

# Press Release 1 - INNOVATION

CITY, Month 0, 0000 [/PRNewswire/](#) -- Company (NYSE: 000), lorem ipsum dolor sit amet, consectetur adipiscing elit. Nullam vulputate ex vitae massa interdum sodales Month 0, 0000.

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## About Company

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### Company and its Subsidiaries Condensed Consolidated Balance Sheets (in thousands, except per share and share amounts) (Unaudited)

|                                                                                      | Month 00,<br>0000 | Month 00,<br>0000 |
|--------------------------------------------------------------------------------------|-------------------|-------------------|
| <b>Assets</b>                                                                        |                   |                   |
| Current assets:                                                                      |                   |                   |
| Cash and cash equivalents                                                            | \$ 00,000         | \$ 00,000         |
| Restricted cash                                                                      | 00                | 000               |
| Accounts receivable, net                                                             | 00,000            | 00,000            |
| Prepaid expenses and other current assets                                            | 00,000            | 00,000            |
|                                                                                      |                   |                   |
| Total current assets                                                                 | 000,000           | 000,000           |
| Property and equipment, net                                                          | 00,000            | 00,000            |
| Other intangible assets, net                                                         | 000,000           | 000,000           |
| Goodwill                                                                             | 0,000,000         | 0,000,000         |
| Other assets                                                                         | 0,000             | 0,000             |
|                                                                                      |                   |                   |
| Total assets                                                                         | \$ 0,000,000      | \$ 0,000,000      |
| <b>Liabilities, Mandatorily Redeemable Equity and Stockholders' Equity (Deficit)</b> |                   |                   |
| Current liabilities:                                                                 |                   |                   |
| Current portion of long-term debt                                                    | \$ 00,000         | \$ 00,000         |
| Due to Company Owner, Convertible Preferred Equity Certificates                      | -                 | 000,000           |
| Accounts payable                                                                     | 00,000            | 0,000             |
| Accrued compensation and benefits                                                    | 00,000            | 00,000            |
| Other accrued expenses                                                               | 00,000            | 00,000            |
| Current portion of deferred revenue                                                  | 000,000           | 000,000           |

|                                                                                                                                                                              |              |              |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|--------------|
| Total current liabilities                                                                                                                                                    | 000,000      | 000,000      |
| Long-term debt, net of current portion                                                                                                                                       | 0,000,000    | 0,000,000    |
| Deferred revenue, net of current portion                                                                                                                                     | 0,000        | 000          |
| Deferred tax liability                                                                                                                                                       | 00,000       | 00,000       |
| Other liabilities                                                                                                                                                            | 00,000       | 00,000       |
| Total liabilities                                                                                                                                                            | 0,000,000    | 0,000,000    |
| Series X-X and Series X-X mandatorily redeemable stockholders' equity, 0,000,000 shares authorized, issued and outstanding at Month 00, 0000                                 | -            | 000          |
| Stockholders' equity (deficit):                                                                                                                                              |              |              |
| Preferred stock, \$0.0000 par value, 00,000,000 shares authorized; no shares issued at Month 00, 0000 and Month 00, 0000                                                     | -            | -            |
| Common stock, \$0.0000 par value, 000,000,000 shares authorized; 000,000,000 and 00,000,000 shares issued and outstanding at Month 00, 0000 and Month 00, 0000, respectively | 00           | 0            |
| Additional paid-in capital                                                                                                                                                   | 000,000      | 00,000       |
| Accumulated other comprehensive loss                                                                                                                                         | (00,000)     | (00,000)     |
| Accumulated deficit                                                                                                                                                          | (000,000)    | (000,000)    |
| Total stockholders' equity (deficit)                                                                                                                                         | 000,000      | (000,000)    |
| Total liabilities, mandatorily redeemable equity and stockholders' equity (deficit)                                                                                          | \$ 0,000,000 | \$ 0,000,000 |

