



EverCommerce Announces Second Quarter 2022 Financial Results

August 8, 2022

DENVER, Aug. 08, 2022 (GLOBE NEWSWIRE) -- EverCommerce Inc. ("EverCommerce" or the "Company") (NASDAQ: EVCM), a leading service commerce platform, today announced financial results for the quarter ended June 30, 2022.

Second Quarter 2022 Financial Highlights

- **Revenue** of \$157.2 million compared to previously issued guidance of \$152 million to \$154 million, an increase of 29.9% compared to \$121.1 million for the quarter ended June 30, 2021.
- **YoY Pro forma revenue growth rate** of 16.1% for the quarter ended June 30, 2022.
- **Net loss** was \$12.9 million, or (\$0.07) per basic and diluted share, for the quarter ended June 30, 2022. This compares to a net loss of \$24.3 million, or (\$0.56) per basic and diluted share, for the quarter ended June 30, 2021.
- **Adjusted EBITDA** was \$30.7 million, compared to previously issued guidance of \$28 million to \$29 million, an increase of 11.5% compared to \$27.6 million for the quarter ended June 30, 2021.
- Repurchased and retired 296,046 shares of common stock for \$2.7 million.
- Management raised its financial guidance for full-year 2022 Revenue and Adjusted EBITDA.

"EverCommerce reported very strong second quarter results that outpaced our guidance once again," said Eric Remer, EverCommerce's Founder and CEO. "As we look ahead to the balance of 2022, we are raising our guidance for Revenue and EBITDA as we expect the massive opportunity to drive the digitization of the service economy will continue to fuel our growth."

A reconciliation of GAAP to Non-GAAP measures has been provided in the financial statement tables included at the end of this press release. An explanation of these measures is also included below under the heading "Non-GAAP Financial Measures."

Share Repurchases

On June 14, 2022, our Board of Directors approved a 6-month stock repurchase program with authorization to purchase up to \$50.0 million in shares of the Company's common stock through the expiration of the program. The Company repurchased and retired 296,046 shares of common stock for \$2.7 million during the three months ended June 30, 2022.

Business Outlook

Based on information as of today, August 8, 2022, the Company is issuing the following financial guidance for the third quarter and full year 2022.

Third Quarter 2022:

- **Revenue** is expected to be in the range of \$159 million to \$161 million.
- **Adjusted EBITDA** is expected to be in the range of \$31.5 million to \$32.5 million.

Full Year 2022:

- **Revenue** is expected to be in the range of \$626 million to \$630 million.
- **Adjusted EBITDA** is expected to be in the range of \$123 million to \$125 million.

A reconciliation of Adjusted EBITDA to net income, the most directly comparable GAAP measure, is not available without unreasonable efforts on a forward-looking basis due to the high variability, complexity and low visibility with respect to certain charges excluded from this non-GAAP measure; in particular, the measures and efforts of stock-based compensation expense specific to equity compensation awards that are directly impacted by unpredictable fluctuations in our stock price. It is important to note that these charges could be material to EverCommerce's results computed in accordance with GAAP.

Conference Call Information

EverCommerce's management team will hold a conference call to discuss our second quarter 2022 results and outlook today, August 8, 2022, at 5:00 p.m. ET. To access this call, dial (888) 339-0752 (domestic) or (412) 902-4288 (international) and request the "EverCommerce" call. A live webcast of this conference call and an accompanying presentation will be available on the "Investor Relations" page of the Company's website. An archived replay of the webcast will be available following the conclusion of the call.

Investor Contact

Brad Korch
SVP and Head of Investor Relations, EverCommerce
720-796-7664
IR@evercommerce.com

Media Contact

Press@evercommerce.com

About EverCommerce

EverCommerce is a leading service commerce platform, providing vertically-tailored, integrated software-as-a-service ("SaaS") solutions that help more than 600,000 service-based businesses accelerate growth, streamline operations and increase retention. Its modern digital and mobile applications create predictable, informed and convenient experiences between service professionals and their end consumers. Specializing in Home Services, Health Services and Fitness & Wellness Services industries, EverCommerce solutions include end-to-end business management software, integrated payment acceptance, marketing technology and customer experience solutions. Learn more at [EverCommerce.com](https://www.evercommerce.com).

