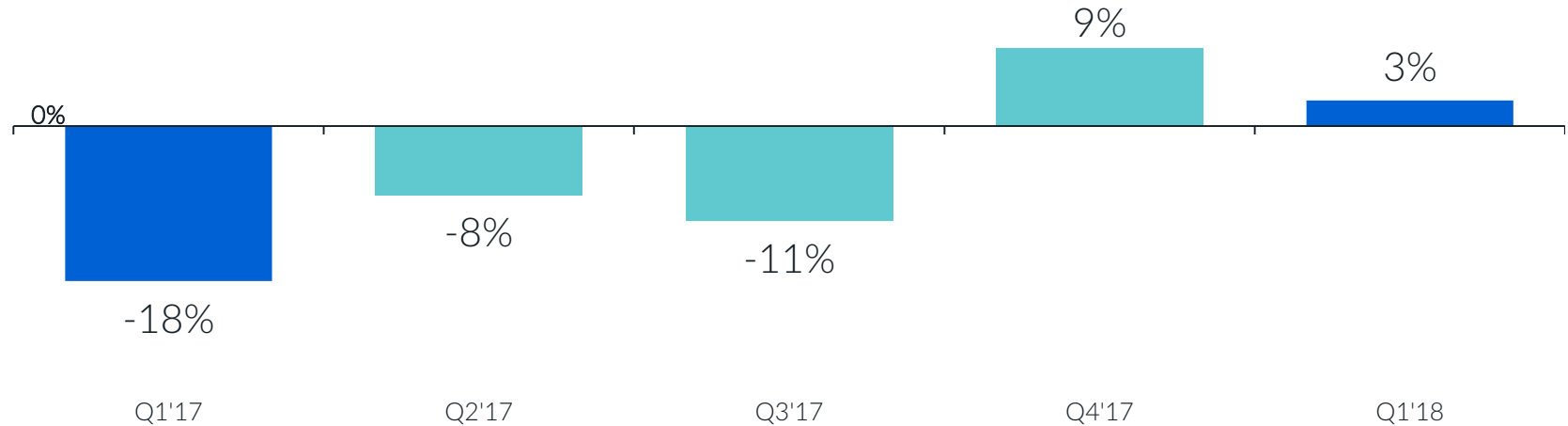
- ~\$0.8M of CAPEX materially lower than \$11.0M a year ago, following completion of move to Redwood City HQ (\$9.1M) and shift in infrastructure purchases to capital lease (\$1.0M).

- “Other” primarily consists of cash used for RSU taxes and capital lease payments and proceeds from issuance of common stock under employee stock purchase plan.

1. Balance includes cash, cash equivalents, and \$27 million in restricted cash for both periods.

Positive Free Cash Flow Margin⁽¹⁾

Significant YoY FCF Improvement



- Improvements in non-GAAP operating loss
- Cash flow from operations improving with tighter working capital management
- End of significant HQ move costs

1. Free Cash Flow Margin = Free Cash Flow as a percentage of Revenue. Free Cash Flow is defined as cash (used in) provided by operating activities less purchases of property and equipment, principal payments of capital lease obligations, and other items that did not or are not expected to require cash settlement and which management considers to be outside of Box's core business. Refer to the Appendix for the reconciliation of Free Cash Flow to the nearest comparable GAAP measure.

Q2 and Fiscal Year 2018 Guidance

Q2 FY18 Guidance

<u>Revenue</u>		<u>GAAP EPS</u>		<u>Non-GAAP EPS</u>		<u>Weighted Average</u> <u>Shares</u> <u>Outstanding</u>
Low	High	Low	High	Low	High	
\$121 M	\$122 M	(\$0.32)	(\$0.31)	(\$0.13)	(\$0.12)	132 million

FY 18 Guidance

<u>Revenue</u>		<u>GAAP EPS</u>		<u>Non-GAAP EPS</u>		<u>Weighted Average</u> <u>Shares</u> <u>Outstanding</u>
Low	High	Low	High	Low	High	
\$502 M	\$506 M	(\$1.25)	(\$1.21)	(\$0.48)	(\$0.44)	134 million



Appendix

GAAP to Non GAAP Reconciliations

GAAP Revenue to Billings Reconciliation

(\$ in thousands)

	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18
GAAP revenue	\$90,155	\$95,713	\$102,811	\$109,926	\$117,222
Deferred revenue, end of period	172,184	183,004	192,598	241,984	224,315
Less: Deferred revenue, beginning of period	(186,413)	(172,184)	(183,004)	(192,598)	(241,984)
Billings	\$75,926	\$106,533	\$112,405	\$159,312	\$99,553