**Company and its Subsidiaries**  
**Condensed Consolidated Statements of Operations and Comprehensive Loss**  
(in thousands, except per share and share amounts)  
(Unaudited)

|                                    | Three months ended Month 00, |            | Nine months ended Month 00, |            |
|------------------------------------|------------------------------|------------|-----------------------------|------------|
|                                    | 0000                         | 0000       | 0000                        | 0000       |
| Revenue                            | \$ 000,000                   | \$ 000,000 | \$ 000,000                  | \$ 000,000 |
| Cost of revenue                    | 00,000                       | 00,000     | 000,000                     | 000,000    |
| Gross profit                       | 000,000                      | 000,000    | 000,000                     | 000,000    |
| Operating costs and expenses       |                              |            |                             |            |
| Sales and marketing                | 00,000                       | 00,000     | 00,000                      | 00,000     |
| Research and development           | 0,000                        | 0,000      | 00,000                      | 00,000     |
| General and administrative         | 00,000                       | 00,000     | 000,000                     | 00,000     |
| Amortization of intangible assets  | 00,000                       | 00,000     | 00,000                      | 00,000     |
| Total operating costs and expenses | 00,000                       | 000,000    | 000,000                     | 000,000    |
| Operating income (loss)            | 00,000                       | (0,000)    | 00,000                      | (00,000)   |
| Non operating income (losses)      |                              |            |                             |            |
| Foreign exchange gains (losses)    | 000                          | 000        | (0,000)                     | 0,000      |
| Interest and other income, net     | 000                          | 000        | 0,000                       | 000        |
| Interest expense                   | (00,000)                     | (00,000)   | (00,000)                    | (00,000)   |
| Loss on extinguishment of debt     | (00,000)                     | -          | (00,000)                    | (00,000)   |

|                                                                              |             |             |             |              |
|------------------------------------------------------------------------------|-------------|-------------|-------------|--------------|
| Total non operating loss                                                     | (00,000)    | (00,000)    | (000,000)   | (00,000)     |
| Loss before income taxes                                                     | (00,000)    | (00,000)    | (000,000)   | (000,000)    |
| Benefit from income taxes                                                    | (00,000)    | (00,000)    | (00,000)    | (00,000)     |
| Net loss                                                                     | \$ (00,000) | \$ (00,000) | \$ (00,000) | \$ (00,000)  |
| Other comprehensive income (loss) - foreign currency translation adjustments | 00,000      | (0,000)     | 00,000      | (00,000)     |
| Comprehensive loss                                                           | \$ (00,000) | \$ (00,000) | \$ (00,000) | \$ (000,000) |
| Net loss per share:                                                          |             |             |             |              |
| Basic                                                                        | \$ (0.00)   | \$ (0.00)   | \$ (0.00)   | \$ (0.00)    |
| Diluted                                                                      | \$ (0.00)   | \$ (0.00)   | \$ (0.00)   | \$ (0.00)    |
| Weighted average shares outstanding used in computing per share amounts:     |             |             |             |              |
| Basic                                                                        | 000,000,000 | 00,000,000  | 00,000,000  | 00,000,000   |
| Diluted                                                                      | 000,000,000 | 00,000,000  | 00,000,000  | 00,000,000   |

**Company and its Subsidiaries**  
**Condensed Consolidated Statements of Cash Flows**  
(in thousands)  
(Unaudited)

|                                                                                          | <b>Nine months ended Month 00,</b> |             |
|------------------------------------------------------------------------------------------|------------------------------------|-------------|
|                                                                                          | <b>0000</b>                        | <b>0000</b> |
| <b>Cash flows from operating activities</b>                                              |                                    |             |
| Net loss                                                                                 | \$ (00,000)                        | \$ (00,000) |
| Adjustments to reconcile net loss to net cash provided by operating activities:          |                                    |             |
| Depreciation and amortization                                                            | 000,000                            | 00,000      |
| Noncash interest charges and amortization of debt discount and deferred financing costs  | 00,000                             | 00,000      |
| Noncash yield on Convertible Preferred Equity Certificates                               | 0,000                              | 00,000      |
| Equity-based compensation expense                                                        | 0,000                              | 0,000       |
| Provision for doubtful accounts                                                          | 0,000                              | 0,000       |
| Deferred income taxes                                                                    | (00,000)                           | (00,000)    |
| Unrealized currency translation losses (gains)                                           | 0,000                              | (0,000)     |
| Gain on sale of business                                                                 | (0,000)                            | -           |
| Other                                                                                    | (000)                              | (000)       |
| Changes in operating assets and liabilities, net of effect of acquisitions and disposal: |                                    |             |
| Accounts receivable                                                                      | 0,000                              | 0,000       |
| Prepaid expenses and other current assets                                                | 0,000                              | 0,000       |
| Other assets                                                                             | 000                                | 0,000       |
| Accounts payable                                                                         | (0,000)                            | 0,000       |
| Accrued compensation and benefits                                                        | (00,000)                           | 0,000       |
| Other accrued expenses                                                                   | (0,000)                            | (000)       |
| Deferred revenue                                                                         | (0,000)                            | (00,000)    |
| Other liabilities                                                                        | (000)                              | (0,000)     |
| Net cash provided by operating activities                                                | 00,000                             | 0,000       |
| <b>Cash flows from investing activities</b>                                              |                                    |             |
| Purchases of property and equipment                                                      | (0,000)                            | (0,000)     |
| Software development costs                                                               | (00,000)                           | (0,000)     |
| Acquisitions of businesses, net of cash acquired of \$12,354 and \$9,071                 | (00,000)                           | (000,000)   |
| Proceeds from disposal of business                                                       | 00,000                             | 0,000       |
| Change in restricted cash                                                                | 000                                | (00)        |
| Net cash used in investing activities                                                    | (00,000)                           | (00,000)    |
| <b>Cash flows from financing activities</b>                                              |                                    |             |
| Proceeds from revolving credit facility                                                  | 0,000                              | 00,000      |