Forward-Looking Statements

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements contained in this press release that do not relate to matters of historical fact should be considered forward-looking statements, including without limitation statements regarding our future operations and financial results, the underlying trends in our business, our market opportunity, our potential for growth and our acquisition strategy. These statements are neither promises nor guarantees, but involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements, including, but not limited to, our limited operating history and evolving business; our recent growth rates may not be sustainable or indicative of future growth; we may not achieve profitability in the future; we may continue to experience significant quarterly and annual fluctuations in our operating results due to a number of factors, which makes our future operating results difficult to predict; we may reduce our rate of acquisitions and may be unsuccessful in achieving continued growth through acquisitions; revenues and profits generated through acquisitions may be less than anticipated, and we may fail to uncover all liabilities of acquisition targets; we may need to incur additional indebtedness or seek capital through new equity or debt financings, which may not be available to us on acceptable terms or at all; we may not be able to continue to expand our share of our existing vertical markets or expand into new vertical markets; we face intense competition in each of the industries in which we operate; the industries in which we operate are rapidly evolving and the market for technology-enabled services that empower SMBs is relatively immature and unproven; we are dependent on payment card networks and payment processors and if we fail to comply with the applicable requirements of our payment network or payment processors, they can seek to fine us, suspend us or terminate our registrations through our bank sponsors; the inability to keep pace with rapid developments and changes in the electronic payments market or are unable to introduce, develop and market new and enhanced versions of our software solutions; real or perceived errors, failures or bugs in our solutions; unauthorized disclosure, destruction or modification of data, disruption of our software or services or cyber breaches; our estimated total addressable market is subject to inherent challenges and uncertainties; actual or perceived inaccuracies in our operational metrics may harm our reputation; failure to effectively develop and expand our sales and marketing capabilities; failure to maintain and enhance our reputation and brand recognition; inability to retain current customers or to sell additional functionality and services to them may adversely affect our revenue growth; our systems and our third-party providers' systems may fail or our third-party providers may discontinue providing their services or technology or to us specifically; faster growth of lower margin solutions and services than higher margin solutions and services; risks related to the COVID-19 pandemic; economic and political risks, including the business cycles of our clients and changes in the overall level of consumer and commercial spending; our ability to retain and hire skilled personnel; risks related to our indebtedness; risks related to the increasing focus on environmental sustainability and social initiatives; our ability to adequately protect or enforce our intellectual property and other proprietary rights; risk of patent, trademark and other intellectual property infringement claims; risks related to governmental regulation; risks related to our sponsor stockholders agreement and qualifying as a "controlled company" under the rules of The Nasdaq Stock Market; as well as the other factors described in our Annual Report on Form 10-K for the year ended December 31, 2021 and updated by our other filings with the SEC. These factors could cause actual results to differ materially from those indicated by the forward-looking statements made in this press release. Any such forward-looking statements represent management's estimates as of the date of this press release. While we may elect to update such forward-looking statements at some point in the future, we disclaim any obligation to do so, even if subsequent events cause our views to change.

Key Business and Financial Metrics

Pro Forma Revenue Growth Rate is a key performance measure that our management uses to assess our consolidated operating performance over time. Management also uses this metric for planning and forecasting purposes.

Our year-over-year Pro Forma Revenue Growth Rate is calculated as though all acquisitions closed as of the end of the latest period were closed as of the first day of the prior year period presented. In calculating Pro Forma Revenue Growth Rate, we add the revenue from acquisitions for the reporting periods prior to the date of acquisition (including estimated purchase accounting adjustments) to our results of operations, and then calculate our revenue growth rate between the reported periods. As a result, Pro Forma Revenue Growth Rate includes pro forma revenue from businesses acquired during the period, including revenue generated during periods when we did not yet own the acquired businesses. In including such pre-acquisition revenue, Pro Forma Revenue Growth Rate allows us to measure the underlying revenue growth of our business as it stands as of the end of the respective period, which we believe provides insight into our then-current operations. Pro Forma Revenue Growth Rate does not represent organic revenue generated by our business as it stood at the beginning of the respective period. Pro Forma Revenue Growth Rates are not necessarily indicative of either future results of operations or actual results that might have been achieved had the acquisitions been consummated on the first day of the prior year period presented. We believe that this metric is useful to investors in analyzing our financial and operational performance period over period and evaluating the growth of our business, normalizing for the impact of acquisitions. This metric is particularly useful to management due to the number of acquired entities.