GAAP to Non-GAAP Reconciliation – Gross Margin

<i>(\$ in thousands)</i>	Q1FY17	<i>As a % of revenue</i>	Q2FY17	<i>As a % of revenue</i>	Q3FY17	<i>As a % of revenue</i>	Q4FY17	<i>As a % of revenue</i>	Q1FY18	<i>As a % of revenue</i>
GAAP gross margin	\$62,296	69.1%	\$68,111	71.2%	\$75,696	73.6%	\$80,372	73.1%	\$84,499	72.1%
Add: Stock-based compensation	1,512		1,830		1,986		2,554		2,468	
Add: Intangible assets amortization	1,420		878		506		393		365	
Non-GAAP gross margin	\$65,228	72.4%	\$70,819	74.0%	\$78,188	76.1%	\$83,319	75.8%	\$87,332	74.5%

GAAP to Non-GAAP Reconciliation – Operating Expenses

<i>(\$ in thousands)</i>	Q1FY17	<i>As a % of revenue</i>	Q4FY17	<i>As a % of revenue</i>	Q1FY18	<i>As a % of revenue</i>
GAAP research and development	\$26,907	30%	\$31,104	28%	\$33,534	29%
Less: Stock-based compensation	(6,524)		(9,194)		(9,160)	
Non-GAAP research and development	\$20,383	23%	\$21,910	20%	\$24,374	21%
GAAP sales and marketing	\$59,472	66%	\$66,566	61%	\$70,663	60%
Less: Stock-based compensation	(5,230)		(7,752)		(7,740)	
Non-GAAP sales and marketing	\$54,242	60%	\$58,814	54%	\$62,923	54%
GAAP general and administrative	\$14,509	16%	\$19,095	17%	\$20,281	17%
Less: Stock-based compensation	(2,823)		(3,802)		(3,578)	
Less: Intangible assets amortization	(39)		(39)		(39)	
Less: Expenses related to a legal verdict	1,664		-		-	
Non-GAAP general and administrative	\$13,311	15%	15,254	14%	16,664	14%

GAAP to Non-GAAP Reconciliation – Operating Margin

<i>(\$ in thousands)</i>	Q1FY17	<i>As a % of revenue</i>	Q4FY17	<i>As a % of revenue</i>	Q1FY18	<i>As a % of revenue</i>
GAAP operating margin	(\$38,592)	(43%)	(\$36,393)	(33%)	(\$39,979)	(34%)
Less: Stock-based compensation	16,089	18%	23,302	21%	22,946	20%
Less: Intangible assets amortization	1,459	2%	432	-	404	-
Less: Expenses related to a legal verdict	(1,664)	(2%)	-	-	-	-
Non-GAAP operating margin	(\$22,708)	(25%)	(\$12,659)	(12%)	(\$16,629)	(14%)

GAAP to Non-GAAP Reconciliation – Free Cash Flow

<i>(\$ in thousands)</i>	Q1FY17	<i>As a % of revenue</i>	Q2FY17	<i>As a % of revenue</i>	Q3FY17	<i>As a % of revenue</i>	Q4FY17	<i>As a % of revenue</i>	Q1FY18	<i>As a % of revenue</i>
GAAP net cash (used in) provided by operating activities	(\$4,231)	(5%)	(\$4,879)	(5%)	(\$6,829)	(7%)	\$14,721	13%	\$8,541	7%
Less: Purchases of property and equipment	(10,976)		(771)		(1,892)		(1,317)		(784)	
Less: Payments of capital lease obligations	(949)		(2,312)		(2,178)		(3,236)		(3,736)	
Free cash flow	(\$16,156)	(18%)	(\$7,962)	(8%)	(\$10,899)	(11%)	\$10,168	9%	\$4,021	3%

GAAP to Non-GAAP Reconciliation – EPS Outlook

	For the Three Months Ended July 31, 2017	For the Year Ended January 31, 2018
GAAP net loss per share range, basic and diluted	\$(0.32 – 0.31)	\$(1.25-1.21)
Stock based compensation	0.19	0.77
Intangible assets amortization	-	-
Non-GAAP net loss per share range, basic and diluted	\$(0.13 – 0.12)	\$(0.48-0.44)
Weighted average shares outstanding, basic and diluted	131,964	133,595



Thank you!

Contacts:

Stephanie Wakefield
VP, Investor Relations
+1 650-209-3463
swakefield@box.com

Alice Kousoum Lopatto
Director, Investor Relations
+1 650-209-3467
alopatto@box.com