|                                                                                           |                  |                   |
|-------------------------------------------------------------------------------------------|------------------|-------------------|
| Repayment of revolving credit facility                                                    | (00,000)         | -                 |
| Proceeds from issuance of Convertible Preferred Equity Certificates to Company Owner      | -                | 000,000           |
| Payment of amounts due to Company Owner                                                   | (0,000)          | -                 |
| Proceeds from term credit facility, net of debt discount of \$00,000 and \$000,000        | 0,000,000        | 0,000,000         |
| Repayments of term credit facility                                                        | (0,000,000)      | (000,000)         |
| Payments on capital lease obligations                                                     | (000)            | (000)             |
| Proceeds from the consummation of the Transactions                                        | 000,000          | -                 |
| Net cash provided by financing activities                                                 | <u>\$ 00,000</u> | <u>\$ 000,000</u> |
| Effect of exchange rate changes on cash and cash equivalents                              | <u>0,000</u>     | <u>(000)</u>      |
| Increase (decrease) in cash and cash equivalents                                          | 00,000           | (000)             |
| <b>Cash and cash equivalents</b>                                                          |                  |                   |
| Beginning of period                                                                       | 00,000           | 00,000            |
| End of period                                                                             | <u>\$ 00,000</u> | <u>\$ 00,000</u>  |
| <b>Supplemental non-cash information</b>                                                  |                  |                   |
| Contribution of Convertible Preferred Equity Certificates in connection with Transactions | \$ 000,000       | \$ -              |
| Issuance of Convertible Preferred Equity Certificates in connection with acquisition      | -                | 00,000            |

**Company and its Subsidiaries**  
**Reconciliation of Net Income (Loss) to EBITDA and Adjusted EBITDA**  
(in thousands)  
(Unaudited)

|                                                     | Three Months<br>Ended<br>Month 00,<br>0000 | Three Months<br>Ended<br>Month 00,<br>0000 | Nine Months<br>Ended<br>Month 00,<br>0000 | Nine Months<br>Ended<br>Month 00,<br>0000 |
|-----------------------------------------------------|--------------------------------------------|--------------------------------------------|-------------------------------------------|-------------------------------------------|
| Net income (loss)                                   | \$ (00,000)                                | \$ (00,000)                                | \$ (00,000)                               | \$ (00,000)                               |
| Depreciation and amortization                       | 00,000                                     | 00,000                                     | 000,000                                   | 00,000                                    |
| Interest expense and loss on extinguishment of debt | 00,000                                     | 00,000                                     | 000,000                                   | 000,000                                   |
| Provision (benefit) from income taxes               | (00,000)                                   | (00,000)                                   | (00,000)                                  | (00,000)                                  |
| EBITDA (0)(0)                                       | <u>\$ 00,000</u>                           | <u>\$ 00,000</u>                           | <u>\$ 000,000</u>                         | <u>\$ 00,000</u>                          |
| Acquisition related costs and expenses              | 0,000                                      | 00,000                                     | 00,000                                    | 00,000                                    |
| Stock-based compensation                            | 0,000                                      | 0,000                                      | 0,000                                     | 0,000                                     |
| Deferred revenue reduction from purchase accounting | 000                                        | 000                                        | 000                                       | 000                                       |
| Gain on sale of business                            | -                                          | -                                          | (0,000)                                   | -                                         |
| Sponsor fees and expenses                           | -                                          | 000                                        | 000                                       | 000                                       |
| Unrealized translation loss (gain)                  | (000)                                      | 0,000                                      | 0,000                                     | (0,000)                                   |
| Adjusted EBITDA (0)(0)                              | <u>\$ 00,000</u>                           | <u>\$ 00,000</u>                           | <u>\$ 000,000</u>                         | <u>\$ 000,000</u>                         |