Non-GAAP Financial Measures

EverCommerce has provided in this press release financial information that has not been prepared in accordance with generally accepted accounting principles in the United States ("GAAP"). EverCommerce uses these non-GAAP financial measures internally in analyzing its financial results and believes that use of these non-GAAP financial measures is useful to investors as an additional tool to evaluate ongoing operating results and trends and in comparing EverCommerce's financial results with other companies in its industry, many of which present similar non-GAAP financial measures.

Non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP financial measures and should be read only in conjunction with EverCommerce's consolidated financial statements prepared in accordance with GAAP. A reconciliation of EverCommerce's historical non-GAAP financial measures to the most directly comparable GAAP measures has been provided in the financial

statement tables included in this press release, and investors are encouraged to review the reconciliation.

Adjusted Gross Profit. Adjusted Gross Profit is a key performance measure that our management uses to assess our operational performance, as it represents the results of revenues and direct costs, which are key components of our operations. We believe that this non-GAAP financial measure is useful to investors and other interested parties in analyzing our financial performance because it reflects the gross profitability of our operations, and excludes the indirect costs associated with our sales and marketing, product development, general and administrative activities, and depreciation and amortization, and the impact of our financing methods and income taxes.

We calculate Adjusted Gross Profit as gross profit adjusted to exclude depreciation and amortization allocated to cost of revenues. Gross profit is calculated as total revenues less cost of revenues (exclusive of depreciation and amortization), amortization of developed technology, amortization of capitalized software and depreciation expense (allocated to cost of revenues). Adjusted Gross Profit should be viewed as a measure of operating performance that is a supplement to, and not a substitute for, operating income or loss, net earnings or loss and other U.S. GAAP measures of income (loss) or profitability.

Adjusted EBITDA. Adjusted EBITDA is a key performance measure that our management uses to assess our financial performance and is also used for internal planning and forecasting purposes. We believe that this non-GAAP financial measure is useful to investors and other interested parties in analyzing our financial performance because it provides a comparable overview of our operations across historical periods. In addition, we believe that providing Adjusted EBITDA, together with a reconciliation of net income (loss) to Adjusted EBITDA, helps investors make comparisons between our company and other companies that may have different capital structures, different tax rates, and/or different forms of employee compensation.

Adjusted EBITDA is used by our management team as an additional measure of our performance for purposes of business decision-making, including managing expenditures, and evaluating potential acquisitions. Period-to-period comparisons of Adjusted EBITDA help our management identify additional trends in our financial results that may not be shown solely by period-to-period comparisons of net income or income from continuing operations. In addition, we may use Adjusted EBITDA in the incentive compensation programs applicable to some of our employees. Our Management recognizes that Adjusted EBITDA has inherent limitations because of the excluded items, and may not be directly comparable to similarly titled metrics used by other companies.

We calculate Adjusted EBITDA as net income (loss) adjusted to exclude interest and other expense, net, income tax benefit, depreciation and amortization, other amortization, acquisition related costs, stock-based compensation, and other non-recurring costs. Other amortization includes amortization for capitalized contract acquisition costs. Acquisition related costs are specific deal-related costs such as legal fees, financial and tax due diligence, consulting and escrow fees. Other non-recurring costs are expenses such as system implementation costs and severance related to planned restructuring activities. Acquisition related costs and other non-recurring costs are excluded as they are not representative of our underlying operating performance. Adjusted EBITDA should be viewed as a measure of operating performance that is a supplement to, and not a substitute for, operating income or loss, net earnings or loss and other U.S. GAAP measures of income (loss). The following table presents a reconciliation of net loss, the most directly comparable financial measure calculated in accordance with U.S. GAAP, to Adjusted EBITDA on a consolidated basis.

Condensed Consolidated Balance Sheets
(in thousands, except per share and share amounts)
(unaudited)

	<u>June 30,</u> <u>2022</u>	<u>December 31,</u> <u>2021</u>
Assets		
Current assets:		
Cash and cash equivalents	\$ 105,233	\$ 93,993
Restricted cash	3,914	3,566
Accounts receivable, net of allowance for doubtful accounts of \$2.3 million and \$1.9 million at June 30, 2022 and December 31, 2021, respectively	49,022	40,514
Contract assets	15,417	11,039
Prepaid expenses and other current assets	26,210	22,505
Total current assets	<u>199,796</u>	<u>171,617</u>
Non-current assets:		
Property and equipment, net	12,981	13,509
Capitalized software, net	28,603	24,000
Other non-current assets	21,519	24,296
Intangible assets, net	456,364	508,535
Goodwill	914,024	921,416
Total non-current assets	<u>1,433,491</u>	<u>1,491,756</u>
Total assets	<u>\$ 1,633,287</u>	<u>\$ 1,663,373</u>

Condensed Consolidated Balance Sheets (Continued)
(in thousands, except per share and share amounts)

(unaudited)

	June 30, 2022	December 31, 2021
Liabilities, Convertible Preferred Stock and Stockholders' Equity		
Current liabilities:		
Accounts payable	\$ 7,774	\$ 10,325
Accrued expenses and other	54,506	49,340
Deferred revenue	25,516	22,992
Customer deposits	9,362	9,828
Current maturities of long-term debt	11,200	10,943
Total current liabilities	108,358	103,428
Non-current liabilities:		
Deferred tax liability, net	7,170	17,862
Long-term deferred revenue	2,744	2,803
Long-term debt, net of current maturities and deferred financing costs	533,062	535,184
Other non-current liabilities	18,442	18,448
Total non-current liabilities	561,418	574,297
Total liabilities	669,776	677,725
Commitments and contingencies		
Stockholders' equity:		
Preferred stock, \$0.00001 par value, 50,000,000 shares authorized and no shares issued or outstanding as of June 30, 2022 and December 31, 2021	—	—
Common stock, \$0.00001 par value, 2,000,000,000 shares authorized and 195,528,413 and 195,384,291 shares issued and outstanding at June 30, 2022 and December 31, 2021, respectively	2	2
Accumulated other comprehensive loss	(10,600)	(1,767)
Additional paid-in capital	1,513,529	1,500,643
Accumulated deficit	(539,420)	(513,230)
Total stockholders' equity	963,511	985,648
Total liabilities, convertible preferred stock and stockholders' equity	\$ 1,633,287	\$ 1,663,373

Condensed Consolidated Statements of Operations and Comprehensive Loss
(in thousands, except per share and share amounts)
(unaudited)

	Three months ended June 30,		Six months ended June 30,	
	2022	2021	2022	2021
Revenues:				
Subscription and transaction fees	\$ 115,648	\$ 85,136	\$ 223,649	\$ 160,331
Marketing technology solutions	35,160	31,976	65,064	57,364
Other	6,438	3,938	12,109	8,261
Total revenues	157,246	121,050	300,822	225,956
Operating expenses:				
Cost of revenues (exclusive of depreciation and amortization presented separately below)	55,103	40,856	105,848	76,530
Sales and marketing	29,946	22,802	60,091	42,491
Product development	17,423	12,047	35,060	22,372
General and administrative	33,358	31,923	64,584	54,017
Depreciation and amortization	27,520	24,224	54,911	47,921
Total operating expenses	163,350	131,852	320,494	243,331
Operating loss	(6,104)	(10,802)	(19,672)	(17,375)
Interest and other expense, net	(6,702)	(13,165)	(12,180)	(26,114)
Net loss before income tax benefit (expense)	(12,806)	(23,967)	(31,852)	(43,489)
Income tax benefit (expense)	(75)	(367)	5,662	3,160

Net loss	(12,881)	(24,334)	(26,190)	(40,329)
Other comprehensive loss:				
Foreign currency translation gains (losses), net	(8,169)	369	(8,833)	912
Comprehensive loss	<u>\$ (21,050)</u>	<u>\$ (23,965)</u>	<u>\$ (35,023)</u>	<u>\$ (39,417)</u>
Net loss attributable to common stockholders:				
Net loss	\$ (12,881)	\$ (24,334)	\$ (26,190)	\$ (40,329)
Adjustments to net loss	—	—	—	(15,105)
Net loss attributable to common stockholders	<u>\$ (12,881)</u>	<u>\$ (24,334)</u>	<u>\$ (26,190)</u>	<u>\$ (55,434)</u>
Basic and diluted net loss per share attributable to common stockholders	<u>\$ (0.07)</u>	<u>\$ (0.56)</u>	<u>\$ (0.13)</u>	<u>\$ (1.27)</u>
Basic and diluted weighted-average shares of common stock outstanding used in computing net loss per share	<u>195,650,334</u>	<u>43,732,225</u>	<u>195,541,998</u>	<u>43,483,144</u>