**Company and its Subsidiaries**  
**Reconciliation of Net Income (Loss) to Adjusted Net Income and Adjusted Pro Forma Net Income per Diluted Share**  
(in thousands, except per share and share amounts)  
(Unaudited)

|  | Three Months<br>Ended<br>Month 00,<br>0000 | Three Months<br>Ended<br>Month 00,<br>0000 | Nine Months<br>Ended<br>Month 00,<br>0000 | Nine Months<br>Ended<br>Month 00,<br>0000 |
|--|--------------------------------------------|--------------------------------------------|-------------------------------------------|-------------------------------------------|
|--|--------------------------------------------|--------------------------------------------|-------------------------------------------|-------------------------------------------|

|                                                                    |             |             |             |             |
|--------------------------------------------------------------------|-------------|-------------|-------------|-------------|
| Net income (loss)                                                  | \$ (00,000) | \$ (00,000) | \$ (00,000) | \$ (00,000) |
| Provision (benefit) from income taxes                              | (00,000)    | (00,000)    | (00,000)    | (00,000)    |
| Acquisition related costs and expenses                             | 0,000       | 00,000      | 00,000      | 00,000      |
| Gain on sale of business                                           | -           | -           | (0,000)     | -           |
| Stock-based compensation expense                                   | 0,000       | 0,000       | 0,000       | 0,000       |
| Deferred revenue reduction from purchase accounting                | 000         | 000         | 000         | 000         |
| Amortization related to acquired intangible assets                 | 00,000      | 00,000      | 00,000      | 00,000      |
| Debt refinancing, CPEC interest and debt extinguishment costs      | 00,000      | 00,000      | 00,000      | 00,000      |
| Sponsor fees and expenses                                          | -           | 000         | 000         | 000         |
| Unrealized translation loss (gain)                                 | (000)       | 0,000       | 0,000       | (0,000)     |
| Adjusted income (loss) before income taxes                         | \$ 00,000   | \$ 0,000    | \$ 00,000   | \$ 00,000   |
| Less: Income tax at 00% statutory rate                             | (0,000)     | (0,000)     | (00,000)    | (0,000)     |
| Adjusted net income (0)(0)                                         | \$ 00,000   | \$ 0,000    | \$ 00,000   | \$ 00,000   |
| Pro forma fully-diluted weighted average shares outstanding (0)(0) | 000,000     | 00,000      | 00,000      | 00,000      |
| Adjusted pro forma net income per diluted share (0)(0)             | \$ 0.00     | \$ 0.00     | \$ 0.00     | \$ 0.00     |

**Company and its Subsidiaries**  
**Reconciliation of Net Cash Provided by Operating Activities to Adjusted Net Cash Provided by Operating Activities**  
(in thousands)  
(Unaudited)

|                                                           | Nine Months<br>Ended<br>Month 00,<br>0000 | Nine Months<br>Ended<br>Month 00,<br>0000 | Net Change |
|-----------------------------------------------------------|-------------------------------------------|-------------------------------------------|------------|
| Net cash provided by operating activities                 | \$ 00,000                                 | \$ 0,000                                  | \$ 00,000  |
| Acquisition related costs and expenses                    | 00,000                                    | 00,000                                    | (00,000)   |
| Adjusted net cash provided by operating activities (0)(0) | \$ 00,000                                 | \$ 00,000                                 | \$ 00,000  |

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Investor Contact:  
Morbi Nullam  
Chief Financial Officer  
[Morbi.Nullam@company.com](mailto:Morbi.Nullam@company.com)

Media Contact:  
Aenean Vestibulum  
Vice President, Marketing  
[Aenean.Vestibulum@company.com](mailto:Aenean.Vestibulum@company.com)

SOURCE Company

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