Condensed Consolidated Statements of Cash Flows
(in thousands)
(unaudited)

	Six months ended June 30,	
	2022	2021
Cash flows provided by operating activities:		
Net loss	\$ (26,190)	\$ (40,329)
Adjustments to reconcile net loss to net cash provided by operating activities:		
Depreciation and amortization	54,911	47,921
Capitalized software abandonment	500	—
Amortization of discount on long-term debt	209	3,234
Amortization of deferred financing costs on long-term debt	460	120
Amortization of costs and fees on credit facility commitments	198	291
Deferred taxes	(6,209)	(3,284)
Bad debt expense	1,012	1,030
Paid-in-kind interest on long-term debt	216	200
Stock-based compensation expense	12,643	12,104
Changes in operating assets and liabilities, net of effects of acquisitions:		
Accounts receivable, net	(9,547)	(7,068)
Prepaid expenses and other current assets	(8,346)	(13,482)
Other non-current assets	(1,233)	(3,004)
Accounts payable	(2,485)	398
Accrued expenses and other	5,228	(982)
Deferred revenue	2,642	7,151
Other long-term liabilities	(7)	(468)
Net cash provided by operating activities	<u>24,002</u>	<u>3,832</u>
Cash flows used in investing activities:		
Purchases of property and equipment	(1,565)	(1,136)
Capitalization of software costs	(7,492)	(5,672)
Acquisition of companies, net of cash acquired	—	(69,017)
Net cash used in investing activities	<u>(9,057)</u>	<u>(75,825)</u>
Cash flows provided by (used in) financing activities:		
Payments on long-term debt	(2,750)	(4,015)
Proceeds from long-term debt	—	69,216
Exercise of stock options	1,104	1,016
Proceeds from preferred stock issuance, net	—	109,782
Proceeds from common stock issuance for Employee Stock Purchase Plan	1,804	—
Repurchase and retirement of common stock	(2,665)	—

Net cash provided by (used in) financing activities	(2,507)	175,999
Effect of foreign currency exchange rate changes on cash	(850)	237
Net increase in cash and cash equivalents and restricted cash	<u>11,588</u>	<u>104,243</u>
Cash and cash equivalents and restricted cash:		
Beginning of period	97,559	98,338
End of period	<u>\$ 109,147</u>	<u>\$ 202,581</u>

Six months ended June 30,	
2022	2021
<i>(in thousands)</i>	

Supplemental disclosures of cash flow information:

Cash paid for interest	\$ 10,642	\$ 21,888
Cash paid for income taxes	<u>\$ 1,388</u>	<u>\$ 583</u>

Supplemental disclosures of noncash investing and financing activities:

Rollover equity in consideration of net assets acquired	\$ —	\$ 726
Accretion of Series B convertible preferred stock to redemption value	<u>\$ —</u>	<u>\$ 15,105</u>

Three months ended June 30,		Six months ended June 30,	
2022	2021	2022	2021
<i>(in thousands)</i>			

Reconciliation from Gross Profit to Adjusted Gross Profit:

Gross profit	\$ 96,542	\$ 75,521	\$ 183,820	\$ 140,166
Depreciation and amortization	5,601	4,673	11,154	9,260
Adjusted gross profit	<u>\$ 102,143</u>	<u>\$ 80,194</u>	<u>\$ 194,974</u>	<u>\$ 149,426</u>

Three months ended June 30,		Six months ended June 30,	
2022	2021	2022	2021
<i>(in thousands)</i>			

Reconciliation from Net loss to Adjusted EBITDA:

Net loss	\$ (12,881)	\$ (24,334)	\$ (26,190)	\$ (40,329)
Adjusted to exclude the following:				
Interest and other expense, net	6,702	13,165	12,180	26,114
Income tax (benefit) expense	75	367	(5,662)	(3,160)
Depreciation and amortization	27,520	24,224	54,911	47,921
Other amortization	1,028	677	1,970	1,277
Acquisition related costs	44	1,142	641	2,240
Stock-based compensation expense	6,508	11,201	12,643	12,104
Other non-recurring costs	1,753	1,131	3,218	2,716
Adjusted EBITDA	<u>\$ 30,749</u>	<u>\$ 27,573</u>	<u>\$ 53,711</u>	<u>\$ 48,883</u>